

## The Universal Verdict

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

The Albert Landreth Co.,  
Manitowoc, Wis.

Worden Grocer Co., Agent.

## TANGLEFOOT

SEALED  
STICKY FLY PAPER

SAVES  
LOTS  
OF  
WORK  
—  
SAVES  
LOTS  
OF  
GOODS

TANGLEFOOT

ends her misery

IS  
ONE  
OF THE  
MOST  
PROFIT-  
ABLE  
THINGS  
TO SELL



PRICES

1897

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

## Moore, Smith & Co.,

BOSTON.

### Fall Hats and Caps.

M. J. Rogan will show above line at Sweet's Hotel, Grand Rapids, Thursday and Friday, June 17 and 18. Will be pleased to pay expenses of merchants coming from out of town to see the line.

## Notice to the Grocery Trade

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

M. S. DOYLE, ELSIE, MICH.

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

We carry a stock of cake tallow for mill use.

Nos. 122 and 124 Louis St.,

Grand Rapids.

## 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.



ALL JOBBERS SELL  
THE FAMOUS

# ROYAL KNIGHT AND AMERICAN QUEEN

THEY ARE  
Ten Cent Cigars  
FOR

5 Cents

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

5 Cent Cigars

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



## Big Money

for you to show the  
Michigan Galvan-  
ized Iron Washe.  
with reversibl  
washboard. Any  
kind of wringer can  
be used.

Write for special  
inducements to in-  
troduce it.

REED & CO., Eagle, Mich.

## Cedar Chests

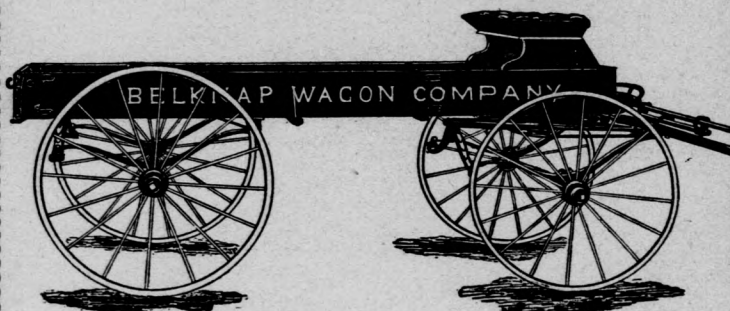
Season for these  
goods is just  
beginning.

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

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



# Not How Cheap But How Good



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

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

Catalogue on application.

**Belknap Wagon Co.,**  
Grand Rapids, Mich.

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel

## The Michigan Mercantile Agency

SPECIAL REPORTS.

LAW AND COLLECTIONS.

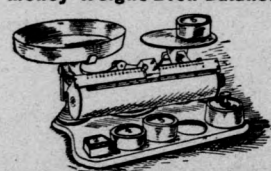
Represented in every city and county in the United States and Canada.

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.

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

THE DAYTON  
Money-Weight Even Balance.



For quick and light weighing.  
Capacity, 28 lbs; finish, enamel with  
nickel trimmings; agate or  
steel bearings.

Stem the tide of wastefulness in  
its prime, for it is often the small-  
est leak that marks the path to  
deluge.

Systematize your business and be-  
gin by adopting our Money Weight  
System.

THE COMPUTING SCALE CO., Dayton, Ohio.

No. 1. Capacity 28 pounds.  
No. 2. Capacity 12 pounds.  
Your choice of scoop, sugar pan or  
marble plate and agate or steel  
bearings.

BUILDERS of all kinds of Fine  
Money Weight Scales. Save the  
leaks for yourself and your order for

## Travelers' Time Tables.

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

**Going to Chicago.**  
Lv. G'd. Rapids..... 8:30am 1:25pm +11:00pm  
Ar. Chicago..... 3:00pm 6:50pm + 6:30am  
**Returning from Chicago.**  
Lv. Chicago..... 7:20am 5:00pm +11:30pm  
Ar. G'd. Rapids..... 1:25pm 10:30pm + 6:10am  
**Muskegon and Pentwater.**  
Lv. G'd. Rapids..... 8:30am 1:25pm 6:25pm  
Ar. G'd. Rapids..... 10:15am ..... 10:30pm  
**Manistee, Traverse City and Potoskey.**  
Lv. G'd. Rapids..... 7:20am 5:30pm .....  
Ar. Manistee..... 12:05pm 10:25pm .....  
Ar. Traverse City..... 12:40pm 11:10pm .....  
Ar. Charlevoix..... 3:15pm .....  
Ar. Potoskey..... 4:55pm .....  
Trains arrive from north at 1:00p.m. and 9:50  
p.m.  
**PARLOR AND SLEEPING CARS.**  
Chicago. Parlor cars on afternoon trains and  
sleepers on night trains.  
North. Parlor car on morning train for Traver-  
se City.  
†Every day. Others week days only.  
Geo. DeHAVEN, General Pass. Agent.

### DETROIT, Grand Rapids & Western. May 23, 1897.

**Going to Detroit.**  
Lv. Grand Rapids..... 7:00am 1:30pm 5:35pm  
Ar. Detroit..... 11:40am 5:40pm 10:20pm  
**Returning from Detroit.**  
Lv. Detroit..... 8:00am 1:10pm 6:10pm  
Ar. Grand Rapids..... 1:00pm 5:20pm 10:55pm  
**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 5:35pm  
Ar. from Lowell..... 1:00pm 5:20pm .....  
**THROUGH CAR SERVICE.**  
Parlor cars on all trains between Grand Rap-  
ids and Detroit and between Grand Rapids and  
Saginaw. Trains run week days only.  
Geo. DeHAVEN, General Pass. Agent.

### GRAND Trunk Railway System Detroit and Milwaukee Div.

(In effect May 3, 1897.)  
**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  
† 12:55pm. Gd. Haven and Intermediate. † 3:22pm  
† 5:12pm. Gd. Haven Mil. and Chi. † 10:56am  
\* 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, Potoskey & Mack. † 7:45am † 5:15pm  
Trav. C'y, Potoskey & Mack. † 2:15pm † 6:30am  
Cadillac..... † 5:25pm † 11:10am  
Train leaving at 7:45 a.m. has parlor car to  
Potoskey and Mackinaw.  
Train leaving at 2:15 p.m. has sleeping car to  
Potoskey and Mackinaw.  
**Southern Div. Leave Arrive**  
Cincinnati..... † 7:10am † 8:25pm  
Ft. Wayne..... † 2:00pm † 1:55pm  
Cincinnati..... \* 7:00pm \* 7:25am  
7:00a.m. train has parlor car to Cincinnati.  
7:00p.m. train has sleeping car to Cincinnati.  
**Muskegon Trains.**  
**GOING WEST.**  
Lv. G'd. Rapids..... † 7:35am † 1:00pm † 5:40pm  
Ar. Muskegon..... 9:00am 2:10pm 7:06pm  
**GOING EAST.**  
Lv. Muskegon..... † 8:10am † 11:45am † 4:00pm  
Ar. G'd. Rapids..... 9:30am 12:55pm 5:20pm  
†Except Sunday. \*Daily.  
A. ALMQUIST, C. L. LOCKWOOD,  
Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.

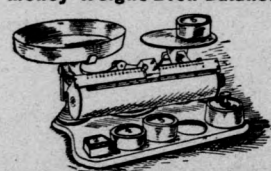
# SYSTEM IS KING

Stem the tide of wastefulness in  
its prime, for it is often the small-  
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deluge.

Systematize your business and be-  
gin by adopting our Money Weight  
System.

THE COMPUTING SCALE CO., Dayton, Ohio.

THE DAYTON  
Money-Weight Even Balance.



For quick and light weighing.  
Capacity, 28 lbs; finish, enamel with  
nickel trimmings; agate or  
steel bearings.

No. 1. Capacity 28 pounds.  
No. 2. Capacity 12 pounds.  
Your choice of scoop, sugar pan or  
marble plate and agate or steel  
bearings.

BUILDERS of all kinds of Fine  
Money Weight Scales. Save the  
leaks for yourself and your order for



# MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, JUNE 16, 1897.

Number 717

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

**COMMERCIAL CREDIT CO., Ltd.**

GRAND RAPIDS, MICH.

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

**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**

## Ontario Retailers on the Warpath.

Written for the TRADESMAN.

The retail merchants of Ontario have reached a point where "patience ceases to be a virtue." They are no longer disposed to suffer in hopeless isolation while the demons of centralization undermine their business and destroy their property interests as they have those of the manufacturers in the smaller trade centers. If they must go down before the great centralizing wave that is sweeping over the civilized world, it will not be until after a vigorous protest has been made and every possible means of self defense been made use of. As pointed out in a former article, the first essential step is organization, and this step the retailers, flanked by the wholesalers, are now taking. The fight is on, and it is the legitimate mercantile interests of all Ontario vs. the one great centralized aggregation at the corner of Queen and Yonge streets, Toronto, known in trade centers as the Great Octopus. The great departmental managers have fastened their claws upon the business of the importer as well as upon the wholesaler and the retailer; and they are also reaching out for the manufacturer. There is scarcely a rural home of the better class, in all this great province, where the massive illustrated price catalogue of the big departmental store may not be found. They are distributed, periodically, throughout the length and breadth of the land at a cost of thousands of dollars. This pictorial mouth-piece of the big octopus carries a wonderful message to the consumer. It appeals to his selfishness and every other mean thing that is in him. It reasons with him, and by cunningly devised statements would fain make him believe that the departmental store system is the angel Gabriel referred to in the Bible as the great trumpeter that was to usher in the millennium.

The organizers have only been at work a few days and yet many Associations have been effected. The large towns will fall in line first, but every retailer at the most isolated crossroads will be importuned to identify himself with the nearest association. The city of Hamilton has started to the front in full force. It is not a corporation movement having a fixed constitution and by-laws similar to the old B. M. A. of Michigan, as each Association is at liberty to adopt as many planks in its platform as it thinks proper, and hence, no two are precisely alike in structure or in their avowal of objects sought after. Each local organization is an independent body and will be a law unto itself. There is no centralized incorporated body, and, therefore, the local bodies are not subordinate organizations.

Toronto led the movement under the name of "The Retail Merchants' Association" and the organization in Hamilton styles itself "The Business Men's Association" and it starts out with a large membership and the following declaration of principles to fight for:

"To safeguard the interests of retail merchants of the various departments of trade in Hamilton.

"To prevent misrepresentation in advertisements.

"To regulate the disposal of bankrupt stocks.

"To promote legislation in the direction of securing an efficient Insolvent Act, improvements in municipal laws, reform the peddling and other licenses, improved postal regulations, and abolition of the Division Court or the reduction of the expense of collection of debts therein.

"A more rigid enforcement of the provisions of the Adulteration Act, also for the amendment of the same wherein deficient.

"To promote proper equalization of taxation and insurance rates.

"To secure closer friendly relations with all trades and labor organizations for the purpose of advancing mutual interests.

"To promote a closer relationship in good fellowship among retailers, and to encourage greater interchange of commerce."

At the rate at which these organizations are growing all over the province it is safe to say that the legislature will soon see its way to the enactment of such legislation as may be necessary for the protection of the public against dishonesty in business. A method of taxation that will compel those who are receiving the lion's share of trade profits, to bear their proportionate share of the common burdens; the prevention of fraudulent advertising, and such a readjustment of the postal laws that will do away with the parcel post business and compel merchants to ship their wares in the ordinary channels, are the three most important reforms which are being agitated by the trade at present. Success in any one would give the departmental stores a black eye—especially the last mentioned. The mail order department in a big departmental store is one of its greatest features. Hundreds of dollars worth of merchandise is mailed every day for distant points all over the country at rates which put competition on the part of all the regular commercial carriers entirely out of the question. Shoes, dry goods, hats and caps, gloves, hosiery, jewelry and, in fact, any single article not exceeding four pounds in weight, are distributed all over the country by parcel post. If the order does not consist of a single article exceeding the weight limit, it is put up in separate parcels and in this way there is no limit to the quantity of merchandise which may be sent to any one address through the mails. The fact is the big departmental store in Toronto is injuring the retail trade of the entire country, and the people, through their postal service are aiders and abettors in the evil work. Agitation on the part of those directly concerned, aided by the regular public carriers, will arouse the people to a true realization of the situation and bring about the needed reform. The local storekeepers at Fort York, on the Hudson Bay, or at any other place in this great Dominion, ask no favors and receive none. They pay their taxes and their business is confined to their locality and they do not possess the

means of monopolizing the trade of counties and provinces. They pay the regular transportation charges on their goods to the legitimate carriers of merchandise, and just why the people's government should use the people's mail bags for carrying and distributing merchandise at a cent and a half per ounce, or only about one-tenth what it costs the local dealers in these far-off isolated places, is a something that cannot be explained on principles of justice. The privilege of sample post is all right, but the parcel post system has become an evil since the departmental store has come into existence and should be done away with.

E. A. OWEN.

## The Grain Market.

Wheat has recorded another advance of 4c per bushel on spring and 6c on winter since our last report. As has been often predicted, when the short interests wanted to buy wheat, they would find there was none to be had, except at an advance. The small operators have, probably, covered their trades, but the larger ones are still fighting and may crowd prices a very little lower—eventually they will have to pay better prices. The visible showed a decrease of 1,764,000 bushels, which was fully 500,000 bushels more than was expected, especially as the exports were of a diminutive character. The Northwestern receipts have fallen off and from all appearances we will have a later harvest all over. States where new wheat usually puts in an appearance about June 20 will not have new wheat this year until July 15. The June Government crop report shows a falling off from the May report, when a 23,000,000 bushel crop was expected in Michigan and now only 17,000,000 or 18,000,000 bushels is looked for. All the old reserves have been cleaned up and I venture to say that in this State not 2 per cent. will be carried over. Wheat is very scarce, but it will be seen that local millers are picking up a little and continue to run.

There is no change in corn, notwithstanding the bulls tried hard to advance it. The large amount in sight and the large increase in the visible were too much to permit of an advance. Oats have receded 1c per bushel since one week ago.

The receipts during the week were 27 cars of wheat, 7 cars of corn and 13 cars of oats—rather a small amount of wheat.

Local mills are paying 78c, against 72c last week. C. G. A. VOIGT.

It is a matter of common knowledge that Dr. Chas. S. Hazeltine is one of the "pillars" of St. Mark's church. During the time he was in the employ of Uncle Sam in the capacity of Consul at Milan, Italy, C. G. A. Voigt entered the store of the Hazeltine & Perkins Drug Co. and asked his son for the address of the father. The request was granted, whereupon Mr. Voigt asserted that he proposed to write the father and acquaint him with the fact that since he had been abroad, the son had not been to church one d—n time.

## Bicycles

News and Gossip of Interest to Dealer and Rider.

This agitation for good roads is meeting the cordial indorsement of all public men who stop to give it more than a passing thought. Ex-Vice-President Stevenson is now among those who strongly commend the movement for better highways. He said in a recent letter: "I am in full sympathy with the efforts now being made to secure good roads throughout our country. This is a living question. There is little difficulty in getting from one large city to another, or even in crossing the continent, but the important question is how to get from the country home to the schoolhouse, to the church, to the market. It is a gratifying fact that this subject is now undergoing thorough discussion in many of the states. The result will be beneficial. Like other important questions, it will work out its own solution. I agree with Governor Markham that 'good roads mean advanced civilization.'"

A Bloomington, Ill., correspondent recently described the situation in that vicinity as follows: "The embargo of mud is complete in Central Illinois. Farmers who have lived in McLean county more than half a century declare that they have never seen the roads so utterly impassable as they are now. General stagnation in retail trade is the result. Farmers find it impossible to come to town in a light vehicle drawn by four horses. Much of the corn stored in cribs has rotted on the cob and crumbles in the sheller. The condition of grain is giving the farmers serious trouble."

Another interesting piece of news comes from Massachusetts. In a town of about five thousand inhabitants in that State a dwelling house was recently burned to the ground because the roads were too muddy for the fire department to reach it. Insurance men assert that the town can be held responsible for the loss. There are too many of these mud roads all through the country. Our methods of road building, as a rule, are a thorough failure. Millions of road taxes are spent in each state every year, while the roads themselves continue as bad as ever. Reforms are sadly needed.

When a man walks a mile it is said he takes on an average 2,263 steps, lifting the weight of his body with each step. When he rides a bicycle of the average gear he covers a mile with the equivalent of only 627 steps, requires less force, bears no burden, and covers the same distance in less than one-third the time.

The Kalamazoo woman who was in the habit of sitting on a fence while her husband was learning to ride a bicycle, had lots of fun guying him until she fell over backward. Only her feelings were hurt, but she will choose a safer place to sit hereafter.

In the last year the L. A. W. has grown from 44,675 members to 70,720, an increase of over 35,000 in twelve months, and it still goes marching on.

Slow Progress in Riding Due to a Sulky Wheel.

From the New York Sun.

The lady disentangled herself from the wheel and looked at it mournfully, reproachfully, despairingly. The pa-

tient instructor stood meekly by holding the machine, awaiting her pleasure.

"What can be the matter?" the lady asked.

"It's certainly mighty curious," the instructor replied, shaking his head.

"I'm sure I don't ride half so well as I did at the last lesson," proceeded the lady.

"That's so," admitted the candid instructor.

"Nor quarter so well as at the one before that."

"No, m'm."

"At my second lesson I rode half way across the room without your holding the wheel."

"You surely did."

"And at the fourth lesson I almost made a mount by myself."

"I seen you do it," and the instructor tapped his fingers on the saddle by way of emphasis.

"And now," pursued the lady in an indignant tone, "I can't ride two feet without falling off."

The instructor lifted the bicycle up so that it rested on the front wheel and kicked the pedal around, but said nothing.

"What can the reason be?" persisted the lady.

The instructor felt the tire of the rear wheel, but remained silent.

"Do you suppose it could be the fault of the wheel?" asked the lady.

"Hay?" exclaimed the instructor, his surprise overcoming his politeness.

"I don't mean it that way," the lady said hastily, with a blush. "Of course, it's really my fault, in a way, because I, and not the wheel, am learning to ride. But don't you think that the wheel may be misbehaving and that that may have something to do with it?"

"Do you mean that it's out of order?" asked the instructor, beginning to poke around among the joints and sprockets.

"No," said the lady; "only just sulking."

"I never heard of a bicycle sulking," replied the instructor, unsympathetically.

"Didn't you?" returned the lady with growing enthusiasm. "Well, then, perhaps I've discovered something new. You know that a sewing machine gets sulky sometimes? No? Oh, of course not, if you've never used one. Well, it does. Sometimes it simply won't work right. Perhaps the weather affects it. Then it will take a jump and run along beautifully for days and days. It is simply mischief. Now the first day I rode this bicycle I got along beautifully on it, and wasn't a bit afraid, and the second lesson was the same. Then it began to be sulky, and I began to be afraid of it, and I've been getting more and more afraid of it ever since. Now, how do you account for that, if it really isn't the fault of the bicycle in getting sulky and frightening me?"

"You got frightened because you tumbled off," said the instructor in a matter-of-fact way.

"Yes," said the lady, "and why did I tumble off? Because the bicycle was sulky and began playing tricks on me. Otherwise I ought to be making progress instead of falling back, as I am doing. So, don't you see, that it really is the bicycle's fault and not mine that I am doing so badly?"

"Well, perhaps so," said the instructor resignedly.

"The wheel has had a rest," said the lady. "Perhaps it will be feeling better now. I will try it again. But keep a good hold of it."

And then she made another attempt to master the art of riding alone.

### Financial Acumen.

"An allowance is something like a bicycle."

"How so?"

"A man can put his wife on it, but he can't make her stay on it."

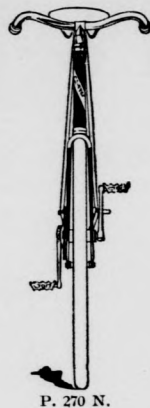
### Compromised the Case.

"How's Ryder getting on with that breach of promise suit?"

"Compromised it."

"Indeed?"

"Yes, he bought her a wheel."



P. 270 N.

## Clipper.... Bicycles

are the product of one of the oldest and most successful builders of "safety" bicycles. The Clipper factory is one of the 10 largest in America. The Clipper people have sold from 200 bicycles in '90 to nearly 12,000 in '97, with the aid of but \$1.00 per wheel spent in advertising. Clippers are sold on their merits and through the free advertising given them by satisfied customers. The New Clipper is the wheel you ought to buy at the price you ought to pay.

MADE BY THE GRAND RAPIDS CYCLE CO. GRAND RAPIDS, MICH.

MONARCH

RIDE A MONARCH AND KEEP IN FRONT.

MONARCH CYCLE MFG CO. CHICAGO.

NEW-YORK LONDON

## 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.

### 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.

### Do You Sell Suspenders?

We make all leather. Also a non-elastic web on the same plan improved. Money refunded if goods are unsatisfactory.

**Graham Roys & Co.,**  
Fitch Place, Grand Rapids, Mich.



### The Advance in Roadbuilding.

Written for the TRADESMAN.

Much of the more significant progress in the good roads movement has been made in the way of education. It has needed the experience of the past few years to demonstrate how little of practical worth was really known on the subject. To be sure, there was an elaborate science of road building, based on the most careful engineering, data, with a considerable literature; but this was not widely known and there was little of adaptation to the varying conditions of different localities. The density of the ignorance upon the subject of the portion of the community most directly concerned, the farmers, with the conservatism natural to any question involving outlay of money and increase of taxation, has seemed to interpose a solid wall of opposition, which for a time appeared to be insurmountable. There is still enough that is discouraging in this feature of the situation, but there is sufficient progress to give some glimmerings of hope of eventual success.

Perhaps as much of practical progress has been made along the line of adaptation to localities—the making of easily available materials to serve the purpose of permanent improvement without regard to the elaborate formulae of the text books. Thus in many cases it is found that the material of which the roads are naturally composed, with the addition of a moderate quantity of something that is capable of being compacted with it, with suitable provision for drainage, is all that is necessary to secure sufficiently permanent improvement with suitable care and attention to the prevention of the use of destructive loads on narrow tires.

The value of the roller as a road-maker is coming to be recognized almost as a revelation. It is being discovered that the great cause of bad roads in many cases is the unnecessary destruction of the surface by its penetration with loads supported by such small points that none but the hardest and thickest material could support them. It is coming to be recognized that if care is taken in this regard a suitably rolled highway of the most commonly available materials may be made to serve every reasonable purpose, and indeed will be improved and made more permanent by every load passing over it. Of course, this cannot be done where the material is subjected to long soaking in ponds of water—there must be drainage, but the expense of securing this is comparatively small.

There is also material progress in the appliances and apparatus for the more

substantial improvement required by heavier traffic, or where only the more elaborate and costly improvement can be made available. Manufacturers of rollers, crushers, etc., are having quite a boom already, which promises to increase rapidly and to an indefinite extent. This is caused largely by the consideration of the question in state legislatures and by the general government. Perhaps the most significant legislative action is that of Congress in the provision for experimental roadbuilding in connection with the Department of Agriculture. By the act which was passed during the last session, provision is made for the Government to furnish all machinery and apparatus necessary, with suitable information and supervision, while the locality to be benefited must supply the labor. The arrangements are already being carried out in some localities and will be undertaken in others as rapidly as may be found practicable. This movement is of considerable significance, not so much on account of the improved roads to be secured by its direct work as of the demonstration of the most practicable methods in the different localities and the general instruction afforded by such examples.

It has seemed to many that the progress of the movement for better roads is distressingly slow. But it must be remembered that the task undertaken is of tremendous magnitude. It is one that must enlist the co-operation and energies of the vast majority of the inhabitants, urban and rural, of the entire country. Considering this magnitude, and the obstacles to be overcome in the way of ignorance and prejudice, the progress noted is certainly very encouraging.

