

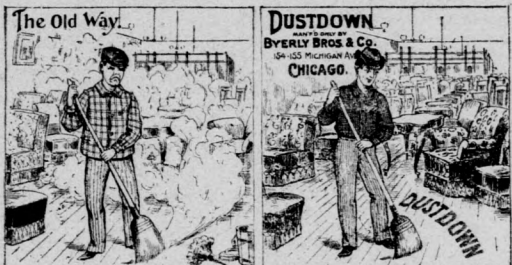
# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XIV.

GRAND RAPIDS, WEDNESDAY, JUNE 30, 1897.

Number 719



## The Age of Dust Is Past.

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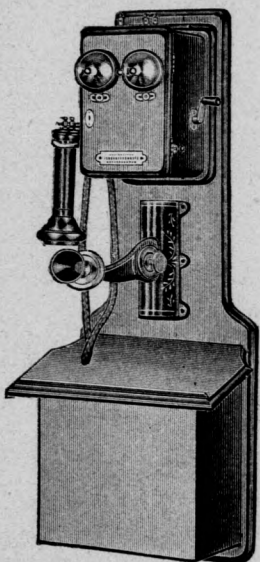
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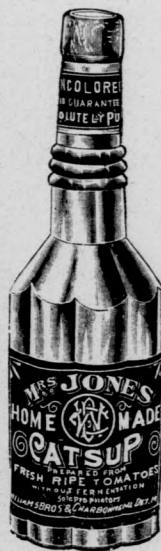
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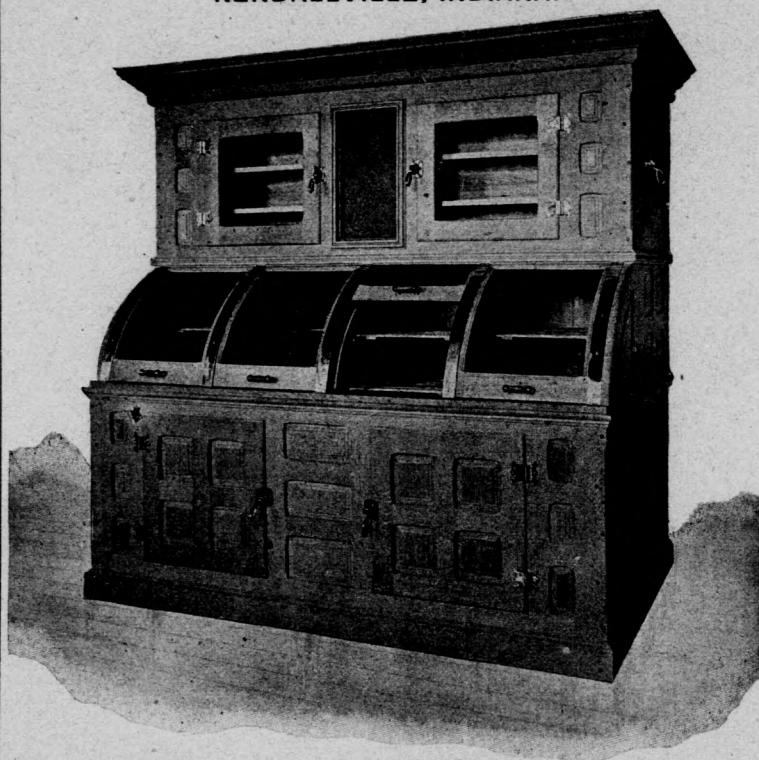
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# MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, JUNE 30, 1897.

Number 719

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William Connor will be at Sweet's Hotel, Grand Rapids, Mich., with above samples and a few summer goods to close at 60 cents on the dollar, on Wednesday and Thursday, June 30 and July 1, so you can have them for 4th of July trade.

## COST OF THE CUBAN WAR.

An interesting report at this time has just been issued from the Department of Agriculture at Washington touching the effects upon our Cuban trade for two years past of the insurrection in our island neighbor. The report confirms all that has been said with reference to the costliness of this war to our commerce. There are classes of citizens in this country whose public action and views of public questions are controlled absolutely by a dollars and cents consideration. They will cry out at no abuse so long as it does not touch their pocket, and will approve any contemptible course on the part of the Nation that offers a continuance of conditions under which they are making money. To this class the showing of our crippled commerce with Cuba ought to appeal strongly. The vast bulk of the people need no special reports to arouse their active sympathy for the struggling patriots.

This publication by the Agriculture Department shows that during the last fiscal year ending in 1896 the total value of our Cuban trade amounted to only \$45,548,610, as compared with \$102,864,203 in the year immediately preceding the outbreak of hostilities. This was a falling off in less than three years of more than 50 per cent. Returns already available for the current fiscal year indicate a still further decline, the records for the nine months ending March 31, 1897, placing the total value of the trade for that period as low as \$14,926,817. At this rate the figures for the fiscal year 1897 will hardly reach \$20,000,000, or less than one-fifth the value recorded for 1893. During the early years of the present decade our Cuban trade had received a material impetus, the years 1887 to 1893, inclusive, showing uninterrupted gains, and, but for the opening of the war, a still greater expansion, it is predicted, probably would have followed.

