

MICHIGAN TRADESMAN

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TRADESMAN COMPANY, PUBLISHERS.

\$1 PER YEAR

Volume XIV.

GRAND RAPIDS, WEDNESDAY, JUNE 9, 1897.

Number 716

Mutual Co-operation



ANTIQUE OAK BOOK CASE.

Such inducements will bring you in new customers, and do away with bad accounts, all of which you save. If interested, send for catalogue and mention the Tradesman.

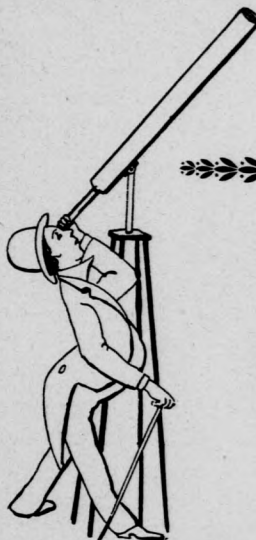
STEBBINS MANUFACTURING CO., Lakeview, Mich.

should exist between every merchant and his customers. Every live, active, up-to-date merchant figures on spending a certain per cent. of his sales for increasing his business. He knows exactly what his profits are and how much he can safely set aside for advertising purposes. He knows that a credit business brings many bad accounts, and that prices must be kept high enough to offset this loss, which his good customers have to pay.

This Fact is Wrong!

Our Method Will Right It

Give your customers the benefit of your advertising bill — **that's mutual co-operation!** Set aside, say 3, 4 or 5 per cent. of your sales for advertising. Give every cash customer coupons to the amount of his purchase. When he has accumulated the required amount present him with a fine piece of oak furniture — something that will be an ad. for you in years to come.



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.

The "immenseness" of our line of Shirt Waists

impresses us again to advertise this stock. Many are the styles to select from; so many, in fact, that you can't help buying.

WAISTS—Detachable collars; attachable collars; white stand-up collars; white lay-down collars; collars to match waist; cuffs white or same as waist.

Our line at \$4.50 per dozen. We want you to see them whether you buy or not. Other qualities up to \$10.50 per dozen.

P. STEKETEE & SONS,
MONROE AND FOUNTAIN STS.

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.

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

We carry a stock of cake tallow for mill use.

Nos. 122 and 124 Louis St.,

Grand Rapids.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids.

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

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel.

The Michigan Mercantile Agency

SPECIAL REPORTS.

LAW AND COLLECTIONS.

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

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

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

Sells Best

Because it salts best, tastes best, keeps best—is best. **DIAMOND CRYSTAL SALT.**

See Price Current.

Diamond Crystal Salt Co., St. Clair, Mich.



Big Money

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

Write for special inducements to introduce it.

REED & CO., Eagle, Mich.

SHIP YOUR FREIGHT
AND TRAVEL via the

GOODRICH LINE

THE MOST POPULAR LINE TO

CHICAGO

AND ALL POINTS WEST.

Leave MUSKEGON at 6:00 p. m.
Leave GRAND HAVEN at 9:00 p. m.
Daily except Saturday, arriving in CHICAGO the following morning in time for the outgoing trains.

THIS IS THE SHORT LINE TO CHICAGO.

Passengers should see that their tickets read via this popular line.

Through tickets to all points via Chicago can be had of all agents on D., G. H. & M., C. & W. M. R'y, T., S. & M. R'y, G. R. & I. R. R., and of W. D. ROSIE, Agent Goodrich Line, Muskegon, or N. ROBBINS, JR., Grand Haven.

H. A. BONN, Gen'l Pass. Agent.
CHICAGO.

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

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 Petoskey.
Lv. G'd. Rapids 8:30am 1:25pm 6:25pm
Ar. G'd. Rapids 10:15am 10:30pm
Manistee, Traverse City and Petoskey.
Lv. G'd. Rapids 7:20am 5:30pm
Ar. Manistee 12:06pm 10:25pm
Ar. Traverse City 12:40pm 11:10pm
Ar. Charlevoix 3:15pm
Ar. Petoskey 4:55pm
Trains arrive from north at 1:00p.m. and 9:55 p.m. PARLOR AND SLEEPING CARS.
Chicago. Parlor cars on afternoon trains and sleepers on night trains.
North. Parlor car on morning train for Traverse City.
†Every day. Others week days only.
Geo. DeHaven, General Pass. Agent.

DETROIT, Grand Rapids & Western.

Jan. 1, 1897.

Going to Detroit.
Lv. Grand Rapids 7:00am 1:30pm 5:25pm
Ar. Detroit 11:40am 5:40pm 10:10pm
Returning from Detroit.
Lv. Detroit 7:35am 1:10pm 6:00pm
Ar. Grand Rapids 12:35pm 5:30pm 10:45pm
Saginaw, Alma and Greenville.
Lv. G R 7:10am 4:20pm Ar. G R 12:20pm 9:30pm
To and from Lowell.
Lv. Grand Rapids 7:00am 1:30pm 5:25pm
Ar. from Lowell 12:30pm 5:20pm
THROUGH CAR SERVICE.
Parlor cars on all trains between Grand Rapids and Detroit and between Grand Rapids and Saginaw. Trains run week days only.
Geo. DeHaven, General Pass. Agent.

GRAND Trunk Railway System

Detroit and Milwaukee Div.

(In effect May 3, 1897.)

Leave. **EAST.** **Arrive.**
+ 6:45am..Saginaw, Detroit and East...+ 9:55pm
+10:10am.....Detroit and East...+ 5:07pm
+ 3:30pm..Saginaw, Detroit and East...+12:45pm
+10:45pm...Detroit, East and Canada...* 6:35am
WEST
* 8:35am...Gd. Haven and Int. Pts...* 7:10pm
+12:53pm Gd. Haven and Intermediate...+ 3:22pm
+ 5:13pm...Gd. Haven Mil. and Chi...+10:06am
* 7:40pm...Gd. Haven Mil. and Chi...* 8:15am
+10:00pm...Gd. Haven and Mil...+ 6:40am
Eastward—No. 14 has Wagner parlor car. No. 18 parlor car. Westward—No. 11 parlor car. No. 15 Wagner parlor car.
*Daily. †Except Sunday.
E. H. HUGHES, A. G. P. & T. A.
BEN. FLETCHER, Trav. Pass. Agt.,
JAS. CAMPBELL, City Pass. Agent,
No. 23 Monroe St.

GRAND Rapids & Indiana Railroad

Sept. 27, 1896.

Northern Div. Leave Arrive
Trav. C'y, Petoskey & Mack...+ 7:45am + 5:15pm
Trav. C'y, Petoskey & Mack...+ 2:15pm + 6:30am
Cadillac.....+ 5:25pm +11:10am
Train leaving at 7:45 a.m. has parlor car to Petoskey and Mackinaw.
Train leaving at 2:15 p.m. has sleeping car to Petoskey and Mackinaw.
Southern Div. Leave Arrive
Cincinnati.....+ 7:10am + 3:25pm
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 7:06pm
GOING EAST.
Lv Muskegon.....+8:10am +11:45am +4:00pm
Ar G'd Rapids.....9:30am 12:55pm 5:20pm
+†Except Sunday. *Daily.
A. ALQUIST, C. L. LOCKWOOD,
Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.

They all say

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

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



THE VALUE OF A CAKE IS THE BUSINESS IT BRINGS

OUR
LATEST
SUCCESS

CUBANS

10 CENTS
PER
POUND

Contain all the good qualities of a rapid seller, with strong points reinforced.
Write for samples.

MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, JUNE 9, 1897.

Number 716

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.
Ft. 1st, Conservative, Safe.
J. W. CHAMBERLAIN, PRES. W. FRED MCBAIN, Sec.

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.

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.

Mr. Connor will be at Sweet's Hotel, Grand Rapids, Thursday and Friday, June 17 and 18.



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.

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

The Grocery Market.

Sugar—The market continues to strengthen and a still higher range of values in confidently anticipated. The European market has been firm, with no change of consequence, and the domestic raw market has been steady. The Trust is at present buying practically no stock. The consumptive demand is good, owing to the prevalence of the berry season. It should increase from now on. Jobbers are buying rather lightly, being well stocked up.

Tea—Jobbers are offering freely at present prices, but the importers are refusing more orders at present figures. The prime cause of this is the tariff suspense and the promised rise in price in Japan. The importers, through whom the jobbers must supply themselves as soon as they have sold out present holdings, are afraid to take orders now at selling prices to-day for fear the tariff will increase the cost of the goods before they arrive. The latest advices from Japan say that the most of the United States jobbers have cancelled their limits on teas for the coming season's trade, and are ready to pay the advance asked in Japan. This has not been done by all the wholesalers, however. Whatever is done about the tariff, the price of tea in this country the coming season will be higher than last, because the inspection will be better and poor grades of tea are to be kept out, and the advance of market in Japan will not wholly decline, even if the duty is not laid on tea.

Coffee—Actual coffees are $\frac{1}{8}$ c lower for No. 7, but the better grades do not participate in the decline where quality and style are desirable. There seems to be a better general demand in the way of replenishing assortments. Maccabio stiffened up a little on the suggestion of proposed duties and considerable has been sold. Javas are firm and demand fair.

Provisions—While the large current manufacture of product has continued to exert more or less of a weakening influence on the market and is promotive of an unsettled feeling, there has been a good distributive business and considerable speculative interest has been displayed. Prices have weakened moderately on leading articles. The foreign movement of product continues liberal, last week's clearances of meats largely exceeding the corresponding period last year, while lard fell short of the high record for the week a year ago. For this article there appears to be an improving call from continental markets, but at easy prices. The British markets continue to absorb meats freely.

Dried Fruits—Prunes and evaporated apples are selling at exceedingly low prices. The reports from California are that there will be at least double the apricot crop this season that there was last but this will not be larger than can be well cared for. The crop of peaches, prunes and cherries is reported to be very large, but in spite of this the crop of these fruits will probably be larger than it has been for the past two years. The stock of loose Muscatelle two crown

raisins is said to be light, and speculative interest is growing in them.

Canned Goods—The tomato market is very quiet. Stocks are not very heavy, but the market is none too strong, although no immediate fluctuation is expected. The demand is very light. Corn is neglected, and the market has been somewhat depressed by the presence of remnants of the 1895 pack at a low price. Peas for future delivery are selling fairly, and the new pack prices are lower than for several years. Peaches are doing very little. So far as can be learned, no sales of futures have been made.

Crackers—The New York Biscuit Co. has advanced the price of its staple brands, and also some grades of sweet goods, $\frac{1}{8}$ c, the advance taking effect June 9.

Detroit Retail Grocers and Butchers' Protective Association.

At the regular meeting of the Detroit Retail Grocers and Butchers' Protective Association, held at German Salesmen's hall, Wednesday evening, June 2, President Knight presided.

The special Committee on Peddling Ordinance reported the result of its efforts with the Common Council, which placed the license fee on push carts and one horse vehicles at \$25 a year and on two horse wagons at \$50 a year. The license is embodied in an ordinance which covers the field pretty thoroughly—so thoroughly that the peddler must toe the mark in good shape. The licenses terminate June 1, so that a man who takes out a license must take it out for a full year or for the fractional part of the year running from the time he starts to the end of the fiscal year, June 1. The report was received with much enthusiasm and the Committee thanked for its efficient efforts.

The special Committee on Parker, Webb & Co. reported progress and gave the substance of an interview with Vail & Crane, which was not as satisfactory as the Committee could have wished. Instead of giving the Committee a definite answer as to whether they would continue to buy lard of P. W. & Co., they informed the Committee that they would embody their ideas in a letter which they would address to the Secretary of the Association. The letter was thereupon read by the Secretary, but instead of its containing an answer to the enquiry of the Committee, it suggested a settlement of the trouble along the line of compromise and urged the appointment of a committee by the Association to meet a representative of P. W. & Co. at the office of Vail & Crane, with a view to ascertaining whether the trouble could not be adjusted and the boycott lifted. The communication was so manifestly unsatisfactory that it was referred to the Committee having the matter in charge, with the request that the Committee call on the firm in question and endeavor to ascertain where they stood on the question of the P. W. & Co. boycott.

L. D. Edwards moved that Jos. Knight, Duncan King, Jr., E. Marks and Mr. Einfeldt be added to the Committee, which was adopted.

The Association was then addressed at some length by E. A. Stowe, of Grand Rapids, and Parke Mathewson, of Detroit, who undertook to explain some elements of association work which have not yet been taken up in detail by the Detroit organization.

There being no further business, the meeting adjourned.

The Grain Market.

A decided change has come over the wheat market since our last report. While the tendency has been downward, the moderate exports and the large Northwestern receipts seem to strengthen the position. The change for the better came very suddenly and prices jumped up 2c per bushel. The reasons for this were larger exports, the decreased receipts and the decrease in the visible, but the trump card was the large visible decrease, which was 2,500,000 bushels, being about double the amount expected. The Government crop report, which will come out tomorrow, will probably show a falling off from last month. As predicted when the short interests wanted to buy in, they would find there was no wheat to be had. Our visible is only 24,500,000 bushels, against 50,147,000 bushels last year. The receipts here are very small, indeed, compared with former years. The same state of affairs exist all over the State. This alone will have some effect on the market for higher prices. The demand for flour is very good and the mills here could sell twice the amount they are selling, but they dare not, owing to the scarcity of wheat. The growing crop does not look as well as it did two weeks ago, which is due to the continued cold weather. The anticipation of a huge crop has disappeared. We think Michigan will not have much more wheat than she had last year.

Owing to the large increase of 1,505,000 bushels in the visible, corn dropped 2c per bushel. Oats held their own. However, we may expect to see both corn and oats advance, as the weather is not very encouraging for large crops.

The receipts during the week were 27 cars of wheat, 11 cars of corn and 14 cars of oats.

Local mills are paying 74c for wheat.

C. G. A. VOIGT.

Having adopted every bluff in the category of stratagem, without result, and pulled every string from litigation to bribery, to frighten or seduce the business public from continuing to support the local telephone company, only to meet humiliating defeat, the Tradesman suggests that the Bell Co. purchase some good real estate at a bargain in this city, ostensibly for the location of an exchange. This plan would not only afford an excellent outlet for a portion of its surplus, but when resold at an advance, a year or two hence, the investment will prove a cheap method of "localizing" the Bell Co. and thus afford a pretext for the continuance of its system of free telephones and miserably inadequate service.

Attention is directed to the card of Henry C. Smith, of Adrian, published elsewhere in this week's paper. The location is an excellent one in every respect, Adrian being a live and progressive city, surrounded by an unusually prosperous farming community.

Ex-Postmaster General Horatio King, who died in Washington recently, was the originator of the "return penalty" envelope, a device used by all departments of the Government for franking official mail matter. This device has saved the Government almost \$100,000 every year since its introduction.

Bicycles

News and Gossip of Interest to Dealer and Rider.

Summer weather has been somewhat backward this year, and the cyclists, when preparing to start on an extended run, even for a day, have often been undecided as to the weight of clothing to wear. From now on, however, light woolen materials will be found to be all right, and one ought to be able to discard the heavy sweater for the next few months at least. There are those who have found objection to the sweater, and have said many unkind things about the sensible cyclist who sticks to his sweater in uncertain weather and preserves his health. Nothing is so safe and comfortable when the wind changes around to the north and the mercury drops suddenly as the homely but sensible sweater. Of course, this health-protector is out of place in "my lady's drawing-room," or at a formal reception, but it is only the prude who finds fault with it when on the wheel, winter or summer. It is good advice that a physician, who is something of an athlete himself, gives to all cyclists. He says in substance: "If you don't want to wear a sweater, then leave it off and take chances. But don't think of discarding this garment unless woolen underclothing is substituted. One is likely to get over-heated while wheeling, and when a shady nook is reached it seems inviting to recline under the trees and enjoy the rest which always follows healthful fatigue brought on by sensible exercise in the open air. A cold contracted in warm weather is frequently a disagreeable thing to get rid of."

A commission of life insurance physicians has reported that bicycling and beer drinking are not conducive to longevity. But the arguments for and against these practices should be separately considered. Bicycling alone might contribute to length of days, but with beer added would certainly tend to shorten them if experience counts for anything. Beer and longevity do not commonly go together, whether the beverage be taken as the stimulant of exercise or the sedative of repose. In both cases it tends to a mild form of stupefaction, and ultimately to a deterioration of the tissues and brain substance, leading to trades unionism, socialism, anarchy, strikes and boycotts, the last being the most malignant manifestation which it exhibits. Beer has no necessary connection with bicycling, and the further they are kept apart the better for the votaries of the wheel of all ages and both sexes.

Chains do not stretch. If they gain in length they do so by wear. The strength of a chain is its weakest link and if it is strained along its full length the stretch will be all in one place, namely, the weakest, and if it is a bad specimen made of soft material all the rivet holes may be pulled oval. But ordinarily stretch comes from wear.

H. B. Chamberlin, formerly of Denver, Colo., who died recently in England from a fall from a bicycle, was one of the most unique figures in the West. He made a failure of thirty-six branches of business which he tried, and then started to boom Western real estate. When his friends next heard of him, instead of being a penniless youth, he was worth \$1,000,000. He started the Chamberlin Investment Company in

Denver, and, through his speculations, amassed a fortune. He gave lavishly to charity and founded the fourth largest observatory in the world, besides several churches. When he died he owed \$15,000,000.

An interesting collision case involving a bicycle and a cart has been decided in Philadelphia by Judge Wilson of the Court of Common Pleas. Thomas Taylor the wheelman, was riding along Dauphin street on the single car track in the street in the direction traveled by the cars. A cart belonging to the railroad company was coming up the track in the other direction. The wheelman, thinking he had the right of way, held on, as did the cart, until an accident was unavoidable, and the wheelman and his bicycle were both hurt, for which compensation was claimed. The Trial Judge decided against the wheel, and his opinion was confirmed by Judge Wilson. The latter said:

To sustain the point that the plaintiff had the right of way reliance is had upon the statute which gives to the bicycle the character of a vehicle, and also to an ordinance of the city which, in ordinary cases, gives to vehicles the right of way upon the tracks of the passenger railway companies, in the direction in which the cars ordinarily run. The obvious reason of this ordinance, however, is that it was intended to give to the vehicles making use of the rails of the tracks a convenient and settled right of direction and occupancy upon these rails. I do not think it has any bearing whatever upon the right of the riders of bicycles. Nobody, I presume, would dispute the proposition that, in the ordinary occupancy of streets and under ordinary circumstances the drivers of vehicles drawn by horses and the riders of bicycles must regard the ordinary rules of the road, for each other's convenience and safety. I do not, however, think that such a rule would require that in an open, unobstructed highway, a vehicle like a cart, for instance should be driven to one side in order that the rider of a bicycle might be relieved of the necessity of deviating from a straight line. Good sense and reasonable regard for the peculiarities of such cases ought to be required, both of the drivers of vehicles and of the riders of bicycles. Experience emphasizes the importance of proper regulations for the protection of the many thousands of people who use the bicycle. At the same time it is also to be borne in mind that that vehicle is much lighter and more under the control of its rider than vehicles of the other sort, which are drawn by horses.

In many cases, therefore, it is the duty of the rider of the bicycle to regulate his course and to make concessions, which possibly the driver of a vehicle of burden ordinarily would not be obliged to do. In this particular it is quite evident that the plaintiff, under the notion that he had a right to compel the driver of the cart to leave the track in order to give him a free and unobstructed passage, remained in his onward course so long that the collision which occurred was unavoidable. In this he was at fault; he brought the consequences upon himself by his own folly.

In adjusting the movements of vehicles in the streets therefore their rights are not fixed according to one inflexible rule. The lighter and more easily deflected vehicle owes a certain amount of deference to heavier and less wieldy vehicles, and the bicycle must proceed upon that understanding.

The Dangers of Life.

A man will die for want of air in five minutes; for want of sleep in ten days; for want of water in a week; for want of food in from twenty to sixty days; from broken heart in less than ten pages; from want of an office—never.

Bound to Have an 1897 Wheel.
From the Indianapolis Journal.

Pale and proud she stood before him. In fact, she had him in the corner and he could not depart. "Do I get a '97 wheel?" she asked, and in her tone there was a threat veiled, even as the quinine may be

masked by the liquid softness of the rock and rye.

"No," said the wretched man in desperation.

"Then," said she, her voice as hard as the inside of a ball bearing, "I shall see my lawyer to-day. I will buy that wheel out of the alimony."

BICYCLE SUNDRIES

EVERYTHING UP TO DATE

LAMPS, TIRES, PEDALS,
SADDLES, LOCKS, BELLS,
PUMPS, CEMENTS, ETC.

ADAMS & HART,

WHOLESALE BICYCLES and SUNDRIES.

Send for Catalog and Discount Sheets. 12 W. Bridge St., Grand Rapids.

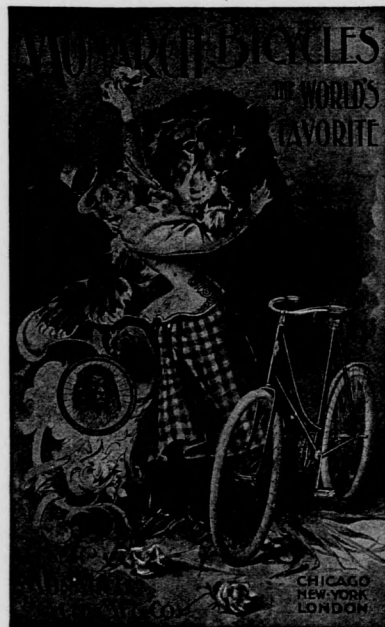
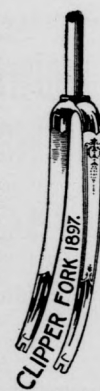


Oval Fork Crowns

were first used regularly on the New Clipper No. 25, which was placed on the open market in 1894, and was shown and described in our '94 catalogue. Previous to that time we were experimenting with it. We believe this excellent crown was original with us. We never saw one until we made it. We do not "kick" on others using and advertising it. We don't even object to their claiming originality. It's a good thing; better than any other kind, and riders are beginning to recognize it. They don't break. You don't have to pay the highest price in order to get it. All Clipper bicycles are fitted with this fork crown; they are finished differently, according to the price of the model, but all crowns in the rough are the same. Detachable brakes are readily fitted to this form, which is not possible in many others.

The price you ought to pay for the wheel you ought to buy is given in the Clipper catalogue.

Made by the GRAND RAPIDS CYCLE CO., Grand Rapids, Mich.
No. P. 249 N.



REPRESENTATIVE RETAILERS.

Jos. Knight, President of the Detroit Retail Grocers' Association.

Joseph Knight was born in Worcestershire, England, March 6, 1845. When 13 years of age his parents came to America, locating in Essex county, Ontario. The principal reason for the change was the poor health of Joseph, who was so ill when the family began the long journey that grave doubts were entertained as to the probability of his



standing the voyage. The change was a good one for him, however, and from that day he has been blessed with exceptionally good health. When 16 years of age he left his father's roof to seek

employment as a farm hand and for the next four years he worked on Canadian farms during the summer season and sought employment in the pine woods of Michigan winters. He was on the train bound for home, in April, 1865, when news came of the fall of Richmond.

August 19, 1865, he married Miss Mary A. Dawson, and the two began life on a rented farm in Essex county. The next year they purchased a farm of their own and for four years their best energies were devoted to clearing the land and bringing it into a state of cultivation. At the end of that time they removed to Kingsville, where Mr. Knight engaged in the brickmaking business with his brother-in-law under the style of Knight & Fox. Finding the business unprofitable at the end of two years, Mr. Knight went back to the farm and worked out the debt thus incurred. In 1877, he exchanged his equity in the farm for a general stock at North Ridge, Ont., where he remained for ten years, meeting with more than the usual degree of success. In 1887, he removed to Detroit and purchased the grocery stock of Brigham & Crawford, at the corner of Greenwood avenue and Calumet street. Eight years ago he removed to his present location, 282 Warren avenue, west, where he expects to do business as long as he lives. Four years ago he started a branch store at 1324 Grand River avenue, which is conducted under the management of his sons, Ernest O. and Frank Knight. Eight years ago he admitted his oldest son, Ed. G. Knight, to partnership, since which time the business has been conducted under the style of Jos. Knight & Son. Mr. Knight is the father of six children—three boys and three girls—who are all married and settled down in life, with the ex-

ception of one daughter and one son.