W. N. FULLER.

### The Angel Voice.

Sunday morning while I'm dozing  
Late beyond the wonted hour,  
Seeking rest from week day strivings  
Stern, which brain and nerve devour,

Comes a ray of human sunshine,  
Stealing softly to my bed,  
Reaching up on little tip-toes,  
Tugging gently at the spread.

"Papa, p'se wate up for baby."  
Sounds like angel notes, I vow,  
Followed by the worldly message;  
"Becksus soon be ready now."

Flinging quickly back the covers,  
Grabbing up the dimpled dear,  
Sitting her in bed beside me—  
Soft curls tangled round my ear.

Soon forgotten all my dreamings,  
All the world's vain show and pomp,  
Even breakfast goes unheeded  
In that royal morning romp.

When I sleep my last long slumber,  
All I ask to seal my bliss  
Is that somewhere I'll be wakened  
By an angel voice like this.

CHARLES NELSON JOHNSON.

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

You Can Sell—

## Armour's Washing Powder

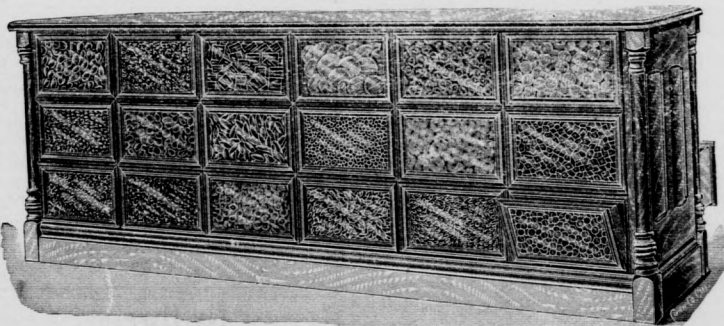
2 Packages for 5 Cents.

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



### Armour's White Floating Soap

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



The finest grocery counter in the world for displaying and storing cereals, nuts, rice, teas, coffees, currants, prunes, raisins, citron, tapioca, fancy cakes, crackers and, in fact, all kinds of dry bulk goods usually found in a first class grocery, without taking up any additional space. The PEERLESS is attractive in appearance, modern in design, perfect in construction, and absolutely DUST and INSECT PROOF. Prices on application.

FOLDING BATH TUB CO., Patentees and Sole Manufacturers, Marshall, Mich.

Here is a Trade Winner

## Peerless Display Counter

Patented April 27, 1897.



## Around the State

### Movements of Merchants.

Niles—Wm. Vanderlyn has opened a new store at this place.

Bay City—Forsyth Bros. succeed R. A. Forsyth in the grocery business.

Holton—Mills Bros., meat dealers, have dissolved, F. E. Mills succeeding.

Thompsonville—Yarger Bros. succeed John A. Evitts in the hardware business.

Charlotte—Ross & Herbst succeed Herbst & Son in the merchant tailoring business.

Ishpeming—The Arne & Wacht clothing stock has been seized on chattel mortgage.

Marine City—The Lester & Newton Drug Co. has bought the drug stock of Wm. E. Hunt.

Sault Ste. Marie—Geo. E. Blue, undertaker and furniture dealer, has sold out to Ryan & Co.

Montrose—W. H. Y. Martin, of Flushing, has opened a furniture and undertaking store at this place.

Watersmeet—Frank C. Payne has been succeeded by Frank C. Payne & Co. in the drug and grocery business.

Mt. Morris—Lee & Cady have taken possession of the drug stock of A. W. McKee by virtue of a chattel mortgage.

Ishpeming—Gus M. Loth's stock of hardware has been seized on a chattel mortgage held by Mrs. Mary Robbins.

Saginaw—W. B. Moore has taken the position of head clerk for D. E. Prall & Co., succeeding Louis Goecker, who resigned.

East Jordan—P. Walsh and John Williams have formed a copartnership for the purpose of embarking in the meat business.

Detroit—Cynthia Meyers, druggist at 448 Dix avenue, has sold her stock to C. E. Coffron, who will continue the business at the above number.

Kalkaska—Robert Maxwell has leased a portion of the store occupied by E. M. Colson and will remove his tailoring business to that location.

Lapeer—Dr. Frank E. Bunting, of Attica, pleaded guilty June 15 to a charge of dispensing drugs without being registered. He was fined \$25.

Fremont—Ida Rathbun has purchased the interest of C. R. Rathbun in the jewelry and stationery stock of Rathbun & Son. The new firm will be known as Rathbun & Co.

Brinton—A new bank, to be called the Agricultural Bank, is being organized at this place. The concern will be composed of P. P. Allen and other substantial men of the town.

Ithaca—Crawford & Wright announce their intention of closing out their clothing and furnishing goods stock at this place, having decided to locate a branch of their Flint establishment at Fenton.

Detroit—The S. E. Clark Co. has filed articles of association and will deal in musical instruments. The capital stock is \$5,000 and the incorporators are S. E. Clark, four shares; F. H. Bamlet, one share, and John West, of Clarkston, 45 shares.

Colon—Charles Wilkinson, senior member of the firm of Wilkinson & Co., druggists and grocers, died recently. Mr. Wilkinson had been a resident of Colon over forty years. He was highly respected by the entire community for his integrity, his business qualifications and moral and social worth. He held offices of trust several years and gave general satisfaction.

Ithaca—J. D. Loucks has relinquished the management of the Ithaca Bazaar Co. for the purpose of removing to Fenton, where he will embark in the same business in partnership with H. H. Hunter, of Lowell.

Hudson—A. & D. Friedman, who have been conducting a clothing and dry goods store at Camden for several years past, have decided to embark in the same business at this place about Aug. 1, having leased the Wirts block for that purpose.

Grand Ledge—Fred Epley, recently of the grocery firm of Hixson & Epley, has purchased a half interest in a grocery stock at Mt. Clemens and will remove to that city with his family. Mr. Epley made many friends here who deplore his departure.

Ann Arbor—John Boynes, for a long time engaged with W. H. McIntyre in the grocery business, has purchased the grocery stock of Henry Meuth, 24 Detroit street, and will continue the business there in the future. Mr. Meuth retains possession of the meat market and will continue to operate it.

Casnovia—J. L. Norris (A. Norris & Son), while making a solution of alcohol and gum shellac, had an explosion, seriously burning his left hand, and also the week's washing. The explosion was caused by the gases generated in heating the mixture on the kitchen stove. The house narrowly escaped destruction.

Kalamazoo—Addie (Mrs. Charles) Young has sold her grocery stock at the corner of Douglass avenue and North street to E. S. Brown and Bert Brown, who will continue the business at the same location under the style of Brown & Brown. E. S. Brown was formerly engaged in general trade at Prairieville under the style of Brown & Goss.

Detroit—A year ago last March John P. Benson, an iron molder, sent to the drug store of William A. Dohany, 693 Michigan avenue, for a strengthening plaster. He claims that he sent for a capsicum plaster, but that he received a plaster of cantharides instead, which produced disastrous results, and that he was unable to work for a long time. He therefore sued for \$1,000 damages, and, after a trial, which lasted nearly a week, received a verdict of \$500.

### Manufacturing Matters.

Detroit—The name of the Hall & Wolf Co. has been changed to the H. H. Wolf Brick Co.

Montague—Emil Layman has begun the manufacture of baskets in White River township.

Charlevoix—Benj. Pierson has leased the Harsha building and will embark in the manufacture of suspenders.

Saginaw—The Bliss Butter & Cheese Co., of Swan Creek, has reduced its capital stock from \$2,500 to \$1,500.

Copemish—The flour mill here has been leased by G. E. Wolfe and A. Huntington, who will continue the business.

Kenton—The Sparrow-Kroll Lumber Co. has purchased a tract of timber land in Houghton county, the consideration being \$17,500.

Montague—Mark Foster will embark in the manufacture of cedar shingles at the Stony Lake sawmill, new machinery having been purchased for that purpose.

Algonac—F. C. Folkerts, for twenty-six years in the lumber manufacturing business at Alpena, has removed to this place, where he will operate a wholesale and retail business.

Grace—The Grace Harbor Lumber Co. is building an addition to its sawmill at this place and will add a line of machinery adapted to the manufacture of all grades of shingles.

Detroit—The R. H. Hall Brick Co. has filed a \$25,000 chattel mortgage, running to Catherine F. Hinchman. It secures a four months' note and money to be loaned in future.

Saginaw—The mill of the Saginaw Lumber & Salt Co. is running to its full capacity and will put out about 20,000,000 feet of lumber this season. It had 18,000,000 feet of old logs to commence the season with.

Ludington—Rasmussen & Loppentien have contracted to furnish 5,000 cords of hemlock bark to parties in Chicago or Milwaukee, or both. The bark is to be shipped from Ludington, Manistee and Buttersville.

Torch Lake—The Torch Lake Shingle Co. has resumed operations, having rebuilt the mill recently destroyed by fire. The company has contracts ahead for 20,000,000 shingles and will run night and day during most of the summer.

Selma—Marion P. Boyd has contracted to peel and deliver 1,000 cords of hemlock bark to Cobbs & Mitchell, at Cadillac. The contracts also include logging and delivering 2,000,000 feet of pine and hemlock logs to the same firm next winter.

Saginaw—John Welch and J. J. Flood have formed a copartnership, and will operate the Welch sawmill under the firm name of Welch & Flood. Mr. Flood has been book-keeper for Mr. Welch many years. The mill will probably run steadily through the season.

Detroit—Stilwell & Co. have filed articles of association for the purpose of manufacturing and dealing in lumber. The capital stock is \$5,000, all paid in. The incorporators are Rinaldo R. Stilwell, 390 shares; Emily R. Stilwell widow, 100 shares, and Rasselas R. Stilwell, 100 shares.

Connersville—The Montmorency Shingle Co. is building a saw and shingle mill on the east branch of Black River, two miles west of this place, on the line of the new extension of the Alpena & Northern Railroad. The company has purchased the cut-over land of Burrows & Rust, of Saginaw, and Alger, Smith & Co., of Detroit, and proposes to do some scraping for shingle timber.

Hancock—John Griff is under arrest, charged with stealing logs. He runs a small mill at this place, and the Nester estate caused his arrest, claiming he was cutting logs having their mark, which broke away from their boom on Lake Superior and floated to the canal, where Griff picked them up and towed them to his mill. Griff was arrested a few years ago on complaint of the same parties for the same offense, but was discharged for lack of evidence.

Corunna—At a meeting of the Common Council held June 14, the report of the committee appointed to settle with D. R. Salisbury, the shoe manufacturer, for the bonus promised him was adopted with only one dissenting vote. The committee offered him as a compromise \$2,000 upon condition that he give the city a first lien on his manufactory for five years and that he carry out his agreements. Mr. Salisbury's inventory shows over \$11,000 invested in the plant, while Appraiser Pingree only reports \$8,000. The original understanding was that \$10,000 must be invested.

## 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—WHOLE OR HALF INTEREST** in leading drug and stationery store. Sales about \$10,000 per annum. Present owner about to leave city. Bargain. Mrs. Mary E. Farnsworth, Petoskey, Mich. 323

**WANTED—A LOCATION FOR DRUG STORE** in a country town. Dan'l Lynch, 30 Ellisworth Avenue, Grand Rapids. 322

**PARTIES WISHING TO BUY, SELL OR** exchange real estate or merchandise, any quantities or description, can depend upon L. C. Townsend, of Jackson, Mich., for quick and responsible dealing. 318

**TO EXCHANGE FOR STOCK OF MER-**chandise—100 acres of good Northern Nebraska land, five miles from town. For particulars address F. Opocensky, Niobrara, Neb. 321

**FOR SALE—STOCK OF GENERAL MER-**chandise, inventorying about \$4,500, located in a thriving town in Central Michigan. Would take a small farm in part payment, if location is desirable. Address No. 320, care Michigan Tradesman. 320

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

**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 make 8 ounces; sells itself; good margins; sample free. W. Gleason, Manistique, Mich. 311

**FOR SALE—CLEAN STOCK OF DRUGS, IN-**ventorying 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 \$6,000 yearly. Expenses low. Reason for selling, other business. Inspection solicited. Address No. 308, care Michigan Tradesman. 308

**FOR SALE—BAND SAW, MILL MACHIN-**ery, 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 SALE—JOB LOT OF NEW AND SEC-**ondhand Cash Registers. Very cheap, Peck's, Standard's, etc. Address J. N. Biddle, 226 South Clinton St., Chicago. 302

**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

**WANTED—WE ARE THE OLDEST, LARG-**est 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, Otte 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 SECOND-**hand grocery fixtures. Address Jos. D. Powers, Eaton Rapids, Mich. 233

**RUBBER STAMPS AND RUBBER TYPE.** Will J. Weller, Muskegon, Mich. 160

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

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

### MISCELLANEOUS.

**WANTED—TINNER WHO UNDERSTANDS** hardware and implement business; steady job. Write full particulars—age, qualification, etc.—in first letter. S. A. Howey, Lake City, Mich. 319

**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

## Every Dollar

Invested in Tradesman Company's COUPON BOOKS will yield handsome returns in saving book-keeping, besides the assurance that no charge is forgotten. Write

TRADESMAN COMPANY, Grand Rapids



## Grand Rapids Gossip

Wm. Dauser succeeds Dauser & French in the harness business at 79 West Bridge street.

F. L. Hoff has opened a grocery store at Lansing. The Clark-Jewell-Wells Co. furnished the stock.

A. Gould has purchased the confectionery stock of Jas. F. Haldaman at 145 West Bridge street.

Thos. Callahan has purchased the grocery stock of Chas. R. Young, corner Hall and Lafayette streets.

Peter Jasper succeeds Jasper & Call in the meat and grocery business at the corner of Coit and Palmer avenues.

Geo. Nelson and Herbert Savage have formed a copartnership under the style of Nelson & Savage and opened a wall paper department in connection with Wurzburg's department store.

The Grand Rapids Gas Light Co. reports net earnings of \$8,471 during May, against \$7,107 during the corresponding month last year. For the five months of the fiscal year the net earnings have increased over 8 per cent.

L. Winternitz, who has about as many friends to the square inch as any man who ever catered to the grocery trade of this market, was in town three days this week for the purpose of assisting the retail grocers in solving the bulk yeast problem. He addressed the Retail Grocers' Association Tuesday evening and outlined a plan by means of which the sale of bulk yeast can be curtailed to legitimate limits and the regular retail price restored in every part of the city. No more welcome guest crosses the threshold of Grand Rapids grocers than Ludwig Winternitz.

Lester J. Rindge has purchased the Provin farm, comprising 100 acres, located on the Grandville toll road, one-half mile this side of Grandville. There is but one farm between this property and the famous Annahdale farm, which Mr. Rindge has made one of the most beautiful rural properties in the State. The effect of Mr. Rindge's example is noted for several miles along the Grandville road, the farmers who had gotten in a rut, so to speak, appearing to vie with each other in the effort to keep pace with the improvements and betterments introduced and put into execution by Mr. Rindge. As the result of his investment at Annahdale, the country for miles around has taken on a new aspect, farm life having, apparently, become attractive to those who had become discouraged over the era of low prices for farm products.

From present indications the outlook is not promising for an early use of the new market. While the improvement of the market streets seems to be moving fairly well, the filling in of the approach is progressing at a rate which seems likely to require most of the summer. Alderman Gibson, chairman of the Committee on Market, states that the delay in filling is on account of hesitation to let the contract in the hope that the filling can be done at little expense by the present method. He thinks, however, that a contract will be necessary. The streets on the site proper have all been surveyed and the gravel filling is nearing completion. Probably the work is moving as rapidly as can be expected where it is kept under the direction of such a body as

the Board of Public Works. While the red tape of such a system may be necessary, it is not as conducive to rapid execution as if placed in the hands of a competent contractor. The early morning market is growing apace on the Ionia street location, a considerable distance of the street already being occupied. It seems probable that most of the fruit season will be over before any change in location will be made. Thus there must be the same hardship of early arrival to claim position which characterizes the village methods which have always prevailed here.

### The Produce Market.

Asparagus—Home grown has declined to 20c per doz. bunches.

Bananas—The market is very steady and trade is heavy in this line. Prices are fairly steady at quoted prices and stock is plentiful and of good quality.

Beets—30c per doz. bunches.

Butter—Dairy grades are so good and cheap that local grocers are handling them almost exclusively. Choice dairy is sold down to 9c, while separator creamery is slow sale at 14@15c.

Cabbage—Mississippi stock brings 75@85c per doz. The quality is fair.

Cauliflower—\$1.50 per doz.

Cherries—Illinois Red command \$2.25 per bu.

Cheese—The market is lower than last week. At the lower quotations the market is still weak, with prospect of going lower. The receipts of cheese are all new made, and there is but little that can be called strictly fancy full cream, because it is still too new.

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—Illinois stock commands \$1.25 per 16 qt. crate.

Greens—Beet, 30c per bu. Spinach, 25c per bu.

Lemons—The welcome advent of warm weather has caused an advance of 50c per box.

Lettuce—7@8c per lb.

Melons—Watermelons and muskmelons are offered in small lots, but the weather has been too cool for the free movement of watermelons and not very favorable to muskmelons. The former are selling at \$3@3.50 per dozen, and the latter at \$1.25@1.50.

Onions—Southern stock fetches \$1 per bu.; Egyptian, \$1.50; Bermuda, \$2.50. Green are large in size and fair in quality, commanding 15c per doz. bunches.

Oranges—There is a steady trade and a good supply in storage at this point, with some more yet to come from the coast. Prices are unchanged, and the market promises no more than steadiness at present quotations.

Peas—Green stock from Illinois fetches \$1.50 per bu. Some home grown stock is coming in, but not enough yet to cut much of a figure.

Pieplant—1c per lb.

Pineapples—Floridas bring 1@1.25 per doz., according to size and quality.

Potatoes—New stock from Arkansas commands \$1@1.10 per bu. The boom on old stock has collapsed, local quotations having dropped to 20c per bu.

Radishes—Charter, 10c per doz. bunches; China Rose, 15c.

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—Illinois stock, 4c per lb.

Strawberries—At this writing home grown, Benton Harbor and Ridgeville (Ind.) command \$1@1.15 per 16 qt. crate, but the warm weather Sunday, Monday and Tuesday and the thunder storms Wednesday and predicted for Thursday are likely to force the crop on the market all in a heap, so that the price will probably drop to 50@75c before the end of the week.

Tomatoes—\$1.20 per crate of 4 baskets.

Wax Beans—\$2.75 per bu.

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

### The Grocery Market.

Sugar—The market is strong and excited, three advances having taken place since our last report, with every probability of a still higher range of values. The market seems to be strong enough to warrant free buying, and the volume of trade, not only at this point but in all quarters of the country, has been very good, and is still holding up.

Coffee—The demand has been generally good, although there is no disposition shown to buy ahead of requirements. Stocks are for the most part small. Maracaibos are firm and unchanged as to price, with a fairly good demand. No change to note in Java, and Mocha is somewhat higher at the primal point.

Tea—There have been no changes in price during the week, although values are firm, with future advances dependent upon the duty. It is pretty well established that the project to tax tea has been dropped. Certain members of the trade have inside information to this effect. In New York it is said that the jobbers have the smallest stock they have had for years. If retail grocers are as well stocked up in tea as they are believed to be, the abolition of the duty project will mean several weeks of quite, dull market.

Rice—There is an advance of ½c in Japan rice, caused by the probability of the new tariff schedule adding a duty to this article. The movement in rice is very good, both in this market and in the market in general. Owing to the undesirable quality of some of the domestic holdings, which are in general light, the demand is now heavy on foreign rice. Java seems to have the most attention in the East.

Dried Fruits—Evaporated apples are reported to be very strong. There has been a slight advance in currants, owing to the scarcity of stocks in this country and the East. Prunes are still low, and raisins, although low, are considered in a strong position. Stocks of all kinds of dried fruits on the coast are low and prunes only are considered in liberal supply.

Fish—John Pew & Son (Gloucester) write the Tradesman as follows under date of June 14: Up to date only 1,424 barrels of salt mackerel have been landed by the fleet. The catch off the Cape shore has turned out practically a failure, probably on account of the weather, which was unusually stormy the past three weeks. It is too early in the season to form any definite idea about what the catch of mackerel will be this year. The fleet is much larger than that of 1896 and the increase has been based upon the expectancy of a larger catch than last year. Large bodies of mackerel have been seen along our coast. There has been a dearth in the catch for a period from 1886 to 1897, eleven years, when only 628,142 barrels were inspected in Massachusetts, a yearly average of 57,000 barrels; while during the period of thirty-one years from 1855 to 1885 over 6,500,000 barrels were inspected, making a yearly average of 212,000 barrels. This period of eleven years of dearth has allowed time enough for large bodies of mackerel to grow and increase to a vast amount, and the only vital point is to catch them, as from all the accounts we get they are in the ocean. In a few weeks we ought to know something about the prospect off our New England coast. We hope for a catch so as to supply the trade with a nice quality at reasonable prices. Nothing new in codfish. Prices of whole

codfish and boneless are low and the demand ought to increase, as money can be made in interesting your trade in this food product. Never was there a time in the history of the business when so much care was taken as is now to have all fish shipped of nice quality, well packed, and prices made at the lowest limit, in some cases perhaps too low.

Provisions—Prices appear to have reached about their lowest level. Smoked meats are about steady, except beef hams and dried beef, which are still tending upward. The supply is hardly sufficient to meet the demand at present prices. Lard is ruling weak but there is a little steadier feeling toward the close of the week. Sellers are fairly steady in their ideas. The demand for compound lard and other substitutes is moderate and confined to special trade. Prices are too near that of pure lard to make much movement.

### Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall, Tuesday evening, June 14, Vice-President Wagner presided.

John Witters, of the Committee on Flour, reported that the city millers were satisfied with the list of grocers whose signatures had been secured by the Association and were ready to put the new uniform price plan into operation whenever the Association was ready to appoint a committee to meet the millers and conclude the negotiations. Homer Klap moved that the report be accepted and the Committee discharged.

Frank J. Dyk moved as an amendment that the Committee continue to act in conjunction with the Committee on Trade Interests, which was adopted.

A member of the Committee on Sugar reported that the local grocery jobbers announce themselves in readiness to put the so called Minneapolis plan in force at this market as soon as the tariff bill is finally settled.

A. Brink, of the Committee on Yeast, reported the result of interviews with a majority of the grocers handling bulk yeast, which was accepted.

The Committee on Picnic asked further time, so far as the selection of a location is concerned. The request was granted.

H. J. Vinkemulder moved that the grocery stores be closed all day Monday, July 5.

Homer Klap moved as an amendment that the stores be closed at 10 o'clock for the remainder of the day, which was adopted.

The Secretary was requested to call the attention of the Board of Health to the unwholesome fruit now being sold on the streets by some of the peddlers, with a view to securing a more rigid inspection, which would result in the confiscation of any articles of food not considered wholesome.

There being no further business, the meeting adjourned.

### New Schedule on Granulated Sugar.

The Grand Rapids Retail Grocers' Association has promulgated a new schedule for the sale of granulated sugar, as follows:

- 6 cents per pound.
- 4½ pounds for 25 cents.
- 6 pounds for 50 cents.
- 18 pounds for \$1.

Friends of Frank Jewell (Clark-Jewell-Wells Co.) insist that he is training to take part in an Indian show. He makes regular pilgrimages every few days to the Little Manistee and returns with a reddish brown complexion which is exceedingly becoming to his peculiar style of beauty.

P. Steketee & Sons offer American ¾ Blues at 4½c and American Grays at 4¼c.



## Fruits and Produce.

### Shipping Butter Properly.

A. B. Antes in New York Produce Review.

It seems as though everything connected with the butter business, from the cow to the commission man, had been written about time and again, but I cannot remember having seen anything about shipping, and, as there is a good chance for a great many to improve on this score, I want to make a few suggestions.