It must be remembered, too, that this loss of trade has been caused largely by the barbarous, medieval methods of warfare pursued by Spain, contrary not only to the usages of modern civilization but to the common impulses of humanity—a course that would have justified an interference, even although we were not so deeply interested financially. The above figures do not include our losses of American property and investments on the island, said to amount to some \$30,000,000 more. Nor does this report mention the indignities heaped with impunity upon American citizens in Cuba.

## A LAND WITHOUT POLITICS.

The Mexican Herald, published in English in the City of Mexico, congratulates our neighbors across the Rio Grande that Mexico is without politics and that the government and people are working to the one end of material development down there, with a blissful absence of political parties or political contention of any kind.

It will not do to conclude from this fact, however, that Mexico is an Eden without the serpent. There is a decided lack of party politics in Russia, and

there is not much partisanship apparent on the surface in Turkey; still, we would not name Turkey and Russia as the homes of model government, nor their people as the happiest in the world. The truth is, Diaz, except in name, is a dictator. He rules with an iron hand encased in a glove of velvet—he is the state. Mexican politicians have long since learned that fact and the press is careful to recognize it. Political contention is bad enough, but the suppression of all political discussion is worse. We have large numbers of people in the United States who take no interest whatever in politics, and their very indifference is one of our chief troubles. They permit designing men to control primaries and select officials, when, if they would but actively throw themselves into the political fights, better government would result. This class with us is largely the business element.

In all free governments politics is natural and inevitable. The absence of political strife is an indication of despotism at the head of affairs. However, this is just what Mexico needs for a time. A strong arm to bring order and progress out of the chaos that so long prevailed exactly fits the conditions in Mexico, and will be necessary until the people have wholly outgrown the revolutionary spirit of other days. To that end, therefore, and for that particular people, it is gratifying to hear the Mexican Herald declare that a business-like administration is attending strictly to business and working for the good of Mexico and all of Mexico. General Diaz takes an impartial interest in the affairs of the whole country. He has said he would like to live fifty years to see the Mexico of the future. We can all join in the wish that he might, for it will be his great monument, a modernized, prosperous and contented nation.

## Traverse City as a Potato Market.

From the Grand Traverse Herald.

Saturday practically closed the season for potato buying in this section. Heretofore the season has closed about May 1, but owing to the failure of early Southern crops, caused by heavy floods, there has been a better demand for Grand Traverse potatoes in Chicago and other markets South and East.

A study of the quantities bought by local buyers will prove of special interest to everyone, and perhaps the total amount will prove a surprise to many.

This has been a better year for potatoes than several former years, the prices having generally been higher than for several years. Last year the maximum price paid was about 12 cents a bushel. This year the maximum price paid was 26 cents, although that figure prevailed only one day. However, large quantities were sold for 15, 17, 18 and up to 22 cents, although early in the season large quantities were sold at from 6 to 10 cents. It is estimated that the average price was not less than 10 cents. Some buyers place the average at 12 cents. The total amount brought up in this locality, largely in Traverse City, aggregates nearly 500,000 bushels. Of this quantity about 50,000 bushels were shipped to Chicago by the Northern Michigan Transportation Co., the greater portion going by rail to various other points.

## Rise and Progress of the Commercial Traveler.

In the economy of nature there seems to have been no especial provision made for the commercial traveler, but, like Topsy, he "just grewed." Like the meteor, he was cast off some larger planet, discovered an orbit for his exclusive use and went into business on his own hook.

As we find him, he is beyond question a product of the nineteenth century, a child of its circumstances, the result of its commercial conditions. Recent modes of travel and the facilities for the transportation of merchandise have had much to do with the origin and usefulness of the commercial traveler of to-day.

Like men of every calling in life, the traveling man has been moulded and fashioned by the influences and conditions of his environments. Owing to the many different kinds of people with whom he has to come in contact in the course of his business life, he has had to become thoroughly educated in the science of human nature.

He has had to learn to accommodate himself to every condition and circumstance in life, to learn the vulnerable points in human nature, and how to take advantage of this knowledge. Hence it has been said of him that he can fall in love quicker and oftener; change his politics and religion on shorter notice; laugh or cry with less provocation; borrow more trouble or happiness for a longer time, on poorer security, at a less rate of interest, than any other living man.

In times past it was thought that a man was not qualified for a traveling salesman until he had been graduated from all the schools of vice on earth—an opinion which was not only entertained by the commercial traveler himself, but liberally shared by the whole civilized world.