He has been a member of the Baptist denomination, but has no church affiliation at present. He is a Master Mason, member of the Orange order and also of the A. O. U. W.

Mr. Knight attributes his success to close attention to business and to strict honesty in his dealings. These principles have laid the foundation of his success. He is abstemious in his habits and careful of his health and confidently looks forward to an old age full of health and happiness.

Annual Meeting of the Jackson Retail Grocers' Association.

The regular Annual Meeting of the Jackson Retail Grocers' Association was held June 3, with President Byron C. Hill in the chair.

Communications from Minneapolis and from the Detroit Retail Grocers' Association were received and the Secretary was instructed to make proper replies thereto.

The election of officers for the next year being in order, the following were chosen:

President—Geo. E. Lewis.
First Vice-President—James H. Fuller.

Second Vice-President—B. S. Mosher.
Secretary—W. H. Porter.
Treasurer—J. L. Petermann.
Trustee—H. C. Eddy.

The matter of the annual excursion and picnic was discussed and, after a considerable debate, it was laid over for action on June 15.

On motion, the regular nights of meeting were changed to the first and third Tuesdays of each month.

The meeting was well attended and a good spirit was manifested. The annual outing, for which our Association has become famous among our people, will undoubtedly be given the same attention as heretofore. The agents of all the railroads have made us offers of their respective lines for our use.

W. H. PORTER, Sec'y.

Association Matters

Michigan Retail Grocers' Association

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

Michigan Hardware Association

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

Detroit Retail Grocers' Association

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

Grand Rapids Retail Grocers' Association

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

Saginaw Mercantile Association

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

Jackson Retail Grocers' Association

President, GEO. E. LEWIS; Secretary, W. H. PORTER; Treasurer, J. L. PETERMANN.

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. WHIFFLE; 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.

ARAB SPICES ARE PURE

We Stand Behind Our Customers!

The recent decision of the Supreme Court places the retail merchant in a delicate position and renders it necessary for him to be very careful where and of whom he buys his goods. We have decided to take advanced grounds on this matter and herewith announce to the trade that we propose to stand between our customers and the courts by voluntarily agreeing to pay any fines which may be assessed against our patrons in the court of last resort by reason of their handling standard goods purchased of us, bearing either factory brands or the brands of our establishment.

The principal source of complaint has been on spices, vinegar and molasses, and if the retailer is right on these goods there is but little probability of his being made any trouble. This being true, why not buy your goods of the house which claims to be the pioneer in Western Michigan in introducing goods of standard excellence and which from the beginning of its history, in season and out of season, has persistently advocated the handling of goods of recognized purity and strength.

Every article bearing the Arab brand coming from this company can be confidently relied upon to bear out the strongest guarantee.

MUSSELMAN GROCER CO., Grand Rapids.

ARAB SPICES ARE PURE

ARAB SPICES ARE PURE

ARAB SPICES ARE PURE

Around the State

Movements of Merchants.

Interlochen—E. Blackmore has opened a meat market.

Cedarville—Hodeck & Johnston have opened a new meat market.

Manton—H. D. Smith has sold his restaurant and bakery to S. R. Earl.

Middleville—Walter Wesley will shortly open a new meat market here.

Escanaba—Beck & Nelson succeed Thorsen & Beck in the grocery business.

Sault Ste. Marie—J. R. Ryan & Co., undertakers, have sold out to Geo. Blue.

Leroy—Godfrey Gundrum succeeds M. V. (Mrs. G. S.) Gundrum in general trade.

Kalamo—Hydon Bros. have leased the Bowers building and opened a meat market.

Grayling—The H. Joseph Co. is succeeded by Rachel Joseph in the clothing business.

Hart—Mrs. May Leonard succeeds Miss Louise Drake in the millinery business.

Saginaw—Fred C. Schirmer has opened a new drug store at 120 North Baum street.

Copemish—Franz Krein, manufacturer of hame sticks, has removed to Marion, Ind.

Battle Creek—Dr. S. M. Holton announces his intention of retiring from the drug business.

Bay City—W. C. Legg & Co. succeed E. Terwilliger in the agricultural implement business.

Bay City—Jos. Leighton succeeds Buck & Leighton in the produce commission business.

St. Ignace—Charles Ryerse has been engaged to take charge of the grocery store of Massey Bros.

Elm Hall—James Toy has purchased the Gibson store building and will shortly embark in the grocery business.

Ishpeming—Hannah (Mrs. Alex.) Nelson, engaged in the ice and bakery business, has sold out to Chas. Farm.

Barryton—John I. Helmer has begun the erection of a store building, 18x40 feet in dimensions and two stories high.

Big Rapids—Terry Laughlin has purchased the Cochrane grocery stock and will continue the business at the same location.

Riverdale—C. N. Knapp, the clothier, is erecting an addition to his store building, which he will occupy with a new grocery stock.

Ludington—A. A. Anniba has sold his confectionery business to Ald. Thompson, and will shortly open a similar store at Manistee.

Escanaba—T. F. Follis, clerk in W. W. Oliver's hardware store, will leave soon for Sault Ste. Marie, where he will take charge of a commission house.

Manton—The Williams Bros. Co. has built a dry kiln, 26x105 feet in dimensions. The company has also begun work in its branch plant at Mesick.

Battle Creek—O. M. Rockwell is erecting a new store building on Marshall street, which he expects to occupy with a drug stock about July 1.

Battle Creek—Wright Bottomly, formerly engaged in the crockery and grocery business in this city, died recently at his residence in Cherry Valley, Mass.

Saginaw—James C. Mills, who recently retired as manager of the Grand Union Tea Co.'s store here, is succeeded by Edward Champion, for some years head clerk in the store of W. F. Twelve-trees.

Caledonia—Shisler & Near have sold their meat and grocery stock to David Brake and Chas. Leonard, who will continue the business at the same location.

Greenville—F. S. Gibson has sold his interest in the book and stationery stock of Nelson & Gibson to Chas. C. Wilson. The new firm will be known as Nelson & Wilson.

Kalkaska—Mr. Harriot has retired from the grocery firm of C. H. Personett & Co. The business will be continued by the remaining partner under the same style.

Saranac—E. A. Richards has sold his drug and stationery stock to Arthur W. Burnett and Will M. Clark, who will continue the business under the style of Burnett & Clark.

Mackinaw City—The general stock belonging to the estate of the late C. A. Callum has been sold to Dr. J. A. Berry, late of Henrietta, who will add to the stock and continue the business at the same location.

Bronson—C. J. Keyes, formerly engaged in the grocery business here, but more recently engaged in trade at Mt. Vernon, South Dakota, has returned to Bronson and resumed the grocery business at his former location.

Reed City—Mrs. A. Jacobson has merged her general merchandise business into a corporation, which will be known as the Reed City Joint Stock Mercantile Co. It is announced that M. I. Jacobson will manage the business.

Bellaire—August Banowske, who has been conducting a tailoring establishment at Thompsonville for several months, has disposed of his business there and returned to this place for the purpose of re-engaging in the same business here.

Summit City—L. J. Tedman & Co. have sold their store building and general stock to D. A. Woodworth, of Traverse City, who will continue the business at the same location. Tedman & Co. retain their grist mill property, which they will continue to operate the same as heretofore.

Detroit—A jury in Judge Frazer's court returned a verdict in favor of the plaintiffs in the replevin suits of Brown, Durrell & Co., of New York, against Henry M. Richardson, who operated the mammoth dry goods store in this city for a short time not long ago. The firm brought suit, claiming that Richardson had told them when he called to make purchases, that he had \$18,000 in a bank which he could not draw upon before a certain time, and that this statement was untrue. Richardson was on the stand a long time. He declared that he never told the firm that he had the money in a bank, but claimed he said he had it in a trunk. He stated that he "blew in" his money on the races and stock speculations, and that after this money was gone, he borrowed some more from his mother and brother-in-law, who live in Kentucky, and that this money went the same way. The jury found the plaintiffs entitled to the goods replevined and six cents damages, which throws the costs upon the defendant.

Manufacturing Matters.

Remus—L. C. Palmer is moving his sawmill from Derby Lake to this place.

Jackson—The Dennis Machine Co. is packing eighteen bicycles for shipment to Belgium.

Luther—The business men here have raised a cash bonus of \$500 to influence the location of a grist mill.

Shiloh—Homer Morris will move his sawmill to Osceola Junction, where he has a contract to saw for C. R. Herrick, of Belding.

Benton Harbor—Lowe & Rouse have begun the manufacture of ice cream. Their factory has a daily capacity of 150 gallons.

Hammond's Bay—The Grace Lumber Co., of Detroit, will build an addition to its mill and put in a machine for the manufacture of shingles.

Lansing—W. B. Cross has leased the building south of Stahl's hardware store, and is putting in machinery for the manufacture and repair of bicycles.

Saginaw—L. A. Clark has secured pledges to the amount of \$1,500 for the purpose of erecting and operating a cheese factory on his farm, five miles south of this city.

Elsie—M. S. Doyle has removed the fixtures from his St. Johns factory to his cheese factory at this place, the output of the factory here having increased to that extent that it was necessary to increase the capacity.

Bay City—Green & Brama have sold all of the last year's lumber on their mill docks and about a million of this season's cut. The mill has been idle several days, having exhausted the stock of logs on hand.

Coldwater—The stockholders of the Tappan Shoe Manufacturing Co. held their first meeting June 1, when five directors were elected. The directors have elected Frank I. Tappan President, Edward R. Root Secretary and Lester E. Rose Treasurer.

Munising—The men employed by the Sutherland-Innis Co. in their hardwood sawmill, and stave and heading mill, struck, demanding higher wages. They were receiving \$1.25 a day, and demanded \$1.40. The management announces that they will pay only \$1.10 when the men want to go to work, so the mills are idle.

Tecumseh—The Lamb Wire Fence Co. has been organized with an authorized capital of \$50,000 to continue the business of manufacturing wire fence established by Lamb Bros. John W. Allen, of Madison, will serve the corporation in the capacity of President, H. R. Lamb (Tecumseh) will act as Secretary and Otis A. Clapp (Adrian) will hold the office of Treasurer.

Saginaw—Our lumbermen are joyful over the amendments of the mechanic's lien law that have recently been passed by the Legislature. The time for giving notice of intention to file lien is extended to 30 days. One year is allowed for filing a bill for enforcement of lien, and there is a way provided for attaching the homestead. The lumbermen worked hard for the adoption of these measures, and expect to find them of great advantage.

Change in the Management of the Woolson Spice Co.

Toledo, June 8—A. M. Woolson has resigned the Presidency and management of the Woolson Spice Co. and W. A. Brigham, heretofore the Assistant General Manager, succeeds Mr. Woolson at the head of the concern.

Herman Sielcken, representing the Havemeyers, was here yesterday to attend a meeting of the Board of Directors. Very much to the regret of the directors, Mr. Woolson resigned as General Manager, although still remaining a director. This he did because he felt he is entitled to take a much needed rest. Lawrence Newman was elected President to fill the vacancy caused by the resignation of John Berdan. The directors passed very flattering resolutions as to both Mr. Woolson and Mr. Berdan.

WANTS COLUMN.

BUSINESS CHANCES.

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

FOR SALE—GOOD CLEAN STOCK OF CROCKERY, queensware and notions in town of 700. Good reasons for selling. Doing a nice business. For terms address Lock Box 15, Newport, Ind. 317

LOCATION WANTED FOR GOOD DRUG store that will pay. Address Druggist, 20 Cherry St., Grand Rapids, Mich. 316

FOR SALE—50 BBL. WATER POWER GRIST mill; or would exchange for stock of merchandise. Address Miller, Box 159, Grand Rapids, Mich. 315

WANTED TO SELL OR TRADE—LARGE store building and stock general merchandise for good farming lands. Address Box 306, Wolcottville, Ind. 314

FOR SALE—ONE 100-HORSE POWER SLIDE valve engine, especially adapted to sawmill work, and fitted with a Nordberg Automatic Governor. Can be seen running any week day at Wallin Leather Co.'s tannery, Grand Rapids. 313

WANTED—DEALERS TO SELL SILVER cleaner. A new thing; does quick work; 10c packages at retail makes 8 ounces; sells itself; good margins; sample free. W. Gleason, Manistee, Mich. 311

FOR SALE—CLEAN STOCK OF DRUGS, inventory about \$800, located in live town of 600 people. Will sell stock for cash on basis of present value. Address No. 309, care Hazeltine & Perkins Drug Co., Grand Rapids. 309

FOR SALE—DRUG STOCK IN ONE OF THE best towns in Michigan, doing a business of \$6,800 yearly. Expenses low. Reason for selling, other business. Inspection solicited. Address No. 308, care Michigan Tradesman. 308

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

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

FOR SALE—JOB LOT OF NEW AND 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. 10 LOT, suitable 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

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 live agents in towns where we do not now have any. We pay a liberal commission and give satisfactory service. Terms on application. American Steam Laundry, Otto Brothers, proprietors. 289

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

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

RUBBER STAMPS AND RUBBER TYPE. Will L. 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.

SITUATION WANTED—BY A MIDDLE-aged gentleman with twenty years' experience as buyer and manager of a general store, now traveling Eastern states, who wishes to represent a good house in Michigan. Would commence on small salary. Best of references. Address No. 312, care Michigan Tradesman. 312

REGISTERED PHARMACIST DESIRES A situation. Will work for reasonable wages. Best of references. Address Pharmacist, care Michigan Tradesman. 310

Grand Rapids Gossip

C. B. La Clear has opened a grocery store at Sand Lake. The Worden Grocer Co. furnished the stock.

M. Schram has opened a grocery store at the corner of Jefferson avenue and Sycamore street. The Olney & Judson Grocer Co. furnished the stock.

Owing to the large amount of stock on hand, the A. J. Brown Co. has been compelled to secure its principal creditors, but will continue the business, the same as heretofore, converting its assets into cash as rapidly as possible.

O. W. Gridley, hardware dealer at Kalama, has taken a partner in the person of L. Z. Slosson, and the business will hereafter be conducted under the style of Gridley & Slosson. The firm has added a line of groceries, the Olney & Judson Grocer Co. furnishing the stock.

As predicted by the Tradesman last week, the appeal to the Circuit Court resulted in the acquittal of Richard Brummeler, charged with purchasing stolen goods from a minor. As the case involves an interesting construction of the law on the part of Judge Grove, the Tradesman will review the matter at some length in the issue of June 16.

The morning market, which had been steadily increasing about the corner of Fulton and Louis streets until that locality began to resemble its appearance before the change to Ionia street, has finally come to the notice of the Common Council and the request for it to "move on" has been repeated. On account of the slowness with which such requests come to the knowledge of the farmers and vendors, the result has been to scatter the wagons over both locations, until the resemblance to the markets of a country village is more forcible than ever.

John C. Bonnell, who has looked after the interests of the Standard Oil Co. in this territory for seventeen years, with the exception of a few months, when he was in charge of a collateral branch of the Standard Oil Co., at Philadelphia, has been requested to report at headquarters after a six weeks' vacation. What his assignment will be is, of course, a matter of conjecture, but, judging by the policy of the company, it will be in the line of promotion. His successor is S. B. Drake, who has assisted Mr. Bonnell in the Grand Rapids branch for nearly three years and has become thoroughly familiar with the duties devolving upon him in such connection. Mr. Bonnell's retirement is a matter of genuine regret to all concerned, as he possesses the esteem of everyone with whom he has come in contact during his long business career in this city.

Why the Proposed Sunday Closing Ordinance Was Sidetracked.

As previously noted by the Tradesman, the Grand Rapids Retail Grocers' Association has been giving some attention recently to the matter of securing a better enforcement of the laws which should govern the observance of Sunday by business places. The result of the discussion was the appointment of a committee to obtain the enactment of such an ordinance by the Common Council as would secure the co-operation of the municipal authorities in the matter. The fact that under the State laws complaint must be entered with

the county authorities for specific violations, warrants issued, and suits prosecuted through the information of witnesses makes the laws practically dead letters; for there are few dealers who would care to assume the position of witnesses and informers in such cases.

President Emmer, of the Common Council, who is a member of the Committee on Ordinances, gives the Tradesman several reasons for the action of the Committee in reporting adversely upon the matter: The petition was brought before the Committee with the opinion of the City Attorney that the matter, being covered by existing State laws makes such an ordinance unnecessary, and that the enactment of such an ordinance would subject the city to expense in its enforcement. Furthermore, the petition had no advocates before the Committee. The petition from the members of the Association was simply sent to the Council and no further attention given it. Thus the aldermen thought it a matter of no particular importance and, acting in the light of the report of the City Attorney, dismissed it without special consideration. Mr. Emmer says that if it had come before the Committee with such attention on the part of the Association as was given to the license schedule a few weeks ago it would have received more careful consideration.

The Tradesman is inclined to take exceptions to some of the reasons for the adverse report. The fact that there are State laws relating to the same subject would scarcely seem a sufficient reason why it should not receive attention at the hands of the municipal lawmakers. There are State and Federal laws regulating the liquor traffic, but it still seems necessary that it should receive municipal attention as well. As to the matter of expense, it is hardly apparent that the enforcement of an ordinance by the city police would be more expensive than the enforcement of State laws through the county courts. As a matter of fact, the roundabout, expensive operation of the State laws in many city matters makes them entirely worthless, while in such a case as the closing of business places there would need be no addition to the police force necessary. One or two arrests of the violators by the officers on their ordinary rounds, with the moral effect of the imminence of others to follow, would be far more efficacious and cheaper than prosecutions through the lumbering and expensive machinery for the enforcement of State laws. There is doubtless more force in the last reason given by the Alderman. If there is not enough interest shown by the Association in the matter to give it proper representation before the committee of the Council, it can scarcely be expected that more than formal consideration will be accorded by that body.

H. B. Fairchild (Hazeltine & Perkins Drug Co.) had the misfortune to sprain his right ankle while riding on his bicycle last Sunday evening. He is making a heroic effort to keep out of the clutches of an accident association by the use of crutches and the employment of conveyances to and from his place of business.

Herbert P. Belknap, Secretary of the Belknap Wagon Co., who has been spending a couple of weeks among the trade of the Upper Peninsula, is expected to return Friday.

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

THE BELL A SHELL.

The New Directory Discloses Its Weakness.

On May 10, 1897, the Citizens Telephone Co. issued a new directory, being the fourth directory gotten out during its first year, while the Bell Co. on June 1 issued its first directory in thirteen months. From these official lists of the subscribers of each company, the public can, for the first time in the past year, or since the new company began business in this city, ascertain the relative strength, numerically, of the two companies, and also note the result of the Bell Co.'s method of having had for the past seven months two salaried men in the field, soliciting the privilege of putting in free residence telephones. Both directories having been carefully compiled, and brought down to date of June 7, the following comparative tables show the telephone situation as it actually exists:

	Names in directory.	Telephones in service.
Citizens Telephone Co.....	275	1969
Bell Telephone Co.....	1306	1137
Excess Citizens Co.....	970	832
Business telephones—Bell Co.; those not having Citizens:		
1. Old subscribers, offices, etc.....	60	
2. Old subscribers, secondary or private.....	14	
3. Old subscribers, rail roads.....	11	
4. New subscribers, offices, etc.....	33	
5. Bell Telephone Exchange.....	2	
Total not having Citizens.....	120	
Offices having both Bell and Citizens:		
1. Railroads.....	30	
2. City phones, free.....	10	
3. All other business telephones.....	372	
Total Bell business phones.....	412	532
Residence telephones—free:		
1. Old subscribers, Bell only.....	135	
2. Old subscribers: both doctors, 24 others, 62.....	86	
3. New residence telephones.....	384	
Total Bell residence phones.....	605	
Actual telephones in service, Bell.....	1137	
Citizens Telephone Company:		
Office and business.....	1289	
Residence phones.....	654	
Free phones: city.....	12	
hospitals.....	14	
June 7, '97, total Citizens Co.....	1969	
June 7, '97, total Bell Co.....	1137	
Excess Citizens Co.....	832	
SUMMARY.		
Business telephones, Citizens Co.....	1301	
Business telephones, Bell Co.....	532	769
Residence telephones, Citizens Co.....	668	
Residence telephones, Bell Co. (free).....	605	63
Excess Citizens Co.'s telephones in service.....	832	
Users of both Citizens and Bell phones:		
Business places.....	410	
Residences (old).....	74	
Hospitals, etc.....	14	
Total using both.....	498	
Total Citizens Co.'s instruments.....	1969	
Subscribers having both phones.....	498	
Exclusively Citizens phones used.....	1471	
Exclusively Bell Co. phones used:		
Business telephones.....	120	
Residences (free) old.....	135	639
new.....	384	
Excess Citizens.....	832	
Total instruments in service:		
Citizens Co.....	1969	
Bell Co., "exclusive".....	639	2608
Also:		
Bell Co.....	1137	
Citizens Co., "exclusive".....	1471	2608

It is a remarkable showing that the Citizens Co. has secured the subscriptions of all former telephones users except 255, and has added 743 subscribers who formerly used no telephone.

In the light of these facts, the question naturally suggests itself, What is for the best interests of this city—to continue two telephone companies to accommodate the few and burden the many or to patronize one company exclusively? If one, which one? In deciding this question, it is well to recall the arbitrary policy of the Bell Co. previous to the appearance of competition; the poor service; the high charges; the insulting manner in which complaints and remonstrances were met; the boast of the Bell management that a competitor would never be allowed to enter the field; the threats and bluffs repeatedly resorted to to bolster up a decaying business; the underhanded methods employed to defeat honorable competition; the system of bribery inaugurated by means of the distribution of free phones. A cursory review of the situation from any standpoint cannot fail to convince the unprejudiced observer that local pride and local patriotism dictate the complete annihilation of the Bell institution and the supremacy of the company created to reduce the price of telephone service to living limits.

It is strange that patriotic motives, alone, should not cause every honest man to support a local enterprise of merit, especially after it has demonstrated its ability to care for the city's best interest, rather than be induced by a paltry benefit to aid in bringing hardship and disaster to a local company and throttling an enterprise that is the only safeguard against extortion and abuse in the telephone business, such as for more than a dozen years was practiced in this and other cities.

Can any Grand Rapids citizen long afford to remain passive or neutral—least of all permit a free phone to be placed in his house, thus permitting the Bell Co. to advertise him as a man who is willing to act as the cat's paw of a would-be monopoly?

Flour and Feed.

The recent rapid decline in wheat of about 10c per bushel has had the usual effect of making flour buyers extremely cautious about making purchases, especially as harvest is approaching. Business for some time past has been restricted, because of a manipulated wheat market, and not until another crop has been garnered can we expect anything like settled conditions. The prospect for a good crop in Michigan is fair but not flattering, as the growth of the wheat plant has been seriously retarded by the cold, backward weather—so much so that the lower leaves have turned yellow. The plant has been dwarfed or stunted and will head out with unusually short straw. The most favorable weather from now on is required to ensure a good average yield.

Feed and meal are in fairly good demand, with prices unchanged. Millstuffs are tending downward, with a rather inactive market. WM. N. ROWE.

Three years ago Frank Jewell (Clark-Jewell-Wells Co.) scorned those of his friends who rode wheels. Two years ago he ignored them. Last year he tolerated them and his year he has become one of them, with every prospect of his becoming as enthusiastic on the subject as the old-time devotee of the wheel.

I HAVE FOR SALE

a stock of furniture and crockery here. There are only two furniture stores in the city and one may soon quit. The town is growing rapidly. We have a new railroad and new factories are coming. A better site could not be found.

HENRY C. SMITH, Trustee,
ADRIAN, MICH.

Fruits and Produce.

The Ideal Creamery Manager.