First, the packages should be kept clean, as it always helps the sale of butter. Sometimes old black tubs are used that have been stored in a damp cellar until they are moldy inside and out. They might better be burned, as the butter will get discolored and probably have to be shaded in price on that account far more than enough to buy new tubs.

Second, particular pains should be taken to mark the tubs neatly. Every shipper should use lampblack and turpentine. A nickel package of lampblack and a dime's worth of turpentine will mark a thousand tubs of butter. Many use shoe blacking or "any old thing" and slap it on the wet tubs in a dauby, nasty way, and by the time the butter gets to New York the whole top of the tub is smeared over and very often it is impossible to tell what the stencil number is; in which case the receiver has to do some guessing and put the tubs in the different lots that are short. Or may be at the railroad depot they cannot tell the stencil number and may put a tub of factory in a lot of creamery. I have seen it done, and then there is trouble. New York is receiving from thirty thousand to fifty thousand packages of butter weekly, and it can readily be seen how important it is to have the tubs marked properly. In putting the stencil on, it is well to have a small board to rub the brush on in case it gets too wet, otherwise it will blur. The turpentine and lampblack mixture dries quickly, will stand rubbing like dry paint and will not soften when wet, while blacking and other materials will soften up every time water gets on them; and they are very apt to get wet and rubbed in transit.

Third, every shipment should be advised or so fully reported that the receiver will know what is coming, when it started, etc. The receiver has his advice book in which he enters each shipment that he has advice of, putting down date of shipment, number of packages, the different qualities, if there be more than one, etc. Many times butter comes in and the receiver knows nothing of it until the butter comes into the store. May be there is a shortage; often one or more tubs are short and the receiver never knows it until he hears from the shipper a week or ten days later. The shipper gets his returns and finds his account sales show a shortage, then he writes and wants to know about it; there is often more or less correspondence, the bill of lading and freight bill are gotten together and a claim is put in on one end or the other. May be after a month or so the claim is settled by the railroad company and the shipper gets his money. It is more than probable that the shipper is a co-operative creamery and the patrons are kicking because of the delay in paying off, while if the receiver had the bill of lading he could immediately attach the freight bill and put in a claim. A great many commission houses furnish printed envelopes or postal cards for the shipper to use, so it is an easy matter to put the bill of lading in an envelope and mail it. It is not absolutely necessary to write a letter, but it is a good plan to advise each shipment fully and send a bill of lading. "It's business," and will often save a great deal of trouble and delay.

There is another improvement that can be made in many instances, and that is in fastening the covers on. Tins should be used; we see a few hooks yet, but I am glad to say very few. Four tins should be used, putting the first one on so that it will come down over the

end of the hoop on the cover, as that is generally the first to give way on the cover. When only three tins are used, if one comes loose the leverage is so great on the other two that they are apt to get loose also, where if four are used and one gets loose the leverage is in favor of the remainder.

### To Regulate Chicago Fruit Packages.

The section of the Chicago ordinance which requires that all fruit packages, except those containing grapes or bananas, shall contain quarts, pecks or bushels, or multiples thereof, and that the quantity of fruit contained shall be stamped on the outside of each package, which is about to be enforced in that city, has stirred the dealers to wrath. All the fruit baskets and packages that will be used in this year's trade were made at least two years ago, they say, and to enforce the law without giving the commission men at least a year to give warning to the growers and basket manufacturers would entirely stop business. Retail grocers are said to favor the ordinance.

### Followed the Doctor's Instructions.

Mrs. Pneumoney—I'll have two pounds of that sage cheese, and I'll have a pound of impunity, too.

Grocer—Marm?

Mrs. Pneumoney—One pound will be enough, I guess. Dr. Koddle says that sage cheese can be eaten with impunity; but then, you know, I may not like impunity.

### Eggs \$2 a Dozen in Alaska.

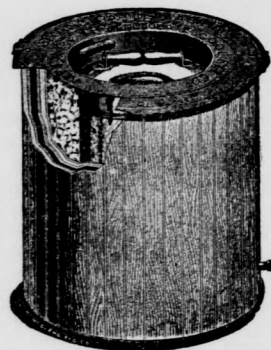
From the Alaska Miner.

A. Wolsely, of Tacoma, arrived on the Alki. He has about three tons of supplies which he is taking into the Klondyke, including thirteen cases of fresh eggs. He expects to realize \$2 a dozen. Last spring eggs brought \$1.50 a dozen at Circle City at a time when provisions were comparatively cheap.

## SODA FOUNTAIN EXPENSE

INCLUDES THE ITEM

"Ice Cream Lost or Wasted."



## The New Round Grand Rapids Ice Cream Cabinet

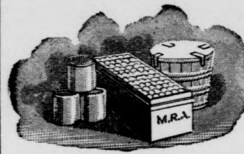
Will make ciphers of the figures opposite this item.

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

Made in sizes from 8 to 40 quarts.

Send for Description and prices.

**Chocolate Cooler Co.,**  
GRAND RAPIDS, MICH.



## 50,000 Pounds Butter

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

**M. R. ALDEN.**

98 S. DIVISION ST.

GRAND RAPIDS.

# SEEDS

### CLOVER AND TIMOTHY.

All kinds of

FIELD AND GARDEN SEEDS.

Correspondence solicited. Your order will follow, we feel sure.

**BEACH, COOK & CO.,**

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

# SEEDS

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

**MOSELEY BROS.,**

Wholesale Seeds, Beans, Potatoes,

26-28-30-32 Ottawa St., Grand Rapids.

## SEASONABLE SEEDS

Millets, Hungarian, Fodder Corn.

GARDEN SEEDS, IMPLEMENTS, ETC.

**Alfred J. Brown Co.,**

Wholesale Seed Merchants,  
Grand Rapids, Mich.

## We Are Getting Plenty

OF HOME GROWN STRAWBERRIES

Write for our prices to you.

BANANAS

LEMONS

ORANGES

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

**ALLERTON & HAGGSTROM, Jobbers,**

Both Telephones 1248.

127 Louis Street.

Grand Rapids, Mich.

## Home-Grown Strawberries AT GROWERS' PRICES.

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

**BUNTING & CO., Jobbers,**

20 & 22 Ottawa Street, Grand Rapids, Mich.

## The Vinkemulder Company,

JOBBER OF

Fruits and Produce

MANUFACTURER OF

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

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

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

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

**THE VINKEMULDER COMPANY,**

Successor to Michigan Spice Co.,

Citizens' Phone 555.

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



# One Grocer's Pride.

Stroller in Grocery World.

Some men have so much pride it nearly chokes them to death. They are so independent and hold up their heads so high they nearly break their backs. I believe in holding up your head, and being independent, as well as anybody, but I don't believe in going to such an extreme that you injure yourself.

I don't often call a man a fool, still more seldom do I call a grocer a fool, but I ran across one last week who can't be termed anything else. If ever there was a fool on earth, that grocer was one. He was so much of a fool that I honestly believe his foolishness had struck in and made him crazy.

The matter with this grocer was his pride. He just thought he was as good as any man or woman who walked the streets. Very likely he was, but if I had been in his place I wouldn't have used so aggressive a way of letting people know it.

I had conversed with the grocer I refer to for several minutes before I discovered his peculiarity. While we were talking a very handsomely dressed lady rolled past in a rubber-tired carriage. She had a liveried coachman and was evidently a society woman of wealth.

"Who is that lady?" I asked.

"Her name's Burley," he said, gruffly.

He seemed so sour about it that my curiosity was aroused.

"You don't seem very cordial about it," I said.

"I aint," he said. "I don't like her. She used to be one of my customers."

"Did she leave you?" I asked, supposing I saw through the grocer's dislike.

"No, she didn't," he said, with some spirit; "I left her."

I looked at him with some surprise.

"What do you mean?" I asked.

"Just what I say," he said, "I refused to sell her groceries any more. That's what!"

"Wasn't she good pay?"

"Best in the world. Paid every Monday morning regular. The last year she dealt with me she bought over a thousand dollars' worth of stuff."

"Why on earth did you let her go?" I asked.

"Why did I let her go?" he repeated.

"Why, because she thought herself too measly stuck up to speak to me on the street. That's why!"

"Explain yourself," I said.

"There's nothing much to explain,"

he said. "I was walking along the street one day when her carriage went by. She saw me, for she looked straight at me, but she never let on she saw me. That made me hot. If I ain't good enough to speak to in the street, my lady, says I to myself, I ain't good enough to buy groceries of. So I up and writes her a note sayin' I shouldn't be able to furnish her with any more goods."

I nearly dropped dead. A thousand dollars' worth of trade lost because his customer wouldn't speak to him on the street!

When I recovered my breath, I said:

"Well, what good did that do you? Did she speak to you afterward?"

"Tain't that," he said, "it's the principle of the thing I look at. Ain't I as honest as that woman? Maybe I don't wear as good clothes, but I'm just as good!"

"Do you think the mere recognition of that woman on the street was worth \$1,000 a year?"

"Yes, sir!" he asserted, "I felt better after I'd cut that woman off than I had for years!"

"Did she answer your letter?" I asked. "Nope," he answered. "But she didn't come here no more."

"No, sir!" he went on. "I don't allow nobody to spit on me! If I ain't good enough to recognize I ain't good enough to do business with, that's all."

"But you don't hurt them when you refuse to sell them goods," I said. "It's yourself you hurt."

"It's all right," he persisted, "I'll stand it. I don't allow nobody to spit on me. Not me; no, sir!"

"I'll tell you another thing," he said, in a minute. "There's a family up town used to get their goods here. They used to average about \$11 a week. One day me boy was out and I went there to deliver some goods. I went to the front door, and the lady, when she come, just opened the door, and yelled out:

"Back door!" Then she slammed the door in me face, and me a-standin' there on the steps."

"Well," I says to meself, 'me lady, you don't get no goods from me, either at the back door or the front!' so I puts the basket back in the wheelbarrow and brings it back to the store. Well, they sent their girl here to see why the goods hadn't come, and I tell you I sent that girl home with a flea in her ear. I told her neither she nor her mistress could buy groceries of me at any price. Says I, 'if I ain't good enough to go to the front door, I says, 'I ain't good enough to sell groceries!' I says, and they never come here again, either!"

"And what good did their staying away do you?" I asked. "Was it worth \$500 a year to do that?"

"Yes, sir!" he said. "Made me feel like a man!" he said. "Why, if I'd gone to that woman's back door, like a tramp after a bone, I'd never been able to hold up me head again."

"It seems to me that the kitchen door is the place to take goods like that," I suggested. "They have to be taken in the kitchen anyhow."

"It's all right," he said, "I don't think so. I hold myself good enough to go to anybody's front door, goods or no goods. I'm honest and I pay me taxes, and nobody can spit on me! That woman insulted me, and I don't sell groceries to anybody that insults me an' my family."

All the readers of this column who don't agree with me that this grocer is a plumb fool, hold up their hands.

The tailor makes his money by creating taste as well as trade, for trade may not bring taste, but taste brings trade.

## Elgin System of Creameries.

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

R. E. STURGIS,

Allegan, Mich.

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



HARVEY P. MILLER.

EVERETT P. TEASDALE.

Miller & Teasdale

Fruit and Produce Brokers.

BEANS OUR SPECIALTY POTATOES

Consignments solicited. Advances made.

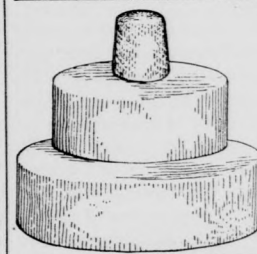
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601 N. Third Street, ST. LOUIS, MO.

## 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.

Ship your Butter and Eggs for Cash at your station to

HERMANN C. NAUMANN & CO.

Main Office, 353 Russell St.

DETROIT.

Branch Store, 799 Mich. Ave.

BOTH PHONES 1793.

STRAWBERRIES

We receive daily Berries and Fruits of all kinds which are selling at good prices. Write us.

REFERENCES: Detroit Savings Bank, or the trade generally.

Do you want to know all about us?

Write to

Corn Exchange National Bank, Philadelphia, Pa.

Fourth National Bank, Grand Rapids.

W. D. Hayes, Cashier, Hastings National Bank, Hastings, Mich.

D. C. Oakes, Banker, Coopersville, Mich.

W. R. BRICE.

Established 1852.

C. M. DRAKE.

W. R. Brice & Co.,

Commission Merchants

Butter, Eggs and Poultry

23 South Water Street, Philadelphia, Pa.

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No doubt you will be visited at this season of the year by numerous smooth-tongued solicitors, anxious for your business who will make all kinds of promises to get your goods. Take our advice and look up the reputation of the house that makes you these promises before shipping. You will find us rated Fifty to Seventy-five thousand dollars, credit high, and for 45 long years we have been one of the leading solid houses of Philadelphia.





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E. A. STOWE, EDITOR.

WEDNESDAY, - - - JUNE 16, 1897.

#### GENERAL TRADE SITUATION.

Taken altogether, there are, undoubtedly, more elements of encouragement in the commercial outlook than for many weeks past. While the price recovery has not been large it has been manifest in many lines, and the volume of business in general is steadily increasing. A very significant feature of the situation is the increase in railway earnings for the month of May—about 5 per cent. over those of the corresponding month of last year. Considering that January and February showed decreases as compared with the same months of 1896, and that March and April showed but a slight gain, the marked advance for May would seem to indicate that the generally increasing volume of business, so much talked about, is finally becoming manifest. A natural result of the increased earnings is a general strengthening in the stock market, especially for railway securities. There seems to be a broader tone in all American stocks and increased foreign demand is becoming important. The subject of most widespread encouragement is the condition of the crops. That there will be an abundant general harvest seems fairly well assured; and yet there has been an advance in the price of most cereals and other products except cotton.

The strengthening noted in the price of wheat last week materialized into an advance amounting to about 4 cents, to be followed, however, by a slight reaction. In view of the favorable crop reports and the continued large receipts the advance may be considered decidedly encouraging. Corn and oats have shared in the advance. Southern reports of the sugar and rice crops are exceptionally good.

At last it may be noted that there is a general improvement in the textile and dry goods situation. While cotton reacted from the speculative advance caused by the Southern floods, there has been a general strengthening of prints. The advent of warm weather has brought a decided increase of seasonable trade in all lines, while the activity in goods for fall trade is decidedly marked.

In the iron and steel market it would seem as though the tide of prices had passed the ebb. There is a decided advance in Bessemer at Pittsburg and grey forge is quoted slightly higher.

But what is still more significant is a positive increase in demand for finished products, especially structural forms.

The general financial situation continues easy, the general complaint being too much money seeking employment. Interest rates in many localities are tending to reduction. The outflow of gold on account of European demand seems to have nearly ceased. Bank clearings are again above the billion mark—\$1,008,182,516, an increase of 12 per cent. over the preceding week, and of 7 per cent. over the corresponding week of last year. Failures were 256, against 197 for last week.

#### BEWARE OF DULL SEASONS.

The season of flies and dust is the time when there is a strong temptation to neglect the window and showcase. A seedy look is the consequence of a little slackening of vigilance which is so apt to result from the enervation of summer and the slackening of active trade demand consequent upon the heated term. There is no time in the year when it is excusable to show slackness in the care of goods on display in showcase, window, or anywhere else.

It is natural that method and system should slacken during dull seasons, but the evil consequences of giving way in the slightest degree to this tendency follow, for a long time, into the subsequent season of activity. It is not alone that it is difficult to regain lost ground in business discipline and thoroughness, but to a greater or less degree every business enterprise is under the constant observation of its clientele and any slackening is quickly noted and contrast made with those who are instant in season and out of season.

Edison thinks that there will soon be a horseless carriage on the market, combining the lightness and trimness of the bicycle and costing not more than \$100. There are no insurmountable difficulties in the way. The thing is feasible enough, and an army of inventors is at work upon it. When it comes the bicyclist will have the choice of working his own passage or having it worked for him. Some of them pretend to like the former, but with the alternative in reach the chances are that they will develop an indolent and luxurious preference for the latter. The vehicle is certainly on the way, various in type and function, and Mr. Edison's declaration that it will speedily arrive is the more significant from the fact that he ought to know what he is talking about.

A Wisconsin man who had been a millionaire, but was about to lose his property for debt to despondent creditors in the hard-fisted East, induced his wife to sue him for divorce on the grounds of cruelty. The divorce with alimony was secured, and he immediately turned his property over to her in settlement of the alimony judgment. In a few weeks they were re-married.

The sugar importations of May beat the record, having never been equaled in a single month. Their total was 790,324,053 pounds; their value \$15,043,299. The sugar trust profits not so much from the differential in rates as by the delays in changing the rates.

In this time of strikes and labor troubles it would be a relief to have the jawsmiths in Congress strike for shorter hours.

Men who blockade tariff legislation defy the administration to make good the promise of progress and prosperity.

#### IS IT A WARNING?

The twelve months ending June 1, 1897, have been remarkable in respect to the physical phenomena that have characterized them.

In the Mississippi valley the most extraordinary flood on record has been experienced. The waters rose to a greater height than was ever known since the great valley has been inhabited by white men. The introduction to the flood was a serious drought in Louisiana and Arkansas.

Until about June 10 the Northern States experienced the coldest spring and early summer on record. For several weeks the temperature was but little above the freezing point and several times it sank below it. Frosts occurred in Michigan and all neighboring states and the damage to wheat and garden products was very serious. Crops were killed in some instances, and the farmers have resown wheat and other grain. For nine months of the last twelve it has been necessary to keep fires in offices, stores and houses. The oldest inhabitant fails to recall the equal of this.

About the first of May earthquake shocks were felt over the entire country from the Mississippi River to the Atlantic Ocean, and from the Great Lakes and the St. Lawrence River to the northern boundaries of the Gulf States. The same sort of quakings were experienced over the same territory about the first of June instant. It looks as if nature were marking with extraordinary convulsions the closing years of the wonderful nineteenth century, and the ushering in of the still more formidable and fateful twentieth. These physical disturbances and aberrations may be but harbingers of the tremendous convulsions in the intellectual, moral and spiritual worlds that are being prepared for and are to take place at no distant day.

#### BUSINESS AND THE TARIFF.

The country is suffering severely from the business depression which usually accompanies tariff legislation. The rapid hurrying in of foreign goods to escape the higher rates of duty that are expected has about ceased, as importers have reached the limit of their resources and have accumulated supplies which are expected to last the greater part of a year. There has ensued the usual period of anxiety and uncertainty. The long delay on the part of the Senate in taking up the tariff created doubts, and as every schedule of the bill is being more or less changed, all branches of trade are hesitating and procrastinating, owing to the uncertainty as to what duties will finally be adopted.

Aside from the dullness which is inevitably the accompaniment of tariff agitation, there are the bad effects upon American industry which the enormous importations of foreign goods are certain to produce. The year's supply of so many articles which have been brought into the country will largely fill the place of American productions and manufactures, and, as a result, home industry will suffer to a considerable extent.

Another serious result of the enormous importations will be the effect upon the revenues. With so much imported before the new tariff becomes law, the importations under the new duties are likely to be small for many months to come. The expected gain in revenue is, therefore, certain to be postponed for some time.

The disturbance to business which tariff changes always produce makes

all such legislation hateful to business men. The long-drawn-out debates and frequent amendments which accompany the progress of tariff bills through the Houses of Congress bring trade almost to a standstill, owing to the uncertainty which is created and the utter inability of merchants to make calculations ahead with any safety.

The Prince of Wales has just come in for a windfall of \$10,000 in a somewhat strange manner. Some time ago a young fellow by the name of Sydney de Bao was staying down in Lizard, in Cornwall, when he took a fancy to the daughter of the local innkeeper, a girl by the name of Ruby Hart. Being in poor health at the time, he informed her that he was going to put her name down for a legacy of \$10,000 in his will. He added that, with the object of overcoming her objections to receiving the legacy, he would make it payable to the Duke of Cornwall, that is the Prince of Wales, if she declined it, thinking that if the matter was put in that way she would accept the money rather than let it go to a stranger. In the course of time Mr. De Bao died. Miss Hart has declined to accept the legacy for reasons which she refused to state in court, and which are left to the imagination, and thus the legacy falls to the Prince of Wales, who had never heard of Mr. De Bao in his life until cited as a party to the proceedings for the probate of the will.

A man in a town just outside Boston's suburbs is about to bring suit for divorce against his wife upon novel grounds. They have been married only three months. The wife in the case is an attractive woman, but she was courted and won by her husband largely on account of her luxuriant and beautiful hair. His compliments were showered upon her hair profusely before and after marriage. Now he has discovered that all but a few straggling threads of that hair were purchased in a switch. It is said that he made the discovery about a week ago, and has not been living with his wife since.

Eloquence abounds where there are crags and peaks, regardless of language. A Montana legislator, when several corrections in spelling and grammar in his bill were called to his attention by the committee, said: "Why, you fellows have mutilated it!" It was the same statesman who said, in addressing a committee of which he was a member: "The muddy slough of politics was the boulder upon which the law was split in twain and fell in a thousand pieces from the pedro of justice. Let us, then, gear up our loins, that we can go forth with a clear head."

Lord Wolseley proposes to begin reform in the British army by abolishing the cocked hat and feathers worn by staff officers. Years ago lots of feathery fuss and foolishness was knocked into a cocked hat. Now it is proposed to knock some of it out. An officer or a soldier, expected to handle a sword or gun, cannot do himself or his country justice if he has on his head a ridiculous cocked hat and a mess of feathers to think about and take care of.

In fifty years of the existence of savings banks in Massachusetts they have had under their control the enormous sum of \$2,100,000,000. They still control upwards of \$500,000,000 and yet the entire loss to depositors in this half century chargeable to fraud, fault or error has been less than \$2,000,000.



## PROBLEM OF THE UNEMPLOYED.

The question of the unemployed is a very important one in the consideration of the labor problem. Why are there any unemployed workers in a world which, although men have been delving in it for ages, is still largely undeveloped? There are cities to be built, roads and railways to be constructed, rivers to be improved and canals and other waterways to be excavated for the uses of commerce. There are mines and quarries to be opened, forests to be cut down and made into lumber; there are millions of acres of land to be brought under cultivation, and there is a constantly increasing population to be fed, clothed and cared for. There is no end of the work that is to be done. Then why should there be any unemployed labor?

The reasons for such a state of things are various. It will be worth while to consider some of them. It is common to charge any apparent excess of labor to machinery and new inventions. It is true that machines deprive some men of labor by taking their places; but every machine has furnished employment for many more than it displaced. The trouble about machinery is that, while it creates new industries and makes work for many more than it has turned out, the displaced men are at a great disadvantage when they are driven out of the only sort of labor that they understand and are too old or too unprogressive to learn something else.

It is a serious business when a body of skilled laborers find their trade destroyed or superseded by some mechanical appliance or new discovery by which the work once done by them by manual labor and skill is now performed by fingers of steel and muscles of brass. It may have taken years of practice for those men to perfect themselves in their trade or profession, and, when it no longer offers them the means of earning a living, they find themselves in a pitiful condition. These men, when they are old and dependent on their labors are the greatest sufferers from the introduction of machinery, which is to the great masses a special benefit.

Thus it is possible for many men to be without employment when there is an actual demand for the services of a greater number. Some writers hold that there cannot be such a thing as a general overcrowding of all callings; or, in other words, there cannot be a general oversupply of labor power. Any possible increase of population must increase the number of consumers as much as that of the producers, and, by consequence, increase the amount of work as it increases the number of workers. The result is that there must necessarily be callings which are undermanned, and which, therefore, afford an opening to the unemployed, if competent to do the particular kind of work which these callings require.

This is true in general terms; but, while there is no surplus of laborers, so far as the entire industrial system of the country is concerned, there may be a great excess of supply at some places while there is a deficiency at others and there is no way of securing at the right time an immediate distribution so as to provide for all. Just at this moment there are millions of acres of arid lands in the United States which lack only a proper application of water to make them admirably fruitful and thoroughly adapted to the uses of a large population. There is an abundance of water in the country, but it is in the wrong

place. It is devastating the lowlands of the Mississippi valley at the very time when the dry plains of Montana, Wyoming, the Dakotas, Nebraska, Kansas, Colorado and other Western States are suffering for it. There is not a drop too much water between the Rocky Mountains and the Alleghanies, if only it could be properly distributed. So with the unemployed labor. If it could be distributed just where it is most needed, and if every individual were competent to play his part, there would be no excess of labor.