They were expected to be dishonest because their customers were dishonest, immoral and dissipated because they were encouraged in it by the trade. Many of those who have "sown their wild oats" profusely, and in many instances mildly transgressed human laws and escaped their punishments, have dearly suffered the penalties of violated physical and moral laws, which are immutable and inexorable in their demands for justice. In contemplating the faults and vices of the few, we must not become blinded to the virtues of the many, for fairness demands that, while we reproach the unworthy ones, due honor should be accorded those to whom their calling has always been sacred.

Commercial men are by no means all total abstainers, and may never be, but it is a notable fact that fewer of them use intoxicating drinks each succeeding year. Fewer bottles disgrace the traveling man's grip, and even where they may yet be found, the owner of said grip and bottle is always ready with a studied apology for this unholy companionship, and usually explains that he carries the stuff for medicinal purposes only.

D. B. HEREFORD.

## WATER, DUST AND MUD.

## A Suggestion As to Keeping Them Out of the Streets.

Written for the TRADESMAN.

Someone has given the definition of "dirt" as "matter out of place." So it may be said that the great contest being constantly waged against that auxiliary of ungodliness may be considered as a struggle to keep matter in its proper location. Perhaps there is no place where this definition is more manifestly pertinent than in the management of water, the symbol of purity, and the elements of fertility which it is vainly striving to keep subdued in city streets.

As long as city streets are the continuation of country roads, and especially to be traversed by horse-propelled vehicles, after passing along such roads there must, necessarily, be a constant accumulation of earth and other substances. While our American cities are new and the pavements only in patches, the accumulation is so rapid that the contest to be waged is a hopeless one. In such cities the soil gathered up by this constant work of shoveling up the refuse is devoted to the filling of low places, or the shallow waters, where in many cities, as in New York and Chicago, much valuable land has been claimed from the harbors and lakes by means of this refuse.

Of course, as cities become larger, with more extended and complete systems of cleanable pavements, the accumulations from such sources become relatively less; but, on account of the increased traffic in these, there seems to be just as rapid a distribution of rubbish and dust. It is probable that in such crowded streets these must be accepted as irremediable evils; but it is worthy of enquiry as to whether, in smaller cities and in the less densely crowded streets of the larger ones, there may not be better ways of dealing with this problem than those now employed.

In the present methods of dealing, or trying to deal, with the problem of restoring these substances to their proper place, or removing them from the wrong one, there is very little of scientific method, or, indeed, of any method. Brooms, shovels and scrapers, or their equivalent in more elaborate machines, are the means depended upon for the removal of such accumulations when the quantity becomes intolerable; and until then it is sought to keep them confined to the surface of the streets by constant wetting, except as transported by the feet of pedestrians and the wheels of vehicles. It seems to be accepted that there is no solution of the problem which does not involve the constant living and moving in a mudhole.

It seems to me that the present methods of dealing with this matter are about as unscientific and slovenly as could well be devised. There appears to be enough of effort and expense to serve some effective purpose if it were better directed. Experiments are made with street sweeping and cleaning machines and organized effort is employed in the bodily removal of the accumulations, but these efforts seem to be based on the idea that there must be a sufficient accumulation to warrant them before they are put forth; that is to say, streets are only to be cleaned when they are dirty, consequently there must be a considerable portion of the time when they exemplify this condition. And during this time it seems to be necessary to hold the filth in bounds, so far as possible, by a liberal use of water, to

keep it out of lungs and from the shelves and counters of the trade served by these streets.

With the same effort applied in a more scientific and practical manner, much might be accomplished, not in striving to remedy the nuisance when it becomes intolerable, but in keeping the streets reasonably free from mud or dust at all times. In the present methods, including not only the cost of removal of the dirt, but that of the constant sprinkling to keep the dust confined, there is a considerable expenditure, sufficient to accomplish much more if differently applied.

The most effective dirt remover is the element so freely used to keep it within bounds as mud. Its efficiency in this direction is suggested by its use in subduing the most refractory substances in hydraulic mining; and it is sufficiently familiar to us in its occasional employment to flush some of the principal streets.

Now the suggestion that I would make is that, instead of applying the present expense in the way of the bodily removal of the dirt with brooms, scrapers and shovels, and in the constant wetting with carts, there should simply be a more frequent and thorough application of the water under strong pressure. Instead of flushing the principal streets once a week or less frequently, let it be done every night or in the morning before traffic begins. It would not be a very expensive undertaking to prepare suitable apparatus to apply the water in the right quantities and with the right degree of force to properly remove the comparatively small accumulation of each twenty-four hours. Just what modification in the arrangement and management of catch basins, frequency of flushing sewers, etc., might be necessary would be a matter to be determined; but there would be no serious difficulties involved in this direction.

If the principal streets of a city like Grand Rapids could be cleaned in this manner every day, with a proper regulation as to the throwing of sweepings and refuse from buildings into the streets, there would need to be very little sprinkling for the purpose of confining dust. There might be some days when such sprinkling would be desirable for coolness, but the loss of its use at such times could be better borne than the present intolerable condition.