The success of a creamery depends a great deal upon the management, consequently great care should be taken that a competent man fills this position. The manager of a creamery should be well educated, honest, pleasant and accommodating, so as to win the confidence of the patrons. He should be posted on feeding and breeding, as the patrons expect to draw from him something which will be of benefit to them. He should understand the business in all its details, and should be at the factory every day. He should keep up with the progress of the business by reading the best papers devoted to dairy matters and should encourage the patrons to adopt the best methods in feeding and breeding. Who is better able to fulfill these requirements than the buttermaker who has made his business a study and gives it his undivided attention? He meets the patrons every day at the weigh can and can with a friendly "good morning" and a few pleasant remarks gain their good will and confidence, and is therefore better able to harmonize all discord than a director who does not come in daily contact with the patrons. The buttermaker can better explain to the patron the necessity of having the milk brought to the creamery in good condition, and by giving him advice on feeding can help him to increase the quantity and improve the quality of his milk.

Many a farmer who has ceased to be a creamery patron because the quality of his milk did not reach his expectations could have been gained for the creamery business if the manager had explained to him why his milk was not up to the standard, and proved to him that the Babcock milk tester was not invented to rob him. There are many ways by which the buttermaker can make his creamery prosperous, and he should therefore not be looked upon as a part of the machinery only, but should be consulted by the directors upon everything that pertains to the creamery and made to feel that he is the real manager, which would encourage him in his work in building up the dairy business in his locality. It is the duty of the manager to see that the factory is supplied with all the necessities, such as fuel, salt, color, oil for machinery, packages, tools, etc. and to dispose of the butter. In buying supplies it is necessary for him to know what is the best, which only the buttermaker with his practical experience can tell; and in disposing of the butter many a creamery might have saved a good deal by consulting the buttermaker, who by constantly reading the dairy papers knows the names of most of the responsible firms.

The objection may be raised that the buttermaker has enough to care for in making the butter and keeping everything in good order, and therefore has no time to pay any attention to the general management of the business. In such case let the directors provide him a helper so that he can take time to look after the business outside the creamery. He can do more than enough good to pay the company for what is laid out for the helper. The manager of the average farmer's creamery generally has some business of his own to care for; he has been elected to the position by his neighbors, and has accepted, although he may know little about the

creamery business. The patron of such a creamery would surely realize higher net returns for his product if the management were given into the hands of the buttermaker, even if his wages were raised \$10 per month; he would then know that his position was not one of a common hired hand, but of a leading power; he would know that his position was one of trust and responsibility, and would not leave any stone unturned to make the creamery a success.

J. MORCK.

Germania, Iowa.

Why Butter Spoils in Contact with the Air.

Boston, Mass., June 5.—Several times during the past year I have had specimens of butter brought to my notice that were of fine quality but had turned "strong" on the top of the package next the air. In nearly every instance of this kind the butter was simply covered with a cloth with no salt. With these facts I shall undertake to explain the real reason why this butter spoiled as it did.

If we take up the question from the start we shall find that there are two classes of bacteria concerned here. In the cream before churning and also, of course, in the resulting butter there is the group of lactic acid bacteria, and also another group containing germs of varied influence to the product, but among them (and this is what is to be considered especially here) are the putrefactive bacteria, or the germs of spoiling or decay. These latter bacteria are known to the bacteriologist as aerobic germs; that is, they find the best conditions for growth when atmospheric oxygen is present. When freshly made, butter contains very little, if any, air, and it is only by exposure that any gets into it. So we have here the reason why the butter which was in immediate contact with the air through the meshes of the cloth spoiled first, since the bacteria which were the real source of the spoiling could develop there, but could not develop in the center of the tub.

To prevent the access of air to butter the tub should be lined with parchment paper and the top of the butter should also be carefully covered to the sides of the tub with it, and then a good layer of salt put on top of this, for I have found that there is seldom any trouble with spoiling at the top if these conditions are fulfilled.

The practice of treating the parchment paper with strong brine before use cannot be too strongly recommended, for by so doing the growth of molds and many other troublesome germs are to a great extent prevented.

S. C. KEITH, JR.



KNEIPP MALT FOOD CO.

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

Michigan Strawberries

Direct from Growers. Freshest and Cheapest.

Peas, Beans, Onions, Spinach, Radishes, Lettuce, Cucumbers, Tomatoes, Oranges, Lemons, New Potatoes, Summer Squash.

ALLERTON & HAGGSTROM, Jobbers,

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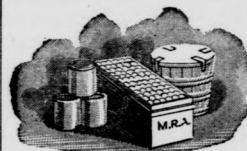
Strawberries

Car Lots received daily. We are selling at Chicago prices.

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

20 & 22 OTTAWA ST.,
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BUNTING & CO.



50,000 Pounds Butter

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

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Seeds

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

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

GARDEN SEEDS IN BULK.

ALFRED J. BROWN CO., GROWERS AND MERCHANTS,
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All kinds of FIELD AND GARDEN SEEDS. Correspondence solicited. Your order will follow, we feel sure.

BEACH, COOK & CO.,

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

SEEDS

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

MOSELEY BROS.,

Wholesale Seeds, Beans, Potatoes,

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JOBBER OF

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

We will continue to put up Baking Powder under special or private labels, and on which we will name very low prices, in quantities. We make a specialty of Butchers' Supplies and are prepared to quote low prices on Whole Spices, Preservative, Sausage seasoning, Saltpetre, Potato Flour, etc. We also continue the Fruit and Produce business established and successfully conducted by HENRY J. VINKEMULDER.

THE VINKEMULDER COMPANY,

Successor to Michigan Spice Co.,

Citizens Phone 555.

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

GOTHAM GOSSIP.

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

Special Correspondence.

New York, June 5.—It has been a dull, plodding hard-working week. Such weeks, however, have come to be looked upon as the regular thing, and the only thing to do is to make the best of them. There is a quiet satisfaction among jobbers that matters are not quite so bad as they have been. Prices are fairly steady and men who really want to purchase goods are taking same without "shopping around" to any great extent.

Among the new food products is white caviare, introduced here for the first time this year.

The coffee market is decidedly dull. Advices from abroad indicate an enormous amount going forward for the European markets—more, in fact than can be readily absorbed—and the tendency here is to move with caution "in a slow and dignified manner." What transactions are taking place are with the larger roasters, the smaller ones seeming to have very little enthusiasm left. Rio No. 7 is nominally 7½c. The amount afloat and in store continues to be about 780,000 bags. In mild sorts not much activity is displayed, but quotations are quite firmly held. Java, Padang, ranges from 25@31c, the latter for fancy stock.

There has been a fair demand for refined sugar. The orders coming to hand indicate, however, only the usual purchases, and little buying ahead of wants. Foreign refined sugars are attracting some attention in small lots. The action of the Indian Purchasing Agent in accepting a bid for foreign sugar instead of American is denounced and commended, just according to the standpoint. The foreign refined happened to be 16c per 100 lbs. lower, and although the Dutch is said not to be equal to American, it is not likely Poor Lo will have any decided convictions, one way or the other. Raw sugars are steady and refiners are taking the offerings in a satisfactory manner.

Teas are moving in quite a satisfactory manner. Samples of new Japans, just received, show good quality. Greens and oolongs are meeting with rather light demand. Dealers are awaiting the tariff proceedings with interest, but no further advance has taken place on account of the proposed duty.

The market for foreign rice is in good shape. The offerings are of generally good quality and prices well sustained; in fact, the bulk of the trading has been in foreigners with domestic in rather light request, the only sales to speak of being for the very best grades and some of the opposite extreme. Choice to fancy domestic, 5½@6c.

There is little business going forward in spices, but prices are decidedly firm. Not much doing in an invoice way. Pepper is especially firm and it seems likely that another advance will take place soon.

Molasses, low grade centrifugals, had accumulated until a decline in quotations has become imperative. Trade is fair, but there is room for improvement. In syrups there has been some trade for export, quite a decent amount going to England.

The canned goods market is dull and quotations, with scarcely an exception, are about as low as can be and let anybody make a living. While this is true, there is seemingly a growing confidence that things will soon take a turn in this line of food products, the one thing against this theory being the great increase in the number of factories. New Jersey brands of tomatoes, 65c; Maryland, 60c.

Dried fruits of all kinds are in slow movement. There is a steady feeling in the market for prunes, as stocks are pretty well cleaned up. Peaches are in fair request and really desirable goods are rather hard to find. Evaporated apples are firmly held, although the request is light. New evaporated apricots, it is said, will be ready for shipment from the coast about July 1.

Fresh fruits have the monopoly. Peaches are here and, in fact, everything. Oranges are on the back seat. Lemons are selling freely, although prices are about unchanged. Pineapples are plenty and the demand is hardly quick enough to keep the market clear.

In butter the demand is lighter, but with smaller arrivals the market remains about unchanged. For best Western creamery, 15c is paid.

Cheese is dull and with a tendency to even a lower basis than now prevails. State, full cream, large size 8¼@8½c. White, 7½c, and this price might be shaded rather than lose a sale.

The egg market is in rather better shape and quotations are slightly firmer.

Beans are exceedingly quiet, with choice pea selling at 82½@85c.

England's Egg Consumption.

England is a great consumer of nearly all agricultural products in excess of her own production. America has furnished a considerable part of these British necessities in some lines, but there are several articles which, although producible here in almost unlimited quantities at relatively low cost, have never been introduced to any considerable extent into our foreign trade. Among these are eggs.

Previous to the imposition of the first tariff duty on eggs our country used to import eggs in considerable quantities, chiefly from Canada, but, at times, from Europe, also. Since the duty was imposed, however, domestic production has increased so much as to make a lower average of prices than ever before. It seems as though we should be able to find a foreign outlet for eggs at prices sufficient to afford still further increase of production, on a fairly profitable basis. It is stated that England's imports amount to 110,000,000 eggs from Denmark; she also takes a large part of the 600,000,000 of eggs exported from France and of Italy's shipments of 500,000,000 annually, beside nearly all of Canada's 300,000,000.

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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The Detroit Savings Bank.
L. R. Erneling & Co., Chicago.
Largest Fruit Shippers in Illinois.
C. L. Randall, Oxford, Mich.
Largest Car Load Shipper in Michigan.

W. D. & A. Garrison, Vernon, Mich.
Bankers and Merchants.
All the reliable Wholesale Grocers and Wholesale Commission Houses in Detroit.

We are Members of the Detroit Produce Exchange.

[MENTION MICH. TRADESMAN]

HARVEY P. MILLER.

EVERETT P. TEASDALE.

Miller & Teasdale

Fruit and Produce Brokers.

BEANS OUR SPECIALTY POTATOES

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

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

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.

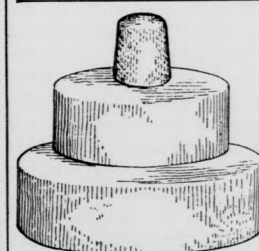
Harris & Frutchey, Detroit.

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.



Wm. H. Thompson & Co.,

Wholesale

Potato Commission Merchants

156 and 158 South Water St., Chicago.

REFERENCE:

Bank of Commerce, Chicago.

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.

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

Do you want to know all about us?

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W. D. Hayes, Cashier,
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W. R. BRICE.

Established 1852.

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W. R. Brice & Co.,

Produce Commission Merchants

23 South Water Street, Philadelphia, Pa.

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.

All Hustlers in This Concern.



Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,
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ONE DOLLAR A YEAR, Payable in Advance.

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

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When writing to any of our Advertisers, please
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E. A. STOWE, EDITOR.

WEDNESDAY, - - - JUNE 9, 1897.

GENERAL TRADE SITUATION.

While there are few sensational features in the developments of the past week, there is more of general encouragement in the character of the improvements noted than for a long time past. Perhaps the most pronounced features are found in the general stock market. For some time past it has been remarked that there was an unusual undertone of strength in both railway and industrial shares, which has enabled them to resist the attacks of bear influences with remarkable steadiness. At the same time there was no decided improvement in prices, probably for the reason that the prices of iron products, textiles, etc., were tending steadily downward. During the past week there was a decided advance all along the line. In the case of the railway stocks this improvement may be credited to the improvements in earnings, as well as to the apparent arrest of the downward movement of other prices. This latter feature, with returning confidence in Americans in the London market, accounts for the general advance in industrials. There is, also, a decidedly better feeling as to general trade on account of the progress in the tariff work, and on account of the expressions indicating the attitude of the administration on economic matters.

There is more of encouragement in the iron and steel situation than for a long time past. Prices seem to have reached a stop in the decline and a rally is noted in some lines. The labor disturbances are becoming a matter of some importance and promise to continue active for a considerable time to come, being the most serious menace to the return of prosperity.

The textile situation shows less features of encouragement than any other lines of industry. Prices of cotton and prints are still tending downward with little prospect of improvement. Wool, however, shows some improvement in demand for manufactures, but the heavy importations in anticipation of the tariff prevent any material advance in prices.

Against the most persistent predictions and declarations of scarcity in wheat, the receipts at Western points continue to exceed those of last year. Yet the steadily declining prices are met with an upturn this week which has already regained a considerable portion of the loss.

There has not yet been sufficient increase in the general volume of business, as measured by values in the general low prices, to make much difference in the money market. Capital is still accumulating in the great centers and its efforts to find profitable employment keep the market decidedly easy.

Bank clearings declined 3.2 per cent. from the preceding week, to \$887,000,000. Failures are again unusually small, numbering 197 against 257 last week.

THE MOBILIZATION OF AN ARMY.

Modern wars progress very much more rapidly than the conflicts of former days. Hostilities between nations now seldom last beyond a single campaign. The most noteworthy examples of this brief duration of modern wars have been the Franco-German war of 1870, which lasted little more than six months and was practically decided in six weeks; the Turko-Russian war, which was finished in one campaign, and quite recently the Greco-Turkish war, which terminated practically after three weeks of fighting.

The rapidity with which events now proceed after a declaration of war is due, firstly, to the improved transportation facilities which expedite the movement of troops; secondly, to the more perfect state of preparation for war which is maintained in most countries and, lastly, to the extensive military organizations which exist. At the outbreak of the Franco-German war Germany put 850,000 men in the field almost from the very beginning. During the existing Greco-Turkish war Turkey, although supposed to be bankrupt and in the last stages of political decay, has put 300,000 men in the field without being compelled to go beyond the limits of her regular military establishment.

These facts show that most of the countries of the world are always prepared for emergencies and in the event of war are in a position to strike quick, sharp blows. Of all the important countries, the United States is the least prepared for war. Our lack of preparation does not merely include the smallness of our standing army, because, with our large population, there would be no scarcity of men; but it consists of the almost total absence of a supply of efficient arms and stores of all sorts. We could easily recruit a force of a million men, but we could not arm a quarter of that number nor maintain a large force.

The United States does not need a large standing army, as the militia can easily be made to supply the place of the large armies held in Europe. Besides, our population is used to handling arms and would offer an inexhaustible supply of men. This strength would prove of little practical value, however, in the face of the total lack of all sorts of supplies, including efficient arms.

The Government should at once provide the same arms now used in the army for the entire militia and set about accumulating, as speedily as possible, a sufficient reserve supply of rifles to arm a quarter of a million men. With these arms and sufficient stores of other kinds in constant readiness we need feel no apprehensions on the score of our small standing army.

There is a citizen and property holder who opposes all kinds of pavement when his neighbors are trying to improve their streets. His name is mud.

Enthusiasm is the genius of sincerity.

ADVERTISING AND MARGINS.

Among the elements of cost to be reckoned in the placing of any commercial product is that of publicity. It is a fact, patent to every dealer, that this element is an important factor, in many lines casting the cost of production far into the shade and in every line assuming sufficient magnitude to require consideration.

In the case of the staples of trade, which are kept as a matter of course by every dealer, the advertising may be only of a general character, such as to keep the dealer and his line in the minds of the people; yet there must be a considerable of the margin charged to this account. Then there are all gradations from these staples to specialties and proprietary articles. The cost of this advertising is, in some form, a fairly constant factor in the case of any given line. In some instances it may be largely paid in the rental of an especially good business location, when, of course, the variability as to different lines will be only in the proportion to the quantity sold. When a trade is "pushed" the outlay will be more direct for the different articles. In either case this must be reckoned in the margin to the extent that the expense is borne by the dealer.

Of course, the great proportion of proprietary articles are advertised by the producers and so the cost must be considered in determining the amount to be paid by the dealer in the purchase. There are all gradations in the proportion in which this expense is left to the dealer. In the case of many the policy of the manufacturer is to do all that may be needed in the way of advertising, thus creating the demand which makes his article a necessity and reducing the dealer's margin in proportion.

It is a matter worthy of enquiry as to the extent to which it is desirable to carry the policy of keeping all the publicity in the hands of the producers, with the corresponding reduction of margins. Where there is a free competition in the production of similar articles, such a policy may undoubtedly be carried too far. Examples of this may be cited in the case of some of the most widely advertised bicycles. In some instances, such manufacturers have reduced the margins to such a degree that they find it impossible to maintain an agency in many localities where other wheels of equal or approximate merit are being pushed. Of course, it may be presumed that the manufacturers are satisfied with the results of their policy, or it would not be maintained, but to the casual observer it would seem as through much of the advertising is wasted by the failure to make the goods prominent in local markets. If a margin could be allowed the dealers which would warrant some attention to effect sales, it would seem as though the advertising investment would be better conserved.

The same is true in the case of many proprietary articles in the grocery and drug trade. The policy of advertising until there is a demand which shall force the handling of an article at an unreasonably small margin may be carried too far. For instance, there is a great cry going up on the evils of substitution, which is an inevitable consequence of carrying the general advertising to the extent of too great a reduction in margins. With two articles of perhaps identical merit, on one of which the profit is double the other, it

is natural that the thought of the dealer will be directed to the securing of the greater margin. The extent to which substitution has been increased by the injudicious reduction of margins on the presumption of a created demand is much more than is generally considered.

The judicious advertiser of a specialty will not carry his investments in the securing of publicity to such an extent that he cannot have a sufficient margin of profit to secure the hearty co-operation of the dealer in the pushing of his wares. In many lines this necessity is coming to be realized and it is found desirable to give every attention and aid to the local advertising that is possible, providing for the expense in the margin of profits in cases where it would not be practicable to meet it by direct outlay.

THE SEA ISLAND COTTON CROP.

Reports from those districts in the South where the famed sea island long-staple cotton is grown indicate that the crop of such cotton for the present year will fall from 20 to 30 per cent. short of that of last season. This shortage is attributed partly to the unfavorable start the crop has made, but mainly to the unsatisfactory sale of the last crop. Last year the crop of sea island cotton reached 105,000 bags, which was about the largest ever recorded. Unfortunately the demand, which everybody had supposed would be equal to any possible production, did not keep pace with the increase in the crop; hence there was a considerable decline in prices, and there still remains a considerable stock unsold for this period of the year.

The discovery that the sea island cotton crop has a limit, beyond which it is not safe to go, will be considerable of a surprise to the cotton trade. The fact is stranger when taken in connection with the knowledge that the imports of Egyptian cotton during 1896 were by long odds the largest on record, being in round figures equivalent to 100,000 American bales. It was the prevailing belief that the imports of Egyptian were intended mainly to supply the deficit in the production of domestic long-staple cotton compared with the demand. The fact that Egyptian imports have largely increased in the face of a sea island crop apparently in excess of requirements would seem to show that the demand for Egyptian is based upon something else than the necessity for supplying a deficit in the home production of long-staple cotton.

It is possible that the cost of Egyptian being lower than sea island may be an inducement, and, if this is the case, there is no alternative except to produce the domestic long-staple cotton so as to sell it in competition with the lower-priced Egyptian. If lower cost is not the true explanation of the large importations of Egyptian, then it must be admitted that there is a special demand for the foreign cotton for some particular descriptions of manufactures. In that case the importations would not represent actual competition with domestic cotton, as was feared by some might be the explanation.

The advertising for Mark Twain's new book has now commenced in good earnest and on the most elaborate plan. Three days in the week the humorist is reported in the best of health in London and on the other four days several physicians are reported at his bedside holding him back from death's door.

FOUNDATION OF HUMAN LIBERTY

Man is popularly supposed to be devoted to personal freedom, and to desire, above all things, emancipation from control, and it is a common notion that in his primitive state he resists and abhors all government and all restraint upon the independence of his actions.

The facts of history show that this is mostly a delusion and that human beings, so far from possessing and practicing any innate and unconquerable love of liberty, never seem to tire of enacting laws and creating restraints for the government and regulation of their own conduct. No sooner is man aware that he possesses a certain individual liberty than he immediately takes measures to barter it away or otherwise to dwarf and mutilate it.

History shows that all the primitive peoples, when the first records disclose any information concerning them, were suffering under the bondage of despotism or absolutely in a state of slavery, and it has taken thousands of years of effort by the best of them to secure any freedom worth the name, while even to this day there is not a race in Asia or Africa that has any reasonable conception of what liberty and constitutional governments are.

These remarkable conditions must be explained upon the fact that the people generally have been indifferent to their liberty, since what the masses of the people earnestly and unitedly desire they have always been able to secure, and since they that enslave the masses are always in a small minority compared to those who are kept in subjection it is plain that in every case the people have consented to their own enslavement.

The fact seems to be that an innate love of liberty for liberty's own sake is possessed by few. Probably the most desirable idea of government in the opinion of the greatest numbers of the people would be a system which would protect, feed, clothe and house them all without requiring any exertion from any one. Most governments which have grown into powerful despotisms enslaving the people, started on the paternal system of caring for everybody.

The chief incentive to liberty is ambition. The more men there are who want to rule, the more liberty there will be. Such men are revolutionists. They are constantly opposed to the ruling powers and by this means despotism in rulers is checked. Where there are no such revolutionists the people are content to live in subjection. But these active opposers of despotism are not so from any love of liberty. Their only object is to drag down those in power and to occupy their places. With very few exceptions, when the revolutionists get to the head of affairs, their rule is just as oppressive as was that of those they ousted.

Nevertheless, this restless revolutionary ambition is the chief means by which human liberty has been developed, and, therefore, it must be welcomed as a blessing. The fact that every native-born American man may aspire to the highest office in the Government of his country and finds no legal bar to his promotion has a powerful effect in maintaining a state of individual political competition which is the mainstay of human liberty. If there were no popular elections; if rotation in office were impossible; if, under dynastic institutions or civil service laws, all the public offices in the United States were reserved for members of a particular family or of a social class, all popu-

lar interest in public affairs would be dwarfed, if not entirely lost, and the only hope for liberty would be in the efforts of the revolutionists to overturn such a system of government.

Probably the indifference to human freedom in this great republic and in this enlightened age is most strikingly displayed in the willingness with which people place their public affairs in the hands of political jobbers and in the power of corporation monopolies. Many free citizens who should consider it a duty to exert themselves to have honest and capable men put into public office actually refuse to go to the polls or to take any part in political affairs, caring not how or by whom the Government is conducted.

It has been said with much truth that there would be no interest in political affairs, or in popular elections, but for the exertions of the candidates who want the offices and of their followers who expect to get paying places under them. Then the people submit, without making an opposition worth the mention, to have their water supply, their light supply, their air supply, their sanitary service and every other public function sold out by the political jobbers to private monopolies, and they witness with patience the various branches of commerce and industry that deal in the necessities of life, controlled by private corporate monopolies.

Not less strange is the fact that the masses of the population, the work-people, will voluntarily place themselves in subjection to organizations which dictate to them concerning their labor and which can order any and every man to quit work and abandon his only means of support because some individual worker happens to have a controversy with some individual employer. The subjection of workingmen to their trades unions is just as abject as are any of the other sorts of voluntary slavery mentioned above, so that apparently the liberty which is most used by people in this enlightened age of freedom is the liberty to abandon nearly all their personal rights to some sort of control.

Of course, there have been and are still many individuals who are devoted to liberty and to free institutions for liberty's sake; but it must be said that this is not the case with the masses of mankind. True freedom hangs heavy on their hands and they hasten to get rid of it in every way they possibly can.

The Medical Record quotes some statistics on the morphine habit from a work recently published in Paris. From this it would seem that morphinomania is most prevalent in Germany, France and the United States, although it has victims in Russia, Sweden, Turkey and the remote East. Statistics show that the medical profession supplies 40 per cent. of the male morphinists, which is the largest proportion; after which follow men of leisure, 15 per cent.; merchants, 8 per cent.; while peasants, clergymen and politicians occupy the lowest positions numerically on the list. Among the females addicted to the habit, the largest number, 43 per cent., are women of means, and these are followed in number by the wives of medical men, who make up 10 per cent. of the list. It is said that there are entire villages in Germany whose inhabitants are all addicted to the use of the drug, but the general belief that the morphine habit is more extensively practiced in Paris than in any other city is contradicted. Morphinomania occurs with the greatest frequency between the ages of 25 and 45 years.