Under this view it is held that if the unemployed were able to discover what callings are deficiently supplied, and they were competent to enter them, unemployment could not exist except in a few rare and special cases, and with the abolition of unemployment, the competition of the unemployed would be removed, and any approach to starvation wages would become impossible. The great object, therefore, must be to discover a means whereby it may be promptly known what callings there are which from time to time are undermanned, and, secondly, how can the unemployed be instructed in them.

Of course, what is stated above refers only to average times, and not to the conditions when all business is temporarily prostrated and paralyzed by some sudden panic or other catastrophe.

It is a common mistake among those who have never had any experience in the matter to suppose that an unemployed man can obtain employment in another calling than to which he properly belongs. This is impracticable for most men, because they are trained in a particular business and have no experience in any other; but there are some intelligent and clever men who have learned several trades and are competent in each. They are the exceptions, however. The number of persons who, having been thrown out of employment in skilled labor, have been compelled to resort to unskilled labor is so great that the various forms of unskilled labor have become overcrowded callings. It is also true that those who employ skilled labor, and who find the supply of the class of labor they require insufficient to meet their demand, may, if they think fit, employ one who is not skilled and teach him the business; but this is rarely done at all, and, when done, is done only for beginners who are to be brought up in that business or in a particular interest.

The only remedy for the lack of distribution of laborers must be in intelligence offices established by the Government. It has already organized an important service in providing statistics of labor and wages. This is very valuable; but there must be added to it a service which will keep posted upon the supply of laborers at every important point, and any excess or deficiency at any point made known at once. Then, if the laborers can be transferred to the places where they are needed, most important results would be secured.

An important ruling has been made recently by the Postoffice Department. The walking delegate of a labor union in St. Louis mailed a letter having on its envelope a colored poster requesting the receiver to boycott a well-known firm. The postoffice authorities decided that the letter was a violation of the Federal law prohibiting the sending through the mails of matter designed to reflect injuriously upon the character or conduct of another. The boycott is an instrument of alien origin and none but sneaks and blackmailers resort to such methods.

## LOOK AT THE LEADERS!



CLARK-JEWELL-WELLS CO.,

WESTERN MICHIGAN AGENTS,  
GRAND RAPIDS, MICH.



## Woman's World

### Keeping Step With Time.

I have in mind now a woman in middle life who has fought time so bitterly and struggled so desperately to keep young that the tremendous effort has dug lines of piteous protest in her cheeks and quenched every spark of youth in her eyes. This woman's back, with its view of modishly cut skirt, tips of shining high heels and wide, stylish hat, looks as young as she could desire. But, oh, that face, with its chemical bloom and sallowness, showing plainly through the pink and white veneering, and every wrinkle revealing itself in the light of the honest sun!

It is both sad and ridiculous to reflect that this elaborately built structure is one consummate sham, and to picture the agony of this woman, if by fire or flood she should suddenly be divorced from her laboratory, and be compelled to face the world in her true colors. The world watches the poor farce with amusement, or indifference, or disgust, as the case may be, and nobody is deceived by it. Human beauty is too delicate and elusive a thing to be copied by a mere daub. This woman has idle hands, an empty head and a sad heart. All her faculties are centered on the vain effort to keep something which she has long since lost. She is clinging to a vanishing remnant of her youth, and letting slip by the countless interests and benefits, the dignity and peace which belong to the middle period of a well-spent life.

I know another woman who is no longer young, but who turns no lingering backward glance at the past. There

is no pretense whatever about her appearance, no dreadful contrast of color, no effort to seem other than she really is. There are lines in her face, too, but somehow they suggest wisdom, experience, real life—as though she had an interesting story to tell of the way by which she had come. No peevish rebellious tears for the loss of youth have dimmed the spark of her kindly brown eyes which look so shrewdly and humorously at the world. Her life is full of varied interests. She is fond of young people and merry with them, but she does not try to copy the complexion, manner and dress which belong to the period of sweet and twenty. She is extracting every bit of sweetness she can out of life and keeping step with time.

Which of these two women is the wiser and happier? One spends her life in a torment of vain regret for her departed youth. The other accepts the inevitable serenely and without a thought of disguise, making the most of her experience as she calmly views the passing procession of years and finding so much to interest her in the present that he has no time to either regret the past or dread the future.

CARRIE EARLE GARRETT.

### Over and Over Again.

Over and over again,  
No matter which way I turn,  
I always find in the book of life  
Some lesson I have to learn.  
I must take my turn at the mill,  
I must grind out the golden grain;  
I must work at my task with a resolute will,  
Over and over again.

Over and over again  
The brook the meadow flows,  
And over and over again  
The ponderous wheel goes.  
Once doing will not suffice,  
Though doing be not in vain;  
And a blessing falling us once or twice  
May come if we try again.

### Mother's Work Ends Not With Day.

Setting tables, washing dishes,  
Sweeping rooms and making bread,  
Dusting books and sewing buttons,  
Smoothing now a curly head.

Making, mending little garments,  
In a mother's dearest style,—  
Washing little hands and faces  
Planning something all the while.

Darning stockings, telling stories  
To the group about her knee;  
Searching for lost gloves and kerchiefs,  
Nobody can find but she.

Trimming lamps, or hearing lessons,  
Putting this and that in place,—  
Tired feet and busy fingers,  
Giving home its nameless grace.

Solving some domestic problem,  
As a housewife only can,  
(When the way and means seem wanting),  
With a skill unknown to man.

Folding tiny hands together,—  
Teaching infant lips to pray,  
Singing cradle hymns so softly,—  
Mother's work ends not with day.

LUCY RANDOLPH FLEMING.

### Cooking According to Science.

Give me a spoon of oleo, ma,  
And the sodium alkali,  
For I'm going to bake a pie, mamma,  
I'm going to bake a pie.  
For John will be hungry and tired, ma,  
And his tissues will decompose;  
So give me a gramme of phosphate  
And the carbon and cellulose.

Now give me a chunk of caseine, ma,  
To shorten the thermic fat;  
And hand me the oxygen bottle, ma,  
And look at the thermostat;  
And if the electric oven's cold  
Just turn it on half an ohm,  
For I want to have supper ready  
As soon as John comes home.

Now pass me the neutral dope, mamma,  
And rotate the mixing machine;  
But give me the sterilized water first,  
And the oleomargarine;  
And the phosphate, too, for now I think,  
The new typewriter's quit,  
And John will need more phosphate food  
To help his brain a bit.

### What Is True Economy.

That success in business depends upon economy in details is well understood. But the point is, is economy, as generally recognized, really saving? Is

the man who writes his communications on the inside of old envelopes really economical? No, for he loses far more, by this method of what he considers saving, than he ever gains. Ask the opinion of the recipient of these scrap-basket communications and it will be found that nine times in ten it is not favorable. Then, again, where does the economy come in in spending fifteen or twenty minutes untying parcels in order to save a few pieces of twine and wrapping paper when cutting the wrappers could be accomplished in less than one-half the time, thus allowing the remainder to be put to far more profitable use? It used to be quite the thing when summing up the perfections of divers wealthy men to recount among their virtues their habits of economy, which they had practiced from youth up, and the admonition was duly impressed upon the minds of the rising generation that if when they entered business life they indulged in petty economies of all kinds, in the course of time their names would be sure to be enrolled on the list of millionaires. Investigation would usually show that the practitioners of these petty economies succeeded not because of them but in spite of them. Business men in these days, however, stand slight chance of becoming millionaires by the practice of petty economies to the exclusion of liberal saving.

### Sending Verbal Messages.

Be cautious in sending verbal messages.

Do not send any word of importance by errand-boys.

Do not trust any business to incompetent messengers.

Do not send any word by an errand-boy to persons with whom you are not intimately associated, unless he is exceptionally intelligent and also civil in his manners. The simplest message, if conveyed uncouthly or with the omission of words of civility, will be very apt to give offense.

The  
Cream  
of  
WHEAT

The  
Cream  
of  
WHEAT

America's Finest  
Hard Spring Wheat Flour

Ebeling's  
Cream of Wheat

The Great Bread Producer.  
Made at Green Bay, Wis.

The  
Cream  
of  
WHEAT

The  
Cream  
of  
WHEAT



JANE CRAGIN.

Cy Huxley's Disclosure Ends in the Climax.

"I never liked the idea of fooling with Lilian Willowby and I never thought it would go to such lengths as the whole foolish business went. I simply wanted to know if I could make you feel a little—er—disturbed by knowing that I was 'carrying on' with the foolish thing and I knew there were any number of gossippers just ready to help me on with the business if they only had a chance. So I gave it to 'em; and I never mailed any letters with so much satisfaction as I did the dozen or so that told you all about it. I felt a good deal better about that than I did about what came from this end of the line. At first, it seemed as if you had taken that way to pay me off; and I didn't blame you. Then when I heard in so many different ways that it was a great deal more than a paying off, I concluded I'd come out and see for myself. I have tried to be sensible about it and think I have been. I said to myself, it's all right. Jane's never been away from home much nor had a chance to see many, and it's too much like taking a mean advantage of her to expect that she's going to jump at the first offer. Let her go ahead and I'll help her, I says to myself, and then if she says yes to me, the yes'll be worth something; but I was sure all the time, you know, that you'd say yes; and when it seemed that there was a chance of your saying anything else I was all of a shiver.

"Well, you know, I didn't like that; and I says to myself, 'See here, old man, that's no way. This thing's going to be right on the square. You're either going to go in with the other fellows on your merits or else you're going to keep out of it; and you're going to do it man fashion. You're not going in, begging for odds and you want to go in before it will do you up if you don't win.' So I looked the thing squarely in the face, said yes to myself and started. I hadn't been here twenty-four hours before I could see how the land lay. Then I was glad I came before I'd 'got sot,' as old Pelsy says. I thought at first there was something wrong about me—that I was lacking in some way from having lived up in Milltown, and I began to get a hustle on myself. I found, though, that Smith liked me and that Capt. had put me down a good fellow, and then I began to size myself up with the Doctor. I guess, Jane, that I wanted to strangle him at first; but the more I saw of him the better I liked him, and the more I was

convinced that he wasn't to blame any way. He can't help it that his eyes are black and his face handsome, any more than I can help being white-livered and homely, so there isn't any use in quarreling with him. It's one of them things that you can't account for. It's so and that's all there is to it.

"Well, when I saw how the cat was going to jump, I thought I'd like to look the animal over. If you'd made up your mind that you didn't want the best fellow in all creation there wasn't any reason why you shouldn't have the next best; so I looked at him from that standpoint. There ain't no doubt about the Doctor, Jane. He's a thoroughbred from the word go, and when I saw that he'd taken a sort of fancy to me, I let him see that I had to him; and that made it easy for me to see his insides, so to speak. Good feller—good feller clear through; and when he found that he could trust me, he sort o' kept me posted on how things are going between you two, and I've kind o' encouraged him, you know, because I'm interested in both of you.

"There's where my girls come in. When I saw that you were provided for, I couldn't see any reason why I should be left out in the cold and when I spoke to Marjory about it, she expressed herself as feeling the same way. So we've been getting more and more acquainted; and after the Doctor told me yesterday what he said to you the evening before and what you said to him, I told him he was the luckiest fellow in the whole world and that I envied him more than anybody I could just then name. The more I thought about it and how lonesome I was going to be going home to Milltown alone, I made up my mind I wouldn't do it. So last night Marjory and I went over to Manitou for our constitutional and on the way home I put my arm around her just as I saw the Doctor put his around you; and when she put up her dimpled chin the shadows make such a fuss over—well, pretty close to mine—I just asked her if she wouldn't go home with me to stay. I didn't say it in just those words, but that was the substance of it and what she said amounted to yes; and we went through about the same expressions of approval as you and the Doctor did—I judge! Anyway, I got my ear pretty close to her red lips to hear the slightest whisper, and when I found they told me all I wanted to hear—well, those lips then belonged to me and I just kissed them all the way home!

"I suppose you are wondering what I'm going to do with Miss Mac Donald and Miss Birkenmayer. I'm not going

to do anything. Everything is done already. After that famous driver of horses had brought me to the verge of believing that—we won't go into details just here, and it won't make any particular difference what I was ready to believe—she managed to tell me that she expected her minister along to make one of a party home; and little Miss Birkenmayer, without a single quiver in her voice, told me that she is going home day after to-morrow. I've been mistaken in that girl; I thought she had a heart in her body. She's quiet and 'still waters run deep,' but I'm afraid she's too deep for me. Anyway that fair vestal of the West goes home 'in maiden meditation fancy free,' so far as I am concerned. So now, Jane, I think congratulations are in order, and because I have saved you the embarrassment of your telling me all about you

and the Doctor, I think you ought to put down that work you've been fussing over and come right here and give me a good hearty smack as if you meant it; so I can go and tell Marjory and have the fun of making somebody jealous once in my life after all my efforts in that direction! Come along."

And Jane Cragin, without a single word for once in her life, did just as Cyrus Huxley told her to do. He held her in his arms a great deal longer than the exigencies of the case seemed to require, and when he finally let her go his face was colorless and his lips compressed; but Jane was too happy to take note of such things and let him think that, next to her Doctor, Cy Huxley was the best fellow in all the world.

RICHARD MALCOLM STRONG.

The milliner to some extent controls the headgear of her townswomen.



## 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 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.



## Joseph Jefferson.

The Famous Actor Looked About:  
Our Factory and Said:

"This is the greatest institution I ever saw in my life. You have combined here utility and philanthropy. You make money, and you make happiness at the same time. To conduct a great business, which stretches out all over the world, and to practice, at the same time, the practical gospel of good will to men is about as far

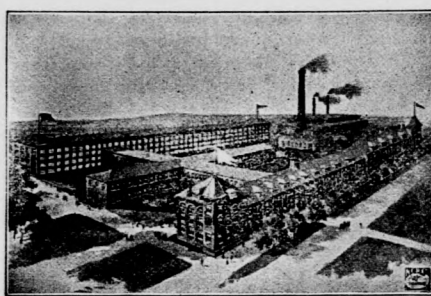


MR. JOSEPH JEFFERSON.

as any one can go until we get wings.

"The system which you sell to retail merchants reaches its highest perfection in your own plant.

"Panics do not hurt people who run their business as you do. The atmosphere of your establishment stimulates industry and good feeling. When hard times come and it is difficult to make sales, people like yours simply work enough harder to make up for it. I should like to take a little part in the work you are doing," concluded Mr. Jefferson, "and when I come to Dayton again I should be glad to give your people a free lecture."



Factory of The National Cash Register Company.

## Big Facts.

**Why The National Cash Register Company Can Manufacture and Sell Cheaper Than Any Other.**

It employs 1,400 people.

Its factories cover eight and one-half acres of floor space.

It makes nothing but cash and autographic registers.

Its rights are protected by 335 patents.

It has 131 offices in all parts of the world.

It makes 90 different styles and kinds of cash registers.

It has sold over 117,000 cash registers.

Its registers are used all over the world.

It received 2,046 orders for registers in April, 1897.

It inspected 1,902 registers in April, 1897.

It shipped 1,886 registers in April, 1897.

It is doing more business in 1897 than ever before in its history.

## 25 in 25 Stores.

He Wouldn't Try to Do Business Without One.

Mr. T. P. Hunter owns twenty-five retail grocery stores in Philadelphia, and uses a National Cash Register in each of them.

In a recent letter to us he says:

"About three years ago my attention was called to your No. 79 National Cash Register. Becoming interested, I placed an



MR. THOS. P. HUNTER.

order for one machine. Receiving perfect satisfaction from this, I ordered fifteen more, and subsequently ordered nine additional, making twenty-five, the number I now have in use in my stores.

"By the use of the registers I am able to tell at a glance how trade is running in each store, whether business is increasing or decreasing, and which of my clerks are making the sales.

"I would not attempt to run one of my stores without your No. 79 National Cash Register."

*T. P. Hunter*

If you will send us your name, address, business, number of clerks you employ, percentage of business done on credit, and state whether or not you employ a cashier, we will send you in return, free of charge, a handsomely-printed description of a cash register system for use in stores like yours. The National Cash Register Company, Department D, Dayton, Ohio.



## POLICE REGULATION.

## Judge Grove Takes Issue With Judge Haggerty.

The Tradesman of last week announced the result of the appeal taken by Richard Brummeller from the Police Court to the Kent Circuit Court as the result of an adverse verdict on a charge of buying goods from a minor without the written permission of the parents or guardian. In the matter in question the boy presented a written order, which subsequent investigation proved to be forged, although the Brummellers took extra precaution to establish its validity before closing the deal with the boy. Mr. Brummeller was arrested at the instance of the Prosecuting Attorney and was convicted in Police Court as the result of the charge of Judge Haggerty, who held that the statute on which Mr. Brummeller was arrested was a police regulation, under which a man may be found guilty of an offense in the absence of criminal intent. Mr. Brummeller very properly took an appeal to the Circuit Court and Judge Grove took issue with Judge Haggerty on the question of intent, holding that the statute was not a police regulation and that it would be necessary to prove criminal intent or wilful carelessness in order to convict. Acting on this charge, the jury promptly brought in a verdict of not guilty. As this is the first time that the statute has been passed upon by a circuit judge in this State, the Tradesman deems the matter of sufficient interest to warrant the publication of the Judge's charge, including some preliminary remarks by both Judge and Prosecuting Officer, as follows:

Judge Grove: In regard to this statute, I do not think that it is any ornament to the statute books of this State, considering the manner in which it is drawn. If the statute prohibited the purchasing from minors altogether, without any regard to consent, it might have some useful purpose, but, as it stands, it may be an instrument of oppression; it may be an instrument of promoting crime in the very worst form, and the chances are that it would be so much oftener than it would be of utility. Now, if all that a junk dealer has to do is to get the written consent of parents, to purchase of minors, parents or guardians, the statute permits him to be in collusion with criminals.

Prosecuting Attorney Rodgers: It is in the same language as the liquor law.

The Court: No, it is not the language of the liquor law, and neither is the statute designed for any such purpose as the liquor law is designed. Now, everybody knows that in every large community there are people—and this is not intended as any reflection upon the parents of this child, because I do not think they are of that class—who encourage their children to steal; who are glad to have their children steal and to profit by it. If a man of that class should go and file his written consent with a junk dealer that he might buy of his children, why, then he could buy, and buy from common thieves. This statute might be of some utility if it absolutely prohibited purchasing from minors, and it would be safer—a great deal; but I do not intend to declare without the verdict of a jury that a man charged with a commission of an offense is to be held guilty where the evidence shows that he exercised diligence, due diligence, or necessary diligence, the utmost that any prudent business man would exercise, to determine whether or not he was complying with the law, and then, on account of a forgery, on account of somebody else being a criminal, he has been deceived. I do not intend to hold, as a matter of law, that such a person shall be convicted of crime. Under the testimony this clerk, as well as one member of the firm, appears to have used diligence. If they acted in good faith, with the amount of

care they did exercise, then the jury ought to say they are not guilty; but it ought to be left for the jury to say in this case whether or not they did act in good faith. It does not seem to me that the statute ever intended to put the burden and duty upon a purchaser to go and ascertain to a positive certainty by interviewing the parent himself whether there was a consent or not, or to send for the parents to come to his store. There would not be any occasion for dealing with boys if you have to get the parents there anyway or go to them. There would not be any occasion for making exceptional provisions under which a man might deal with a boy, if he cannot deal with him after all without going and dealing with his parent. I do not believe this statute was intended to make a man guilty if he was deceived under such circumstances, but I will submit it to the jury to say whether or not they exercised good faith in this matter, whether they honestly believed that the boy had what he pretended to have, the consent of his parents in writing.

Mr. Rodgers: I stated to the Court that this statute is in the same language as the liquor statute and the Court said it was not. I did not mean by that wholly. I meant by that that it permitted the dealer in liquors to sell to minors upon a written order of the parents. The liquor statute does not prohibit the selling to minors, and this statute does not prohibit a junk dealer from buying, but permits him to buy on a written order, as I said.

The Court: The liquor statute in that respect opens the door to fraud in the commission of crime. It ought not to be in that form. It ought to prohibit the sale to minors altogether. Of course, if we take the statutes as they are, in administering justice under the statutes, we ought not to lose sight of the right of every citizen to his personal liberty, his right to make contracts, his right to carry on a trade within the restrictions of the law. And where there is not any intent to commit any crime—and not only no intent, but the exercise of due care and caution to keep within the law—it would be monstrous, I think, on the part of the Court to suffer a conviction, whether it be technically true or not that the statute intended to eliminate from the elements of the offense the question of intent.

Assistant Prosecuting Attorney Corwin: I will say, it is not because we want to prosecute Mr. Brummeller, but it is to get a construction of this law; and your Honor speaks of certain classes of people who would gladly give their children a written order to go and sell stuff and then let them steal all they have a mind to. We have another statute that steps in to interfere with their buying stolen property, knowing it to be stolen.

The Court: That is all very true. And I mention that as bearing on the legislative intent. If the act is to receive that strict construction that you put upon it, if the Legislature intended that, then they intended to make a law that would be open to that criticism.

Mr. Corwin: I would ask your Honor how you would distinguish between the pure food law and this.

The Court: One is strictly a police regulation and the other is not. I am aware of the decisions that where a law is merely prohibitory and creates an offense which does not exist at the common law, the question of intent is a statutory question. At the same time there are other considerations to govern in the administration of justice. Here is a man who never knew anything about this transaction. He had no connection whatever with it and was entirely ignorant of it. He is charged with the commission of an offense because a clerk of some other body, namely, the partnership, which the statute says makes the principal guilty, made the purchase. This clerk of the firm of Wm. Brummeler & Sons made the purchase. One member of the firm, not this respondent, was consulted in regard to it, and they conferred together and came to the conclusion that it was all right. He had the boy write and tested him,

and questioned him, and compared the writing with the paper that he said was his father's—they did all that—and then neither the clerk nor the member of the firm who participated is charged with the offense; but one who was not there at all and had no knowledge of it at all is charged. I would not turn the case on that—that is not the question counsel desires to have passed upon in this proceeding—but I should hold the same, if the older Mr. Brummeler, who was consulted by the clerk, was the one here charged. I should submit the question to the jury to say: Did he exercise due and proper care to determine whether or not he had the written consent of the parents and did he act in good faith and did he really believe that he had that consent? If he did he is guilty of no crime. If he did not, he is. That is what I should say to the jury. If you want to argue the case to the jury on that line, well and good.

## CHARGE TO THE JURY.

I submit the case to you, gentlemen of the jury, because you have been present and in hearing of what I have already said to counsel, therefore it is not necessary for me to repeat anything further. I submit the case to you to determine whether or not the clerk of Wm. Brummeler & Sons and the other Brummeler, who advised with him, exercised due and proper care and diligence to ascertain whether they had the written consent of the parents of this boy and whether they honestly believed that they did have such consent, and whether they acted in good faith; and if you find that they did exercise such due and proper care as business men would be compelled to use under such circumstances (and under a law of this kind I am not prepared to say that it would be more than ordinary care) and you further find that they acted in good faith, honestly believing that the boy had the consent of his father, and that the writing was genuine, then you should acquit him. The law presumes the respondent innocent until he is proven guilty by evidence, facts and circumstances that establish his guilt beyond a reasonable doubt. If you find that he did not, or that the members of the firm, clerk and the other member of the firm, did not exercise due and proper care, did not act in good faith, did not have sufficient evidence upon which a reasonable man would act in coming to a conclusion that the boy had the written consent of his parents, then you may convict him. Otherwise, you should bring in a verdict of "not guilty."