NATE.

## Chance for a Bargain.

"I have a first-class '97 bicycle for sale at bargain counter figures," was the admission ground through his teeth by a swell young man who holds himself irresistible with the fair sex.

"What's happened?"

"Been made a sucker of, that's all. Was taken in as easy as the fellow that goes all the way to New York to buy sawdust. Put on my most fetching uniform the other morning and took a spin out the road. Ten miles from town, if it's a rod, I encountered as pretty a little woman as you ever saw; dainty from head to foot and full of snap. But she had broken the chain of her wheel and four links were gone. 'Maiden in distress,' thought I, and was all gallantry.

"There was a horse tethered to grass near by and I appropriated the rope, the steed kicking up his heels and starting toward Kalamazoo. While I was adjusting the rope to her wheel to tow her back to the city, a handsome looking fellow pedaled slowly by and seemed disposed to stop, but I froze him out with a smile that told him I was looking after the job and he went on.

"She was a cute little jollier and thanked me so often and was so sorry

for the trouble she was causing me that I took a great liking to her. But it was tough wheeling and I'll give you my word that for the last five miles that girl was heavier than a load of hay. It was more hard work than I had done since I was a boy. But I hauled her right home, although everybody was grinning at the

unique tandem. At the door we met the fellow who had passed and he thanked me for bringing his wife in. He didn't think he could have managed it. I was too nearly paralyzed to do anything but glare. Next day an old farmer taxed me \$10 for turning his horse loose. Sell? I'd give the wheel away."

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P 35-97 Made by **THE CLIPPER PEOPLE**, Grand Rapids, Mich.

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All Clipper Bicycles are made to wear, to please and satisfy the rider. We could make cheaper bicycles, but they would not be so good. No practical improvement is left off a Clipper. If it's on a Clipper, it is right. If it's not, it may be.



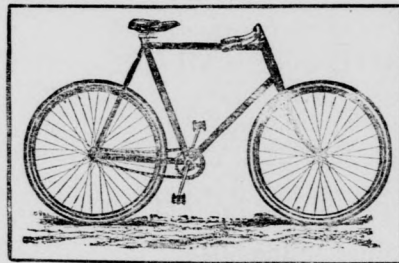
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are the **Supreme Result** of our

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WHOLESALE BICYCLES and SUNDRIES.

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GONE BEYOND.

Death of the Tradesman's Oldest Regular Contributor.

The readers of the Tradesman who have so long been familiar with the contributions of S. P. Whitmarsh, either under his own name or the non plume of Peter C. Meek, will feel a personal loss in the announcement of his death, which occurred at his home in Palmyra, Sunday evening, June 10.

For some time previous to his death Mr. Whitmarsh had suffered from poor health with indications of heart weakness. The day of his death was spent in visiting with his son, Rollin, of Adrian, and he seemed to be in his usual health until an hour or two after his son's departure, when he was stricken very suddenly with heart disease, living but a few hours. The funeral was held at the home in Palmyra on Wednesday.

The quiet of Mr. Whitmarsh's later life of over a quarter of a century as a druggist in Palmyra was preceded by a career of considerable activity as a pioneer in Southern Michigan and in California and Mexico. He was of New England origin; his father, Deacon Alvah Whitmarsh, having been a native of Hampshire county, Mass., as was also his mother, whose maiden name was Naomi M. Clark. After living a few years in Springfield, Mass., the family removed to Brooklyn, N. Y., and in 1841 became pioneers in the development of Illinois, settling in Princeton. There the father died in 1862. Alvah Whitmarsh is remembered as a man of strong conscientiousness and positive convictions. As might be expected of such a character in that day he was a decided abolitionist whose love of jus-

tice made his hatred of slavery very intense.

Samuel P. Whitmarsh was born in Springfield, Mass., July 8, 1831. He was 10 years of age when the family removed from Brooklyn to Princeton, Ill. There he attended the school established by the "Hampshire colony" where he prepared himself as a teacher. He then



learned the trade his father had carried on, that of carpenter and joiner. In 1848 he came to Lenawee county, Mich., engaging in the work of teaching; a year or so later returning to Illinois.

In 1852 his thirst for wider activity prompted him to undertake the overland route to the New Eldorado, California.

After an adventurous journey, requiring six months' of time, he reached his destination and engaged as a miner and prospector, and occasionally worked at his trade as a carpenter. Thirteen years spent in California, Mexico and Lower California gave him all the activity and adventure he cared for and in 1865 he returned, settling in Ohio. Two years later he returned to Lenawee county, conducting the drug and grocery business in Palmyra until the time of his death.

In October, 1865, he was married to Mary Steele, daughter of Solomon and Laura Steele. Two children were born to them, Rollin H. and Olive.