RECOGNIZED LEADERS

Pillsbury's Best Flour
and
Old Fashioned
Kettle Rendered Lard

We are prepared to place agencies for either or both of these brands in towns where these goods are not already handled. We solicit correspondence with the trade, either on these goods or on anything else in the grocery line, confident that we are in a position to give the trade as good value as any house in the country, quality considered.

We also call special attention to our Ideal Cheese, which is the favorite brand with many dealers. The output of the factory has been increased to that extent that we expect to be able to keep our trade constantly supplied with this brand.

Clark-Jewell-
Wells Co.,
Grand
Rapids.



Woman's World

Innate Selfishness of the Engaged Girl.

There is much food for reflection and a world of suggestion in the report that comes from a small Ohio town about an engaged girl, whose mother offered to give her \$1,000 if she would only go quietly off and get married, without saying anything about it. To any one whose painful privilege it has ever been to live in the house with a girl in love, and to assist—in the French sense—at the wedding, the price must seem ridiculously low. To be delivered from the everlasting spooning, to be freed from the hurry and worry and flurry about clothes; to escape the awful responsibility of the invitations, and deciding who is to be asked to the house and who to the church—to buy exemption from all these tribulations for a thousand paltry dollars is to get a regular marked-down, special sale bargain in luxury.

Cynics have observed that a family is habitually much more cheerful at a daughter's wedding than a son's. This is, doubtless, accounted for by the fact that by the time a girl is ready to march to the altar her immediate relatives have been through such an ordeal they are reconciled to anything that has promise of peace in it, and are buoyed up with the prospect of being able to resume their accustomed way of living.

There is nothing else under heaven as self-satisfied and selfish as an engaged girl. She is not only perfectly convinced that she and Tom are the center of the universe, about which everything else revolves, but she expects everyone else to recognize it. She calmly appropriates

the house. If you want to receive a caller, she and Tom are spooning in the parlor; when her father wants to write a letter, he has to retire from the library with a confused apology to two people who regard him with baleful looks as an intruder. You run over them on the steps and stumble against them in the hall when you try to shut up the house at night, and if you dare to enter a protest, Mamie tells you that she is perfectly aware that she and Tom are the first people in the history of the world who ever really, truly, unalterably loved.

The rest of the family, not being keyed up to this pitch of sentiment, find it a little wearing on their nerves. In Tom they see only a plain, everyday sort of a fellow, who will do his best to make Mamie happy, and pay her bills, but to their dispassionate gaze he is neither a hero nor a genius. In the sublime egotism of love Mamie demands that every one shall see him as she does, and she feels that she is misunderstood, and unappreciated, and sheds bitter tears over the snort of derision with which her father receives Tom's opinion, when she brings it forth as a sort of ultimatum that must settle any question.

Then comes the momentous period of preparation for the wedding, and the universe trembles in the balance while she decides whether she will have a church wedding, or be married at home under a floral design in the back parlor, and while she makes up her mind as to the number of bridesmaids and what they shall wear. Then ensues a wild and chaotic time, full of confusion and dressmakers, and bridesmaids and arguments with mamma, and protests from papa about the bills, and general

irritability and temper. It is a time that she always remembers afterwards, and that all her family recall, as a kind of nightmare, from which she emerges a married woman, the possessor of more clothes than she needs and nervous prostration. Nine girls out of ten never look so ugly in their lives as they do, when worn and wearied with all this fuss and flurry they march to the altar in the bridal finery for which they have paid so dearly. It seems the greatest pity that Americans can never learn that there is a double standard for everything in life. But we don't find it out. We want to do everything precisely alike. If we read in the papers that Miss Coupon, the heir to millions, wore a white satin gown with a trail a mile long when she married Mr. Bullion, also the possessor of millions, we all feel that every other's daughter of us had better live and die an old maid than be wed in anything that wasn't at least an imitation of that splendor. It is all right for the woman who has only to give an order and write a check to have as fine a trousseau as she likes. It is one of the good things her money buys her. But it is another story, and a different one, when a poor girl, in order to wear white satin and orange blossoms, for a quarter of an hour, imposes hardships and pinching and scrimping on her family to pay for it.

It may be safely set down that the desire for a display wedding always originates with the bride. No man ever wanted to be dragged up a long church aisle, the target for the criticisms of his dear five hundred friends. He realizes at the best he is but a pitiable figure, or rather that he cuts no figure at all, and serves only as an excuse for the wedding and the bride's dress. It is probably

necessary to have a bridegroom at a swell wedding, but if he should be accidentally forgotten, I am confident that in the interest in the bride's gown, and the bridesmaids, and the picture hats, or shepherds' crooks, or whatever was the distinguishing feature of the wedding, "he never would be missed." I don't believe there are a dozen men extant who would not prefer to be quietly married at home or go to church with only a witness or two, and there plight their vows. The masculine horror of a swell, display wedding is one of the answers to the query: "Why don't men marry?" If a man could just take his best girl and step around to the parson, there would be a boom in the matrimonial market.

In all good truth it does seem that nowhere else in the world is there more need for a few enlightened rays of common sense than right here. The rich are a law unto themselves. Let them marry and give in marriage as they choose, but let the poor man and his bride sit down and think before they plunge into the folly of a swell wedding, for marriage is not the end, but the beginning of real life. I have known a young couple, where the bride was the daughter of people in moderate circumstances, and the groom a young fellow on a salary, who had his own way to make, who were almost ruined by the idiotic vanity of the girl's desire to be married after the manner of the rich and fashionable. On the white satin gown and veil, on church decorations or flowers, and bouquets, and souvenir pins for the attendants, and carriages, and the wedding breakfast, was spent enough to have furnished them a cosy cottage. The brides of poor young book-keepers do not, as a rule, have any pressing

Strong, Lee & Co.'s

9th Annual Summer Announcement

We invite the special attention of every retail merchant in Michigan, Ohio and Indiana to our "most attractive and well assorted stock" of

Dry Goods, Notions, Hosiery and Underwear

Special jobs in every department for June and July trade.

We manufacture **CALICO WRAPPERS, LAWN WRAPPERS, ORGANDY WRAPPERS**

in best possible workmanship, under confined styles.

Our fall line of **UNDERWEAR, HOSIERY, DRESS GOODS and BLANKETS**

now ready for your inspection.

Owing to the extreme values at popular prices in Underwear, Hosiery, Blankets and Dress Goods, we have placed the largest number of advance orders in the history of our business. Sample lines submitted for comparison, as we are positive that our values are the lowest in the market.

Strong, Lee & Co., Importers, Jobbers and Manufacturers,
Jefferson Ave., Detroit, Mich.

need for white satin gowns, and so the expensive dress was never worn again. Worse than that, it became a regular incubus, a terror to take care of. She was always looking for a place to put the voluminous package it made, and the first desideratum in moving into a new house or taking board was always a place to stow it away.

"It was perfectly dreadful," she confessed to me, "and the presents became a perfect nightmare. You know everybody had sent us things because we sent out so many invitations, and of course they all had to be returned. Somehow it always came about so inconveniently. Just as sure as there was sickness or we had saved up a little to have a treat, or buy a coveted piece of furniture, somebody had to get married, and we had to send them a wedding present. There were times when we had to actually deny ourselves things we needed because we were vulgarly in debt for a present. Wasn't it awful?"

There is something pathetic in the way we make trouble for ourselves, and burden ourselves with unnecessary cares and burdens. Uncounted generations of women have made martyrs of themselves, stitching, stitching away for dear life on a girl's wedding finery, making up dozens and dozens of articles that were put away to mildew and rot and be stolen, and all this in the face of the fact that the world is going on as usual, in spite of the fact that Mamie Jones married Tom Smith. One would like to say to these overburdened little brides that this is not the last opportunity there will be to buy clothing. Business will continue to be carried on at the same old stand, and you will continue to take an interest in the bargain counter. Don't let your last days at home as a girl be a memory of turmoil and labor, and nerves and worry over clothes. After you are married you will know that this time should have been the most precious of all your life, when you were tasting for the last time the sweets of home affection and tenderness with no intervening presence, and the clinging mother-love that grows so wistful as it realizes that it is giving up to a stranger what has been so dear and near. Don't start your new life with debts, or with appearances you cannot afford, and then when the time comes for you to be married, just go off quietly, like the Ohio girl, and get married without saying anything about it. So shall your family and friends rise up and call you blessed.

DOROTHY DIX.

Sunbeams from Cucumbers.

Extracting sunbeams from cucumbers is not likely to commend itself as a business idea to any one who knows the difference between the one and the other. It is not easy to find a man who looks for sap in a knitting needle, soap in a walnut or feathers on an oyster, but the gentleman is by no means a curiosity who is expecting what he never gets from sources as inconsistent and unreasonable as looking for a solar ray in the skin of a cucumber. We make a mistake of this kind when we expect a five dollar bill to blow in at a back door, or some unknown person to do for us what we will not do for ourselves. As a general thing, dollars are not so familiar as flies, nor are our boots paid for, our rent bill settled or the coal shed filled by freaks of fortune.

The rule with most of us is that we must catch or buy a fish before we fry it and pay or promise to pay for potatoes or herring before we can peel the

one or pick the bones of the other. Yet there are men to be found here and there and everywhere who claim this exceptional privilege. They spend more than they can earn and loaf as often and long as they please and sleep soundly on the delusion that somehow or other the cucumber will warm up like a tropical sun and illuminate a lazy or wasteful life as a match would a woodpecker's nest or a Davy lamp the corner of a coal pit. The idea that good luck, fortune or whatever you may please to call it will find a plum for an open mouth or an empty basket is something ludicrous, but it finds hat room where good sense has failed to rent even the ground floor.

It is more pleasant to dream than to work and to have visions than to lose perspiration in labor. The same may be said of such of us as are looking for contentment or happiness where we fail to carry it. A man with a moderate competence who is crusty and discontented in spite of a fair income, three meals a day and a warm stove when his toes are cold flatters himself that a change in his circumstances will cure his temper and remove his meanness. His corns will vanish in a new pair of boots, a change of cage will make a canary of a sparrow and a gentleman of a porcine. If he can but get this or that, it may be an income without work, the landlordship of a farm, a mill or a mansion, a piano, a buggy, or his picture in a local paper, henceforth all will be well, and what has been as full of meanness and misery as a hollow tooth or a mad wasp will be forever eliminated from his biography. He makes a mistake. He finds out that he carries himself into everything he gets and everywhere he goes. It is the same man, whether he dines on herring or venison, drinks blue milk or red wine in a house of marble or a shell of slabs, has a diamond stud in his linen or a shirt minus a button. Comforts and luxuries may be thick and warm as feathers on a goose, and many privations and discomforts inseparable from comparative poverty may be as remote as the north pole is from the equator. All this is possible, but the other is impossible, and it is in the daily observation and experience of most men that a monkey at the top of a tree is the same animal he was at the bottom. It is only a change in position, but none in the tail of the ape. Where such a man thinks to become a Gabriel, he discovers only Tom Brown. He has sliced the cucumber, but missed the sunbeam. The same may be said of men who are losing flesh and sleep in looking for happiness in fame. Their ideal is notoriety. The top rail of the fence is the doorstep of paradise. While it is all right for every man to make the best of his talents, as an inventor, an engineer, a business man, a mayor, a scribe or a poet, he mistake his mission and practically revokes his destiny if all he seeks or cares for is fame. It is better to be a plain daisy than a button-hole for a rose, and it is no wonder that so many ambitious men find out when it is too late that the cucumber was minus the sunbeam and that even a genius can be a fool. The fact is, that it is not in what a man hath, but in what he is that he finds either happiness or honor. The man in the saddle is always the same, no matter where the horse carries him.

FRED WOODROW.

The Bermudas export over 17,000,000 pounds of onions annually.

This Patent Ink Bottle FREE To Fly Button Dealers



WHAT ARE FLY BUTTONS?

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

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

The Fly Button Co.,
Maumee, Ohio.

TANGLEFOOT

SEALED
STICKY FLY PAPER

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

Getting the People

Cheap Advertising Not Always the Cheapest.

Written for the TRADESMAN.

Like painting or sculpture, advertising is an art, distinctive. The primary object of advertising is to secure the attention of the buyer to whatever the seller may have to offer, thus leading the public to the latter's place of business. The most frequently used avenue, and properly so, for advertising is through the newspapers. Yet, in this age—which has established the fact that advertising is the soul and main spring of business—every legitimate method must be utilized to secure trade. Some of these methods in popular use are unique but cheap and, as to results, extremely unprofitable. For instance, the use of a paster on the back of a silver dollar which says, "This silver dollar will be accepted by Reliable & Co. for \$1.05 worth of groceries or dry good." This, at the first glance would seem to be a catchy scheme, but, on second thought, the careful business man will recognize the fact that lots of people would feel a certain embarrassment if compelled to present such money in payment for goods in order to make the 5 per cent. discount. The best customers do not desire to secure something for nothing in such a bare-faced manner—they have no wish to receive charity.

Not long ago, my attention was attracted by a red piece of paper about the size of an envelope which stared at me from the walk in front of my residence. I picked it up and read that ancient and musty legend, "Do you wear pants? Have them cleaned and pressed at Nowrinkles." Once in a while I like to have my clothes pressed; so does every man. I could not argue the point—it is a self-evident proposition. Undoubtedly, had I seen this in the columns of some bright, newsy journal, old as the remark is, it might have struck me forcibly and favorably, inducing me to give Mr. Nowrinkle a share of my patronage. As it was, I decided, from the style of advertising, that it was a cheap "one-horse" concern. That settled it—I received none of my custom.

These are but instances demonstrating what incalculable harm "cheap" fake advertising can accomplish. Yet some of the otherwise brightest merchants in the country fall victims to such played-out schemes. Hundreds and thousands of dollars are expended annually for advertising in hotel registers, hotel blotters, programmes, etc., which is worse than being thrown away. Why should a grocer expect trade from guests at a hotel? Who thinks of reading an advertisement in a programme at the theater for the purpose of deciding on the best place to purchase a coal stove?

On the other hand, when I receive my number of Munsey's or the Cosmopolitan I derive pleasure and profit from carefully reading the advertisements. Why? Because I know the management of Munsey's charges the advertiser a net rate of \$350 per page, while the Cosmopolitan receives something like \$300 for the same space. And then, again, I know that these publications go into thousands of homes and reach millions of buyers. This, naturally, forces the conclusion that, if over a million people read these magazines, together with the fact of the correspondingly large amount charged for space, the firms advertising

therein must be responsible and their goods the best.

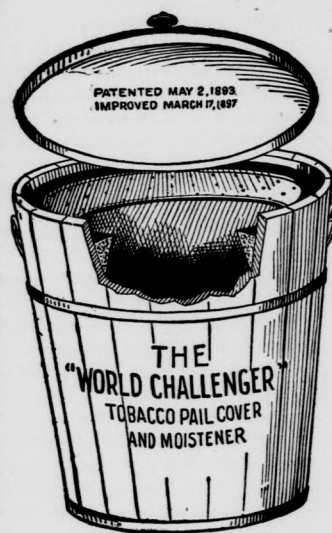
A further illustration of the error of "cheap" advertising may be seen in a little incident which occurred not very long since. I was engaged in an interview with the general manager of a large dry goods establishment when the advertising manager stepped into the office and submitted the advertisements of the firm, which were to appear in two newspapers simultaneously. Incidentally, I learned that in one journal the expense of the advertisement was \$75, while the other was only \$25. The head of the firm evinced especial satisfaction with the "bargain" which his advertising manager had secured in obtaining the same amount of space for the same number of issues, in the paper charging only \$25, as against the one charging \$75. Upon enquiry, I learned that the paper charging \$25 had a circulation of some 6,000 copies, while the paper charging three times that amount enjoyed a circulation of over 250,000. Thanks to the enlightenment of the age, such benighted instances are rare, still they occur. A child could divine that this "bargain" was a costly investment.

I am, however, not an advocate of newspaper and periodical advertising channels only. Of course, different lines of merchandise require different methods of advertising; but judicious advertising, in whatever direction publicity is sought, does not consist in so-called "cheap" advertising. The methods and mediums through which the public is sought to be reached must be up-to-date and absolutely reliable. Tell the people, in plain English, the reason "why" they ought to patronize your place of business and be very careful never to say anything which may, in any possible manner, be made to reflect upon your honesty or reliability; and never say anything which might be construed as an impossibility.

Next to the selection of your medium and methods, comes the styles, space, and location. Who has not seen and been induced to read the advertisements of the Royal Baking Powder people? They look on advertising as an investment, and appreciate a good space on the front page of your daily, are willing to pay for it, and invariably secure the desired results. And, by the way, see how Hood's Sarsaparilla, Carter's Little Liver Pills, Pitcher's Castoria, Scott's Emulsion and lots of other advertisements of the sort loom up before you. These people know that careful, continuous advertising is a mine of wealth, even if they do spend over a round million each year to get the best space in the best medium. Take a look at your monthly magazines and you will find their advertisements hit the right spot—both attractive and to the point. Glance over the columns of your daily newspaper; you cannot avoid seeing and reading such advertisements—no Cheap John about them. They appeal to reason, common sense, economy and everything else desirable to be gained by publicity. They point out the "what's," the "why's," the "wherefore's." I might say, with truth, that the pure, decisive clean-cut language of such advertising almost forces you to admit the necessity of purchasing these particular goods whether or not you are in need of them.

Finally, if your business and financial circumstances preclude the investment of a million dollars annually in advertising, your hundred or thousand dollars investment may be made correspondingly profitable if placed with the same care and attention to details that you would use in the transaction of any other business. M. LOUIS O'KOONE.

"There are Others"



But none but the World Challenger that will never be relegated to the rubbish department. Lasts forever and pays for itself every four to six months. Submerged in water for a few minutes, it holds from 30 to 40 days. Never gets off the pail. Always in its place. Keeps the goods fresh and clean, and holds them at par in weight all the time.

Michigan Price, per doz., \$9, F. O. B. Owosso.

Special Price in 100 and 1,000 lots, with guarantee of territory.

Write us for particulars, or send us your orders.

Devereaux & Duff,

Manufacturers and Sole Proprietors of the Patent.

Owosso, 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.

JANE CRAGIN.

Cyrus Turns the Tables on His Willy Partner.

"I think, Cy," remarked Jane after a brief silence, "that you are the strangest man I ever saw. What's got into you lately? A month ago it was Mrs. Willowby, and now you are head over heels in—it can't be love—with Miss Marchland, and at the same time you are carrying on a tremendous side-business with Miss Mac Donald. I never fancied you were that kind of a fellow. Is it the altitude, do you suppose?"

"When you are in Rome you must do as the Romans do, Jane. Besides, we didn't have these ladies in Milltown, and one never knows what's in him until circumstances put him to the test. If either of these had been in Mrs. Willowby's place, I don't believe I should have been quite so ready to start for Colorado. Do you know, Jane, I should just like to see Marjory pull on the lines behind Spanker. Wouldn't she make him spin! and wouldn't he like to feel the touch of her firm little hands on the reins! My! but she looked stunning last night when we were driving home. It was later than we thought, and when I told her what time it was, she touched the ponies with the whip and they fairly flew. Talk about the starlight! Her eyes outshone them all; but for all that, I couldn't help wondering whether Miss Mac Donald wouldn't have been a trifle prettier with that—O, what kind of a way is it, Jane, when she looks up into your face and you feel as if you weren't doing your duty unless you bent right over and kissed her!"

"Now see here, Cy, you've gone about far enough. It's been on my mind for several days to have a talk with you about this very thing, and I might just as well have it now as any time. What do you think you are doing? You can't make me believe that in the little time you've been here you are so far gone that you can't tell which of the two girls you like best—or is it three? It's a wonder you don't go into raptures over delightful Miss Birkenmayer."

"I was coming to her. I like to talk 'em all over with you, Jane. You know me so well and know exactly what I want that in some way I feel as if I couldn't be quite sure unless I have your opinion. Miss Birkenmayer is quiet, more so than either of the others, but I have had considerable to say to her lately and I don't know but she is the most charming one after all. Seems as if she had more soul some way. How does she strike you, Jane?"

"I won't answer such a question. You ought to be ashamed to ask it; and the idea of your lying there and talking as if all you have to do is to make up your mind which one you want and that's the end of it. I hope you don't go talking to anybody else as you are talking to me. Then, too, Cy, it's perfectly disgusting the way you act with these girls. Everybody is talking about you and laughing at you. You quarrel about getting the back seat when we go to ride. You are always getting into cosy corners with one or another of them. You go mooning first with one and then with another until I should think you'd get lost. Then, too, what is Marjory Marchland to you or you to her? She comes here from one part of the country and you from another. She sticks a red rose in her hair and leans towards you at the table; and then such making of

eyes at each other I never saw! Do you really think of taking her back to Milltown with you?"

"I have thought of it. As I think of her now and of the delightful times I am having, I shrink from the dull, old, stupid life that I lived there and shall go back to it, unless she goes, too, with more reluctance than I should be willing to state to anybody else. It seems so strange to me, Jane, to have somebody lean towards me, as you say, and to look at me as if she thought I was saying something worth listening to. Do you think, Jane that I have been acting rather spooney towards these women and that I have been getting acquainted rather too fast?"

"Yes, I do."

"Well, Jane, will it surprise you much to have me tell you that you are the one who has been showing me how—you, Jane Cragin, whom I have been trying my best to make to love me for I don't know how long? It may seem that I have been making the most of the short time since I came here, but by actual count it is a day or two less than it took for you to do the same thing. I think I was a little too persistent in keeping the back seat on our ride the other night; but I wanted to see with my own eyes, whether Dr. Day's arm was allowed to go and to stay where mine with years of love behind it has never been permitted even to dream of venturing. I know now and so do you; and I'll leave it to you, Jane, to decide whether in this, I have been able to better my instruction in shortness of time or intensity of expression. I don't find any fault, I want you to understand that, but it does seem to me a little unfair after my years of useless hoping and waiting to be found fault with, because I am so closely—is it too closely?—following your lead. Has it never occurred to you, Jane, that the only real difference between us lies in the fact that my trifling is only trifling and that you are in dead earnest. And has it never occurred to you when you have been finding fault with me—you who never have cared for me and never could be made to care—for a little game of make-believe which everybody understands that I might have a little feeling in seeing what I have been so long hoping for given to another at the turning over of his hand?"

"Cyrus Huxley—"

"Don't stop me, Jane. This thing has gone on long enough—too long for my peace or for yours. Let me say what I made up my mind to say when I left Milltown, if I saw the time for the saying of it. The time is here and the sooner now that it is said the better. Now, then, listen to me."

The bantering tone and the spirit of aggressive determination which Jane feared most was laid aside; and throwing down the book he played with and rising from his indolent position among the cushions, Cy with an earnestness in his eyes which even Jane had never seen there began.

RICHARD MALCOLM STRONG.

Curse cards are being used in Switzerland and Germany to check profanity. People go about with cards in their pockets, and whenever they hear bad language present one to the swearer to sign. The card has printed on it a pledge to abstain from swearing for a specified time or to pay a pfennig an oath to some charity. Nearly 40,000 cards have been distributed in Switzerland, where there are three languages to swear in.

An Instantaneous Success



Ask the price; we'll ship the soap.

Not for sale by department stores.

Ball-Barnhart-Putman Co.,

Grand Rapids, Mich.

COFFEE

COFFEE

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

COFFEE

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

WOOLSON SPICE CO.

Ask our salesman to show you our line of samples.

MUSSELMAN GROCER CO., Grand Rapids.

COFFEE

COFFEE

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

SHOEMAKER'S ART.

A Trade with Traditions of Honor and Dignity.

From the New York Mail and Express.

The old guilds have passed away with the times out of which they arose. With them has disappeared the romance that illustrates the industrial and political life of the Europe or of the later Middle Ages. Much that was stirring in the history of the free towns of the Continent and in the building up of the English common people is associated with the stout men of the crafts. Foremost among them in turbulence and spirit the gentle craft of leather has been the last to succumb to the demands of the modern industrial organization. Indeed, it has not succumbed at all. It has found a seat and a home in the New World. New York is now the center of America of the ancient craft of hand-made shoes. There are survivors elsewhere, but nowhere has the old trade retained so much of its dignity as in the metropolis. Here are kept up many of the peculiar institutions, the community shop life, the clannish relations, and here are preserved the secrets of marvelous dexterity which are a lost art to the generation of mere cobblers who have come in with the factories.