A scientist has discovered that light may be procured from sugar. He has succeeded in taking several photographs by the light supplied by sugar only. The sugar was first exposed to a direct sunlight for two hours, and then placed in a dark room. Immediately on being placed in the darkness the sunlight stored in the sugar began to glow, faintly at first, but quite brightly after a few minutes. After about twenty minutes, during which time the photographs were taken, the light began to die away, and gradually went out. The photographs taken by sugar-light are quite distinct, although not as clear as an ordinary photograph. The scientist who made this discovery declares that, by exposing a sack of sugar to strong sunlight for two hours, enough light could be procured from it to illumine a small house for the same period.

A curious lawsuit will soon be tried in Dutchess county, N. Y. Some time ago a man and his wife could not agree on a name for their infant son, and the mother decided to settle the question according to her wishes by having the child baptized one day while the father was absent. The father has now sued the clergyman for damages.

Hens are used in China to hatch fish. The spawn is placed in an egg-shell, which is hermetically sealed, and the poor deluded hen sits on it with maternal hopes. After a few days the egg-shell is removed, and the spawn, which has been warmed into life, is emptied into a shallow pool.

## Modern Commercial Credit.

Credit has existed among men from the earliest period of which we have any record. The primitive man who owned a weapon and loaned it to his fellow hunter extended a credit and doubtless received a share of the spoils of the chase, in return for its use.

As man rose from a condition of barbarism and became civilized, material wealth was accumulated, and in one form or another it was loaned on a credit for a profit. The inscriptions on bricks and other objects excavated in the valley of the Euphrates (perhaps the scene of man's earliest civilization) evidence that thousands of years before the Christian era transactions were entered into and credits granted in much the same manner as obtains at the present day, but the laws exacted were solely for the advantage of the creditor; he made them and they were, of course, in the interest of his class; under them the poor debtor could be sold into slavery to satisfy obligations contracted and unpaid. When Rome held sway the law pressed most heavily upon the debtor and created conditions which ultimately led to her downfall.

Under the influence of the modern spirit, laws imposing imprisonment upon the honest debtor have been gradually abrogated and are not likely to be re-enacted, although even in our own time imprisonment for debt has existed, and many relics of such harsh laws are yet retained on the statute books of some of our states.

In latter years the modern idea of credit and a proper understanding of the true relation of the creditor to the debtor are gradually extending over the civilized world. The old laws are changed. The creditor no longer owns the debtor in law or in fact; he grants a credit with a view to profit, exercises judgment as to the character, ability and means of the debtor, his prospects for success, calculates on a certain percentage of loss, and really enters into a partnership, electing to share in the success or failure of the debtor.

No other construction than this can be placed upon the relations of the creditor to the debtor in these days; the former shares in the good or bad fortune of the latter, and so well is that fact recognized that at all times the creditor, in the event of disaster, willingly if not cheerfully, consents to a cancelling of obligations for a percentage of the debt, when a square exhibit is presented.

All that a creditor has a right to ask is that there shall be no fraudulent conversion by the debtor of his assets, that if through misfortune or bad judgment failure ensues, the assets may be fairly apportioned among all who have a genuine interest; moreover, if this view is not expressed or formulated by the creditor, it is that which is latent in his mind, for it is difficult to find record of an instance where creditors have been brought together to consider the affairs of an honest insolvent debtor in which a majority have not cheerfully voted to accept a dividend that would still leave the debtor some means of re-establishing his business and an opportunity to prosecute it to a more successful conclusion, thus recognizing a tacit if not a legal partnership in his gains or losses.

CHAS. BIGGS.

Reports from all the tobacco raising districts in Mexico show that the shortage of the tobacco crop is much greater than was supposed, and in consequence the price has advanced again. It is expected that leaf tobacco will go still higher, as foreign orders are being constantly received.



## Shoes and Leather

### The Up-to-Date Repair Shop.

The modern repair shop, or the while-you-wait shop for mending shoes, like men, are subjects of circumstances. They are, also, a forced necessity. Fifteen years ago the trade of shoemaking was very profitable. Custom-made shoes were worn by most men who cared to pay more than five dollars for a good pair of shoes. But the time was not far distant when good custom shops were to receive their deathblow from the factories. They began to fill up with modern machinery. The men became more perfect in their work, and, in consequence, the factories began to turn out shoes that could be sold for five dollars a pair that would equal in workmanship and material any custom-made shoe that would cost seven or eight dollars. The public very sensibly argued thus: "Why pay seven or eight dollars for an article that can be bought for five dollars?" Thus it was that the patronage of the old style custom shop began to dwindle. The journeyman shoemaker had to look elsewhere for employment. As a matter of course he had to go to the factory for it.

In a few years the tide again changed. Factories became too numerous, times became hard and the outcome is that few positions in the factories are worth having or are to be had at all. Hence the birth of the modern repair shop.

What is first required in starting this kind of a business is to find a good and desirable location. A good location for this kind of a shop is in a thriving town or city, not less than fifteen thousand population. Get a room on a principal street, no matter as to light—if you get the work artificial light can be used. To make a comfortable repair shop the room should be 15x30 or 40 feet, which would be ample room for ten or twelve men and necessary machinery. A small part of the room near the door should be spaced off, with oil cloth on the floor and a few chairs placed there for the accommodation of customers while waiting for their shoes.

Then advertise the business well. Give the sign painter employment, for it will bring in good returns. Make it plain to the public that you can do work cheaply and quickly, and also do better work than with old methods.

Keep your prices before the eyes of every one who passes your place of business, and it will cause many a customer to come in and ask: "Are these shoes worth mending?" The modern shoemaker will say: "Certainly, just take a seat and we will have them ready for you in a few minutes." The signs in front of the shop should be changed occasionally so as to keep them attractive.

I have never used a solidity repairing outfit, but of all other jacks I have used or seen used, would prefer the crispin jack. It is light, easy to handle and strong. The shoe can be easily and quickly adjusted on it, and if properly put up it is very solid. In connection with this jack it is necessary to have three sets of ladies' lasts and three sets of men's lasts, narrow, medium and wide toes, two sets of misses' and children's lasts, narrow and wide toe. Iron bottom lasts are the best as they can be used for either nailed or McKay sewed work.

Next is the McKay sole sewing machine. It is nearly impossible to get along without it as I find it the major-

ity of customers do not want their soles nailed on. The heaviest or lightest soles can be sewed with this machine. The best machine is the regular McKay with Stanley horn and waxer. In connection with this machine is used the McKay channeling machine. It is used to cut the channel in the out sole in which to sew the seam.

Every shop of this kind should be supplied with an 18 or 20-inch splitting machine. This machine is used for splitting upper or sole leather to the desired thickness. This shop also should be supplied with an 18 or 20-inch rolling machine. It has taken the place of the cobbler's stone, or lap iron, so much used by the old-time shoemakers.

Heel dies are also used in this shop. Top lifts can be cut to much better advantage and with less waste of leather. The heel die is a great saver of time and knives, as the die cuts the lift the desired shape. There should be two sizes for ladies' and two sizes for men's heels.

Now comes the indispensable patch and rip machine. There are several makes in the market. The Bradbury, Singer and Politype are the principal ones. The Politype according to my idea has many points about it that makes it the best machine of its kind in the market, although I have a Bradbury with which I have sewed in more than three hundred pairs of gores within the past four months.

The lasts should be kept in pairs upon racks, so they can be easily found when needed for use.

The tools—of course there are many of them that are used in the repairing of shoes—are as follows: Hammer, knives, edge planes, heel shaves, edge irons, heel burnisher, large file, 16 in., revolving nail stand, pinchers, nippers, feather knife, boot trees, shoe stretchers, punches and eyelet sets, sewing and pegging awls.

In half soling ladies' turned shoes I use the same kind of a turning post as is used in the factories and have it bolted to the table.

In order to keep run of the work that comes in, I put a ticket on the shoes with the customer's name, what is to be done and when and the amount of charges.

In conclusion will have a few words to say about the loafer and the cash system. The loafer is a fixture of the old-time shop, but the modern shoe menders should have no room for him.

This business should be run strictly upon a cash basis. It is true some will ask for credit, but the rich and the poor should be refused alike. Some will be offended, but after they think the matter over and learn that they are getting their work done cheaper than ever before they will come back and you will have no more trouble with them. I find the cash system works better than the credit system. If a man owes you he will in nearly every case pass along on the other side of the street, and when he wants his shoes mended again he will go to some one else. If the same man does not owe you he will continue to have his work done by you. In the first case you lose what the man owes you and his trade; in the second case it is just the contrary, you lose nothing.—W. C. Thomas in Boot and Shoe Recorder.

An autograph manuscript of a speech by President Lincoln at Baltimore in 1864, sold at a New York auction the other day for \$425.

## 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 represents our Boys' and Youths' Oil Grain Water Proof Shoes, made of very best stock to wear, nice fitting and good style; size of Boys', 3-5; Youths', 12-2. Every pair warranted. Write for prices or send for samples on approval. These shoes keep feet dry, look nice and no rubbers are needed.

SNEDICOR & HATHAWAY CO., Detroit, Mich.  
Also makers of the celebrated Driving Shoes. Grain Creedsmoors and Cruisers.  
HEROLD-BERTSCH SHOE CO., of Grand Rapids, Agents.

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.



The New Cannibalism.

There was a time when a stranded sailor or a fat missionary was a choice delicacy for barbarians. The human cutlet was a luxury and was disposed of without asking grace or experiencing the colic. There are certain dark corners yet to be found on the planet where man flesh is preferred to mutton, but on such depraved appetites civilization takes summary vengeance. It is true that men are to be found who read books and wear shoes, who chew off the tails of little dogs at the fixed price of twenty-five cents, and in free fights do the same with human noses and ears, but we draw the line against stews or steaks made of babies and adults. There are, however, more ways of making veal of human kind than by cooking it in a pot or pan. Men fatten on each other without the use of a knife and fork, and one needs not to be put on a plate to make a dinner for some of his fellow-citizens. There is nothing carmine in the process or suggestive of cannibalism, as a Samoan would understand it, but it is a fact nevertheless. There is a deal of flesh crowding the modern coat that has come from other men's bones. It has not been carved therefrom, but it has been secured by other means. An octopus never bites what he absorbs, but he makes a bonerack of his victim just the same. When one man defrauds another of his rights, his property or his means of paying for his bread and butter, he is adding to his own avoirdupois what should be on another man's bones. When a merchant or manufacturer sacrifices living profits to close out a competitor and to support his folly reduces the wage of the labor he employs, he repeats the cannibal act. A coat sold under cost means a tailor with more to do than to eat, and a shirt sold on the same plan means a seamstress that has to squeeze a teapot or a cup of tea or to get a loan on a sewing machine to pay her rent. Nor is this process limited to any particular set of people or class of society. It is general and epidemic. Owning a mill or a mine, or nothing but a wheelbarrow, makes no difference in the appetite of man-eating. Sinners in this matter are not lined up in that way. Dirt is never particular as to where it settles. It is a popular but elusive idea that the human buzzard always roosts on one particular branch of the tree. It is not so. There are as many modern man-eaters at one end of the social ladder as at the other. There is no class distinction in the vice that, like a canker, is eating out the heart of society. We prey on each other as one parasite makes a lunch of another. Take the modern craze for bargain-driving as an example. Cheapness is a goddess. Bargains are as honey to the mouth and wine to the lip. Something for nothing is a greater prize than a cluster of bays at an Olympian game. A necktie at less than cost is as precious as the necklace of Cleopatra. A house and lot at half their value has pearly gates and a heavenly charm. A farm on the same conditions is a land of milk and honey. For such bargains as these we hunger, thirst and pray. Everything and anything from a napkin to a rug, a package of pins to a gasoline stove, and from a mouse trap to a piano—if it is to be had for a fraction of its original cost—would empty Noah's ark on a wet day. Behind all this is the spectral procession of under-paid, under-fed and helpless labor—a banquet on one side and bones on the other—and the average man rubs his hands over his shrewdness

and good fortune in getting his tanned boots at half price, a cigar at a sheriff's sale, a mine from a bankrupt, or a machine that is practically given away. Out of this chaos and the dust that is blinding us and turning our eyes from the real causes, we devise all sorts of schemes and reforms to protect ourselves from results and, while asking for soap, continue to manufacture mud pies. So long as this avarice is rotting the public bone, we shall carry on the grim tragedy of the new cannibalism.

FRED WOODROW.

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

If the maker wishes to lose, for a time, one-third, in order to introduce these hand-sewed welt shoes, it's your gain; and ours, too, because we know their value.—Gimbel Bros., Phila.

All that you expect to find in shoes and brains besides. Tradition isn't enough, custom isn't enough; the workmen who have to do with our shoes put thought—brains—into them as well. You find it in the neat shapes, in the perfect finish, in the wear, comfort, in the durability—in everything that makes a shoe delightful and serviceable.—French, Shriner & Umer, N. Y.

A great mistake is often made of buying children's shoes of such a size that the child will "grow into" them. There is neither sense nor economy in such a policy. Perfect fitting shoes is what your child should have and a perfect fit is what your child will get if you buy the shoes from us.—Wheaton's, East Orange, N. J.

Three dollar shoes at \$1.50—no, that isn't exactly the fact. They were \$3 shoes until wider toes outstripped them in favor. And they're just as good for outing wear as ever.—John Wanamaker, Phila.

Too many shoes. This is what the shoe buyer says. Judging from his stock he is right. And now that he is bewailing his lot he insists upon selling at less than cost. Some day there'll be an end to such business, as there is no fun in losing money.—Sharpless Bros., Phila.

Good Form.

"Do you really wear a corset through necessity?" she asked.  
"Oh, no," the other girl replied, "simply as a matter of form."

Mrs. Amelia E. Barr, the authoress, is quoted as saying: "There is going to be a reaction from the aggressive, athletic, sporty woman to the old-fashioned woman; and when the old-fashioned woman comes in again she will stay in."

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.**



MICHIGAN BARK & LUMBER CO.,

527 and 528 Widdicombe 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 1907. Correspondence Solicited.



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



DUSTLESS

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

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

DUSTLESS is not sticky—remember that—but it holds the dust down nevertheless. DUSTLESS keeps your goods clean and salable.

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

Dustless Oil & Paint Co. 80 Ohio St., Chicago, Ill.

None genuine without our label and signature.



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 salesman wanted in every town.

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



## Dry Goods

The Lady With the Empty Purse.  
Written for the TRADESMAN.

It was bargain day. The store was thronged with customers. The high-toned city lady might be seen elbow to elbow with the hard-worked country woman as they inspected the goods displayed on the counters, each anxious to be waited on first. The city lady fully believed that she should have attention first because she was a city lady. The country woman "didn't believe in givin' way no how jest because somebody else had on a silk dress an' acted like they was better'n other folks."

Little bits of byplay of this and other kinds were not infrequent and afforded the clerks behind the counter who were at all observant not a little amusement. It also called for tact and patience on the part of the clerks to deal successfully with the many peculiar people which a well-written bargain advertisement brings to the store. There is a class of women—as a rule they are city women—who are seldom if ever known to buy anything, no matter how cheap it may be, yet they watch the papers for this or that advertisement with a great deal of interest. Dozens of them come to the store on bargain days and never at any other time. This class of women will be sure to have the newspaper which has your advertisement in it along with her. She elbows her way to the counter, in all probability crowding aside some one who intends to buy. Usually she carries the newspaper folded so that she can conveniently refer to the advertisement. Securing a clerk's attention, she asks, referring to the advertisement, to see "that fifty-four inch storm serge at 69c." A customer on her right, upon whom the clerk has expended time, talk and energy, is just upon the point of deciding to have a dress of this same goods. She waits to hear what the new comer will say in regard to it. The shopper critically examines the cloth and asks the clerk if it is really fifty-four inches wide. Then in a tone which leads you to believe that she very much doubts the truthfulness of your statement, she enquires the price at which the goods usually sell. He replies that the regular price is 85 cents, whereupon the shopper merely mutters "Indeed!" and leaves the counter. That "indeed" was the death knell, so far as the almost finished sale to the other customer was concerned. I think I heard a smothered cuss word as that clerk turned to wait upon someone else. Just at the time, however, I was busily engaged in showing to a lady and her daughter a line of high-class novelty dress patterns. When they came to the counter the elder lady said that she must have something very fine. "I don't care to see anything under \$30 a pattern." After a half hour's work I finally showed them a dress pattern which both liked. Their manner had made me feel that they really intended to buy. I had exerted myself to the best of my ability and was greatly disappointed when the elder lady thanked me very graciously and said that she would not decide just then, but would come in later in the day.

After they had gone, I found among the goods which I had been showing them a shopping bag. The bag contained a purse and a handkerchief. The purse contained a hairpin, a 2 cent postage stamp and a 5 cent piece. The shopping bag has never been called for.

My next customer was a Swede working girl whom I had never seen before, so far as my memory served me, but she had declined to be waited upon by any of the other boys, saying that she would wait until I was at leisure. How I wish everybody was as easily pleased as that girl was! She seemed to have unbounded confidence in what I said and in fifteen minutes I sold her as many dollars' worth of dress goods. When the sale was concluded I asked her why she waited for me to serve her.

"Mrs. Stewart, my missus, told me to be sure and buy my dress from the tall man with glasses. 'You can always depend on what he says' says she. So that's why I waited for you."

I mention the above instances because of what I want to say now. The professional shopper with the newspaper advertisement in her hand spoiled a sale; but that is a small matter compared with the damage she could do if the salesman had treated her as she really deserved. Snub her, slight her or treat her with indifference and she at once begins to use her influence against you and the store in which you are employed. There are plenty of people on the order of "the lady of the empty purse," but it seldom happens that the salesman finds them out.

I remember Mrs. Stewart who recommended the Swede girl to buy from me as the most aggravating of customers; but long ago, when my old employer took me out of the wrapping desk and gave me a place behind the counter he said: "Never lose your temper, Mac. The harder your customers are to please, the more you must aim to please them."

I have never forgotten his advice. By means of it I made a good impression on Mrs. Stewart, as well as making a good sale; but I never for a moment dreamed that that good impression would react in the shape of a \$15 sale to a Swede domestic. So, boys behind the counter, never be curt or indifferent with anyone. It doesn't pay.

MAC ALLAN.

### The Guatemala Coffee Industry.

The raising of coffee is the most important industry of Guatemala, owing principally to the climate of the country and the character of the labor to be obtained. The laborers are Indians, who are naturally quiet and inoffensive and excellent workers in fields. Nearly all of the coffee raised in Guatemala is shipped to Europe, although some of it is sold in this country. The quality is considered very good, and it is frequently sold for Java and Mocha. The trouble between Arbuckle and Havemeyer, which has resulted in several reductions in the price of coffee, has done much to unsettle the trade of late, but it will not permanently affect the industry. The output of coffee from Guatemala is about 600,000 bags annually.

### Not Alone in Their Impatience.

From the Chicago Record.

"Those who find fault with the slow return of prosperity are like most sick people."

"How's that?"

"Well, sick people may take ten years to accumulate a disease, but they always expect the doctor to cure them in a week."

### Reduced to Extremities.

From the Indianapolis Journal.

"One time," said the traveled boarder, "I got snowed in on the Rocky Mountains, and the only thing seven of us had for two days to sustain life was a half barrel of pickled pigs' feet."

"You were, indeed," said the Cheerful Idiot, "reduced to extremities."

## 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.

## A Loyal Citizen—

without a flag is the same as a soldier  
without a gun.

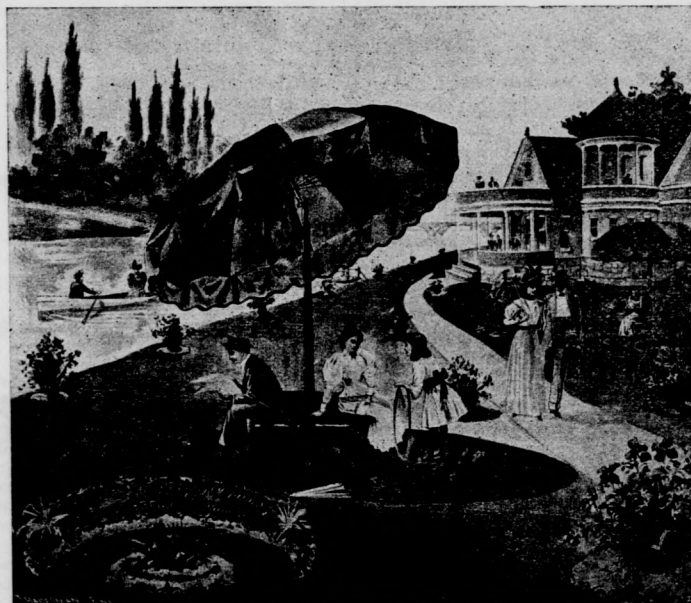
# FLAGS

4th of July will soon be here. Cotton stick Flags No. 1 to 12; cotton sewed bunting Flags 3 to 30 feet; all-wool standard bunting Flags 3 to 30 feet. The big business done in our flags is due to the fact that our prices are always the lowest.

**P. STEKETEE & SONS,**

MONROE AND FOUNTAIN STS.

## Sprague's Patent Lawn Canopies and Seats



ON THE LAWN AT RENAPPI.

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

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

A beautiful Lithograph sent free on application.



## Commercial Travelers

### Michigan Knights of the Grip.

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

### Michigan Commercial Travelers' Association.

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

### United Commercial Travelers of Michigan.

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

### Michigan Commercial Travelers' Mutual Accident Association.

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

### Lake Superior Commercial Travelers' Club.

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

### Gripsack Brigade.

A commercial traveler in love with his work is a double-distilled, copper-riveted success.

Commercial and personal honor are very closely allied. The average commercial traveler of to-day has both.

Do you always get credit for the mail orders that go in from your territory? Don't you think it would pay you to keep tab on them?

In the old days the traveling man who could play the best game of poker, take the biggest drink of red liquor and tell the best yarn was considered the crack-a-jack of the road. It's different now.

The post mortem on the remains of J. D. Davis, the Grand Rapids traveling man who died suddenly at Kalamazoo, showed that death was due to heart disease. The remains were buried at Kalamazoo Monday.

If the young girls of this country would oftener break into a laundry instead of literature, and become authors of pie instead of poetesses of passion there would be more married commercial travelers. Don't you think?

If the business men of this country ever hope to extend our trade with foreign countries, they will have to see to it that business men are sent as consuls to foreign ports and that ward heeled and political wire workers are relegated to the rear and not given those positions as rewards for party work. Every appointment to a consulship so far has been of the latter kind. Not a single commercial traveler has been given that kind of place. It is not because there are no good Republicans in their ranks. There are plenty of them and we believe one, at least, in this State has filed his application for such a position. The "boys" should bestir themselves and see that they are given representation among this country's consuls.

### Prepared for the Worst—The Hotel That Didn't Burn.

From the Chicago Record.

"Do you believe that we are sometimes forewarned of great dangers?" asked the commercial traveler. "Did you ever have—what you call it—premonitions? Well, I was premonished the other night. I had to put up at a junction hotel, and they sent me clear up to the top of the building into one of those rooms with a slanted ceiling. You know the kind. You pay for the room, and the roof occupies it.

"There was one window. I looked out of the window and it seemed to be at least sixty feet down to the ground. It was a wooden building, and an old one, understand? While I was looking out of the window a freight train went by, and the engine threw out a million sparks.

"Well," I says to myself, 'I can see my finish right now. There'll be forty trains going by on these two roads to night, and it's a four-to-one shot that this hotel is going to catch fire.' I looked out again. There wasn't any fire escape, and they didn't have any rope in the room. You see, in a good many places like that they have a big coil of rope in one corner and a sign that says: 'In case of fire, take hold of the rope and jump.' A man reads that sign and then he can't sleep all night.