As might have been expected from the ancestry and training of Samuel P. Whitmarsh, his principal characteristics were his thorough conscientiousness and regard for the welfare of those about him. The activity of disposition which had prompted his wide travels did not cease in his taking up the quiet life of a village merchant, but made itself manifest in the prosecution of literary and scientific studies, and he soon became widely known as a writer for technical and trade journals. His contributions to the Tradesman began about ten years ago and few issues have appeared since that time which did not include contributions from his pen. His range of subjects was large, his judgment being held in such high esteem that he was given carte blanche to write on any topic which he might select. He always wrote to the point and made himself so clearly understood that there could be no mistaking his meaning. All his work bore the impress of deep thought and careful consideration, nothing being done hastily and no statement bordering on harshness or malice was ever permitted to creep into his work.

Mr. Whitmarsh took a fatherly interest in the fraternity of writers which

comprise the staff of the Tradesman and on many occasions welcomed a new contributor in such a cordial manner that he immediately felt he was at home. The condition of his health was such that he was unable to attend but one of the annual reunions of the Tradesman staff which are held each year on Franklin's birthday, but his excellent address on that occasion will long be remembered by those who had the privilege of listening to it.

The inner life of Mr. Whitmarsh was excellently set forth in an address given at the funeral by Dr. J. H. Reynolds, a brother-in-law of the deceased, from which the Tradesman quotes as follows: \* \* \* I first knew him in 1868, and have been intimate with him for twenty-nine years. I knew him well—better than any man I ever knew socially, morally in a business capacity, and religiously.

Socially, always genial and hearty, in a business relation he was the soul of honor. His moral life was pure and irreprouchable, and religiously he was so far advanced in the relations of God to man that I have listened to his wisdom with wonder and admiration. It seemed to me that the lessons taught him at his mother's knee, the words of wisdom that fell from his father's lips during all his childhood and youth had been remembered, and every lesson added to by the careful study in all his after life, had founded him so thoroughly in the doctrine of one Personal God, and the Divine Christ that it was not a matter of faith and belief, but a matter of knowledge and truth.

His was no Sunday religion. It lasted all the days of the week and all the weeks I knew him. In all the twenty-nine years I had the pleasure and honor of his acquaintance, I never knew of one dishonest or dishonorable act he ever did. I never knew of one temptation that ever caused him to swerve one iota from the truth. His character was not the result of some sudden conversion; it was the result of a lifetime of right-doing and teaching. \* \* \*

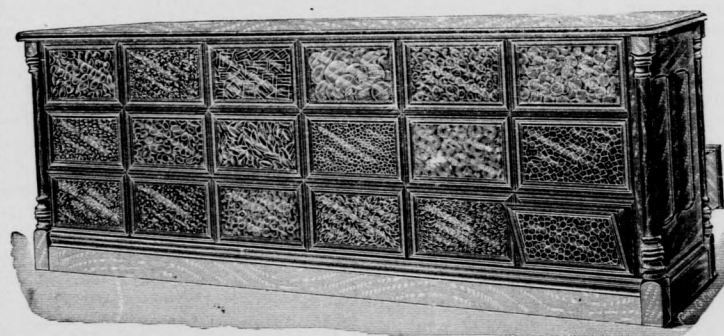


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OUR LATEST SUCCESS **CUBANS** 10 CENTS PER POUND

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

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The best, most convenient and most durable counter made, covered by a full mechanical patent issued April 27, 1897. Do not be misled, but buy the latest. Write for prices, description, etc.

We manufacture all our own counters, and use nothing but the best kiln-dried lumber in their construction. The frame is made of maple, the top, front

and gables of oak or ash, and the drawers of an odorless material. They are finished in antique, rubbed and polished, and would be the center of attraction in the finest equipped grocery.

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

## Around the State

### Movements of Merchants.

Glenn—C. W. Holtslander will shortly open a grocery store.

Pomona—Melvin Alwood will shortly open a new grocery store.

Eau Claire—W. A. Ward has added a line of jewelry to his drug stock.

Decatur—Mrs. E. M. Herlan will retire from the millinery business.

Leroy—Nettie Klingsmith will close out her grocery stock and remove to another location.

Ludington—Joseph Sahlmark will shortly embark in the drug business at 315 James street.

Filer City—Frank Davis has gone to Dundee, where he will engage in the grocery business.

Ludington—Fay Thorne will return to California as soon as he can dispose of his grocery stock.

Six Lakes—O. D. Van Deboget is erecting a grain elevator here. It will have a capacity of 8,000 bushels.

Bellevue—Chas. York has purchased the general stock of Lee Peck & Co. and will continue the business at the same location.

Maple Rapids—The dry goods and grocery firm of Tyler & Co., of this village, has sold its stock to John Gardner and Frank Redfern.

Traverse City—L. Roscoe, of the firm of Roscoe & Child, has retired from the meat business. Geo. Child will continue the business at the same location.

Edmore—Since last November Geo. Wager, the potato buyer and shipper, purchased of the farmers of this section 139,000 bushels of potatoes, or 257 carloads.