There are only a few hundred of these men in the metropolis, and there are not more than fifty beside in the New World. Among them there is but one American. The trade is recruited from Europe. No apprentices have ever been taken from this country. Nor are there any novices among the men. They come here as the most expert workmen of their own nations. They include Englishmen, Irishmen, Scotchmen, Frenchmen, Swedes and Norwegians. Of late years the majority of the arrivals have been Scandinavians. The marked individualities of these craftsmen have kept them from mingling conspicuously in the affairs of the city, but they have dwelt here for nearly three generations. It is recorded of them that they were the cause of the second strike in Manhattan Island, and that Governor Clinton tried to settle their difficulties by imprisoning their leaders.

While they have rarely come into prominence themselves, many of them have been thrown into intimate, if not lofty, relationship with the most prominent men of their times. New York has shoemakers who tell of measuring the feet of royalty and sewing the shoes for the statesmen in whose hands rests the balance of power in Europe. They can say with the cobbler in "Julius Caesar": "As proper men as ever trod on neat's leather have gone upon my handiwork." There is not a defect in a royal instep but what is known to some of them. The work, however, that they have done for the grand dames of the Knickerbockers at the fancy balls is finer than that performed for the queens of Europe.

In "Julius Caesar" the cobbler is rebuked by Flavius, who demands, "But wherefore art not in thy shop to-day?" "Why dost thou lead these men about the street?"

Here Shakespeare brings out the two prominent characteristics of the men of leather. They were leaders of their fellows, and they were active at scenes of popular unrest. Writers of all times from the satiric poets of the Latins to the statesmen of to-day have borne similar testimony. Daniel O'Connell in a speech in Parliament, declared that the shoemakers were the most intelligent of all tradesmen. Lord Palmerston told the Lords that he could not account for it, but that wherever there was any trouble in the country, sooner or later a cobbler was found to be at the bottom of it. The poet Whittier, himself no indifferent man at the awl and wax, has turned the same idea into stirring verse. Witness these lines from one of his "Songs of Labor":

The foremost still by day or night,
On moated mound or heather,
Where'er the need of trampled right
Brought toiling men together;
Where the free burghers from the wall
Defied the mail-clad master,
Than yours, at freedom's trumpet call,
No craftsmen rallied faster.

The shoemakers of this city have demonstrated that they can think, even if there is no need that they should fight. Working at their benches in the community shops, where there is no noise save the soft tap of hammer heads on leather, chance is given for discussion and for argument. Many of the men have received a thorough schooling in the night colleges of the Old World. They read widely. They are fond of philosophic controversies, and the habit of mind in their calling is to think alertly. Sociology is one of their hobbies; each has his own remedy for the ills of the State. You will hear them sometimes discussing such literary or erudite matters as the beauties of Renan and the philosophy of Spinoza and Herbert Spencer. Their tendency is toward philosophic socialism, and nowhere in the city, perhaps, will one hear a more intelligent interpretation of the system of Karl Marx than in one of the community shops during a noonday debate.

These community shops are the background for most of the distinctive life of their tenants. In them all the fine work of this country is done. There are only about eight stores in this city that deal in the finest grade of shoes. They are made by craftsmen who hire large rooms in common and fashion leather on orders that they receive daily from the stores. New York has six or seven community shops occupied by about 300 men doing women's work, and about twice as many doing men's work. Chicago has, perhaps, fifty fine shoemakers, and there may be a dozen more in San Francisco. Beyond that there is not a shoe made in America that these craftsmen will recognize as being a shoe in anything more than name. The New Yorkers put together the footwear of the best dressed men and women in the United States. Orders come from the South and the Pacific Slope, from South America and Canada, as well as from the swell Fifth avenue clubs.

More than that, some of the most enterprising of these craftsmen are making a handsome sum by spending their summers in London. Two or three years ago, when the trade was feeling the first effects of the panic, about a dozen workmen took passage for Europe, coming back again in the fall. Abroad the trade is steadier than here. The aristocracy of Europe moves slowly, and it has not accustomed itself to factory work. So there is a larger field for the men to seek work. And the aristocracy abroad is not migratory, as it is in America. Its members remain during the summer within hail of their tradesmen. In the summer their ranks are swelled by the recruits from the well-to-do classes of the New World. So it has become the custom for some of the New York craftsmen to follow their patrons in their migrations. It is considered the proper thing for the swell to be shod while abroad by a London bootmaker. He is charged a London price, about £4 sterling. The English stores make a poorer grade of shoes than the best houses here. They are keen to employ the craftsmen who have gone over from America, and the latter serve them with an inferior, although still satisfactory class of work. The same shoe, or rather a better one, would cost the American about \$15 at home. Moreover, it is more likely than not that the London article is made of American calf, which already almost dominates the markets of Europe. In effect, the swell who brings back a pair of London-made shoes under his spats is paying a fancy British price for American workmanship.

Right here in this city the finest illustrations of an ancient art are to be found. Twenty years ago there were many more shoemakers than there are now. The demand has been narrowed down, and employers have been enabled to winnow out of the supply of artisans the most adept. The remainder have gone into the factories or have sunk to the rank of cobblers. The shoes made by the expert workmen are literally poems in leather. To make the Louis Quinze is almost a separate art. Not more than one man in a hundred attains

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.

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.

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.

Snedcor & Hathaway Co.,
DETROIT, MICH.

Michigan Shoe Co., Detroit, Agents for Michigan.

what the trade recognizes as perfection. These men make the slippers for the large fancy dress and masque balls. For a recent ball one shoemaker had to design a pair of slippers from a pattern made in Europe two hundred years ago. So fine was the stitching in the silken uppers that the men in the shop where the work was done were constrained to admit that it could not quite be duplicated by any craftsmen living to-day. For the same ball many ladies supplied the silk for their shoes from dresses, some of them nearly a hundred years old, the object being to have them match exactly the costumes they had selected to appear in.

Extravagant prices are sometimes paid for single pairs of shoes. The story is told of a shoemaker who brought around a pair of shoes that he had made for Mrs. A. T. Stewart. "How much dare I charge?" he asked the footman at the door. "If you charge less than \$100 you will see the shoes thrown down stairs," was the reply. Acting on this suggestion the maker charged this amount, and it was readily paid. He left, only regretting that he had not named a higher price. Prices nearly as high are sometimes paid by popular actresses. A noted actress of the stage, whose early life was associated with Chicago, ordered dozens of pairs of the most elaborate patterns made in this city. They had heels two and one-half inches high. They were made by one of the most expert workmen in the world. But the actress forgot to pay for them. The incident has a tragedy as its concomitant. The shoemaker some time afterward went out of his head and shot himself.

There is one pseudo-royalty who is content to wear a shoe of pseudo-workmanship. When Queen Lil was in New York about eight years ago, she crowded a generous foot into a slipper that was unequal to the occasion, in either size or workmanship. Mrs. Langtry, it is the tradition of the craftsmen here who should know, has almost a perfect foot. In their gossip of the shops it is told that Queen Victoria wears square-toed, flat-soled street shoes, size 4½, and the Princess of Wales a very neat fitting shoe, half a size smaller. Gladstone wears bluchers so roomy that his enemies used to say he was able to turn in them—an allusion to his making sudden turns in his politics.

The community shops are open from seven in the morning to nine at night. They hold from fifteen to thirty-five men. They are open on Sunday also until one o'clock in the afternoon. In none of them, however, is any work done on the Sabbath. The men gather there to chat and indulge their love of political discussion. St. Crispin is, of course, their patron saint, but recent generations have placed the name of another saint conspicuously on the calendar. He is "Saint Monday," and in his honor the first day of the week is often devoted more to leisure than to toil. His claims to canonization are more than apocryphal.

The life of these shopmen is sociable to a marked degree. They have their favorite intellectual diversions, and sometimes they will abandon their benches and crowd around a pair of old duellists who have each other by the throat at chess or checkers. When the lunch hour comes a trio will club together and send out for a pint of beer, which they will discuss in common. Once a month there are shop meetings at which the standing of the members and the affairs of the union are sharply scrutinized. The meetings are apt to be in halls over saloons. A small fine is imposed on absentees, and the amount thus collected goes for beer and cigars. That pays the rent of the hall. Business over, the evening is devoted to tales of life abroad and at home, and to lusty choruses, wherein are exploited "The Harp That Once Through Tara's Halls," "The Rocky Road to Dublin" and the unwearying melodies of "Annie Laurie."

It is a jest of the Cockney that the London bootmaker is never seen abroad without his apron. That would not be true in New York. The men dress as

neatly as professionals, because many of them can afford it nearly as well. They doff their outer garments at the shops and equip themselves in overalls and aprons. For the finest work it is needful that the apron be scrupulously clean. A smutch on the silk of a slipper means the ruin of the job. A craftsman has been known to pierce his finger with a delicate needle so that a tiny drop of blood spurted forth upon the white satin of a ball slipper, making the whole useless. Whenever a workman takes up such a task he washes his hands carefully with lemon juice, and men who perspire freely are unable to make the finest work.

Fiction has represented the shoemaker as a skeptic, and the speculative quality of his mind often gives his beliefs that cast. Yet from the first bishops of Cappadocia and Alexandria down to Dwight L. Moody, as the men here point out, no trade has contributed to the ministry so many distinguished men. The list includes Hans Sachs, the poet of the Reformation; Jacob Behman, the mystic seer; Kitto, the Biblical scholar; Fox, the Quaker; Robert Raikes, Robert Cary, "the consecrated cobbler;" Gifford and Bloomfield and Cooper, and Whittier, the poet who sang of freedom with almost the inspiration of Hebrew prophecy. It is the peculiarity of a graduate of the bench, in whatever walk you find him, that he makes you no apologies; he is proud of his old calling.

Advertising Hot Weather Goods.

From the Dry Goods Reporter.

Merchants who are most wide awake in telling the public about the merchandise they have which will keep people cool during hot weather, and enable them to present a good appearance, will get the bulk of the trade, for people usually bestow their patronage where most effort is made to attract it, all other things being equal.

Advertising for hot weather goods should take in all departments which have stock that will come under this head. Don't try to tell the whole story at once, unless you take a full page, and even then you would probably find trouble in telling people all about your summer goods at one time.

Where a small space is used, the advertisements from now until July should tell a different story every day, about the store and the goods. If you advertise in weekly papers the advertisement should certainly be changed every week.

Not only tell people about the goods, but name prices, and be sure that they are as low as will be quoted by any of your competitors.

If any woman wants a hammock, or shirt waist or pair of Oxford ties, she is more apt to come to your store for the article if you have advertised it at a popular price than she would be if it had not been advertised. But if your competitor advertises and you do not, don't be surprised or offended if you see trade turning his way. It's one of the natural laws of trade that people go where they can buy cheapest, and if he has made them believe that his goods are cheaper than yours, you will have to suffer from this competition until you can convince them that you are selling just as cheap.

Don't sit down and wait for hot weather trade. Go after it with a determination to get your share, if aggressive, but honorable, methods will win it.

Technically Expressed.

From the Chicago Dry Goods Reporter.

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

She Was a Much Abused Wife.

"Is this the National Bank?" she asked as she presented herself at the teller's window.

The man inside finished assorting a few piles of money before he replied. Then he said:

"Yes, madam."

"Are you the teller?"

"I am."

"Well, I am Mrs. Theophilus Wintergreen and I would like to know how much money Mr. Wintergreen has on deposit here. I know this is where he banks, for he has one of your check-books in his desk. But he will never tell me how much money he has nor anything about it, which is something every married woman ought to know and no husband who has any respect for his wife's feeling would keep from her, but although I've asked Mr. Wintergreen many and many a time he either tells me that his book hasn't been balanced for so long that he doesn't know, or else he evades the question altogether and puts me off, which I think is a downright shame and so I thought I'd come right down to headquarters myself and find out. Wintergreen, Theophilus, is the name."

"Madam," replied the teller, we are not allowed to divulge anything regarding our customers' accounts."

"Not even to their wives?"

"No, not even to their wives."

"Not allowed to tell, ain't you?"

"No."

"Then I'd advise you to quit calling yourself a teller." And Mrs. Wintergreen flounced out.

The Distinction Was There.

"You women" said he, in the peculiarly exasperating way a man has of saying those two words, "You women buy bargain things because they are cheap."

"We do not," said she. "We buy cheap things because they are bargains." The distinction was almost too subtle for the blundering masculine intellect, but it was there.

A wealthy widow of Chicago has purchased land in Indiana upon which she intends to erect a clubhouse for women. No man will be allowed to enter it in any capacity; but the prohibition will doubtless be unnecessary, as no sensible man would think of entering a woman's clubhouse.

The cigar industry at Tampa, Fla., is said to have reached such dimensions that the average weekly pay roll now amounts to \$75,000. It is said that nineteen factories turn out on an average 3,600,000 cigars weekly.

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.



Grand Rapids LUMBER AND BARK COMPANY

WARHELS President
C. F. YOUNG Vice President
CAPHERS Secy. & Treas.

419 421 MICH. TRUST BUILDING

GRAND RAPIDS, MICH.

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



MICHIGAN BARK & LUMBER CO.,

527 and 528
Widdicombs 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.

IN THE SOUTHLAND.

The Alabama Mill of the DWight Manufacturing Co.

Written for the TRADESMAN.

Chattanooga, May 31—"See Rome and die!" But we saw Rome and lived—not Rome set upon seven hills, but the little railroad center of that name nestling amid the Georgia mountains, the Rome of Shorter College fame, where are gathered beneath its hospitable looking roof "some of our most beautiful young ladies of the Sunny South." Here especial attention is given to music and the languages, and the girl is considered fortunate indeed whom Fate—or a rich father—permits to be "finished" at this temple of learning.

Yes, we saw Rome and lived—lived to visit the growing town of Gadsden, Alabama (which, since the "boom" struck it about nine years back, has been sleeping at the southern end of Lookout Mountain, ninety miles from here, but is now shaking off its lethargy and gathering to itself Northern energy and capital to combine with its many natural advantages), and to inspect, among its other new enterprises the great cotton mill of the Dwight Manufacturing Co., located at its suburb, Alabama City.

It had been one of the unfulfilled desires of my life to see cloth of any description in process of manufacture, and at last my wish was to be realized. At the end of a pleasant drive of a couple of miles, the high walls of the red brick buildings loomed in sight. Entering the office, we were introduced to the affable new agent, Mr. R. A. Mitchell, formerly President of the Queen City Bank and for two years Mayor of Gadsden, until March 25 of this year. Mr. Mitchell holds numerous other positions of trust, among others being that of Alderman, and President of the Gadsden Land and Improvement Company, which company is doing much for the place in the way of laying out tree-shaded streets, grading of roads leading from the town, development of new industries, etc., etc.

"The best way to study the plant," said Mr. Mitchell, "is to begin at the beginning. Here is the warehouse," and great open doors yawned upon our vision, disclosing a cavernous basement open to the roof, filled with bale upon bale of cotton. It looked dirty on the outside and I remarked that I'd never chew cotton ravelings again. "Oh," said our host, "you will see how clean that will become before it's in the cloth."

From the warehouse to the mill building the bales are trucked by muscular "niggahs," who do all the roustabout work of such establishments. Rarely is a white man seen in such capacity—not even "poah white trash." Here each bale is weighed and the sacking and thick iron straps removed, the contents tossing into high piles of fluffy whiteness. The dirty outside observed in the warehouse is here lost to sight in the quantities exposed to view. The "da'kies" now feed it rapidly into large machines called "openers," one end of which is filled with rapidly-revolving cylinders covered with sharp teeth that look like wire nails, which pick the cotton to pieces until it looks pretty enough to eat.

Boxed shafts called "conveyors" carry it to the floor above, where it goes into the "pickers." Five rolls of thin flat cotton are worked into one immense cylinder, to remove all inequalities and imperfections, and it is now "white as the driven snow," and one could not imagine that the result is to be unbleached cotton.

In the next process the cotton comes off of these large cylinders into a veil-like sheet, which goes through tubing and comes out in a transparent roll an inch in diameter, and is evenly fed into an open cylinder a foot across and three feet high. Right here occurred a funny little incident: One of the party, an old lady, curiously took hold of this delicate "tubing"—if I may call it that. Imagine her consternation when the thing broke in her fingers! Tears crept

into her eyes and her face was the picture of despair and remorse as the machine went on feeding it out, until about ten yards of the stuff lay coiled up on the floor instead of in its little bed in the cylinder. An operator flew to the rescue and deftly set things aright, when the old lady, who thought she had stopped the machinery of the entire establishment, breathed a sigh of intense relief and registered a solemn vow never again to "touch, taste or handle" anything in a factory while the breath of life was in her!

The accident repaired, we turned to the next machines, which wound off five of the coils and united them onto one spool. Then two threads of this resultant five were joined, and for the first time twisting occurs. The threads are next wound into cylinders of about six feet in circumference. These go to the starching apparatus, where they are "sized" and are perfectly dry when they reappear, and are then ready for the looms. "Why," I exclaimed, "I never knew that unbleached cotton, which is soft to the touch, has starch in it!" "Oh, yes," said Mr. Mitchell; "if the threads hadn't starch in, being so thin and frail, they never could be handled. They have to have starch to give them body to hold together."

The looms, the looms! The racket, the racket! I thought of Huckleberry Finn, who told the "niggah" that Solomon "had more'n a million wives," but that, for his part, "he'd rather run a b'iler shop, cuz ye could shut up a b'iler shop—sometimes!" Imagine one thousand looms in an immense room, and all of them in operation at once, and you will be able to form a faint conception of the roar that greeted our entrance. In this room alone are employed several hundred operatives, both boys and girls, not a few of whom are handsome and attractive. They are all paid by the "cut," a "right smart" (as they say down here) operative earning from \$1 to \$1.50 per day. Such an one must attend to six or seven looms. This part of the work was, to me, the most interesting of all, but the noise was so deafening we did not "stay upon the order of our going."

We climb the stairs once more, this time to observe the last process. Here the finished product is placed in a machine which folds and cuts the cloth in lengths according to its destination, that intended for export to China being cut at thirty yards. After arrival there it is cut in two, fifteen yards being required for a Chinaman's "togs." The young women employed in this department appear the most intelligent of the operatives. They are neatly dressed, their clothes being appropriate to their work, which is to inspect the cloth as it comes from the measuring and cutting machine, stitch the ends together, and stamp on top the name of the manufacturer, and the kind, quality, quantity and destination. The baling finishes the work begun away down in the "openers."

A step in the open air across a platform, and we are in the cloth warehouse reading with interest the destination of a few of the hundreds of snug bales piled high around us. On one we catch the word Shanghai; on another Madagascar; Cape Town, South Africa, stares us in the face; Turkey brings up bloody visions, France, Holland and Germany come in for their share, and all the ports of the Mediterranean; also, the hearts of many South Americans will be made glad with a goodly supply of the product of this "Mill Number One," as it is called, the output of which is just one-half of what they expect to have in the near future.

This Alabama mill uses 10,000 bales of cotton per annum, costing \$350,000. (I should have mentioned the fact that there are 30,000 spindles.) The plant represents an outlay of \$750,000. This one mill is but one-tenth of the capacity of the Dwight Manufacturing Co., it operating several other mills in Massachusetts and New Hampshire, the aggregate number of spindles being 300,000,000, and the looms "looming" up to 10,000.

At the plant of the factory is a large

reservoir, with a capacity of 7,000,000 gallons, for steam purposes. The enormous Corliss engine of 1,500 horse power drives a fly wheel 28 feet in diameter. The mill is amply protected against the Fire King, being supplied with automatic extinguishers and two high pressure fire engines. There is railroad connections with the Southern R'y, the Queen & Crescent, the Louisville and Nashville, the Nashville, Chattanooga & St. Louis, and the Chattanooga Southern.

"And what do you people do when you have strikes, Mr. Mitchell?"

"Strikes! Don't have any!"

"No unions? No walking delegates?"

"No—no such things down here! We pay good wages and make it an object for the men to work for us and stay by us, and we run our business our own selves, without interference from outsiders."

And I may say that all the business men I have talked with down here in the Southland have given the same answers to these questions.

"The climate here is very healthy and living is cheap," continued Mr. Mitchell. "Now, I want you, before you go home, to be sure and take a look at our cottages. Now, don't neglect that, for I'm sure you will say we have the handsomest little factory town in the United States. There are some 200 houses in all, and no two of them are alike—not even as to the paint. If you find one two painted alike, I'll give you the best one on the grounds! The two-room cottages rent for \$2 per month, the three-room rents for \$3, and so on up to \$7 for the largest. There is a good well to every two houses. The lots have a frontage of 75 feet. Good sanitary conditions prevail and the streets are graded and electric lighted. We employ a physician by the year for the operatives, deducting 1 per cent. of each one's wages, from the highest to the lowest, for that purpose. We hire a preacher for them; services are held in the large hall over the store. We also have a graded school, providing the

teachers ourselves, and shall soon have a fine library, also a memorial church—a church in memory of H. Gardner Nichols, the only son of Mr. J. Howard Nichols, the Treasurer of the company. He was a graduate of Harvard University several years before coming down here. His father sent him down to make a model plant in every particular. He had his ideas about everything, and his plans were carried out to the minutest details. He even named the streets—you will notice "Minnehaha Dell." He himself lived in one of the smallest of the factory houses, that he might know the lives of the operatives. The machinery of the mill is of the most modern description—you won't find another cotton mill anywhere in the land with such fine machinery—and everything was to be perfect. But the young man was killed accidentally, in May of '96, during the removal of a piece of heavy machinery. But the plant lived after him, and has gone on improving and enlarging, until we think we have the finest cotton mill to be found anywhere!"

And, with the memory of a pleasant good-bye and a cordial invitation to "Call again," we drove on through the pretty little village, coming back just in time to see the operatives leaving the mill door. They came out like bees from a hive. Most of them hurried along in groups, laughing and cracking their jokes, while here and there slowly sauntered a couple of lovers holding each other's hands. And we reached the conclusion that life might be much more unbearable than as an operative in "the best cotton mill in the land!"

H. E. STOWE.

The Bank in Trouble.

First Bank Director—"Bad news."

Second ditto—"What is it?"

"I heard the President's pretty typewriter call him 'uncle' to-day."

"Send for the bank examiner at once."



LOOK INTO THIS THING

YOU CAN SAVE \$300 EACH YEAR

BY USING THE
STANDARD ACCOUNT SYSTEM

\$300
SAVED
IS
\$300
EARNED.

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


Write us AT ONCE for our

4

Special Offers

that we are now making to introduce our Duplicating Account System which is highly endorsed by the Retail Grocers' Association. 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. This is worth investigating. Our Duplicating supplies are good for either Cash or Credit Trade and can be used with your present system. Hundreds of merchants are using it and enthusiastically endorse it. It will save you time, money and trouble. Why not write for free sample supplies and further particulars. Good salesmen wanted in every town.

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



DUSTLESS

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.

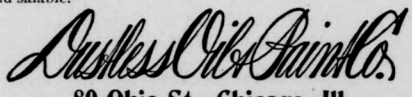
DUSTLESS is not sticky—remember that—but it holds the dust down nevertheless.

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.

None genuine without our label and signature.



80 Ohio St., Chicago, Ill.

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. McNOLTY, Detroit.

United Commercial Travelers of Michigan.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

Laziness and poor trade are side partners.

A good stock of patience is an excellent side line for every traveling man to carry.

When a commercial traveler allows his customer to make prices at which he buys, he slips his trolley.

It is now a survival of the fittest on the road and a man's habits have a whole lot to do with making him fit.

A traveling man who cannot control his temper has missed his vocation. He should be pulling a bellcord over a mule's back in a ten acre stump lot.

Say, boys, have you "touched up" this administration on the subject of sending traveling men to foreign ports as consuls? If not, why not? Now is the time to strike.

We would be glad to hear from all the "boys" on the subject of the creation by Congress of a Department of Commerce. Do you want it or not? Let us hear from you.