"Well, I looked out of the window again, and a switch engine pulled past and shot out a lot of live cinders as big as your fist. That settled it. I went over to the bed and found it had two sheets. I took out my pencil and figured that I could tear each sheet into four strips and, allowing for the knots, each sheet would make about twenty-four feet of fire escape, although, of course, there would be some waste where I would have to tie it to the bed. I figured that I could push the bed over to the window, fasten one end of my rope to the head board and play out about forty-five feet. I had it all fixed—some water all ready in the bowl, so as to dampen the knots and pull them hard. Of course I still had some distance to fall after I got to the end of my rope, but that was all right. You know, as soon as I had my rope fixed I was going to drop the mattress, so as to have something to fall on.

"I took my card case, watch, money, and keys and tied them in a handkerchief, which I very carefully placed on the window sill, so that it would not be overlooked in the hurry of getting away. There didn't seem to be anything else that I could do until the alarm was given, so I turned in and fell asleep right away. I wasn't worrying, because I was ready, no matter what happened. I had been asleep about three minutes, it seemed to me, when somebody pounded at my door and told me to get up—that it was 7 o'clock. I got up and dressed, and you can imagine how badly I was disappointed. Oh, I was sore. But, say, suppose the hotel had caught fire! Wouldn't that have been a star story?"

### Don'ts for Drummers.

Don't come into a store trying to sell goods with a cigar in your mouth. It isn't businesslike.

Don't come into the store chewing gum or tobacco. It doesn't look nice.

Don't be fresh with the salesladies, even though you happen to have sold them goods before; you lose their respect.

Don't shake hands. There is no need for this, and a man doesn't care to shake hands every time a commercial man wants to sell him goods.

Don't under any circumstances ask a buyer out for a drink or a dinner. It isn't right; and the man who employs buyers would not encourage this under any condition.

Don't pull out your order book and say you sold Mr. Wanamaker so much, and Stern Bros. so many. The average buyer doesn't care a rap what you sold the other fellow.

Don't show your temper when the buyer tells you he cannot use your goods this time. It is bad taste and may cause you to lose a second attempt to show your samples.

Don't tell a buyer he ought to buy a dozen of this and a dozen of that when he gives you an order for a half-dozen. He knows what he needs better than you do.

Don't accept a small order sneeringly; remember "From small acorns large trees grow."

Don't make a buyer feel as if you knew it all, and he didn't. It makes him feel sore against you, and you will be the loser.

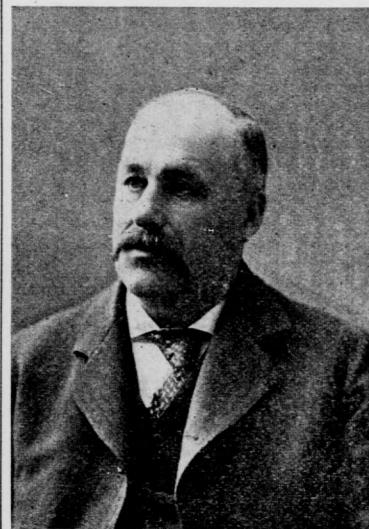
Don't ever bring another drummer in the store to introduce him to the buyer. This is a presumption that the buyer doesn't relish.

Don't ever tell a buyer you just came all the way from New York to see him and sell him goods. This doesn't go nowadays.

## SUCCESSFUL SALESMEN.

### C. F. Ballard, Representing the New York Biscuit Co.

Chas. F. Ballard was born at Georgia, Vt., March 16, 1845. His father and mother were both Vermonsters, the latter being of English antecedents. On the death of the father, which occurred in 1849, the family removed to Ypsilanti, where Charles attended school until 8 years of age, when he hired out to a farmer near Ypsilanti, with whom he remained three years. He then went to live with his uncle, Grove Saunders, and from that time on he has called that place home. July 22, 1862, he enlisted in the 20th Michigan Infantry, which company was raised and captained by General Cutcheon, of this city. He was sick and in the hospital most of the time for eighteen months, but was in active service during the



next year in the battle of the Wilderness and at Spottsylvania and Petersburg. He was never injured in battle, attributing his good fortune to the fact that he was "too thin to get hit." He was mustered out at Washington and discharged at Jackson, when he went back to his uncle's farm for a year. He then engaged with Philo Ferrier, of Ypsilanti, to sell milk safes on the road, traveling by wagon. He followed this occupation two years, when he engaged with Bennett & Courtright, of Norwalk, Ohio, to handle their line of milk safes, cider mills, fanning mills and wheelbarrows. He followed this occupation three years, covering every town in Northern Ohio, when he arranged with Sampson, Clark & Co., of Elyria, Ohio, to handle their line of confectionery and tobacco. A year later he returned to his first love, forming an alliance with C. H. Bennett, of Plymouth, whose fanning mills he sold for a couple of years. Failing health and a desire to see more of the country influenced him to remove to Texas, where he sold lightning rods five years for Cole Bros., of Sherman, Tex., during which time he insists that he handled lightning rods on a legitimate plan, not taking notes and, in no case, duping or swindling his customers, as was the case in the more favored localities in the North. He then sold lamps and calendar clocks five years on his own account, at the end of which time he returned to Michigan, locating at Charlotte. For the next two years he traveled for his old employer, Mr. Bennett, of Plymouth. Receiving a lucrative offer from the Champion

Machine Co., he represented that concern one year, when he embraced an opportunity to sell crackers for the Detroit Cracker Co. He covered the trade of Central Michigan for this concern four years, removing to Lansing in the meantime. Seven years ago he decided to transfer his allegiance from the Detroit institution to Wm. Sears & Co., since which time he has covered the retail trade of this territory regularly for the New York Biscuit Co.

Mr. Ballard was married at Kosse, Lincoln county, Texas, to Miss Ellen Pamplin, and is the father of one child, a boy, Grove F., now 21 years of age, who attended school at Charlotte and Assumption College at Sandwich, Ont., entering the navy as an apprentice at the age of 14. He is now located at Newport and contemplates fitting himself for the position of gunner.

Mr. Ballard is a charter member of the Michigan Knights of the Grip, holding certificate No. 14. He is a member of Gauntlett Lodge, No. 4, Knights of Pythias, at Lansing, and has recently been initiated into the mysteries of the Knights of Khorrasen, being a member of Islam Temple, No. 59, of Saginaw.

Mr. Ballard attributes his success to hard work and to the fact that he has always been temperate in his habits and persistent in his efforts. He claims no especial ability along any particular line, and believes his acquaintance with the farmer, received during the time he was on the road with lines of milk safes and lightning rods, especially, fitted him for his more recent work in the mercantile line. When he enters the store of the merchant he has just one man to deal with, but when he approached a farmer for the purpose of selling him a fanning mill, he had the whole family to contend with and must be prepared to meet the objections of any and every member of the household. He insists that the man who can do this and come out with flying colors, can handle any mercantile line successfully, no matter how difficult it may be to master the details connected therewith.

### Whitney House Chas. E. Whitney, Prop. Plainwell, Mich.

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.

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.

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

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

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

### MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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

### The Drug Market.

Trade is fair for this season of the year and can be said to be a little better than at the same period last year. Values on nearly all articles are steady and there are very few changes to note.

Opium—One of the peculiar features of the market is opium. The House tariff bill provides for a duty of \$1 per pound on this article and the Senate has agreed to this rate. Notwithstanding this, the market is very quiet in New York. There seems to be no effort to sell, but any one can buy at the present low price. As the tariff bill will probably be passed within a month, and an advance to at least \$3 will take place, it would seem as though the article should be higher now.

Quinine—There is nothing new in the situation of this article. The tendency of prices is upward, yet it may be some time before the market advances.

Norwegian Cod Liver Oil—Very low, but as there is a large output this season, it may remain about the present price during the year, although some holders in New York look for advances.

Borax—There will be an increased duty on this article, but, as yet there has been only a small advance.

Gelatin—As noted last week, the scarcity of this article has advanced the price and higher values are looked for.

Carbolic Acid—There is a large demand and prices are firm. A further advance would not surprise any one.

Morphine—Is unchanged, but there is no question of an advance in price as soon as the tariff bill is passed.

Hellebore Root—Out of market. Powdered is held firmly. The season for the sale of this article is about over.

Sugar of Milk—Manufacturers of this article have lowered their prices for all brands.

Linseed Oil—Has declined 1c per gal. A steady price is looked for from now on, as the demand for consumption is good.

### Sold Him Fourteen Bottles.

The two passengers had traveled several hours in the same seat and had begun to feel acquainted.

"I am a little ashamed to confess," said the tall, thin man, with a languid smile, "that the ailment known as spring fever has always been a genuine complaint in my case. It isn't laziness, either. At this time of year I have generally experienced a feeling of lassitude that makes any kind of exertion positively painful."

"I know exactly how it feels," replied the short, fat passenger, with a dull gleam of sympathy in his eyes and an expansive yawn. "It comes on you in spite of all you can do. It's the most depressing languor. I've been suffering from it all the morning. And the worst thing about it is that you can't do anything to relieve it. You have to let it take its course. It won't leave you until it gets ready."

"That is what I have always believed," rejoined the tall, lean passenger, yawning drearily, "until lately. I learned how to get rid of the troublesome feeling the other day, and I've felt ever since like telling everybody else how to do it. The cure is easy, it costs hardly anything, and it's in everybody's reach."

"What is the cure?" enquired the other, becoming interested.

"It is simply a little mixture I manufacture myself," said the tall, slim man indifferently, "from a number of ingredients that I don't remember the names of. By the way," he exclaimed, as if an idea had suddenly occurred to him, "I think I have a bottle or two in the grip-sack."

He opened a large valise and looked in it carelessly.

"Well, I declare!" he said in surprise, "here are quite a number of them. Here are a few recommendations that some of my friends have insisted on giving me. This medicine, as you will see by reading the directions on the label, is guaranteed to cure the worst case of lame back, sore throat, neuralgia, lumbago, nervous headache, biliousness, sprains, bruises, liver complaint, burns, scalds, ingrowing toe-nails, and all affections of the lungs or wind-pipe that flesh is heir to. In pint bottles, with full directions accompanying each, and a lithograph of the manufacturer."

And before he let up on that unhappy fat passenger, he had sold him fourteen bottles of spring fever remedy at \$1 a bottle.

### A Disciple of Loiset.

Excited Customer—"Say—I want some medicine, and I want it quick, too! But for the life of me I can't tell what the name is!"

Disgusted Clerk—"Well, how on earth do you expect to get it, then? I can't help you!"

Excited Customer—"Yes, you can, too. What's the name of that bay on the lower part of Lake Erie—eh?"

Disgusted Clerk—"Do you mean Put-in-Bay?"

Excited Customer—"That's it. That's it! And what's the name of the old fellow that put in there once, you know? Celebrated character, you know?"

Disgusted Clerk—"Are you talking about Commodore Perry?"

Excited Customer—"Good! I've got it. That's what I want. Gimme ten cents' worth of paregoric!"

The difference between the retailer who sits in his store and waits for the public to find him out without his telling them what he has and where his place of business is and the retailer who advertises constantly and rests content after a busy day, is all the way from \$1,000 to \$500,000 a year.

**THUM BROS. & SCHMIDT,**  
Analytical and Consulting Chemists,  
84 CANAL ST.,  
GRAND RAPIDS, MICH.  
Special attention given to Water, Bark and Urine Analysis.

**The Best  
On Earth  
Clydesdale Soap**

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

Premium given away with Clydesdale Soap Wrappers.

## PATENT MEDICINES

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

**"MASTER"  
"YUMA"**

The best 5 cent cigars ever made. Sold by  
**BEST & RUSSELL CO., CHICAGO.**

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



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., Mnfrs.,**  
GRAND RAPIDS.

**KNEIPP  
MALT  
COFFEE**



A  
**PURE  
MALT  
SUBSTITUTE  
FOR  
COFFEE**

MANUFACTURED  
BY

**KNEIPP MALT FOOD CO.**

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

Established 1780.

**Walter Baker & Co. LTD.**

Dorchester, Mass.  
The Oldest and  
Largest Manufacturers of

**PURE, HIGH GRADE  
COCOAS  
AND  
CHOCOLATES**  
on this Continent.

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

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

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

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

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

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



## WHOLESALE PRICE CURRENT.

Advanced—  
Declined—Linseed Oil.

Acidum					
Aceticum.....	80 1/2	10	Conium Mac.....	35 1/2	65
Benzoleum, German	80 1/2	85	Copaiba.....	1 10 1/2	1 20
Boracic.....	2 1/2	15	Cubebe.....	90 1/2	1 30
Carbolicum.....	2 1/2	41	Erigeron.....	1 20 1/2	1 30
Citricum.....	40 1/2	42	Gaultheria.....	1 50 1/2	1 60
Hydrochlor.....	3 1/2	5	Geranium, ounce.....	1 50 1/2	1 60
Nitrosum.....	8 1/2	10	Gossypii, Sem. gal.....	50 1/2	60
Oxalicum.....	12 1/2	14	Hedeoma.....	1 0 1/2	1 10
Phosphoricum, dil.....	12 1/2	14	Juniper.....	1 50 1/2	2 00
Salicylicum.....	50 1/2	55	Lavendula.....	90 1/2	2 00
Sulphuricum.....	1 1/2	5	Limonia.....	1 20 1/2	1 40
Tannicum.....	1 40 1/2	1 60	Mentha Piper.....	1 00 1/2	2 20
Tartaricum.....	30 1/2	38	Mentha Verid.....	2 65 1/2	2 75
Ammonia			Morhuus, gal.....	1 00 1/2	1 10
Aqua, 16 deg.....	4 1/2	6	Myrcia.....	4 00 1/2	4 50
Aqua, 20 deg.....	6 1/2	8	Olive.....	75 1/2	3 00
Carbonas.....	12 1/2	14	Picea Liquida.....	10 1/2	12
Chloridum.....	12 1/2	14	Picea Liquida, gal.....	99 1/2	35
Aniline			Ricin.....	99 1/2	35
Black.....	2 00 1/2	2 25	Rosmarin.....	1 00 1/2	1 10
Brown.....	80 1/2	1 00	Rosa, ounce.....	6 50 1/2	8 00
Red.....	45 1/2	50	Succin.....	40 1/2	45
Yellow.....	2 50 1/2	3 00	Sabina.....	2 50 1/2	7 00
Baccae			Santal.....	2 50 1/2	7 00
Cubese.....	13 1/2	15	Sassafras.....	50 1/2	55
Juniperus.....	6 1/2	8	Sinapis, ess., ounce.....	1 40 1/2	1 50
Xanthoxylum.....	25 1/2	30	Tigil.....	40 1/2	50
Balsamum			Thyme.....	1 00 1/2	1 10
Copaiba.....	60 1/2	65	Thymop.....	15 1/2	20
Pern.....	40 1/2	45	Theobromas.....	15 1/2	20
Terabin, Canada.....	40 1/2	45			
Tolutan.....	80 1/2	85			
Cortex					
Abies, Canadian.....	18	18			
Cassia.....	12	12			
Cinchona Flava.....	18	18			
Euonymus atropurp.....	30	30			
Myrica Cerifera, po.....	30	30			
Prunus Virgini.....	12	12			
Quillaja, gr'd.....	12	12			
Sassafras.....	12	12			
Ulmus.....	12	12			
Extractum					
Glycyrrhiza Glabra.....	24 1/2	25			
Glycyrrhiza, po.....	28 1/2	30			
Hematox, 15 lb box.....	11 1/2	12			
Hematox, 1s.....	13 1/2	14			
Hematox, 1/4s.....	14 1/2	15			
Hematox, 1/8s.....	16 1/2	17			
Ferru					
Carbonate Precip.....	15	15			
Citrate and Quinia.....	2 25	25			
Citrate Soluble.....	80	80			
Ferrocyanidum Sol.....	15	15			
Solut. Chloride.....	15	15			
Sulphate, com'l, by.....	35	35			
Sulphate, pure.....	7	7			
Flora					
Arnica.....	12 1/2	14			
Anthemis.....	18 1/2	25			
Matricaria.....	30 1/2	35			
Folia					
Barosma.....	15 1/2	20			
Cassia Acutifol, Tin.....	18 1/2	25			
Cassia Acutifol, Alx.....	25 1/2	30			
Salvia officinalis, 1/4s.....	12 1/2	20			
Ura Ursi.....	8 1/2	10			
Gummi					
Acacia, 1st picked.....	45	45			
Acacia, 2d picked.....	45	45			
Acacia, 3d picked.....	45	45			
Acacia, sifted sorts.....	45	45			
Acacia, po.....	60 1/2	80			
Aloe, Barb. po. 20/28.....	14 1/2	18			
Aloe, Cape.....	12	12			
Aloe, Socotri.....	30	30			
Ammoniac.....	55 1/2	60			
Assafoetida.....	22 1/2	25			
Benzolium.....	50 1/2	55			
Catechu, 1s.....	13 1/2	14			
Catechu, 1/4s.....	14 1/2	15			
Catechu, 1/8s.....	16 1/2	17			
Camphore.....	48 1/2	50			
Euphorbium.....	48 1/2	50			
Galbanum.....	1 00	1 00			
Gamboge po.....	65 1/2	70			
Gualacum.....	4 1/2	5			
Kino.....	4 1/2	5			
Mastic.....	40	40			
Myrrh.....	40	40			
Opil.....	45 1/2	50			
Shellac.....	40 1/2	45			
Shellac, bleached.....	40 1/2	45			
Tragacanth.....	50 1/2	55			
Herba					
Absinthium.....	25	25			
Eupatorium.....	25	25			
Lobelia.....	25	25			
Majorum.....	25	25			
Mentha Pip.....	25	25			
Mentha Vir.....	25	25			
Rue.....	25	25			
Tanacetum.....	25	25			
Thymus.....	25	25			
Magnesia					
Calced, Pat.....	55 1/2	60			
Carbonate, Pat.....	20 1/2	22			
Carbonate, K. & M.....	20 1/2	22			
Carbonate, Jennings.....	35 1/2	38			
Oleum					
Absinthium.....	3 25 1/2	3 50			
Amygdale, Dule.....	30 1/2	35			
Amygdale, Amare.....	8 00 1/2	8 25			
Anisi.....	2 00 1/2	2 20			
Aurant Cortes.....	2 00 1/2	2 20			
Bergamini.....	2 25 1/2	2 30			
Cajiputi.....	75 1/2	80			
Caryophylli.....	55 1/2	60			
Cedar.....	35 1/2	40			
Chenopadi.....	4 00	4 20			
Cinnamomi.....	1 80 1/2	2 00			
Citronella.....	45 1/2	50			

Morphia, S.P. & W.....	1 95 1/2	2 20	Sinapis.....	2 1/2	3
Morphia, S.N.Y. & Q.....	1 85 1/2	2 10	Sinapis, opt.....	2 1/2	3
C. Co.....	1 85 1/2	2 10	Snuff, Maccaboy, De.....	2 1/2	3
Moschus Canton.....	1 85 1/2	2 10	Snuff, Scotch, DeVo's.....	2 1/2	3
Myristica, No. 1.....	65 1/2	80	Soda Boras.....	6 1/2	8
Nux Vomica.....	15 1/2	18	Soda Boras, po.....	6 1/2	8
Os Sepia.....	15 1/2	18	Soda et Potass Tart.....	26 1/2	28
Pepsin Saac, H. & P.....	1 00	1 10	Soda, Carb.....	1 1/2	2
D. Co.....	1 00	1 10	Soda, Bi-Carb.....	3 1/2	4
Picis Liq. N.N. 1/2 gal.....	2 00	2 10	Soda, Ash.....	3 1/2	4
Picis Liq., quarts.....	2 00	2 10	Soda, Sulphas.....	2 1/2	3
Pil Hydrarg.....	2 00	2 10	Spts. Colonne.....	2 1/2	3
Piper Nigra.....	2 00	2 10	Spts. Ether Co.....	50 1/2	55
Piper Alba.....	2 00	2 10	Spts. Myrcia Dom.....	2 1/2	3
Pil Burgun.....	2 00	2 10	Spts. Vini Rect. bbl.....	2 1/2	3
Plumbi Acet.....	10 1/2	12	Spts. Vini Rect. 1/2 bbl.....	2 1/2	3
Pulvis Ipecac et Opil.....	1 10 1/2	1 20	Spts. Vini Rect. 10gal.....	2 1/2	3
Pyrethrum, boxes H.....	1 10 1/2	1 20	Spts. Vini Rect. 5gal.....	2 1/2	3
& P. D. Co., doz.....	1 10 1/2	1 20	Less 5c gal. cash 10 days.....	2 1/2	3
Pyrethrum, pv.....	30 1/2	33	Strychnia, Crystal.....	1 40 1/2	1 45
Quassia.....	8 1/2	10	Sulphur, Subl.....	2 1/2	3
Quinia, S. P. & W.....	28 1/2	31	Sulphur, Roll.....	2 1/2	3
Quinia, S. German.....	20 1/2	23	Tamarinds.....	8 1/2	10
Quinia, N.Y.....	24 1/2	27	Terebenth Venice.....	28 1/2	30
Rubia Tinctorum.....	12 1/2	14	Theobromas.....	42 1/2	45
Saccharum Lactis pv.....	18 1/2	20	Vanilla.....	9 00 1/2	10 00
Salacin.....	3 00 1/2	3 10	Zinci Sulph.....	7 1/2	8
Sanguis Draconis.....	40 1/2	50			
Sapo, W.....	12 1/2	14			
Sapo, M.....	10 1/2	12			
Sapo, G.....	12 1/2	14			
Siedlitz Mixture.....	20 1/2	22			