Petoskey—F. L. Woolston, formerly with White & White, of Grand Rapids, will have charge of the prescription department of the Petoskey Pharmacy this season.

Hastings—Jacob A. Hangstorfer has sold his meat market to Frank Kurtz and returned to Big Rapids, where he will re-engage in the meat business with one of his brothers.

Charlotte—C. M. Cochrane, who recently sold his grocery stock at Big Rapids to Terry Laughlin, has removed to this city and engaged in the same business in the Jackle block.

Thompsonville—John A. Evetts, who recently sold his hardware stock to the Thompsonville Hardware Co., is considering the feasibility of engaging in the hardware business at Bailey.

Jackson—Oscar Schmid, the popular young druggist, recently wedded Miss Ellen, daughter of James G. O'Dwyer, of the wholesale millinery firm of O'Dwyer & Ward, Detroit. The happy couple will reside here.

Portland—Chas. Culver, Jr., has sold his interest in the bakery establishment of Culver & Holmden to his partner, who will continue the business under the style of Harry Holmden. Mr. Culver has returned to Carson City.

Schoolcraft—The Kalamazoo County Bank will hereafter be conducted as a private instead of a State bank, and will commence at once to do business under the name of the Kalamazoo County Bank of C. C. Duncan & Co. E. W. Bowma, who has been connected with the bank for a number of years, has sold all his interest here and will hereafter give his entire time to the Central Bank of Wm. Shakespeare & Co., of Kalamazoo. Chas. E. Stuart will remain as cashier under the new management.

Thompsonville—W. A. Anderson, who recently sold his general stock to D. E. Slawson, formerly identified with the Saginaw Hardware Co., at Saginaw, is making it warm for the delinquents who neglect or refuse to liquidate, by suing them in justice court for the amounts due.

Charlotte—R. C. Jones has entirely overhauled his elevator, which has been leased to Ferrin Bros., of Detroit, who are now in possession and doing business. The bean elevator has been especially fitted to meet their requirements, the system adopted enabling them to handle large quantities.

Saginaw—Adam Klemm has sold his drug stock on Gratiot street to Fred Plesner, who will continue the business. Mr. Klemm has not determined what his future movements will be. He established in the drug business on Michigan avenue about two years ago and a few months ago removed to Gratiot street.

Muskegon—The C. A. Rumsey & Co. millinery store has been closed and the stock, which is valued at about \$1,000, has been sold to J. George Dratz. It will be immediately closed out and the business discontinued. Rumsey & Co. have been unable to meet the demands of creditors. All of the unpaid claims were assigned to Foote, Read & Co., of Cleveland, the principal creditors, several days ago and they made the sale to Mr. Dratz.

Napoleon—Chas. Ray has been adjudged insane and sent to the Kalamazoo asylum. About a year ago he became interested in Revivalist Middlekauf, who now conducts the missionary school at Grosse Pointe, near Detroit. He became so absorbed in religion that he sold his grocery stock for a pittance, declaring he was commanded to join the revivalist and follow his teachings. Ray also declared he had been commanded to marry a Miss Houseman, of Spring Arbor, aged 18, and take her along. He persisted in his attentions to Miss Houseman and finally assaulted her guardian and grandfather, which led to his arrest. He is 30 years of age.

### Manufacturing Matters.

Manton—O. C. Craft is arranging his sawmill for the manufacture of broom handles.

Dewitt—John Shively has leased the flouring mill here and will continue the business in partnership with his father.

Ithaca—George Richardson has purchased the stock of lumber and fence posts formerly owned by Monfort & Salter.

Greenville—H. B. Slocum has purchased the Hubbardston flouring mills and he and his son have taken charge thereof.

Coldwater—Ground has been broken for the two-story and basement brick factory building of the Tappan Shoe Manufacturing Co.

Thompsonville—Langeland & Co. are considering the feasibility of removing their planing mill and box factory from Muskegon to this place.

Middleville—The Keeler Brass Co. has about completed its new foundry. The engine has been moved to the rear part of the factory and new furnaces are being put in.

Cadillac—Increasing business at the Cadillac Handle Works has made it necessary to plan for more buildings. Fifty-one men are employed at the factory and 60,000 hard maple broom handles are shipped each week.

Portland—The Goss Chair Commode Co. has been re-organized as the Michigan Commode and Cabinet Co. The corporation has a capital stock of \$10,000, all paid in, held by over thirty local business men and citizens. C. C. Dellenbaugh is President of the corporation and W. F. Selleck is Secretary.

Sebawaing—The Sebawaing Lumber & Manufacturing Co. is a new corporation formed here for the purpose of carrying on a general business in lumber and operating a planing mill. The capital stock is \$11,500, and it succeeds the Sebawaing Manufacturing Co., which has ceased to exist. C. F. Bach is President, Richard Martin is Vice-President, Chas. W. Liken Secretary and Treasurer and F. F. Winter General Manager.