Freeman D. Blake was the guest of his twin brother, W. Frederick Blake, Saturday and Sunday. Mr. Blake resides in Boston, where he is a member of the shoe manufacturing firm of E. H. Stetson & Co.

The traveling man has three times more work to perform than the head of the house. He has to sell goods, protect his house and protect and hold his customer. A salesman, a diplomat and a credit man! Gee-whiz! Did you know you worked that hard? Well, you do if you are holding your job.

Parke Mathewson, Jr., who has covered Western Michigan several years for B. T. Babbitt, has retired from the road to embark in the bicycle business in connection with the Mabley & Goodfellow Co. Mr. Mathewson is succeeded by F. W. Turner, formerly engaged in the retail grocery business at Bay City, but for the past four years on the road for Babbitt in Northern Ohio, with headquarters at Cleveland.

Wm. Connor (Michael Kolb & Son) writes the Tradesman as follows: "It puzzles me how a few can continue complaining that trade is very dull, when I meet so many commercial travelers representing various lines who tell me that business is picking up and that they are booking a fair amount of orders, which is surely an indication that the retail merchants are doing better. When the tariff question is settled, you will find that American trade will be itself again and everybody will be happy."

"In Union There Is Strength."

St. Johns, June 7—You have undoubtedly learned of the interchangeable mileage book that the railways of Mich-

igan will voluntarily put on the market in the very near future. The management of the most important roads tell me (as Chairman of the Legislative Committee of the Michigan Knights of the Grip) that it has been simply a matter of education that has been forced to the front by the agitation of the commercial travelers. In this there is an important thought for the members of our Association and other traveling men who do not belong to the same, and that is, the "strength of organization." No one man, nor a few men, could have gotten the ear of the railway managers to that extent as to awaken them to the necessity of studying the question of the interchangeable mileage book in all its phases had not he or they the backing of a couple of thousand of their best patrons.

"E. P. Waldron" could not have done anything, but "E. P. Waldron, chairman of a committee which had the matter in charge, backed by 2,000 traveling men," was able to get most respectful hearing, and what was advised and suggested was taken as coming from a very important source. In my opinion, the concession is worth more than the cost in the simple matter of showing the value of organization—that "in unity there is strength."

I greatly appreciate the manner in which the members of the Michigan Knights of the Grip have backed me in this matter of interchangeable mileage and given my committee the authority to carry on a campaign to a successful termination.

E. P. WALDRON, Chairman.

Forty Additions to the Membership List.

Flint, June 5—Twenty three active and seventeen honorary members have joined the Michigan Knights of the Grip since my last report, as follows:

ACTIVE MEMBERS.

W. B. Wilkinson, Brooklyn, N. Y.
M. H. Steiner, Muskegon.
A. W. Knapp, Detroit.
U. B. Wakeman, Pontiac.
T. S. Edington, Flint.
W. J. Canham, Port Huron.
M. M. Breyette, Albion.
A. McAfee, Lakeview.
A. S. Chatfield, Lansing.
O. E. Barlett, Pontiac.
Rudolph Otto, Saginaw.
Frederick Garbutt, Detroit.
L. A. Burrell, Cincinnati.
R. E. Bartlett, Kalamazoo.
J. E. Hurd, Lansing.
W. W. La Moure, Chicago.
M. A. Dunning, Menominee.
Elias Culver, Mason.
F. B. Greenleaf, Leonidas.
E. M. Karth, Ashland, Ohio.
A. O. Jones, Battle Creek.
C. B. Bennett, Adrian.
Richard Jackson, Jr., Detroit.

HONORARY.

Ennis & Quininn, Saginaw, E. S.
Ed. R. Bailey, Ionia.
P. R. Dorman Pentwater.
Wm. Leland, Hesperia.
James M. Campbell, St. Ignace.
Forler & Radewald, Niles.
M. R. Truesdell, Caro.
F. H. Cody, Hartford.
S. J. Brightman, Scottville.
L. W. Nettleton, Grand Marais.
M. T. McKenna, Sault Ste. Marie.
Frank L. Harris, Newberry.
B. Stoll, Stockbridge.
Chas. J. Lane, Hudson.
T. P. Riley, Union City.
H. S. Read, Ludington.
Geo. H. Day, Mt. Pleasant.
D. C. SLAGHT, Sec'y.

The Illinois Central Railroad is about to experiment with electricity as a motive power, with a view to its adoption on all the suburban lines of Chicago. It is said that both the third rail and overhead trolley systems will be tried exhaustively before a decision is come to on equipment.

Hundreds of sweet girl graduates are just now being turned loose to still further embarrass the financial situation.

Quarterly Meeting of the Board of Directors, M. K. of G.

Flint, June 7—The regular quarterly meeting of the Board of Directors of the Michigan Knights of the Grip was held at Lansing on June 5, with a full attendance of the Board, except Director Streat.

Secretary Slaght presented his financial report for the quarter, showing the total receipts of the death fund to be \$2,742; the general fund, \$63; and the deposit fund, \$54, making a total of \$2,859, for which amount he held the Treasurer's receipts. The report was approved by the Finance Committee and adopted and placed on file.

Treasurer McNolty presented his report, showing the receipts of the death fund to be \$3,317.59 and the disbursements to be \$500, leaving a balance of \$2,817.59. In the general fund the receipts were \$825.49 and disbursements \$268.08, leaving a balance of \$557.41. This report took the same course as that of the Secretary.

The Finance Committee reported that it had examined the books of the Secretary and Treasurer and found them to be correct.

Bills to the amount of \$279.45, approved by the Finance Committee, were allowed and ordered paid.

Proofs of the deaths of Uriah Hoffmaster, A. M. Sprague, I. D. Dury, E. Averill, N. B. Clark and J. S. Shaub were presented, approved and ordered paid.

The claim of Elizabeth Mallory, as beneficiary of the late W. H. Jewett, was laid over until the next meeting for the reason that the legal beneficiary is in dispute.

The following resolution was adopted unanimously:

Whereas—The Board of Directors of the Michigan Knights of the Grip have received with great satisfaction from the Legislative Committee, through E. P. Waldron, chairman, the information that all responsible railroads of Michigan have decided to issue an interchangeable mileage book which we believe will be entirely satisfactory to traveling men; and

Whereas—We are assured that this result is entirely due to the consistent and reasonable course pursued by the members of the Michigan Knights of the Grip and traveling men in general, and that this concession is made in acknowledgement thereof by the railroads of Michigan, and that said mileage book will be issued during or before the month of July; therefore

Resolved—That we most heartily thank the Legislative Committee, and especially its chairman, E. P. Waldron, and the railroads, and assure them that we will use our most earnest endeavor to prevent any abuse of the privileges granted us as traveling men.

The Board thereupon adjourned to meet Sept. 4.

DELL C. SLAGHT, Sec'y.

Dissatisfaction Over Milk Ordinance—The New Huckster Ordinance.

Detroit, June 8—There is dissatisfaction because the new milk ordinance is not rigidly enforced. It is said that many of the large dealers refuse to pay their licenses and declare that they don't care a snap of the finger for the ordinance, anyway.

E. L. Andrews, who keeps a grocery store at the corner of Sixth and Lysander streets, entered complaint at the Mayor's office. He said that the storekeeper opposite him did not pay a cent and continued to sell milk as of yore. He told of another storekeeper, on Third avenue, who said he didn't give a flip for the ordinance and hadn't taken the trouble to pay his license. Mr. Andrews was told to go to the office of the corporation counsel and enter complaint.

A committee, composed of Ald. Batchelder, Beck, Reves, Wild and Tossy, called on the Mayor Monday to enquire what he would do with the peddlers' ordinance, which was passed at the last meeting of the Board. The Mayor, after talking with the Aldermen, stated that upon being assured that certain changes would be made in it, he

would approve of the measure. In accordance with this promise, Mayor Maybury sent the following communication to the Common Council:

I have returned to your honorable body with approval that part of your proceedings adopting an ordinance for the regulation of peddlers and peddling, but after consultation with those who are most deeply interested in the enforcement of the ordinance, it occurs to me that very great improvement might be made by way of amendment to the ordinance adopted, and I respectfully request the privilege of submitting to your honorable body the following suggestions of amendment, viz.:

1. I think the ordinance should prohibit any person who has not attained the age of 16 years from peddling merchandise on the public streets.

2. I think that provisions should be made in the ordinance rendering it necessary for each person applying for a license to first show that he is a citizen of Detroit.

3. Not more than two persons under one license should be permitted to operate a wagon in connection with their business. A person going as assistant to the licensee, and whose occupation is that of tending to the horse as driver, should have a badge or some other emblem to designate him as assistant.

4. It might be well to consider the matter of allowing a license for a shorter time than one year on the payment of a proportionate part of the license. I am not prepared to say that I fully endorse this last suggestion, but it has been urged with a great deal of meritorious argument and I think is worthy of further consideration before it is either adopted or rejected.

I am satisfied that the adoption of one or more of these suggestions will tend to strengthen the ordinance, and cause it to operate with more equity and justice to all concerned. I would, therefore, suggest that this communication be referred to the Committee on Streets and Ordinances, with instructions to consider the recommendations herein named, and to report their conclusions thereon to your honorable body.

Probably an Accurate Answer.

DeGarry—Why is it that when a fellow is alone with a girl he loves they seldom play cards?

Merritt—Because if they did she would have to hold her own hand.

Whitney House Chas. E. Whitney, Prop.

Best house in town and as good as any in the State for \$1.00 per day. Sanitary conditions are complete. Long distance telephone.

Cutler House at Grand Haven.

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

COLUMBIAN TRANSFER COMPANY

CARRIAGES, BAGGAGE AND FREIGHT WAGONS

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

Commercial House

Iron Mountain, Mich.

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

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

NEW REPUBLIC

Reopened Nov. 25.

FINEST HOTEL IN BAY CITY.

Steam heat, Electric Bells and Lighting throughout.

Rates, \$1.50 to \$2.00.

Cor. Saginaw and Fourth Sts.

GEO. H. SCHINDHETT, Prop.

Will Pay YOU

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

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, Atmada.
Secretary, B. SCHROEDER, 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.

Charley and the Prescription.

The Western Drug Record tells a good story about an incompatible prescription which was handed to a bright young prescriptionist to be filled. The prescriptionist is known to his intimates as "Charley." Charley, it seems, is a man of experience. We are told in fact that he was very nearly born in the drug business, and has acquired a tendency to baldness in his thirty years' experience. He "went to college" and is more than ordinarily competent. But he "got a prescription" a week or two ago that pained him. He carried it with him to gather expert opinions in regard to it. Probably he'll write a book about it some day if profits admit. "Yes," he said, "I took it from the man in my usual confident way—it would be ready in fifteen minutes." But it wasn't. Just look at it; here it is:

R.
Sod. arseniat. 8 grs.
Argenti nitrat. 6 grs.
Strychniae sulph. 1 gr.
Aloin. 5 grs.
Fellow's Syrup. Hypoph. Co.,
Elix. peptenzyme. aa 8 ozs.

Mix. Two teaspoonfuls in a little milk or water after each meal.

"You see, the things ordered are very much to the point. An old dispenser seeing the prescription for the first time would hesitate to say what the patient would get in his bottle. I'll be darned if I knew whether I'd try to coax an oxide of silver into existence, first thing or risk an arsenate. Then if the peptenzyme stuff had any free hydrochloric acid in it, maybe I'd get a chloride of silver in spite of myself. Strychnine was in it twice, if Fellow's syrup had it in, too, and I suppose it has; however, the strychnine could pass. Aloin didn't count much, unless the question of its breaking up came in. Lord! the way I tried the different things in different ways was a caution. The thing wasn't mixed in fifteen minutes. The directions for taking made me wonder whether the peptenzyme wouldn't curdle the milk. Blamed if I didn't think the milk was a good thing after all; perhaps the doctor thought that it would be a good antidote if the dispenser didn't get onto his idea about mixing. The dose was ready in about two hours. It was principally muck and misgivings. I got my biggest 'shake' label out and stuck one on with an extra allowance of paste. I was two hundred miles from the doctor who wrote the prescription, so couldn't ask any questions. I wonder why he didn't divide the prescription in two and make a pill of the first half. Perhaps he meant to."

Charley was asked what became of the transaction. The reply was easy: "Oh, it was all right; the man never called for it, and I'm glad he didn't, because I believe I should have been

tempted to filter it before I gave it out. I'm holding onto the prescription, though, and I'm going to quiz every drug journal in the country about it."

The Drug Market.

Trade in this line is good in the country towns, but is not in a flourishing condition in the city. The cut rate war is demoralizing prices to the extent that some drugs are being sold at retail for less than the cost of manufacture, notably blue vitriol and Paris green, while patent medicines are sold by the bottle below the quantity price of the proprietor. There are few changes in prices to record.

Opium—The large stocks of this article, imported to take advantage of the proposed advance of \$1 additional duty, has caused holders to push sales at a small sacrifice and the article has declined.

Morphine—Quiet, but firm.

Quinine—Very firm and an advance would not surprise dealers.

Citric Acid—On account of large stocks and lateness of season, this article is weak and lower.

Cocoa Butter—On account of large stocks, this article has declined.

Gelatin—Silver and gold label are both becoming scarce and the market is very firm and advancing.

Balsam Copaiba—There is a large demand for this balsam, both in this country and for export. Prices are very firm.

Elm Bark—Very scarce, on account of there not being the usual amount peeled this year. Prices have advanced.

Essential Oils—Anise and cassia are dull and the indications are for lower prices. Senna, bergamont and orange are unchanged. There are reports of damage to Michigan peppermint by frosts, but this is usual at this time of the year. The reports have, however, advanced prices slightly.

Flowers—Saffron, on account of competition by large holders in New York, has declined and lower prices are probable.

Gums—Manufacturers of camphor are behind their orders and the article is very firm. The new tariff places 6c per pound additional duty on refined and, as soon as the tariff bill passes, there will be an advance.

Roots—Spring dug blood root is very much below the price of fall root, but is not as good. The latter is scarce and still high. Ginger is very firm for Jamaica. The demand for powdered hellebore is about over. There is very little left in stock and, had the demand kept up a week longer, very high prices would have ruled.

Ipecac—Scarce and has advanced.

Seeds—There are no changes in prices except in mustard. Supplies of California yellow have been steadily decreasing and prices have advanced.

Linseed Oil—Steady at what is considered a low price for this season of the year.

Turpentine—Has declined.

As the Public Views It.

Proprietor—Does the new clerk seem to know anything about book-keeping?

Head Book-keeper—Nothing at all, sir; but then, you must remember he has never done anything before but teach double-entry in a business college.

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.

Improved Liquor and Poison Record.

Our combined Liquor and Poison Record should be on the showcase of every retail druggist in the State. Sent postpaid on receipt of \$1.
TRADESMAN COMPANY, Grand Rapids.

"MASTER" "YUMA"

The best 5 cent cigars ever made. Sold by

BEST & RUSSELL CO., CHICAGO.

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

Ruberoid Ready Roofing

Will last longer than any other roofing now on the market. We have full faith in its merits. But if you want other kinds we always have them at reasonable prices. Let us quote you prices, if you need roofing of any sort.

H. M. REYNOLDS & SON,

Detroit Office, foot of 3d Street.

GRAND RAPIDS, MICH.



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.



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.

WHOLESALE PRICE CURRENT.

Advanced—
Declined—Citric Acid, Opium, Saffron.

Acidum		Conium Mac.	35¢ 65
Aceticum.....	80¢ 10	Copaiba.....	1 10¢ 1 20
Benzoinum, German	80¢ 85	Cubeba.....	90¢ 1 00
Boric.....	15	Exechthitis.....	1 20¢ 1 30
Carbolicum.....	29¢ 41	Erigeron.....	1 20¢ 1 30
Citricum.....	40¢ 42	Gaultheria.....	1 50¢ 1 60
Hydrochlor.....	30¢ 5	Geranium, ounce.....	75
Nitrosum.....	80¢ 10	Gossypii, Sem. gal.....	50¢ 60
Oxalicum.....	12¢ 14	Hedoma.....	1 00¢ 1 10
Phosphoricum, dil.....	15	Juniper.....	1 50¢ 2 00
Salicylicum.....	50¢ 55	Lavendula.....	90¢ 2 00
Sulphuricum.....	13¢ 5	Limonia.....	1 20¢ 1 40
Tannicum.....	1 40¢ 1 60	Mentha Piper.....	1 60¢ 2 20
Tartaricum.....	30¢ 38	Mentha Virid.....	2 65¢ 2 75
Ammonia		Morruha, gal.....	1 00¢ 1 10
Aqua, 16 deg.....	4¢ 6	Myrica.....	4 00¢ 4 50
Aqua, 20 deg.....	6¢ 8	Olive.....	75¢ 3 00
Carbonas.....	12¢ 14	Picis Liquida, gal.....	10¢ 12
Chloridum.....	12¢ 14	Picis Liquida, gal.....	99¢ 1 04
Aniline		Rosmarini.....	1 00
Black.....	2 00¢ 2 25	Rose, ounce.....	6 50¢ 8 50
Brown.....	80¢ 1 00	Succini.....	40¢ 45
Red.....	45¢ 50	Sabina.....	90¢ 1 00
Yellow.....	2 50¢ 3 00	Santal.....	2 50¢ 7 00
Baccae		Sassafras.....	50¢ 55
Cubere..... po. 18	13¢ 15	Sinapis, ess., ounce.....	1 40¢ 1 50
Juniperus.....	6¢ 8	Thyme.....	40¢ 45
Xanthoxylum.....	25¢ 30	Thyme, opt.....	1 60
Balsamum		Theobromas.....	15¢ 20
Copaiba.....	60¢ 65	Potassium	
Peru.....	2 60	Bit-Barb.....	15¢ 18
Terabin, Canada.....	40¢ 45	Bichromate.....	13¢ 15
Tolutan.....	80¢ 85	Bromide.....	48¢ 51
Cortex		Carb.....	12¢ 15
Abies, Canadian.....	18	Chlorate, po. 17@19c	16¢ 18
Cassia.....	12	Cyanide.....	50¢ 55
Cinchona Flava.....	18	Iodide.....	2 65¢ 2 75
Euonymus atropurp.....	30	Potassa, Bitart, pure	20¢ 31
Myrica Cerifera, po.	20	Potassa, Bitart, com	15
Prunus Virginiana.....	12	Potass Nitras, opt.....	8¢ 10
Quillaia, gr'd.....	12	Potass Nitras.....	7¢ 9
Sassafras..... po. 18	12	Prussiate.....	25¢ 28
Ulmus..... po. 15, gr'd	15	Sulphate po.....	15¢ 18
Extractum		Radix	
Glycerhiza Glabra.....	24¢ 25	Aconitum.....	20¢ 25
Glycerhiza, po.....	28¢ 30	Althaea.....	22¢ 25
Hæmatox, 15 lb box.....	11¢ 12	Anchusa.....	12¢ 15
Hæmatox, 1s.....	13¢ 14	Arum po.....	25
Hæmatox, 1/4s.....	14¢ 15	Calamus.....	20¢ 40
Hæmatox, 1/4s.....	16¢ 17	Gentiana..... po. 15	12¢ 15
Ferru		Glycerhiza..... pv. 15	16¢ 18
Carbonate Precip.....	15	Hydrastis Canaden.....	35
Citrate and Quinia.....	2 25	Hydrastis Can.....	35
Citrate Soluble.....	80	Hellebore, Alba, po.....	15¢ 20
Ferrocyanidum Sol.....	50	Inula, po.....	15¢ 20
Solut. Chloride.....	15	Ipecac, po.....	2 00¢ 2 10
Sulphate, com'l.....	2	Iris plox..... po. 35@38	35¢ 40
Sulphate, com'l, by	35	Jalapra, pr.....	40¢ 45
bbl, per cwt.....	7	Maranta, 1/4s.....	22¢ 25
Sulphate, pure.....	7	Podophyllum, po.....	22¢ 25
Flora		Rhei, cut.....	75¢ 100
Arnica.....	12¢ 14	Rhei, pv.....	75¢ 100
Antemhis.....	18¢ 25	Rhei, pv.....	75¢ 100
Matricaria.....	30¢ 35	Spigelia.....	35¢ 38
Folia		Sanguinaria..... po. 40	35
Barosma.....	15¢ 20	Serpentaria.....	30¢ 35
Cassia Acutifol, Tin.....	18¢ 25	Senega.....	40¢ 45
Cassia Acutifol, Alix.....	25¢ 30	Similax, officinalis H	40
Salvia officinalis, 1/4s	12¢ 20	Smlax, M.....	25
and 1/4s.....	8¢ 10	Scilla..... po. 35	10¢ 12
Ura Ursi.....	8¢ 10	Symplocarpus, Foeti.....	10¢ 12
Gummi		Valeriana, Eng. po. 30	15¢ 20
Acacia, 1st picked.....	65	Valeriana, German.....	12¢ 16
Acacia, 2d picked.....	45	Zingiber a.....	25¢ 27
Acacia, 3d picked.....	25	Zingiber j.....	25¢ 27
Acacia, sifted sorts.....	25	Semen	
Acacia, po.....	60¢ 80	Anisum..... po. 15	12
Aloe, Cape..... po. 15	14¢ 18	Aptum (graveleons).....	13¢ 15
Aloe, Socotri..... po. 40	12	Bird, Is.....	10¢ 12
Ammoniac..... po. 30	55¢ 60	Cardamum..... po. 18	1 25¢ 1 50
Assafoetida..... po. 30	22¢ 25	Cardamum.....	1 25¢ 1 50
Benzoinum.....	50¢ 55	Cordia.....	1 75¢ 3 50
Catechu, Is.....	13	Cordia.....	1 90¢ 2 10
Catechu, 1/4s.....	14	Cydonium.....	1 75¢ 6 50
Catechu, 1/4s.....	15	Chenopodium.....	1 25¢ 2 00
Camphora.....	45¢ 55	Dipterix Odorate.....	2 90¢ 3 00
Euphorbium..... po. 35	10	Feniculum.....	10
Galbanum.....	1 00	Feniculum.....	10
Gamboge po.....	65¢ 70	Fenugreek, po.....	24¢ 25
Gualiacum..... po. 35	35	Lint.....	16
Kino..... po. 4.00	4 00	Lint, gr'd..... bbl. 2 1/2	34¢ 4
Mastic.....	60	Lobelia.....	35¢ 40
Myrrh..... po. 45	40	Phalaris Canarian.....	34¢ 4
Opil..... po. 3.80@4.00	2 45¢ 2 55	Rapa.....	44¢ 5
Shellac.....	40¢ 45	Sinapis Abu.....	7¢ 8
Shellac, bleached.....	40¢ 45	Sinapis Nigra.....	11¢ 12
Tragacanth.....	50¢ 60	Spiritus	
Herba		Frumentum, W. D. Co. 2	00¢ 2 50
Absinthium..... oz. pkg	25	Frumentum, D. F. R. 2	00¢ 2 25
Eupatorium..... oz. pkg	25	Frumentum.....	1 25¢ 1 50
Lobelia..... oz. pkg	25	Juniperis Co. O. T.....	1 65¢ 2 00
Majorum..... oz. pkg	25	Juniperis Co.....	1 75¢ 3 50
Mentha Pip..... oz. pkg	25	Saacharum N. E.....	1 90¢ 2 10
Mentha Vir..... oz. pkg	25	Spt. Vini Gallii.....	1 75¢ 6 50
Rue..... oz. pkg	35	Vini Oporto.....	1 25¢ 2 00
Tanacetum V oz. pkg	22	Vini Alba.....	1 25¢ 2 00
Thymus, V. oz. pkg	25	Sponges	
Magnesia		Florida sheeps' wool	2 50¢ 2 75
Calcined, Pat.....	55¢ 60	carriage.....	2 50¢ 2 75
Carbonate, Pat.....	20¢ 22	Nassau sheeps' wool	2 50¢ 2 75
Carbonate, K. & M.....	20¢ 22	carriage.....	2 50¢ 2 75
Carbonate, Jennings	35¢ 36	Velvet extra sheeps'	2 50¢ 2 75
Oilum		wool, carriage.....	2 50¢ 2 75
Absinthium..... 3 25¢ 3 50		Extra yellow sheeps'	2 50¢ 2 75
Amygdale, Dulc.....	30¢ 50	wool, carriage.....	2 50¢ 2 75
Amygdale, Amara.....	8 00¢ 8 25	Grass sheeps' wool,	2 50¢ 2 75
Anisi.....	2 10¢ 2 20	carriage.....	2 50¢ 2 75
Aurant Cortex.....	2 00¢ 2 20	Hard, for slate use.....	2 50¢ 2 75
Bergamti.....	2 25¢ 2 30	Yellow Reef, for	2 50¢ 2 75
Caliputi.....	75¢ 80	slate use.....	2 50¢ 2 75
Caryophylli.....	55¢ 61	Syrups	
Cedar.....	35¢ 65	Acacia.....	50
Chenopadi.....	4 00	Aurant Cortes.....	50
Cinnamoni.....	1 80¢ 2 00	Zingiber.....	50
Citronella.....	45¢ 50	Ipecac.....	60
		Ferri Iod.....	50
		Rhei Arom.....	50
		Smlax Officinalis.....	50
		Senega.....	50
		Scilla.....	50