# 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.

<b>AXLE GREASE.</b> 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 Mica, tin boxes.....70 9 00 Paragon.....55 6 00 <b>BAKING POWDER.</b> <b>Absolute.</b> 1/4 lb cans doz.....45 1/2 lb cans doz.....85 1 lb cans doz.....1 50 <b>Acme.</b> 1/4 lb cans doz.....45 1/2 lb cans doz.....75 1 lb cans doz.....1 00 <b>El Purity.</b> 1/4 lb cans per doz.....75 1/2 lb cans per doz.....1 20 1 lb cans per doz.....2 00 <b>Home.</b> 1/4 lb cans 4 doz case.....35 1/2 lb cans 4 doz case.....85 1 lb cans 2 doz case.....90 <b>JAXON</b> 1/4 lb cans, 4 doz case.....45 1/2 lb cans, 4 doz case.....85 1 lb cans, 2 doz case.....1 60 <b>Our Leader.</b> 1/4 lb cans.....45 1/2 lb cans.....75 1 lb cans.....1 50 <b>Peerless.</b> 1 lb cans.....85 <b>BASKETS.</b>  Standard Bushel.....Per doz. 1 25 Extra Bushel.....1 75 Market.....30 1/2 bushel, bamboo del'ry. 3 50 1/4 bushel, bamboo del'ry. 4 00 1 bushel, bamboo del'ry. 5 00 Iron strapped, 50c extra. Diamond Clothes, 30x16.....2 50 Braided Splint, 30x16.....4 00 <b>BATH BRICK.</b> American.....70 English.....80 <b>BLUING.</b> <b>CONDENSED PEARL BLUING</b> 1 doz. pasteboard Boxes.....40 3 doz. wooden boxes.....1 20 <b>BROOMS.</b> 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 <b>CANDLES.</b> 8s.....7 15s.....8 Paraffine.....8 <b>CANNED GOODS.</b> <b>Planitowoc Peas.</b> Lakeside Marrowfat.....1 00 Lakeside E. J.....1 30 Lakeside, Cham. of Eng. 1 40 Lakeside, Gem. Ex. Sifted. 1 65 <b>CHOCOLATE.</b> Walter Baker & Co.'s..... German Sweet.....11 22 Premium.....31 Breakfast Cocoa.....42 <b>CLOTHES LINES.</b> 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.....96	<b>CHEESE.</b> Acme.....8 Amboy.....8 1/2 Byron.....7 1/2 Elsie.....8 1/2 Gem.....8 1/2 Gold Medal.....7 1/2 Ideal.....7 1/2 Jersey.....7 1/2 Lenawee.....7 1/2 Riverside.....7 1/2 Springdale.....7 1/2 Brick.....9 Edam.....7 1/2 Leliden.....7 1/2 Limburger.....15 Pineapple.....43 Sap Sago.....18 <b>Chicory.</b> Bulk.....5 Red.....7 <b>CATSUP.</b> Columbia, pints.....4 25 Columbia, 1/2 pints.....2 50 <b>CLOTHES PINS.</b> 5 gross boxes.....40 <b>COCOA SHELLS.</b> 20 lb bags.....2 1/2 Less quantity.....3 Pound packages.....4 <b>CREAN TARTAR.</b> Strictly Pure, wooden boxes. 35 Strictly Pure, tin boxes.....37 <b>COFFEE.</b> <b>Green.</b> Rio.....17 Fair.....18 Good.....19 Golden.....20 Peaberry.....22 <b>Santos.</b> Fair.....19 Good.....20 Prime.....22 Peaberry.....23 <b>Mexican and Guatemala.</b> Fair.....21 Good.....22 Fancy.....24 <b>Maracalbo.</b> Prime.....23 Milled.....24 <b>Java.</b> Interior.....25 Private Growth.....27 Mandehling.....28 <b>Mocha.</b> Imitation.....25 Arabian.....28 <b>Roasted.</b> Clark Jewell Wells Co.'s Brands Fifth Avenue.....28 Jewell's Arabian Mocha.....28 Wells' Mocha and Java.....25 1/2 Wells' Perfection Java.....25 1/2 Sanealbo.....23 Valley City Maracalbo.....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.....28 Toko Mocha and Java.....25 Quaker Golden Santos.....21 State House Blend.....19 Quaker Golden Rio.....17 1/2 <b>Package.</b> 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 <b>Extract.</b> 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 <b>Kneipp Malt Coffee.</b> 11 lb. packages, 50 lb. cases 9 1 lb. packages, 100 lb. cases 9 <b>CONDENSED MILK.</b> 4 doz in case. Gail Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 50 Dille.....3 35	<b>COUPON BOOKS.</b>  <b>Tradesman Grade.</b> 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 <b>Economic Grade.</b> 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  <b>Universal Grade.</b> 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 <b>Superior Grade.</b> 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 <b>Coupon Pass Books.</b> 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 <b>Credit Checks.</b> 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75 <b>DRIED FRUITS—DOMESTIC.</b> <b>Apples.</b> Sundried.....2 1/2 Evaporated 50 lb boxes.....4 <b>California Fruits.</b> Apricots.....9 @ 10 1/2 Blackberries.....6 @ 10 1/2 Nectarines.....6 @ 10 1/2 Peaches.....7 1/2 @ 9 Pears.....8 @ 9 Pitted Cherries.....8 @ 9 Prunelles.....12 Raspberries.....12 <b>California Prunes.</b> 100-120 25 lb boxes.....2 3/4 90-100 25 lb boxes.....2 3/4 80-90 25 lb boxes.....2 1/2 70-80 25 lb boxes.....2 1/2 60-70 25 lb boxes.....2 1/2 50-60 25 lb boxes.....2 1/2 40-50 25 lb boxes.....2 1/2 30-40 25 lb boxes.....2 1/2 1/4 cent less in 50 lb cases <b>Raisins.</b> London Layers 3 Crown.....1 55 London Layers 5 Crown.....2 50 Dehesias.....3 25 Loose Muscatels 2 Crown.....4 1/2 Loose Muscatels 3 Crown.....5 1/2 Loose Muscatels 4 Crown.....6 1/2 <b>FOREIGN.</b> <b>Currants.</b> Patras bbls.....5 1/2 Vostizzas 50 lb cases.....5 1/2 Cleaned, bulk.....6 1/2 Cleaned, packages.....7 <b>Peel.</b> Citron American 10 lb bx @ 14 Lemon American 10 lb bx @ 12 Orange American 10 lb bx @ 12 <b>Raisins.</b> Ondura 28 lb boxes.....2 Sultana 1 Crown.....2 Sultana 2 Crown.....2 1/2 Sultana 3 Crown.....2 1/2 Sultana 4 Crown.....2 1/2 Sultana 5 Crown.....2 1/2 <b>FLY PAPER.</b> Tanglefoot.....30 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	<b>FARINACEOUS GOODS.</b> <b>Farina.</b> Bulk.....3 <b>Grits.</b> Walsh-DeRoo Co.'s.....2 00 <b>Hominy.</b> Barrels.....2 25 Flake, 50 lb. drums.....1 00 <b>Lima Beans.</b> Dried.....3 1/2 <b>Maccaroni and Vermicelli.</b> Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 <b>Pearl Barley.</b> Common.....1 1/2 Chester.....2 Empire.....2 1/2 <b>Peas.</b> Green, bu.....80 Split, per lb.....2 1/2 <b>Rolled Oats.</b> Rolled Avena, bbl.....3 40 Monarch, bbl.....3 00 Monarch, 1/2 bbl.....1 65 Private brands, bbl.....2 80 Private brands, 1/2 bbl.....1 60 Quaker, cases.....3 20 <b>Sago.</b> German.....4 East India.....3 1/2 <b>Wheat.</b> Cracked, bulk.....3 24 2 lb packages.....2 40 <b>Fish.</b> <b>Cod.</b> Georges cured.....3 1/2 Georges genuine.....4 Georges selected.....5 Strips or bricks.....5 @ 8 <b>Halibut.</b> Chunks.....10 Strips.....9 <b>Herring.</b> Holland white hoops keg.....60 Holland white hoops bbl.....7 50 Norwegian.....2 50 Round 100 lbs.....1 30 Round 40 lbs.....13 Scaled.....13 <b>Flackerel.</b> 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.....4 00 Family 10 lbs.....4 00 <b>Sardines.</b> Russian kegs.....55 <b>Stockfish.</b> No. 1, 100 lb. bales..... No. 2, 100 lb. bales..... <b>Trout.</b> No. 1 100 lbs.....4 25 No. 1 40 lbs.....2 00 No. 1 10 lbs.....58 No. 1 8 lbs.....49 <b>Whitefish.</b> No. 1 No. 2 Fam..... 100 lbs.....6 25 5 00 1 75 40 lbs.....2 80 2 30 1 00 10 lbs.....78 65 33 8 lbs.....65 55 29 <b>FLAVORING EXTRACTS.</b>  D. C. Vanilla.....D. C. Lemon..... 2 oz.....1 20 2 oz.....75 3 oz.....1 50 3 oz.....1 00 4 oz.....2 00 4 oz.....1 40 6 oz.....3 30 6 oz.....2 00 No. 8 4 00 No. 8 2 40 No. 10 6 00 No. 10 4 00 No. 2 T.1 25 No. 2 T. 80 No. 3 T.2 40 No. 3 T.1 35 No. 4 T.2 40 No. 4 T.1 50 Sage.....15 Hops.....15 <b>INDIGO.</b> Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 <b>JELLY.</b> 15 lb pails.....30 17 lb pails.....34 30 lb pails.....60 <b>LYE.</b> Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25	<b>Souders'.</b> Oval bottle, with corkscrew. Best in the world for the money.  <b>Regular Grade Lemon.</b> 2 oz.....75 4 oz.....1 50 <b>Regular Vanilla.</b> 2 oz.....1 20 4 oz.....2 40 <b>XX Grade Lemon.</b> 2 oz.....1 50 4 oz.....3 00 <b>XX Grade Vanilla.</b> 2 oz.....1 75 4 oz.....3 50 <b>GLUE.</b> per doz. Jackson Liquid, 1 oz.....65 Jackson Liquid, 2 oz.....98 Jackson Liquid, 3 oz.....1 30 <b>GUNPOWDER.</b> <b>Rifle—Dupont's.</b> Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb cans.....30 1/2 lb cans.....18 <b>Choke Bore—Dupont's.</b> Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb cans.....34 <b>Eagle Duck—Dupont's.</b> Kegs.....3 00 Half Kegs.....2 40 Quarter Kegs.....2 25 1 lb cans.....45 <b>LICORICE.</b> Pure.....30 Calabria.....25 Sicily.....14 Root.....10 <b>MINCE MEAT.</b> Ideal, 3 doz. in case.....2 25 <b>MATCHES.</b> Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 <b>NOLASSES.</b> <b>New Orleans.</b> Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 @ 35 Half-barrels 2c extra. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....1 <b>POTASH.</b> 48 cans in case. Babbitt's.....4 00 Penna Salt Co.'s.....3 00 <b>PICKLES.</b> <b>Medium.</b> Barrels, 1,200 count.....3 40 Half bbls, 600 count.....2 20 <b>Small.</b> Barrels, 2,400 count.....4 40 Half bbls, 1,200 count.....2 70 <b>RICE.</b> <b>Domestic.</b> Carolina head.....6 1/2 Carolina No. 1.....5 Carolina No. 2.....4 1/2 Broken.....3 <b>Imported.</b> Japan, No. 1.....5 1/2 Japan, No. 2.....5 Java, No. 1.....4 1/2 Table.....5 1/2 <b>SEEDS.</b> Anise.....18 Canary, Smyrna.....4 Caraway.....10 Cardamon, Malabar.....80 Hemp, Russian.....4 Mixed Bird.....4 1/2 Mustard, white.....6 1/2 Poppy.....8 Rape.....10 Cuttle Bone.....20 <b>SALERATUS.</b> Packed 60 lbs. in box. Church's.....3 30 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 <b>SAL SODA.</b> Granulated, bbls.....1 10 Granulated, 100 lb cases.....1 50 Lump, bbls.....1 Lump, 145 lb kegs.....1 10	<b>SALT.</b> <b>Diamond Crystal.</b> 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 <b>Common Grades.</b> 100 3 lb sacks.....2 60 60 5-lb sacks.....1 85 28 11-lb sacks.....1 70 <b>Worcester.</b> 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 <b>Warsaw.</b> 56-lb dairy in drill bags.....30 28-lb dairy in drill bags.....15 <b>Ashton.</b> 56-lb dairy in linen sacks.....60 <b>Higgins.</b> 56-lb dairy in linen sacks.....60 <b>Solar Rock.</b> 56-lb sacks.....21 <b>Common Fine.</b> Saginaw.....70 Manistee.....70 <b>SNUFF.</b> Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43 <b>SPICES.</b> <b>Whole Sifted.</b> Allspice.....9 Cassia, China in mats.....10 Cassia, Batavia in bund.....30 Cassia, Saigon in rolls.....32 Cloves, Amboyana.....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 <b>Pure Ground in Bulk.</b> Allspice.....12 Cassia, Batavia.....22 Cassia, Saigon.....35 Cloves, Amboyana.....30 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 <b>SYRUPS.</b> <b>Corn.</b> Barrels.....12 Half bbls.....14 <b>Pure Cane.</b> Fair.....16 Good.....20 Choice.....25 <b>SODA.</b> Boxes.....5 1/2 Kegs, English.....4 1/2 <b>SOAP.</b> <b>Laundry.</b> 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 60 Armour's Mottled German 2 40 <b>SOAP.</b> Single box.....2 75 5 box lots, delivered.....2 70 10 box lots, delivered.....2 65 <b>JAS. S. KIRK &amp; CO.'S BRANDS.</b> American Family, wrp'd.....3 33 American Family, unwr'd.....3 27 Dome.....3 33 Cabinet.....2 25 Savon.....2 10 Dusky Diamond, 56 oz.....2 50 Dusky Diamond, 58 oz.....3 00 Blue India.....3 00 Kirkline.....3 75 Eos.....3 65
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## Lautz Bros. &amp; Co.'s Brands.



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

Acme, 60 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 75  
10 box lots..... 2 70  
25 box lots..... 2 65

## Marseilles White.



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

## Schulte Soap Co.'s Brand.



Schulte's Family..... 2 75  
Clydesdale..... 2 85  
No Tax..... 2 50  
German Mottled..... 1 85  
Electro..... 3 25  
Oleine, white..... 2 55  
Thompson & Chute's Brand.



Single box..... 2 80  
5 box lot, delivered..... 2 75  
10 box lot, delivered..... 2 70  
25 box lot, delivered..... 2 65  
Wolverine Soap Co.'s Brands.



Single box..... 2 65  
5 box lots, delivered..... 2 60  
10 box lots, delivered..... 2 50  
Allen B. Wrisley's Brands.  
Old Country, 80 1-lb. bars..... 2 75  
Good Cheer, 60 1-lb. bars..... 3 75  
Uno, 100 3/4-lb. bars..... 2 50  
Doll, 100 10-oz. bars..... 2 05

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



Kingsford's Corn.  
40 1-lb. packages..... 6  
20 1-lb. packages..... 6 1/4  
Kingsford's Silver Gloss.  
40 1-lb. packages..... 6 1/4  
6-lb. boxes..... 7

## Diamond.

64 10c packages..... 5 00  
128 5c packages..... 5 00  
32 10c and 64 5c packages..... 5 00  
Common Corn.  
20-lb. boxes..... 4 1/4  
40-lb. boxes..... 4 1/4

## Common Gloss.

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

## STOVE POLISH.



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

## SUGAR.

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

Cut Leaf..... 5 38  
Domino..... 5 25  
Cubes..... 5 00  
Powdered..... 5 13  
XXX Powdered..... 5 25  
Mould A..... 5 00  
Granulated in bbls..... 4 75  
Granulated in bags..... 4 75  
Fine Granulated..... 4 75  
Extra Fine Granulated..... 4 88  
Extra Coarse Granulated..... 4 88  
Diamond Confection A..... 4 75  
Confection Standard A..... 4 63  
No. 1..... 4 50  
No. 2..... 4 50  
No. 3..... 4 50  
No. 4..... 4 50  
No. 5..... 4 48  
No. 6..... 4 38  
No. 7..... 4 25  
No. 8..... 4 19  
No. 9..... 4 06  
No. 10..... 3 88  
No. 11..... 3 88  
No. 12..... 3 81  
No. 13..... 3 52  
No. 14..... 3 56  
No. 15..... 3 14  
No. 16..... 3 37

## 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

## TOBACCOES.

Cigars.  
Clark-Jewell-Wells Co.'s brand.  
New Brick..... 35 00  
Morrison, Plummer & Co.'s b'd.  
Governor Yates, 4 1/2 in..... 58 00  
Governor Yates, 4 1/2 in..... 65 00  
Governor Yates, 5 1/2 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.

Whitefish..... 8  
Trout..... 7  
Black Bass..... 10  
Halibut..... 12 1/2  
Ciscos or Herring..... 4  
Bluefish..... 12  
Live Lobster..... 15  
Boiled Lobster..... 17  
Cod..... 8  
Haddock..... 7  
No. 1 Pickerel..... 6  
Pike..... 6  
Smoked White..... 7  
Red Snapper..... 13  
Col River Salmon..... 15  
Mackerel..... 15

## Oysters in Cans.

F. H. Counts..... 40  
Shell Goods.  
Oysters, per 100..... 1 25  
Clams, per 100..... 90

## Candies.

## Stick Candy.

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

## Mixed Candy.

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

## Fancy-In Bulk.

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

## Fancy-In 5 lb. Boxes.

Lemon Drops..... 250 @ 250  
Sour Drops..... 250 @ 250  
Peppermint Drops..... 250 @ 250  
Choc. Drops..... 250 @ 250  
H. M. Choc. Drops..... 250 @ 250  
Gum Drops..... 250 @ 250  
Licorice Drops..... 250 @ 250  
A. B. Licorice Drops..... 250 @ 250  
Lozenges, plain..... 250 @ 250  
Lozenges, printed..... 250 @ 250  
Imperial..... 250 @ 250  
Molasses Bar..... 80 @ 80  
Plain Creams..... 60 @ 60  
Decorated Creams..... 250 @ 250  
String Rock..... 250 @ 250  
Burnt Almonds..... 1 25 @ 1 25  
Wintergreen Berries..... 255 @ 255

## Caramels.

No. 1 wrapped, 2 lb. boxes..... 20 @ 20  
No. 1 wrapped, 3 lb. boxes..... 20 @ 20  
No. 2 wrapped, 2 lb. boxes..... 25 @ 25

## Fruits.

## Oranges.

Seedlings..... @ @  
96-112..... @ @  
150-176-200..... @ 3 50  
Med't Sweets..... @ 25  
126..... @ 25  
150-176-200..... @ 3 50

## Messinas.

Fancy 200s..... @ 3 50  
Sorrentos..... @ 3 50  
200s..... @ 3 50

## Lemons.

Strictly choice 300s..... @ 3 00  
Strictly choice 300s..... @ 3 25  
Fancy 300s..... @ 3 50  
Ex. Fancy 300s..... @ 3 75

## Bananas.

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

## Foreign Dried Fruits.

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

## Nuts.

Almonds, Tarragona..... 12 1/2 @ 12 1/2  
Almonds, Ivaca..... 11 @ 11  
Almonds, California, soft shelled..... @  
Brazil new..... 7 1/2 @ 7 1/2  
Filberts..... 5 1/2 @ 5 1/2  
Walnuts, Grenoble..... 12 1/2 @ 12 1/2  
Walnuts, Calif No. 1..... 10 @ 10  
Walnuts, soft shelled..... @ 12  
Table Nuts, fancy..... 11 @ 11  
Table Nuts, choice..... 10 @ 10  
Pecans, Med..... @  
Pecans, Ex. Large..... 10 @ 10  
Pecans, Jumbo..... 12 @ 12  
Hickory Nuts per bu., Ohio, new..... @  
Cocoanuts, full sacks..... 3 75 @ 3 75

## Peanuts.

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

## Grains and Feedstuffs

## Wheat.

Wheat..... 78  
Winter Wheat Flour.  
Local Brands.

Patents..... 4 60  
Second Patent..... 4 25  
Straight..... 4 05  
Clear..... 4 00  
Graham..... 3 70  
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 20  
Quaker, 1/4s..... 4 20  
Quaker, 1/8s..... 4 20

## Spring Wheat Flour.

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

## Meal.

Bolted..... 1 50  
Granulated..... 1 75

## Feed and Millstuffs.

St. Car Feed, screened..... 12 50  
No. 1 Corn and Oats..... 11 50  
Unbolted Corn Meal..... 11 00  
Winter Wheat Bran..... 9 00  
Winter Wheat Middlings..... 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..... 22 1/2  
Carlots, clipped..... 24  
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..... 10  
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  
Farina Oyster, XXX..... 4 1/2

## SWEET GOODS-Boxes.

Animals..... 9  
Bent's Cold Water..... 13  
Bebe Rose..... 7  
Cocoanut Tasty..... 9  
Coffee Cakes..... 8  
Frosted Honey..... 10  
Graham Crackers..... 6 1/2  
Ginger Snaps, XXX round..... 5 1/2  
Ginger Snaps, XXX city..... 5 1/2  
Gin. Snps, XXX home made..... 5 1/2  
Gin. Snps, XXX scalloped..... 5 1/2  
Ginger Vanilla..... 7  
Imperial..... 6 1/2  
Jumoles, Honey..... 10  
Molasses Cakes..... 6 1/2  
Marshmallow..... 12  
Marshmallow Creams..... 13  
Pretzels, hand made..... 6  
Pretzels, Little German..... 6  
Sugar Cake..... 6 1/2  
Sultanas..... 10  
Sears' Lunch..... 6 1/2  
Sears' Zephyrette..... 10  
Vanilla Square..... 17  
Vanilla Wafers..... 12  
Pecan Wafers..... 12  
Fruit Coffee..... 10  
Mixed Picnic..... 10  
Cream Jumbles..... 11 1/2  
Boston Ginger Nuts..... 6  
Chimmie Fadden..... 9  
Pineapple Glace..... 12

## Provisions.

Swift & Company quote as follows:

## Barreled Pork.

Mess..... 8 50  
Back..... 9 25  
Clear back..... 9 25  
Short cut..... 9 00  
Pig..... 12 50  
Bean..... 8 50  
Family..... 9 50

## Dry Salt Meats.

Bellies..... 5 1/2  
Briskets..... 5  
Extra shorts..... 5

## Smoked Meats.

Hams, 12 lb average..... 10  
Hams, 14 lb average..... 9 1/2  
Hams, 16 lb average..... 9 1/2  
Hams, 20 lb average..... 8 1/2  
Ham dried beef..... 13 1/2  
Shoulders (N. Y. cut)..... 6 1/2  
Bacon, clear..... 7  
California hams..... 6 1/2 @ 7  
Boneless hams..... 8 1/2  
Cooked ham..... 11

## Lards. In Tierces.

Compound..... 3 1/2  
Kettle..... 5 1/2  
55 lb Tubs..... advance 1/2  
80 lb Tubs..... advance 1/2  
50 lb Tins..... advance 1/2  
20 lb Pails..... advance 1/2  
10 lb Pails..... advance 1/2  
5 lb Pails..... advance 1/2  
3 lb Pails..... advance 1/2

## Sausages.

Bologna..... 5  
Liver..... 6 1/2  
Frankfort..... 6 1/2  
Pork..... 6 1/2  
Blood..... 6  
Tongue..... 9  
Head cheese..... 6 1/2

## Beef.

Extra Mess..... 7 00  
Boneless..... 9 50  
Rump..... 9 50

## Pigs' Feet.

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

## Tripe.

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

## Casings.

Pork..... 18  
Beef rounds..... 3 1/2  
Beef middles..... 8  
Sheep..... 60

## Butterine.

Rolls, dairy..... 10  
Solid, dairy..... 9 1/2  
Rolls, creamery..... 13  
Solid, creamery..... 12 1/2

## Canned Meats.

Corned beef, 2 lb..... 2 15  
Corned beef, 14 lb..... 14 00  
Roast beef, 2 lb..... 2 15  
Potted ham, 1/2s..... 80  
Potted ham, 1/4s..... 1 00  
Deviled ham, 1/2s..... 80  
Deviled ham, 1/4s..... 1 00  
Potted tongue 1/2s..... 60  
Potted tongue 1/4s..... 1 00

## Fresh Meats.

Beef..... 6 @ 7  
Fore quarters..... 5 @ 6  
Hind quarters..... 7 1/2 @ 9  
Loins No. 3..... 11 @ 14  
Ribs..... 9 @ 12  
Rounds..... 7 @ 7 1/2  
Chucks..... 4 @ 5  
Plates..... 4 @ 4

## Pork.

Dressed..... @ 4 1/2  
Loins..... @ 6  
Shoulders..... @ 5 1/2  
Leaf Lard..... 5 1/2 @ 8

## Mutton.

Carcase..... 7 @ 9  
Spring Lambs..... 9 @ 10

## Veal.

Carcase..... 6 @ 7

## Hides and Pelts.

Perkins & Hess pay as follows:

## Hides.

Green..... 5 @ 6  
Part cured..... @ 6 1/2  
Full cured..... 6 1/2 @ 7 1/2  
Dry..... 6 @ 8  
Kips, green..... 5 @ 6  
Kips, cured..... 6 1/2 @ 7 1/2  
Calfskins, green..... 5 1/2 @ 7  
Calfskins, cured..... 7 @ 8 1/2  
Deaconskins..... 25 @ 30

## Pelts.

Shearlings..... 5 @ 10  
Lambs..... 25 @ 50  
Old Wool..... 60 @ 90

## Oils.

Barrels.  
Eocene..... @ 11 1/2  
XXX W. Mich. Hdt..... @ 8 1/2  
W. Mich. Hdt..... @ 8  
High Test Headlight..... @ 7  
D. S. Gas..... @ 8  
Deo. Naptha..... @ 7 1/2  
Cylinder..... 25 @ 36  
Engine..... 11 @ 21  
Black, winter..... @ 8

## Crockery and Glassware.

## AKRON STONEWARE.

## Butters.

1/2 gal., per doz..... 50  
1 to 6 gal., per gal..... 5 1/2  
8 gal., per gal..... 6 1/2  
10 gal., per gal..... 6 1/2  
12 gal., per gal..... 6 1/2  
15 gal. meat-tubs, per gal..... 8  
20 gal. meat-tubs, per gal..... 8  
25 gal. meat-tubs, per gal..... 10  
30 gal. meat-tubs, per gal..... 10

## Churns.

2 to 6 gal., per gal..... 5 1/2  
Churn Dashers, per doz..... 85

## Milkpans.

1/2 gal. flat or rd. bot., doz..... 60  
1 gal. flat or rd. bot., each..... 5 1/2

## Fine Glazed Milkpans.

1/2 gal. flat or rd. bot., doz..... 65  
1 gal. flat or rd. bot., each..... 5 1/2

## Stewpans.

1/2 gal. fireproof, bail, doz..... 85  
1 gal. fireproof, bail, doz..... 10

## Jugs.

1/2 gal., per doz..... 40  
1/2 gal., per doz..... 50  
1 to 5 gal., per gal..... 6 1/2

## Tomato Jugs.

1/2 gal., per doz..... 70  
1 gal., each..... 7  
Corks for 1/2 gal., per doz..... 20  
Corks for 1 gal., per doz..... 30

## Preserve Jars and Covers.

1/2 gal. stone cover, doz..... 75  
1 gal. stone cover, doz..... 1 00

## Sealing Wax.

5 lbs. in package, per lb..... 2

## LAMP BURNERS.

No. 0 Sun..... 45  
No. 1 Sun..... 50  
No. 2 Sun..... 75  
Tubular..... 50  
Security, No. 1..... 65  
Security, No. 2..... 85  
Nutmeg..... 50  
Climax..... 1 50

## LAMP CHIMNEYS-Common.

Per box of 6 doz.  
No. 0 Sun..... 1 75  
No. 1 Sun..... 1 88  
No. 2 Sun..... 2 70

## First Quality.

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

## XXX Flint.

No. 0 Sun, crimp top, wrapped and



## Hardware

### The Hardware Market.

General trade keeps up fairly well. Stocks being light necessitate the dealers ordering often. In prices there is no change to note. All the mills are preparing for their close down and are not disposed to make any concessions in order to secure business. On some lines, such as tin plate, pressed tinware, cutlery and a few other goods which will be affected by the new tariff bill—when it is passed—a much firmer tone is noticed and, in many cases, advances are being made.