### Doubtful Paper Yielding Handsome Returns.

Lansing, June 29—Receiver Stone, of the Central Michigan Savings Bank, is congratulating himself upon his success in making collections on old and worthless paper. He came out whole on the deal with the State Fair people, having been paid the face value of the note for \$8,000 which the Bank held when it failed, besides interest to the amount of \$250.

"You would be surprised," said the Receiver, "if you knew how much money I have been able to collect upon paper which was classified as doubtful. I believe that I have been able to collect a greater proportion of the doubtful paper than I have of that classified as good. Here is a letter which I received last night," said the Receiver, producing the document. "It is from Elmer P. Newman, who will be remembered by many citizens on account of his connection with several Lansing institutions. He ran a drug store here, but tailed along about 1890 on account of his speculations, and went away owing considerable money. The Bank held his note for \$275, given in 1890, and it was turned over to me with other poor paper. One day I received a letter from Newman, who was at Denver, enclosing a small amount to apply on the note, which would have been outlawed by this time but for the payments which he made from time to time. Last night I received this letter, enclosing a check for \$200, which pays the note in full, interest amounting to \$99 and about \$10 besides, which I shall return to him."

Newman is now in Denver, where he is engaged in the manufacture of pianos. He claims to have one of the finest pianos on the market and is now getting on his financial pegs again. In a recent letter he states that he will pay every cent he owes in the East, and his course in the Bank matter is an indication that he will keep his word.

### Preparing a Programme for the Grand Ledge Meeting.

The work of preparing a programme for the fourteenth annual convention of the Michigan State Pharmaceutical Association, which will be held at Grand Ledge, Aug. 3, 4 and 5, is being actively undertaken by H. G. Colman, of Kalamazoo, and E. F. Phillips, of Armada, energetically assisted by Secretary Schrouder, of Grand Rapids. Prof. Prescott writes that he will be on hand with a line of technical papers from the Pharmacy School, and John J. Sourwine, of the firm of Sourwine & Hartnett, druggists at Escanaba, has been invited to attend the convention and divulge his plan of preventing the cutting of prices on proprietary goods. It is understood that Mr. Sourwine has some entirely original ideas on this subject, having made the topic a study for years, during which time he has evolved a plan which is likely to revolutionize the sale of patent medicines from the manufacturer to the consumer.

## 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.

WANTED—TO BUY A STOCK OF BOOTS and shoes for cash—\$2,000 to \$3,000. Address J. F. Muffley, Kalamazoo, Mich. 332

WANTED TO SELL OR TRADE FOR GOOD drug stock, one of the finest fruit farms in Allegan county, one and one-half miles from railroad station. Address J. Fisher & Son, Hamilton, Mich. 331

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

ANYONE LOOKING FOR GOOD INVESTMENT can hear of a splendid ready-made clothing and furnishing goods business to be disposed of, situated in the great peach center of Michigan; only clothing store in the town; doing a very lucrative business on a small capital. As his is a bona fide, and in every way a solvent and profitable business, with excellent reasons for disposal, none but principals need apply to Wm. Connor, Box 316, Marshall, Mich. 319

FOR SALE—CLEAN HARDWARE STOCK; doing good business; best location in Grand Rapids; good reason for selling; no exchange. Address Hardware, care Michigan Tradesman. 325

FOR SALE—STOCK OF GENERAL MERCHANDISE and fixtures; Inventory \$1,700. Address Postmaster, New Salem, Mich. 324

TO EXCHANGE—A GOOD LIVERY STOCK, doing a good business, for a stock of groceries. Address No. 327, care Michigan Tradesman. 327

FOR SALE—CHANCE OF A LIFETIME TO secure an old-established grocery business, located on best business street of Grand Rapids. Stock all clean and salable. Rent reasonable. Wood yard and feed store in connection. Reason for selling, owner has other business. Stock and fixtures will inventory \$2,500. Trade mostly cash. Act quickly, as owner will sell to first applicant with necessary cash. Address No. 326, care Michigan Tradesman. 326

TO EXCHANGE FOR STOCK OF MERCHANDISE—100 acres of good Northern Nebraska land, five miles from town. For particulars address E. Opocensky, Niobrara, Neb. 321

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

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 Wal in Leather Co.'s tannery, Grand Rapids. 313

FOR SALE—CLEAN STOCK OF DRUGS, inventory about \$800, located in live town of 600 people. Will sell stock for cash on basis of present value. Address No. 309, care Hazeltine & Perkins Drug Co., Grand Rapids. 319

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

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

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

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.

SITUATION WANTED—AS BOOK-KEEPER or store manager by middle aged man of wide experience and best of references. Address No. 333, care Michigan Tradesman. 333

WANTED—CIGARMAKERS, ROLLERS OR bunch makers, male or female, by G. J. Johnson Cigar Co., 15 Canal street, Grand Rapids, Mich. 330

Save Trouble  
Save Losses  
Save Dollars

TRADESMAN COUPONS

## Grand Rapids Gossip

Gelders Bros. have removed their grocery stock from 222 Alpine avenue to 214 Alpine avenue.