Morphia, S. P. & W.....	1 95¢ 2 20	Sinapis.....	18
Morphia, S. N. Y. Q. & C. Co.....	1 85¢ 2 10	Sinapis, opt.....	30
Moschus Canton.....	40	Snuff, Maccaboy, De	34
Myristica, No. 1.....	65¢ 80	Voes.....	34
Nux Vomica..... po. 20	10	Snuff, Scotch, DeVo's	8
Os Sepia.....	15¢ 18	Soda Boras.....	6
Pepsin, Saac, H. & P. D. Co.....	1 00	Soda Boras, po.....	6
Picis Liq. N. N. 1/4 gal.	1 00	Soda et Potass Tart.	26¢ 28
Picis Liq. N. N. 1/2 gal.	2 00	Soda, Carb.....	1 1/4¢ 2
Picis Liq. quarts.....	2 00	Soda, Bi-Carb.....	3¢ 5
Picis Liq., pints.....	1 00	Soda, Sulphas.....	3 1/2¢ 4
Pil Hydrarg..... po. 80	50	Spts. Cologne.....	2 60
Piper Nigra..... po. 22	18	Spts. Ether Co.....	50¢ 55
Piper Alba..... po. 35	30	Spt. Myrcia Dom.....	9 00
Pilix Burgun.....	7	Spts. Vini Rect. bbl.	2 42
Plumb. Acet.....	10¢ 12	Spts. Vini Rect. 1/2 bbl.	2 47
Pulvis Ipecac et Opil	1 10¢ 1 20	Spts. Vini Rect. 10 gal	2 50
Pyrethrum, boxes H. & P. D. Co. doz.....	1 25	Spts. Vini Rect. 5 gal	2 52
Pyrethrum, pv.....	30¢ 33	Strychnia, Crystal.....	1 40¢ 1 45
Quassia.....	80¢ 10	Sulphur, Subl.....	24¢ 3
Quinia, S. P. & W.....	25¢ 31	Sulphur, Roll.....	30¢ 34
Quinia, S. German.....	20¢ 29	Tamarinds.....	8¢ 10
Quinia, N. Y.....	24¢ 29	Terebenth Venice.....	28¢ 30
Rubia Tinctorum.....	12¢ 14	Theobromae.....	42¢ 45
Saccharum Lactis pv	18¢ 20	Vanilla.....	9 00¢ 16 00
Salacin.....	3 00¢ 3 10	Zinc Sulph.....	7¢ 8
Sanguis Draconis.....	12¢ 14	Oils	
Sapo, W.....	12¢ 14	Whale, winter.....	BBL. GAL. 70 70
Sapo, M.....	10¢ 12	Lard, extra.....	40 45
Sapo, G.....	15	Lard, No. 1.....	35 40
Siedlitz Mixture.....	20		

Hazeltine & Perkins Drug Co.

Sundry Department

We invite examination of our remodeled and handsome sundry department now in charge of Mr. J. H. Hagy. We display in sample show cases complete lines of the following goods.






Perfumes Soaps Combs
Mirrors Powder Puffs
Tooth, Nail, Hair, Cloth, Infant, Bath, and
Shaving Brushes
Fountain and Family Syringes
Tweezers Key Rings Cork Screws
Razors Razor Stropps
Violin, Guitar and Banjo Strings
Atomizers
Suspensory Bandages
Toilet and Bath Sponges

And many other articles too numerous to mention. Goods are up to date and prices right.

Hazeltine & Perkins Drug Co.
Grand Rapids, Mich.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 4 00 Frazer's.....75 9 00 IXL Golden, tin boxes 75 9 00 Tica, tin boxes.....70 9 00 Paragon.....55 6 00 BAKING POWDER. Absolute. 1 lb cans doz.....45 1 lb cans doz.....85 Acme. 1 lb cans 3 doz.....45 1 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk.....10 El Purity. 1 lb cans per doz.....75 1 lb cans per doz.....1 20 1 lb cans per doz.....2 00 Home. 1 lb cans 4 doz case.....35 1 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90 JAXON 1 lb cans, 4 doz case.....45 1 lb cans, 4 doz case.....85 1 lb cans, 2 doz case.....1 60 Our Leader. 1 lb cans.....45 1 lb cans.....75 1 lb cans.....1 50 Pearless. 1 lb cans.....85 BASKETS.  Per doz. Standard Bushel.....1 25 Extra Bushel.....1 75 Market.....30 1/2 bushel, bamboo del'ry. 3 50 1/2 bushel, bamboo del'ry. 4 00 1 bushel, bamboo del'ry. 5 00 Iron strapped, 50c extra. Diamond Cloth, 30x16.....2 50 Braided Splint, 30x16.....4 00 BATH BRICK. American.....70 English.....80 BLUING. CONDENSED PEARL BLUING BROOKS. No. 1 Carpet.....1 90 No. 2 Carpet.....1 75 No. 3 Carpet.....1 50 No. 4 Carpet.....1 15 Parlor Gem.....2 00 Common Whisk.....70 Fancy Whisk.....80 Warehouse.....2 25 CAKE FROSTING. Nacretin, per doz.....2 25 Two doz. in case assorted flavors—lemon, vanilla and rose. CANDLES. 8s.....7 16s.....8 Paraffine.....8 CANNED GOODS. Lanitowoc Peas.....1 00 Lakeside Marrowfat.....1 30 Lakeside E. J.....1 30 Lakeside, Cham. of Eng.....1 40 Lakeside, Gem, Ex. Sifted. 1 65 CHOCOLATE. Walter Baker & Co.'s. German sweet.....22 Premium.....31 Breakfast Cocoa.....42 CLOTHES LINES. Cotton, 40 ft, per doz.....1 00 Cotton, 50 ft, per doz.....1 20 Cotton, 60 ft, per doz.....1 40 Cotton, 70 ft, per doz.....1 60 Cotton, 80 ft, per doz.....1 80 Jute, 60 ft, per doz.....80 Jute, 72 ft, per doz.....95	CHEESE. Acme.....8 1/2 Amboy.....9 Byron.....9 Elsie.....9 1/2 Gem.....8 1/4 Gold Medal.....8 1/2 Ideal.....8 Jersey.....8 Lenawee.....8 1/2 Riverside.....8 1/2 Springdale.....10 1/2 Brick.....10 1/2 Edam.....7 1/2 Leiden.....19 Limburger.....15 Pineapple.....43 Sap Sago.....18 Chicory. Bulk.....5 Red.....7 CATSUP. Columbia, pints.....4 25 Columbia, 1/2 pints.....2 50 CLOTHES PINS. 5 gross boxes.....40 COCOA SHELLS. 20 lb bags.....2 1/4 Less quantity.....3 Pound packages.....4 CREAM TARTAR. Strictly Pure, wooden boxes. 35 Strictly Pure, tin boxes.....37 COFFEE. Green. Rio. Fair.....17 Good.....18 Prime.....19 Golden.....20 Peaberry.....22 Santos. Fair.....19 Good.....20 Prime.....22 Peaberry.....23 Mexican and Guatemala. Fair.....21 Good.....22 Fancy.....24 Maracaibo. Prime.....23 Milled.....24 Java. Interior.....25 Private Growth.....27 Mandehling.....28 Mocha. Imitation.....25 Arabian.....28 Roasted. Clark Jewell Wells Co.'s Brands Fifth Avenue.....23 Jewell's Arabian Mocha.....28 Jewell's Mocha and Java.....25 1/2 Wells' Perfection Java.....25 1/2 Saneabo.....23 Valley City Maracaibo.....18 1/2 Ideal Blend.....16 Leader Blend.....13 Worden Grocer Co.'s Brands Quaker Arabian Mocha.....31 Quaker Mandehling Java.....30 Quaker Mocha and Java.....39 Tokyo Mocha and Java.....26 Quaker Golden Santos.....22 State House Blend.....20 Quaker Golden Rio.....19 Package. Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbuckle.....12 00 Jersey.....12 00 McLaughlin's XXXX.....12 00 Extract. Valley City 1/4 gross.....75 Felix 1/4 gross.....1 15 Hummel's foil 1/4 gross.....85 Hummel's tin 1/4 gross.....1 43 Kneipp Malt Coffee. 1 lb. packages, 50 lb. cases 9 1 lb. packages, 100 lb. cases 9 CONDENSED MILK. 4 doz in case. Gail Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 50 Dime.....3 35	COUPON BOOKS.  Trademan Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Economic Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00  Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Superior Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50 Credit Checks. 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75 DRIED FRUITS—DOMESTIC Apples. Sundried.....2 1/4 Evaporated 50 lb boxes.....4 California Fruits. Apricots.....9 @ 10 1/2 Blackberries.....6 @ Nectarines.....7 1/4 @ 9 Peaches.....8 @ Pears.....8 @ Pitted Cherries.....12 Prunelles.....12 Raspberries.....12 California Prunes. 100-120 25 lb boxes.....3 1/2 90-100 25 lb boxes.....3 1/4 80-90 25 lb boxes.....3 1/4 70-80 25 lb boxes.....3 1/4 60-70 25 lb boxes.....3 1/4 50-60 25 lb boxes.....3 1/4 40-50 25 lb boxes.....3 1/4 30-40 25 lb boxes.....3 1/4 1/2 cent less in 50 lb cases Raisins. London Layers 3 Crown.....1 55 London Layers 5 Crown.....2 50 Dehesias.....3 25 Loose Muscatels 2 Crown.....4 1/4 Loose Muscatels 3 Crown.....5 1/4 Loose Muscatels 4 Crown.....6 1/4 FOREIGN. Currants. Patras bbls.....5 1/4 Vostizias 50 lb cases.....5 1/4 Cleaned, bulk.....6 1/4 Cleaned, packages.....7 Peel. Citron American 10 lb bx @ 14 Lemon American 10 lb bx @ 12 Orange American 10 lb bx @ 12 Raisins. Ondura 28 lb boxes.....@ Sultana 1 Crown.....@ Sultana 2 Crown.....@ 8 Sultana 3 Crown.....@ Sultana 4 Crown.....@ Sultana 5 Crown.....@ FLY PAPER. Tanglefoot Regular, per box.....30 Regular, case of 10 boxes.....2 55 Regular, 5 case lots.....2 50 Regular, 10 case lots.....2 40 Little, per box.....13 Little, case of 15 boxes.....1 45 Little, 10 case lots.....1 40 Holders, per box of 50.....75	FARINACEOUS GOODS. Farina. Bulk.....3 Grits. Walsh-DeRoo Co.'s.....2 00 Hominy. Barrels.....2 25 Flake, 50 lb. drums.....1 00 Lima Beans. Dried.....3 1/2 Maccaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....1 1/4 Chester.....2 Empire.....2 1/2 Peas. Green, bu.....80 Split, per lb.....2 1/4 Rolled Oats. Rolled Avena, bbl.....3 40 Monarch, bbl.....3 00 Monarch, 1/2 bbl.....1 65 Private brands, bbl.....2 90 Private brands, 1/2 bbl.....1 60 Quaker, cases.....3 20 Sago. German.....4 East India.....3 1/4 Wheat. Cracked, bulk.....3 24 2 lb packages.....2 40 Fish. Cod. Georges cured.....@ 3 1/2 Georges genuine.....@ 4 Georges selected.....@ 5 Strips or bricks.....5 @ 8 Halibut. Chunks.....10 Strips.....9 Herring. Holland white hoops keg.....60 Holland white hoops bbl.....7 50 Norwegian.....2 50 Round 100 lbs.....1 30 Round 40 lbs.....13 Sealed.....13 Flackerel. No. 1 100 lbs.....10 50 No. 1 40 lbs.....4 50 No. 1 10 lbs.....1 20 No. 2 100 lbs.....7 00 No. 2 40 lbs.....3 10 No. 2 10 lbs.....85 Family 90 lbs.....10 Family 10 lbs.....10 Sardines. Stockfish. No. 1, 100 lb. bales.....4 25 No. 2, 100 lb. bales.....2 00 Trout. No. 1 100 lbs.....2 00 No. 1 40 lbs.....2 00 No. 1 10 lbs.....58 No. 1 8 lbs.....49 Whitfish. No. 1 No. 2 Pam.....6 25 5 00 1 85 40 lbs.....2 80 2 30 1 05 10 lbs.....78 65 34 8 lbs.....65 55 30 FLAVORING EXTRACTS.  D. C. Vanilla.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 30 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 Sage.....15 Hops.....15 INDIGO. Madras, 5 lb boxes.....55 S. F., 2 3 and 5 lb boxes.....50 JELLY. 15 lb pails.....30 17 lb pails.....34 80 lb pails.....60 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25	Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. 2 oz.....doz 4 oz.....1 50 Regular Vanilla. 2 oz.....doz 4 oz.....2 40 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50 GLUE. Jackson Liquid, 1 oz.....65 Jackson Liquid, 2 oz.....98 Jackson Liquid, 3 oz.....1 30 GUNPOWDER. Rifle—Dupont's.....4 25 Kegs.....2 40 Half Kegs.....1 35 Quarter Kegs.....30 1 lb cans.....18 1/2 lb cans.....18 Choke Bore—Dupont's. Kegs.....4 00 Half Kegs.....2 00 Quarter Kegs.....1 25 1 lb cans.....34 Eagle Duck—Dupont's. Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb cans.....45 Pure. Calabaria.....30 Sicily.....14 Root.....10 MINCE MEAT. Ideal, 3 doz. in case.....2 25 HATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 MOLASSES. New Orleans. Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 @ 35 Half-barrels 32 extra. PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....1 POTASH. 48 cans in case.....4 00 Babbitt's.....3 00 Penna Salt Co.'s.....3 00 PICKLES. Tedium. Barrels, 2,400 count.....3 40 Half bbls, 600 count.....2 20 Small. Barrels, 2,400 count.....4 40 Half bbls, 1,200 count.....2 70 RICE. Domestic. Carolina head.....6 1/4 Carolina No. 1.....5 Carolina No. 2.....4 1/4 Broken.....3 Imported. Japan, No. 1.....5 1/4 Japan, No. 2.....5 Java, No. 1.....4 1/4 Table.....5 1/4 SEEDS. Anise.....13 Canary, Smyrna.....4 Caraway.....10 Cardamon, Malabar.....80 Hemp, Russian.....4 Mixed Bird.....4 1/4 Mustard, white.....6 1/4 Poppy.....8 Rape.....5 Cuttle Bone.....20 SALERATUS. Packed 60 lbs. in box. Church's.....3 30 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 SAL SODA. Granulated, bbls.....1 10 Granulated, 100 lb cases.....1 50 Lump, bbls.....1 Lump, 145 lb kegs.....1 10	SALT. Diamond Crystal. Cases, 24 3-lb boxes.....1 50 Barrels, 100 3 lb bags.....2 75 Barrels, 40 7 lb bags.....2 40 Butter, 28 lb. bags.....30 Butter, 56 lb. bags.....60 Butter, 20 14 lb bags.....3 00 Butter, 280 lb bbls.....2 50 Common Grades. 100 3 lb sacks.....2 60 60 5 lb sacks.....1 85 28 11 lb sacks.....1 70 Worcester. 50 4 lb. cartons.....3 25 115 2 1/2 lb. sacks.....4 00 60 5 lb. sacks.....3 75 22 14 lb. sacks.....3 50 30 10 lb. sacks.....3 50 28 lb. linen sacks.....32 56 lb. linen sacks.....60 Bulk in barrels.....2 50 Warsaw. 56 lb dairy in drill bags.....30 28 lb dairy in drill bags.....15 Ashton. 56 lb dairy in linen sacks.....60 Higgins. 56 lb dairy in linen sacks.....60 Solar Rock. 56 lb sacks.....21 Common Fine. Saginaw.....70 Manistee.....70 SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43 SPICES. Whole Sifted. Allspice.....9 Cassia, China in mats.....10 Cassia, Batavia in bund.....20 Cassia, Saigon in rolls.....32 Cloves, Amboyna.....15 Cloves, Zanzibar.....9 Mace, Batavia.....60 Nutmegs, fancy.....60 Nutmegs, No. 1.....50 Nutmegs, No. 2.....45 Pepper, Singapore, black.....9 Pepper, Singapore, white.....12 Pepper, shot.....10 Pure Ground in Bulk. Allspice.....12 Cassia, Batavia.....22 Cassia, Saigon.....35 Cloves, Amboyna.....20 Cloves, Zanzibar.....15 Ginger, African.....15 Ginger, Cochon.....20 Ginger, Jamaica.....22 Mace, Batavia.....70 Mustard, Eng. and Trieste.....20 Mustard, Trieste.....25 Nutmegs.....40 @ 50 Pepper, Sing., black.....10 @ 14 Pepper, Sing., white.....15 @ 18 Pepper, Cayenne.....17 @ 20 Sage.....18 SYRUPS. Corn. Barrels.....12 Half bbls.....14 Pure Cane. Fair.....16 Good.....20 Choice.....25 SODA. Boxes.....5 1/4 Kegs, English.....4 1/4 SOAP. Laundry. Armour's Brands. Armour's Family.....2 70 Armour's Laundry.....3 25 Armour's White, 100s.....6 25 Armour's White, 50s.....3 20 Armour's Woodchuck.....2 55 Armour's Kitchen Brown.....2 40 Armour's Mottled German.....2 00 SOAP. JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd.....3 33 American Family, unwr'd.....3 27 Dome.....3 33 Cabinet.....2 25 Savon.....2 50 Dusky Diamond, 56 oz.....2 10 Dusky Diamond, 58 oz.....3 00 Blue India.....3 00 Kirkline.....3 75 Eos.....3 65
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Lautz Bros. & Co.'s Brands.



Single box.....	3 43
5 box lots.....	3 35
10 box lots.....	3 28
25 box lots.....	3 23
Acme, 70 1 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 70
10 box lots.....	2 65
25 box lots.....	2 65

Marseilles White.



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



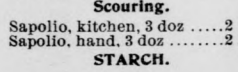
Single box.....	2 75
Clydesdale.....	2 85
No Tax.....	2 50
German Mottled.....	1 85
Electro.....	3 25
Oleine, white.....	2 55



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



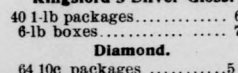
Single box.....	2 65
5 box lots, delivered.....	2 60
10 box lots, delivered.....	2 50
Allen B. Wrisley's Brands.	
Old Country, 80 1-lb. bars.....	2 75
Good Cheer, 60 1-lb. bars.....	3 75
Uno, 100 3-lb. bars.....	2 50
Doll, 100 10-oz. bars.....	2 65



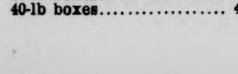
Sapolio, kitchen, 3 doz.....	2 40
Sapolio, hand, 3 doz.....	2 40



40 1-lb packages.....	6
20 1-lb packages.....	6 54



40 1-lb packages.....	6 54
6-lb boxes.....	7



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

Common Gloss.

1-lb packages.....	4
3-lb packages.....	4 14
9-lb packages.....	2 14
40 and 50 lb boxes.....	2 14
Barrels.....	2 14

STOVE POLISH.



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

SUGAR.

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
Cut Leaf.....	5 25
Domino.....	5 13
Cubes.....	4 88
Powdered.....	5 00
XXXX Powdered.....	5 13
Mould A.....	4 88
Granulated in bbls.....	4 63
Granulated in bags.....	4 63
Fine Granulated.....	4 63
Extra Fine Granulated.....	4 75
Extra Coarse Granulated.....	4 88
Diamond Confection A.....	4 63
Confection Standard A.....	4 50
No. 1.....	4 38
No. 2.....	4 38
No. 3.....	4 38
No. 4.....	4 38
No. 5.....	4 31
No. 6.....	4 18
No. 7.....	4 13
No. 8.....	4 00
No. 9.....	4 00
No. 10.....	3 88
No. 11.....	3 75
No. 12.....	3 63
No. 13.....	3 50
No. 14.....	3 44
No. 15.....	3 31
No. 16.....	3 25

TABLE SAUCES.

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

TOBACCOS.

Clark-Jewell-Well's Co.'s brand.	
New Brick.....	35 00
Morrison, Plummer & Co.'s b'd.	
Governor Yates, 4 1/2 in.....	58 00
Governor Yates, 4 3/4 in.....	65 00
Governor Yates, 5 1/4 in.....	70 00
Monitor.....	30 00
H. & P. Drug Co.'s brand.	
Quintette.....	35 00
G. J. Johnson Cigar Co.'s brand.	



S. C. W.....	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
Cold River Salmon.....	13
Mackerel.....	20

Oysters in Cans.

F. H. Counts.....	40
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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 @ 7

Mixed Candv.

Competition.....	@ 6
Standard.....	@ 6 1/2
Leader.....	@ 7
Conserve.....	@ 7
Royal.....	@ 7
Ribbon.....	@ 7
Broken.....	@ 8
Cut Leaf.....	@ 8
English Rock.....	@ 8 1/2
Kindergarten.....	@ 8 1/2
French Cream.....	@ 10
Dandy Pan.....	@ 10
Valley Cream.....	@ 13

Fancy-In Bulk.

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

Fancy-In 5 lb. Boxes.

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

Caramels.

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

Fruits.

Oranges.	
Seedlings.....	
90-112.....	@
113-125.....	@
126-150.....	@ 3 50
151-170-200.....	@ 3 50
Med't Sweets.....	
126.....	@ 3 25
150-170-200.....	@ 3 50
Messinas.....	
Fancy 200s.....	@ 3 50
Rodi.....	
100s.....	@ 4 00

Lemons.

Strictly choice 300s.....	@ 30
Strictly choice 300s.....	@ 30
Fancy 300s.....	@ 30
Ex-Fancy 300s.....	@ 30

Bananas.

Medium bunches.....	1 25
Large bunches.....	1 75

Foreign Dried Fruits.

Figs, Choice Layers.....	@ 10
Figs, New Smyrna.....	@ 12
14 and 20 lb boxes.....	@ 12
Figs, Natural in.....	@
30 lb. bags.....	@
Dates, Fards in 10 lb boxes.....	@ 8
Dates, Fards in 60 lb cases.....	@ 6
Dates, Persians, H.M.....	@ 5 1/2
B., 60 lb cases, new.....	@ 5 1/2
Dates, Sairs 60 lb cases.....	@ 4 1/2

Nuts.

Almonds, Tarragona.....	@ 12
Almonds, Ivaca.....	@ 11
Almonds, California, soft shelled.....	@
Brazil new.....	@ 7 1/2
Filberts.....	@ 10
Walnuts, Greenobles.....	@ 12 1/2
Walnuts, Calif No. 1.....	@ 10
Walnuts, soft shelled.....	@ 10
Calif.....	@ 12
Table Nuts, fancy.....	@ 11
Table Nuts, choice.....	@ 10
Pecans, Med.....	@ 10
Pecans, Ex. Large.....	@ 10
Pecans, Jumbos.....	@ 12
Hickory Nuts per bu.....	@
Ohio, new.....	@
Cocoanuts, full sacks.....	@ 4 00

Peanuts.

Fancy, H. P., Suns.....	@ 6 1/2
Fancy, H. P., Flags.....	@ 6 1/2
Roasted.....	@ 6 1/2
Choice, H. P., Extras.....	@ 4
Choice, H. P., Extras.....	@ 4
Roasted.....	@ 5 1/2

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 15
Quaker, 1/4s.....	4 15
Quaker, 1/8s.....	4 15

Spring Wheat Flour.