**Wire Nails**—The demand is only fair, both from stock and mill. Prices remain as quoted in our last report and at present they do not seem to be very firm. There is still some talk of efforts being made to advance prices, but it is too indefinite to warrant any one's buying beyond their immediate wants.

**Barbed Wire**—The demand keeps up remarkably well for this time of the year. Prices are stationary, with no indications of any immediate change.

**Rope**—The demand is good. Prices are firm both at mill and from stock.

**Window Glass**—The demand for the more common sizes is very good. All factories will soon close down and with the new tariff bill passed, prices, no doubt, will advance 10@20 per cent. It is believed that glass is a good purchase at the present price of 10 and 5 per cent. discount by the box.

### New Use for Tin Scrap.

From the Philadelphia Record.

A two-horse load of tin clippings was being transferred to the rear basement of a prominent hotel. It had come from a can factory, and the narrow curling strips had become so twisted and intertwined as to form a conglomerate mass that was moved with the greatest difficulty by two sturdy fellows with stable forks. A bystander who was curious enough to enquire what use a swell hotel had for such truck was answered by an attache of the house: "We use it for the rats; I mean the big grey fellows with whiskers. The hotel rat is bigger, bolder and wiser than any other rat. He laughs at traps, fattens on poison, and the killing or chasing of dogs, cats and ferrets is his pet diversion. Even when energetic measures have rid us of the pests they are with us again in augmented force within a day or two. They will tunnel through almost anything for incredible distances. It is their boring ability that has given us so much trouble hitherto. No matter how we closed up their passageways the routes were promptly reopened. Filling the holes with broken glass was considered a good scheme until we found that, with marvelous patience, they removed the glass piece by piece. But we think we've got them now. With this tangled-up tin we construct a sort of abatis, covering all places where the beasts are likely to enter our cellars. They can't get through it. They can't chew it, and they can't carry it away as they do broken bottles for, when Mr. Rat takes hold of a single strip of the tin he finds it an inseparable part of a network weighing many pounds."

### Commercial Use of Garnets.

From the Chicago Times-Herald.

"The average man, I presume, imagines that garnets are used in our line of business exclusively," remarked a State street jeweler the other day, "whereas in fact the jewelry trade cuts a small figure in the garnet industry."

"About 3,000 tons of garnets are used every year in this country for making sandpaper. A very small proportion of the garnets have any value to the lapidary, and the best are only semi-precious stones. The costliest come from the Adirondack regions and from Dela-

ware county, Penn. Up in Alaska, near the town of Wrangel, is a veritable garnet mountain, and a corporation has recently been organized to develop it. The Alaska garnets are said to be unusually fine."

### Annual Meeting of the Michigan Hardware Association.

Eaton Rapids, June 15—The second annual meeting of the Michigan Hardware Association will be held at Battle Creek on Wednesday and Thursday, July 14 and 15, 1897. Every hardware dealer in the State is cordially invited to attend.

An excellent program has been arranged and papers of importance to the hardware trade will be read by some of the leading dealers in the State. Arrange if possible to attend this meeting.

Please notify as soon as possible C. F. Bock, of Battle Creek, or H. C. Minnie, of Eaton Rapids, if you can go, as it is quite desirable, of course, for the Entertainment Committee to know about how many will be in attendance.

H. C. MINNIE, Sec'y.

### Insurance of Dogs.

From the Chicago Tribune.

A novel insurance company has been organized and is already doing a large business in this city insuring dogs against loss, stealing or impounding. This is done by registering the dog with this company, with its full description, and receiving a tag to be worn with the city license tag.

The company has a man at each pound to release any dog bearing such a tag and return it immediately to the owner. This is a great advantage, as dogs often contract diseases in such a place. It also saves both dog and owner much misery, anxiety and trouble, to say nothing of the expense and tiresome traveling and red tape which are necessary to rescue a dog from the pound.

A French scientist, M. Garchey, has discovered a method of utilizing the waste glass accumulated at factories. He grinds the glass to powder, which is put into a metallic mold and introduced into two furnaces in succession. The first furnace anneals and deritrifies the mass. The mold is then passed into the second furnace, which is heated to a very high temperature. When the mold is drawn from this second furnace it is ready to be pressed into different shapes for building purposes. This discovery will not only relieve the difficulty with which glassblowers have had to deal in getting rid of their refuse, but will be a source of profit. The potteries have a similar elephant on their hands, but no solution has been arrived at in their cases, beyond using the refuse for the making of railway embankments.

Great Britain imported nearly \$90,000,000 worth of butter and oleomargarine during the year 1896, as compared with \$60,000,000 ten years ago. The increase is entirely in butter, the imports of oleomargarine showing a large decrease during the period mentioned.

### 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.

TO GRAND D. & M.  
TRUNK  
RAILWAY  
DETROIT. SYSTEM DIVISION.  
EXCURSION.

Sunday, June 20, 1897.

ROUND TRIP ONLY \$1.85.

This popular excursion train will leave the D. & M. depot at 6.40 a. m. Arrive Detroit..... 11.40 a. m. Return, leave Detroit..... 6.30 p. m. Bicycles and baby carriages carried free on this train.

For particulars call at D. & M. depot or city office, 23 Monroe street.  
JAMES CAMPBELL, City Agent.



### 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.

## 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.**

## Mutual Co-operation



ANTIQUE OAK BOOK CASE.

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.

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.**



# Inconsiderate Letters Written by the House.

From the National Harness Review.

Bang! Smash!!  
Everybody in the hotel office looked up. One nervous little man with a red nose and weak eyes regretfully looked at a big blot on the carefully-written page before him. Another nervous creature picked up his eye-glasses from the floor and looked reproachfully at the bald-headed man who had just thrown his brand-new grip onto the floor with such a crash.

"What's the matter?" asked the fat man.

"Matter? Everything. That dad-blamed house of mine has just been writing some love letters to my trade here—that's what's the matter!" snarled the bald-headed man.

"Love letters!"

"Well, they may think they are; I don't—my trade don't. These blamed critters at home, sitting in their nice easy chairs in the office, doing nothing but opening orders all day, seem to think that the world revolves about them. They think there is no other firm in existence but their own."

"My, my! but you're warm!"

"Who wouldn't be? Here is the best customer I've got on the territory just lost forever."

"How's that?"

"Well, he sent in for some goods last week. The goods fell short so many in a package. Of course, he wrote in and complained, and for consolation he received the answer: 'You certainly are mistaken. We don't pack goods short. We have full confidence in our packers. Some mistake of yours,' etc. Nice, ain't it? Called him a liar and insinuated that he was a thief. Of course, he is hot. Next man I called on has bought of us exclusively for six years. Always paid one hundred cents on the dollar. Trade is a little quiet just now and he has been doing a little building and repairing; so, feeling that his buying all his goods of us warranted him, he asked for an extension of thirty days. This is what he got: 'Our terms are strictly thirty days. Your bill is past due now. Please remit at once and save further trouble.' He is hot, too. I don't blame him a bit. Oh, life on the road is a bed of roses—in your mind."

"Well, that is bad," said the man with specs on. "Of course, these people in the home office don't understand the fact that its hard work to sell goods without the pull-backs such letters make. They receive and open a good many orders every day and sometimes forget that other houses are only too willing to grant favors which they refuse. The worst of it is that the traveling man gets the blame from both sides. The trade think he is to blame for the house's refusal to listen to their complaints and the house thinks the salesman is to blame because he can't hold his trade. Nine times out of ten the customer never answers such letters and, consequently, the house that thinks they have simply written a business letter doesn't know of the storm that has been raised."

"Yes," put in the tall passenger, "and the customers who generally feel so aggrieved at such letters as these feel that the few hundred dollars a year they spend with a firm is what made that firm progress. So they feel hot because their trade is not appreciated. The firm, in a majority of cases, don't ever think of what a customer has bought. They simply look at his request of today. If I was the head of a firm—"

"Come off!" said the fat man. "You fellows are one-sided. If you people sat in an office year in and year out and received on an average ten letters a day, making some 'fool kick' about something, or asking for 'extension of time,' and knew that half of these kicks were from chronic kickers who lay awake nights studying how to get a rebate, or that you had certain notes to pay and had calculated on every bill that was due and coming to you, you, too, might get hot under the collar and write sharp letters. There is too much of this extension business anyhow. Men, instead of laying up money to

meet bills with, buy this or that, go on excursions, join big secret societies and then they get hot because a house won't grant them more time. Of course, some men are all right and are honestly hard up; but a house must make rules and can't stop to look up all the facts surrounding the case. They draw a line and all are treated alike. If all houses followed this principle there would be fewer failures than there are, that's dead sure." And the tall man pulled out a cigar, lighted it, and left the group.

The tall passenger said nothing; the man with specs on was doing some figuring in his next week's expense book, and the bald-headed man commenced to write a letter to the corresponding clerk that was to be full of dashes and exclamation points.

## The Warmth of Paper.

Glanders—It is said that paper can be used effectively in keeping a person warm.

Gazlay—That is very true. I remember a thirty-day note of mine once kept me in a sweat for a month.

## G. R. IXX DAIRY PAIL.



Write for quotations and monthly illustrated Catalogue.

W. L. BRUMMELER & SONS,  
Manufacturers and jobbers of  
Pleeced and Stamped Tinware.

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



Jobber of—

## Umbrellas, Parasols and Walking Canes.

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

Largest Assortment in Michigan.

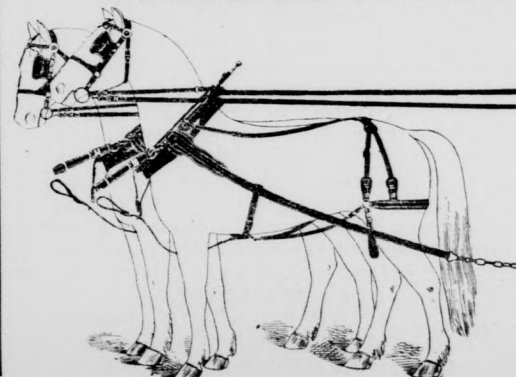
58 Monroe St. - Grand Rapids.

## Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	75&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 55
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	65&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	
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
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	1 65
Wire nails, base.....	1 75
20 to 60 advance.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	35
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85

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
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	
Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$3 30 \$2 40
Nos. 18 to 21.....	3 30 2 40
Nos. 22 to 24.....	3 45 2 60
Nos. 25 to 26.....	3 55 2 70
No. 27.....	3 70 2 80
No. 28.....	3 80 2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '86.....	dis
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Onelida Community, Newhouse's.....	dis 50
Onelida Community, Hawley & Norton's 70&10&10	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/4
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 05
Barbed Fence, painted.....	1 70
HORSE NAILS	
An Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickleed.....	30
Coe's Genuine.....	70
Coe's Patent Agricultural, wrought.....	80
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## GOTHAM GOSSIP.

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

Special Correspondence.

New York, June 11--This week New York is partially given over to showing some of our South American brethren why they "should buy in New York." Of course, it is not put in so many words, nor do we say more than necessary about the tariff preventing trade between their countries and this one; but anyway, they are having a good time and will doubtless return to tell their compatriots that the Eagle is a better bird than the condor of the Andes.

Business? Pretty good. Now that it is pretty definitely settled as to what the tariff will be, our merchants are drawing long breaths, buckling up their armor and preparing to make up for the losses they have sustained during all these years. They talk in a more cheerful tone and, altogether, appear to be gaining ground right along.

Coffee has held steadily during the week and closes at 7½¢, for Rio No. 7. The receipts of the article at Brazilian ports are reported as showing some falling off, and this, perhaps, accounts for the firmer feeling here. In a jobbing way trade is no more active than it has been and no changes have taken place worthy of note. The total supply of Brazil coffee visible for this country aggregates 746,350 bags, against 358,000 bags at the same time last year. A little more trading has been done in mild sorts and the market is fairly steady. No change to note in quotations.

Holders of raw sugars appear to be clinging with tenacity to their stocks, evidently anticipating tariff changes that will give them an extra profit. A cargo sold on Thursday at 3¢ for 80 test Muscovado and 3½¢ for 96 test centrifugal. In refined there has been an advance of ½¢, except in the case of coarse granulated and confectioners granulated. The demand has been pretty good and some refineries are said to be oversold. Imported sugar has been meeting with satisfactory enquiry and importers seem to be satisfied with the trend of affairs.

The dealers who marked up their teas a few cents and have been making a good thing because someone whispered "tariff" will now probably make "great reductions" again. Meantime trade is dull and buyers are few and far between. A decline of 1¢@2¢ is reported on general sales.

The rice market is firm and some orders at former rates have been turned down, pending an expected rise in the quotations should the tariff be increased. Still there is no sign of holding to any extent for the "expected," and dealers seem to think that it "is the unexpected which happens." Choice to fancy domestic, 5½¢@6¢; Japan, 4½¢@4¾¢.

Not a ripple of excitement has broken the usual monotony of the spice market during the week. Sales are of an everyday character and, while holders show no anxiety to press sales, buyers, on the other hand, do not seem to care whether they do anything or not. No changes have been reported in quotations.

Not much is doing in molasses, the little that is going forward being in a jobbing way. Most of the demand is for a high grade of open kettle, ranging around 30¢. This price secures a fancy article, of which there is no very great accumulation in this market. Centrifugals are slow, with sales limited to low grades. Syrups are dull, with prime to fancy sugar goods bringing from 15¢@20¢.

In canned goods the new pack of peas shows quality that is probably equal to that of any previous season, but competition has forced the price down until the quotation of former years is a marvel. Standard Early Junes are quoted in Baltimore, new pack, at 65¢, with extra standard at 70¢. The decline has gone on steadily from \$1.10 in 1891. For 75¢ a full standard article can be bought in this market. Tomatoes are worth 62½¢@65¢ for Maryland, and a large block of Delaware goods is offered there at 57½¢. Corn ranges from 40¢

50¢, and the former quotation, it is said, will buy plenty of good corn. Upon the whole the week shows some improvement in demand, but conditions are not very satisfactory.

Lemons are 25¢@50¢ per box higher, although there is no great activity. Oranges are dull, but the market is steady and holders seem to look for a better condition soon. California oranges are selling from \$3@4 per box and for fancy stock up to \$5. Bananas are dull and are held at \$1.10@1.37½.

In butter the demand is not very active. Supplies have been free and at the moment the market is somewhat unsettled. Strictly "gilt-edge" creamery is held at 15¢, although this is shaded, if necessary. Very little speculation seems to be going on. Export trade is quiet.

There has been a little improvement in demand in cheese this week from exporters and the market may be called firm. Full cream, large size, is worth 8½¢.

Eggs, best Western, are worth about 11¢, although some fancy Michigan stock has sold at slightly better figures. Arrivals contain quite a large proportion of stock that is "lacking in the elements of freshness."

Beans are quiet. This applies to all kinds. Choice pea beans are worth 85¢@87½¢. Marrow, good to choice, \$1.10@1.17½.

## Necessity of Frankness in Extending or Declining Credit.

Written for the TRADESMAN.

There is no other part of the work of the dealer which involves so much of timidity and hesitating diplomacy as the matter of credits, especially that of individuals. Indeed, it is astonishing the degree of timidity, amounting to actual cowardice, which is manifested by many when they come to deal with this subject. In all others of the problems and contests of trade, he may be a very hero; but there is a cowardly sinking in the heart of the average merchant when he is called upon to face the matter of extending or declining credit. He is instantly thrown into the greatest perturbation and becomes as diffident, bashful and hesitating as the veriest schoolboy.

It is difficult to analyze the reasons for this condition. A number of elements, doubtless, contribute, among which is the natural development of the bump of approbateness—the natural desire to stand well in the estimation of those with whom we are associated and especially those who sustain the relation of customers. It is the laudable ambition of every merchant to secure and hold as many good customers as possible. This anxiety naturally tends to increase the embarrassment attending the introduction of questions as to personal affairs involved in the matter of individual credits, and, as to that, it is much the same with all credits.

There is, probably, no part of the merchant's experience in which there is more of the effort at resolution and determination than in this matter of credits; and there certainly is no part in which so many resolves are so sadly broken. As he studies over his list of slow-paying customers, grading from those who may be reasonably expected to pay sometime to those who must be charged to profit and loss, how many times he resolves that a speedy end shall be put to the practice, which contributes to its increase. Such resolutions are firmly maintained until he is again met by the necessity of enforcing them, when, alas! his courage fails and another is added to increase the burden of anxiety and unrest.

It is interesting to conjecture the study and planning given in many cases to obtain information on which to

base credits. In some of the cities the endeavors to find out the responsibility of customers whose accounts seem in danger of undue growth amount almost to a detective system. Agents are sent to interview any who may be likely to know of the affairs in question, and it is said that sometimes the largest and richest houses will condescend to obtain information from janitors and trades-people who may have a chance for observation. Of course, there are growing up in most cities credit agencies which are of great value in this direction, but some will not bring themselves to depend on these; and they are yet lacking in smaller towns and country.

It would seem that the first requisite in the meeting of this question is the formation of a fixed purpose on the part of the merchant—that he will determine to bring all such matters to the test of business and common sense. Now there is no reason why there should not be the utmost frankness and freedom in the discussion of these things with the customer concerned. If the dealer does not know fully as to the situation it is his business to find out, and few customers worth having will take offense at the candid, frank discussion of the subject, and it is better to run the risk of losing this few than to hazard one's business stability by undue credits.

It is not that the word of the would-be customer is to be taken in the matter, but he may give the information as to probable resources and other matters on which a decision may be based; or in the lack of such reasonable assurance, the discussion, with all freedom and frankness, will determine the matter adversely to the wishes of the customer, a result much to be preferred to a

bad debt, even though he may be displeased by it.

In the making of decisions of this kind there is needed the exercise of the most careful, conservative common sense. While the general character and appearance of the customer may have some value there is more dependence to be placed on other circumstances. If the purchase seems to be in the nature of a luxury to one in his situation, for instance, it is always safest to insist on payment. And so any other indications must be taken into the consideration.

The merchant has the longest lease of happy life who adheres strictly to the cash system in all his transactions, either of debit or credit. But when there are situations where another system is necessary, its evils may be reduced to the minimum by a frank, manly common sense which will never hesitate on any considerations of false sentiment as to the feelings and estimation of any concerned. RADIX.

## To Prepare the Programme.

At the request of President Webber, Secretary Schrouder has requested the Executive Committee of the Michigan State Pharmaceutical Association to meet at the Livingston Hotel (Grand Rapids) at 2 o'clock, Tuesday, June 22, for the purpose of completing the arrangements and preparing a programme for the annual convention to be held at Lansing in August.

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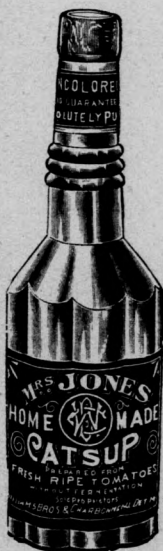
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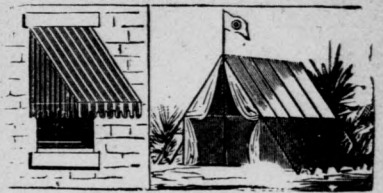
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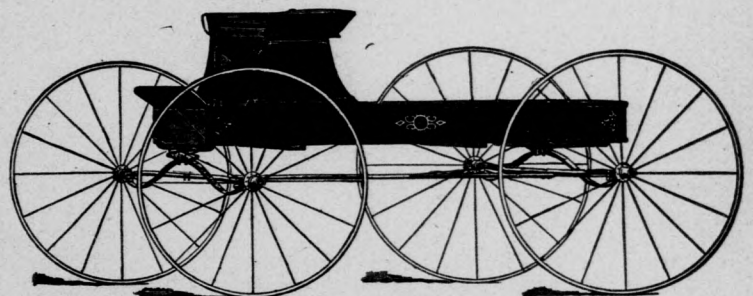
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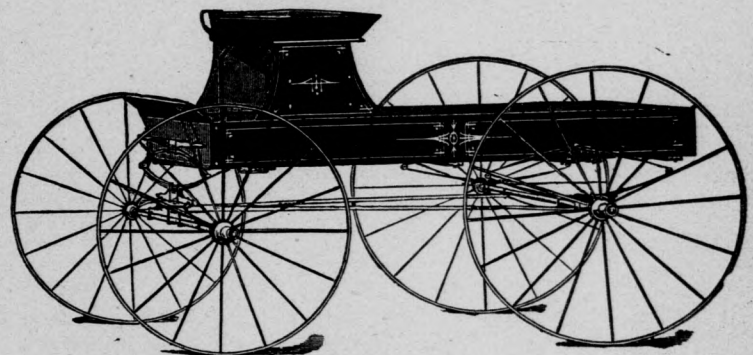
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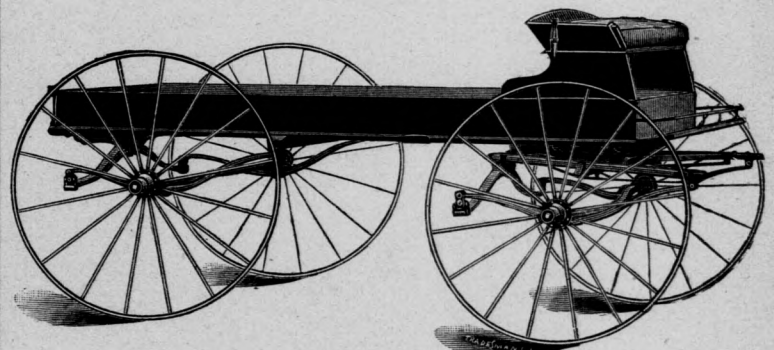
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