Clark-Jewell-Well's Co.'s Brand.

Pillsbury's Best 1/2s.....	4 60
Pillsbury's Best 1/4s.....	4 50
Pillsbury's Best 1/8s.....	4 40
Pillsbury's Best 1/4s paper.....	4 40
Ball-Barnhart-Putman's Brand.....	
Grand Republic, 1/2s.....	4 50
Grand Republic, 1/4s.....	4 40
Grand Republic, 1/8s.....	4 30
Lemon & Wheeler Co.'s Brand.....	
Parisian, 1/2s.....	4 50
Parisian, 1/4s.....	4 40
Parisian, 1/8s.....	4 30
Olney & Judson's Brand.....	
Ceresota, 1/2s.....	4 50
Ceresota, 1/4s.....	4 40
Ceresota, 1/8s.....	4 30
Worden Grocer Co.'s Brand.....	
Laurel, 1/2s.....	4 50
Laurel, 1/4s.....	4 40
Laurel, 1/8s.....	4 30

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.....	9 00
Winter Wheat Bran.....	9 00
Winter Wheat Middlings.....	9 50
Screenings.....	8 00

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

New Corn.

Car lots.....	26 1/2
Less than car lots.....	28 1/2

Oats.

Car lots.....	23
Car lots, clipped.....	25
Less than car lots.....	27

Hay.

No. 1 Timothy carlots.....	10 50
No. 1 Timothy, ton lots.....	12 00

Crackers.

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

Butter.

Seymour XXX.....	4 1/2
Seymour XXX, 3 lb. carton.....	5
Family XXX.....	4 1/2
Family XXX, 3 lb. carton.....	5
Salted XXX.....	4 1/2
Salted XXX, 3 lb. carton.....	5

Soda.

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

Oyster.

Square Oyster, XXX.....	4 1/2
Sq. Oys. XXX, 1 lb. carton.....	5 1/2
Farina Oyster, XXX.....	4 1/2

SWEET GOODS-Boxes.

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

Provisions.

Swift & Company quote as follows:

Hardware

The Hardware Market.

General trade continues in fairly good condition, the backwardness of the season being taken into consideration. The demand for goods among the retailers evidently keeps up, as mail orders as well as orders from traveling men are very frequent and of fair volume. There is but little change to note in prices, as there seems to be no desire on the part of any one to make any advances that are not fully warranted. The recent flurry in the wire and nail market, caused by the report that a new combination was being formed, has passed away, as it was found impossible at the present time to make satisfactory agreements with all the rod mills.

Wire Nails—As foreshadowed in our last market report it was an almost absolute certainty last week that an agreement had been reached between the manufacturers of wire rods and all products, such as wire nails, staples, etc., and that the advance of 10c which was made by manufacturers and jobbers generally would be fully maintained, and a further advance soon take place. Later in the week it was found impossible for the manufacturers to agree among themselves and the deal was declared off and all prices went back to their former base. At the present time it does not seem possible that there will be any advance during this month or next, but as we were mistaken in the last week or two, we may be mistaken as to the future. Jobbers are not speculating and are not buying any great quantities, except for their immediate wants.

Barbed Wire—In sympathy with wire nails and other wire products, barbed wire has again gone back to its original price. The demand continues good for this time of the year and the resumption of the old price, it is believed, will cause increased sales.

Glass—The demand continues good and the recent advance made seems to be fully maintained by all jobbers, as well as manufacturers. It is believed by those who understand the situation fully that, when the factories shut down in July for their annual hot weather vacation, it will be several months before they start up again.

Rope—There is no change in price and the demand is only fair.

Reports from other markets are as follows:

Chicago—The shelf hardware trade is holding up very well. The movement of goods is so large that business would be very satisfactory if prices were not so extremely low.

St. Louis—The hardware jobbing trade continues to report satisfactory improvement in the demand and in many departments jobbers are extremely busy.

Cleveland—Trade in general is fair, but we hear a great deal of complaint from manufacturers' representatives who visit us.

Baltimore—With the close of May we may now say that the spring trade is over and now begins what with us is the duller time of the year.

Louisville—There is quite a perceptible movement in heavy goods and general building hardware which is heavier than has prevailed for some time past.

Boston—The past month shows a very large amount of detail and it one should judge by the looks of the bill file, he

would say the amount must be much greater than the results show. The fact remains that the prices of goods are so low that, while the number of orders and sales are beyond the average, the total amount is less than last year.

San Francisco—Trade continues about the same as in our last report. The fruit industry of the state never promised better results. Collections are slow at this time of the year.

Omaha—Business men, as a rule, appear to be considerably encouraged and various enterprises are being placed on foot that have been dormant for the past two or three years.

Portland, Oregon—The promise of a fair trade for May has been in a good degree fulfilled. More money has come into the state for the purchase of cattle this spring than for several years.

Obedied the Law as Interpreted by the Secretary.

Elsie, June 5—I noticed in your issue of May 19 an article entitled, "Pastors on Silver Coins." The present Secretary of the Treasury must have different views on the subject than had the incumbent of that office in 1891. At that time I was about to engage in trade and I conceived the idea that it would be an excellent advertisement to attach a pasteur to each silver dollar I took in in the course of business, reading, "This dollar bought goods of J. E. Craven." Not knowing what the Treasury Department might do in that case, however, I wrote the Secretary, and in his reply he stated that the law was very plain on the subject. He said I would be guilty of defacing coin and would be liable to suffer the penalty. I, therefore, abandoned the idea, but some more venturesome traders have used the pasteur, as I have had several pasted coins within the past two years. J. E. CRAVEN.



Jobber of

**Umbrellas,
Parasols and
Walking
Canes.**

Special attention given to mail orders for anything in our line.

Largest Assortment in Michigan.

58 Monroe St.

Grand Rapids.



A 700 Pound Barrel

can be handled with perfect ease by

One Man

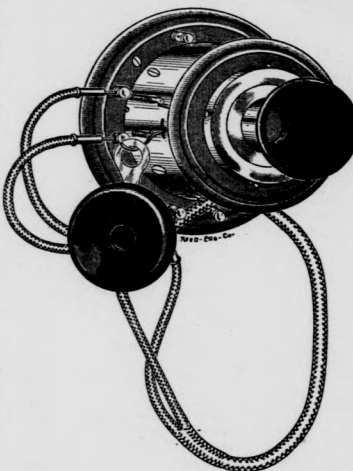
And our Barrel Truck.

For further information address

BUYS BARREL TRUCK CO.

761 E. Fulton St.

Grand Rapids, Mich.



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

A. O. WHEELER,
Manistee, Mich.

Private Line Phones

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

M. B. Wheeler & Co.,

25 Fountain St., Grand Rapids.

To The Wholesale Trade



First Premium at Michigan State Fair.

**Carriages, Road
Wagons, Surries
and HARNESS of all
kinds.**

All kinds of Spray Pumps
for barrels and buckets.

Send for Catalogues and
Wholesale Price List.

BROWN & SEHLER

Grand Rapids, Mich.

BLUE FLAME OIL COOK STOVE

EVERY ONE FULLY WARRANTED.



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

Discount 40 per cent. Special discount for quantity.

Send for circular.

FOSTER, STEVENS & CO., Grand Rapids.

SUCCESSFUL SALESMEN.

C. M. Lee, Representing Strong, Lee & Co.

Cuyler M. Lee was born at Lansing, Dec. 10, 1870. He lived there until his mother died, at the age of 12, when his father sent him to the preparatory school at Olivet. He attended this school two years, after which he spent three years in Olivet College, graduating in the classical course, when he removed to Boston to take a clerical position in the office of his father, who was then engaged in the stock and grain brokerage business. Two years later he took Horace Greeley's advice and went West, locating at Kansas City, where he secured employment with the M., K. & T. Railway as billing clerk in the freight department. Two years later he was recommended to Geo. C. Smith, General Manager of the Missouri Pa-



cific Railroad, at St. Louis, with whom he remained in a confidential position for three years. Ill health compelled him to resign that position and the summer of 1893 was spent at Mackinaw Island and other resorts in Northern Michigan. Starting to return to St. Louis in the fall by way of Detroit, he was offered a position in the wholesale dry goods house of Strong, Lee & Co. and for a year was connected with the flannel department of the house. He then went on the road, covering the D., L. & N., Grand River Valley and J., L. & S. Railroads, seeing his trade every thirty days. His career in this field has been marked with unusual success.

Mr. Lee was married March 24, 1896, to Miss Urba Webber, of Warsaw, Ind. They reside in their own home in Lansing and are members of the First Presbyterian church of that place.

Mr. Lee is a conscientious worker and is noted for his enthusiasm over his line and for the manner in which his customers stay by him, so that the house is reasonably sure of securing a certain number of orders in every town he touches. He was formerly hampered by a somewhat peculiar temperament, but, after an unusual experience with cider dealers at Cass City and business men in other towns, he has learned to control himself in this respect. He has rare ability as a musician, both vocal and instrumental, and can sing or play any piece after hearing it once.

How One Millionaire Began His Upward Career.

A young German immigrant, who had not a dollar in the world and no relatives, friends or acquaintances in America, worked his way westward from New York until he reached a small town in Ohio, where he secured a position as clerk in a flour and feed store and

went to work. In almost an incredibly short time he learned the English language and had mastered the few details of the business he was in.

One day he walked into another feed store a few blocks away, said that he had heard that the proprietor of the place desired to sell out and enquired the price. The feed dealer wanted \$1,500. After a few enquiries the caller said:

"All right. I will call to-morrow at 10 and we'll go over to the bank and get the money."

No one knew anything about the young German. The feed store man who wanted to sell jumped to the conclusion that the prospective purchaser must have brought considerable money from Germany. The next day, promptly on time, the German called to take possession.

"Come on," he said, "we'll go right over to the bank now and get the money."

Together they entered the bank. The German approached the cashier's window, introduced himself and said:

"Dis is Mr. Jones who keeps the feed store on Main street. I haf bought out his place for \$1,500 and ve haf called to get the money."

"I beg your pardon," replied the cashier, "but you have no account here, have you?"

"You don't understand," earnestly remarked the German, "I don't want an account at all; I want only the money."

"But you have no money in this bank," explained the official.

"Of course not," assented the caller. "If I had the money I would pay dis man myself. But I haven't any money at all, so I must come to you to get it."

"But we can't let you have money unless you first give it to us."

"Then why is a bank?" excitedly demanded the would-be borrower.

The colloquy which ensued waxed so loud that the President of the bank came out of his private office to see what was the matter. He took the young German in hand personally. The latter told the banker all about himself and his aims and ambitions and in less than a half hour the bank had loaned him \$1,500 and taken a first mortgage on a feed store owned by the happiest young foreigner in America.

That occurred many years ago, but that young German to-day is the head of the American Cereal Co., and his name is Ferdinand Schumacher.

The Kentucky Court of Appeals has decided that the death of a man as a result of a mosquito bite is an accidental death, within the meaning of an accident insurance policy, and that the representatives of the deceased are entitled to recover accordingly.

WM. BRUMMELER & SONS, GRAND RAPIDS.

Pay the highest price in cash for

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

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

The Best On Earth

Clydesdale Soap

Manufactured by

Schulte Soap Co.,

Detroit, Mich.

Premium given away with Clydesdale Soap Wrappers.

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..... 2 50
First Quality, S. B. S. Steel..... 5 50
First Quality, D. B. Steel..... 10 50

BARROWS

Railroad..... \$12 00 14 00
Garden..... net 30 00

BOLTS

Stove..... 60&10
Carriage new list..... 70 to 75
Plow..... 50

BUCKETS

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

BUTTS, CAST

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

BLOCKS

Ordinary Tackle..... 70

CROW BARS

Cast Steel..... per lb 4

CAPS

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

CARTRIDGES

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

CHISELS

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

DRILLS

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

ELBOWS

Com. 4 piece, 6 in..... doz. net 55
Corrugated..... 1 25
Adjustable..... dis 40&10

EXPANSIVE BITS

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

FILES—New List

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

GALVANIZED IRON

Nos. 16 to 20; 22 and 24; 25 and 26; 27..... 28
List 12 13 14 15 16..... 17
Discount, 75 to 75-10..... 16

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..... 40
2 advance..... 45
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 7 1/2 advance..... 85

PLANES

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

PANS

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

RIVETS

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

PATENT PLANISHED IRON

"A" Wood's patent planished, Nos. 24 to 27 10 20
"B" Wood's patent planished, Nos. 25 to 27 9 20
Broken packages 1/4c per pound extra.

HAMMERS

Maydole & Co.'s, new list..... dis 33 1/4
Kip's..... dis 25
Yerkes & Plumb's..... dis 40&10
Mason's Solid Cast Steel..... 30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10

HOUSE FURNISHING GOODS

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

HOLLOW WARE

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

HINGES

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

WIRE GOODS

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

LEVELS

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

ROPES

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

SQUARES

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

SHEET IRON

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

SAND PAPER

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

SASH WEIGHTS

Solid Eyes..... per ton 20 00

TRAPS

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

WIRE

Bright Market..... 75
Annealed Market..... 75
Coppered Market..... 70&10
Tinned Market..... 62 1/2
Coppered Spring Steel..... 50
Barbed Fence, galvanized..... 2 05
Barbed Fence, painted..... 1 70

HORSE NAILS

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..... 85
Casters, Bed and Plate..... 50&10&10
Dampers, American..... 50

METALS—Zinc

600 pound casks..... 6 1/4
Per pound..... 6 3/4

SOLDER

1/2 @ 1/4..... 12 1/4
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
20x28 IC, Charcoal..... 7 00
Each additional X on this grade, \$1.25.

TIN—Allaway Grade

10x14 IC, Charcoal..... 5 00
14x20 IC, Charcoal..... 5 00
10x14 IX, Charcoal..... 6 00
14x20 IX, Charcoal..... 6 00
Each additional X on this grade, \$1.50.

ROOFING PLATES

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

BOILER SIZE TIN PLATE

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

G. R. IXX DAIRY PAIL.



Write for quotations and monthly illustrated Catalogue.

WM. BRUMMELER & SONS,

Manufacturers and jobbers of Piced and Stamped Tinware.

260 S. Ionia St. - Grand Rapids, Mich
Telephone 640

The Produce Market.

Asparagus—Home grown has advanced to 30c per doz. bunches.

Bananas—The movement of bananas is not interfered with by any tropical revolution and the prices that prevailed for a short space are now going down.

Beets—30c per doz. bunches.

Butter—Local handlers hold separator creamery at 14c and choice dairy at 9c, so that it nets the shipper 7@8c. The market is fully supplied with all grades of stock.

Cabbage—Cairo stock commands \$1.75 per crate. Louisiana stock fetches \$2.50 per crate.

Cauliflower—\$1.75 per box of 2 doz. heads.

Cherries—While the weather conditions have been against this fruit, Missouri stock is arriving in fairly good condition, commanding \$1.75 per bu.

Cheese—The market is weaker, prices having further declined on fancy full cream, choice and fair.

Cucumbers—Home grown command 40c per doz. Southern fetch 25c.

Eggs—Dealers pay 7½@8c on track, case count, reselling candled stock at 9c.

Gooseberries—The first gooseberries of the season are on the market this week. They are from Benton Harbor and bring \$1 per 16 qt. crate. The receipts are light as yet.

Greens—Beet, 40c per bu. Spinach, 25c per bu.

Lemons—The weather is more unfavorable to lemons than to any other line of fruit. The movement is slow although the quotations are unchanged. Local supplies are liberal, and an easier tone is noticeable in the market.

Lettuce—Grand Rapids forcing 6@7c per lb.

Onions—Green fetch 15c per doz. bunches. Bermuda stock brings \$2.75 per bu. crate; Egyptian and Mississippi stock, in 2 bu. bags, commands \$1 per bu.

Peas—Illinois stock brings \$1.40 per bu.

Pieplant—½c per lb.

Pineapples—\$1.25 per doz.

Potatoes—Southern commands about \$1 per bu. The anticipated advance in old stock has put in an appearance, but growers are now too busy putting in new crops to stop and market the old. The condition of the market is aptly described in the following report from the Miller & Teasdale Co., at St. Louis: During the last few days there have been heavy rains in Arkansas and Indian Territory, which prevents their digging their new potatoes, and they are not able to load and ship as freely as they had expected. A great many shippers in Michigan seem to be short of stock and are not able to load and ship sufficient quantity to supply the demand. This is true, not alone of the St. Louis market, but also of other large markets over the country. We understand that the same conditions prevail in Chicago and Cincinnati as we have experienced here during the present week. Many parties have held off buying old potatoes, thinking that the trade would turn their attention to new, but new potatoes are higher to-day than they have been any day during this week. Shippers in Arkansas are asking 50c per bushel in sacks on board the cars at Fort Smith and other loading stations and the rate of freight to our market is 20c. At these prices much of the trade find old potatoes more profitable than new and have not been willing to turn their attention to new until they were either not able to get old, or the price of new was lower. Michigan holds the key to the situation now. If shippers of potatoes in Michigan are not able to load and ship fast enough to supply the demand, we will yet experience further advances in old potatoes. Wisconsin can furnish but a limited portion of the supply wanted. The stock in Minnesota is almost exhausted now, and all handlers of potatoes look to Michigan as the principal source of supply. Michigan shippers claim that they are not able to load and ship; that buyers in their section are willing to pay more f. o. b. cars their loading station than they can realize by shipping to some of the large markets. Many of these shipments are

being bought for Indiana, Ohio and Pennsylvania dealers. All of these conditions combined have caused the recent sharp advance, and from present indications same will be maintained, and we are most likely to see further advances. We are trying to state the situation as it presents itself at the moment. What will develop in the next week or ten days, we are not able, nor do we care to attempt to predict. However, we beg to say that conditions are favorable for further advances. We have claimed, after a careful consideration of the situation, that old and new potatoes will meet at 40c per bushel basis our market.

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.

Squash—Mississippi stock brings \$1 per box.

Strawberries—The stock is arriving in excellent shape, the quality being rarely surpassed in this market. The cool weather that aids in shipping is cutting off a portion of the demand, so that the market is not getting the full benefit of it. Illinois stock is nearing the end of the season, the current price being \$1.50 per crate of 24 qts. The finest berries are from Ohio, bringing \$2.60 per crate—32 qts. in basket crate. Indiana berries are most plentiful, commanding \$1.75 per crate of 24 qts. Benton Harbor stock is beginning to come in, commanding \$1.30 per crate of 16 qts.

Pingree Puts a Premium on Dishonesty.

In refusing to sign the Anderson bills, providing that the wages of municipal and other public employees could be garnished for debt, Governor Pingree gave the business public a slap in the face which is quite likely to haunt him when he comes up for a renomination, a year hence.

In a recent interview with the Governor, he gave the following reasons for withdrawing his official approval:

These bills would have met my approval if they had provided that judgments should first be obtained against employees before their salaries could be garnished. As the bills were passed, they would have resulted in involving large cities in endless litigation and expense.

In my opinion the bills should have required the plaintiff to obtain his judgment first and, if it was not appealed from or paid within, say 10 days, then filing a certified copy with the proper officer of the city should operate as a lien upon any amount due the debtor. Then by providing a simple way of enforcing the lien all proper claims could be satisfied.

I approve the object of the bills, but the loose way in which they were drawn made them dangerous to municipalities.

The reasons given by the Governor are so diaphanous as to be ridiculous. The statement that the garnisheeing of an employee would involve the garnishee defendant in litigation is so far from the truth as to exhibit the shallowness of the Governor's argument.

An interview with the author of the bills is thus described by the Grand Rapids Herald:

Jerry Anderson is the warmest man in town because Governor Pingree vetoed his bills allowing the pay of employees of a municipality to be garnished. They were among the first bills introduced, and Mr. Anderson worked with them all winter, got them through two Judiciary Committees, and through both Houses, only to have them vetoed. "It shows that Pingree is the champion of the dead-beats," said Mr. Anderson. "The bills were all right, and every member from Detroit voted for them, but because some of the hangers-on of the Detroit city hall do not care to pay their bills, Pingree vetoes this measure. By so doing he has simply put a premium on dead-beatism and dishonesty."

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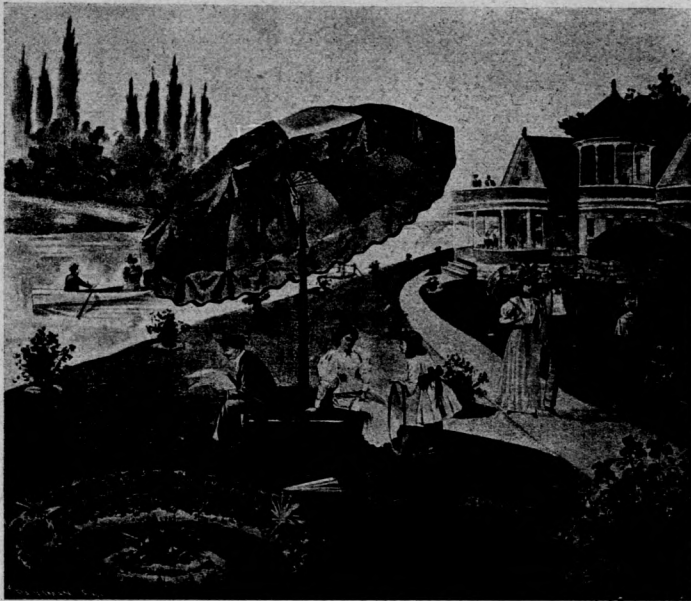
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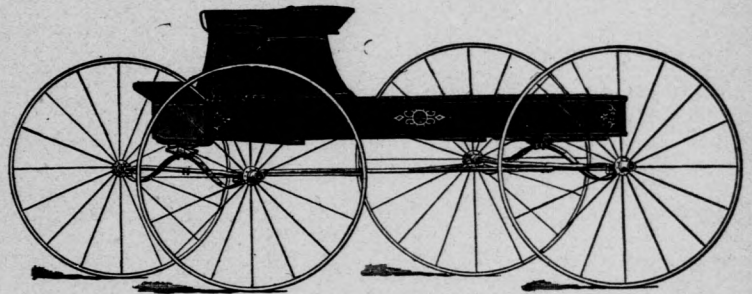
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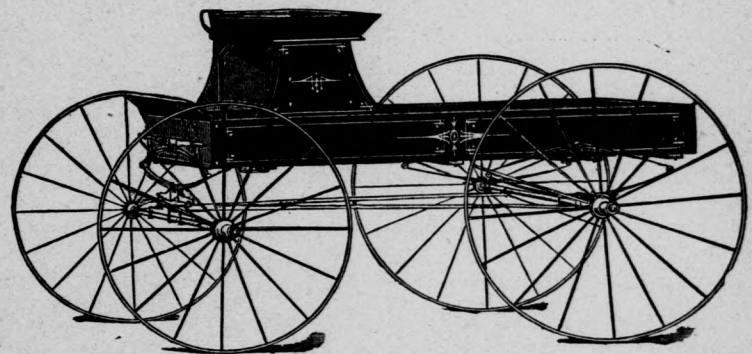
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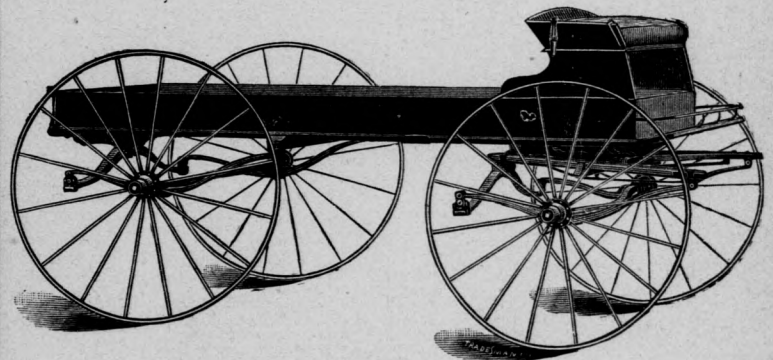
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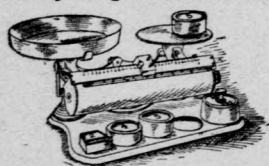


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