J. Feenstra, dealer in dry goods and boots and shoes at 205 Jeannette street, has added a line of groceries. The Ball-Barnhart-Putman Co. furnished the stock.

H. T. Allerton has purchased the interest of William Haggstrom in the fruit, produce and commission house of Allerton & Haggstrom and will continue the business in his own name.

Hartmann & Metzger have purchased the formula of the preparation known as McCane's breakfast drink and will actively engage in the manufacture of the article at 346 Fourth street.

Reuben L. Bliss has sold his meat market at 708 Wealthy avenue to Floyd E. Moody, of Pentwater, who will continue the business at the same location. Mr. Bliss will engage in the meat packing business at 84 and 86 South Division street.

It is probable that there are substantial advantages in the manner in which the work on the new market is being prosecuted, or it would be done with greater rapidity. These advantages are supposed to be in the line of decreased cost of filling in the approach and, possibly, in the doing of some other parts of the work to better advantage. When it is considered, however, that the city is losing the interest on the investment; that the producers are subjected to the cost and discomfort of maintaining a morning street market, and that a few weeks more of delay will destroy the possibility of revenue to amount to anything, for this year, the advantages to be gained by it must be considerable to be warranted.

### The Grain Market.

Wheat in wheat centers has been on the downward grade during the past week; in fact, both cash and futures have declined fully 3c per bushel. Spring wheat is about 2c per bushel higher, so it will be seen that the values of spring and winter wheat are gradually coming together, which has been anticipated for some time. It looks now as though there was nothing more to advance prices. However, the visible shows another enormous decrease, 1,879,000 bushels, leaving only 18,000,000 bushels in sight, but in these times statistics go for naught and we will have to conform ourselves to the situation. In other times, with the same situation of affairs surrounding us, wheat would be selling at \$1 per bushel, but, as above stated, things appear to go by opposites this season. The Argentine exports during the last six months have been extremely small; in fact, hardly worth mentioning. The French crop is supposed to be short about 30 per cent. Our own crop is only normal, the Russian crop is rather below the usual amount and India has none to export. Yet, with all these facts staring us in the face, prices are low. The hard times must certainly have some influence or else we would see better prices. The weather has been very favorable of late for the growing crop, and had it been so along earlier in the spring, we would have had at least 20 per cent. more wheat. Wheat seems to be scarce, still there is enough moving so that the mills are kept in operation.

Corn has advanced about 1c per bushel, but oats remain unchanged. It seems there is not much interest taken in these cereals.

The receipts during the week were sixty cars of wheat, which is probably three times as much as Detroit received during the same period. Detroit is losing her grip as a wheat market. We also received four cars of corn and thirteen cars of oats. Where the oats go to is a mystery, as there is a large amount of home grown oats in this locality.

Millers are paying 75c for wheat.  
C. G. A. VOIGT.

### Flour and Feed.

The week has passed without any particular demonstration of activity, although winter wheat millers are receiving more orders for prompt shipment than the limited supply of available wheat will permit them to accept. Some orders are being booked for future months on the basis of future option prices; and, while this may be business, it is a pernicious practice and demoralizing to the trade in general, particularly so when there is a manipulated market and future selling is at so great a discount. The practice is a hazardous one for both buyers and sellers.

The Grand Rapids mills are running at about two-thirds capacity and still have difficulty in securing a wheat supply. Michigan flour this year from the new crop will, undoubtedly, be of extra fine quality, which should enable Michigan millers to run steadily for some time after the crop begins to move.

Millstuffs move slowly. Prices are low for this time of the year, but as midsummer approaches an advance of \$1 to \$2 per ton may reasonably be expected. Feed and meal are in light demand, with local prices nominal and unchanged.  
WM. N. ROWE.

### Telephone Topics.

Grand Rapids—The Bell people are now offering to put in business phones at any price the customer is willing to pay. In some cases, free service for an indefinite period is offered. All residence telephones are free.

Three Rivers—In its attempts to kill the new telephone company, whose exchange will start up July 1, the Bell company offers to put in house telephones for \$6 and store telephones for \$18 a year. The new company has 75 subscribers.

Lansing—The directors of the Lansing Telephone Co. have declared a quarterly dividend of 2 per cent. They have accepted the proposition of the State Telephone Co. to connect with the Detroit exchange, fixing the tariff at 25 cents—one-half the price charged by the Bell.

### Wanted—Cigarmakers.

Rollers or bunch makers, male or female. G. J. Johnson Cigar Co., 15 Canal St., Grand Rapids, Mich.

### Merrimack Shirting Prints.

P. Stekete & Sons are selling Merrimack Shirting Prints at 4 cents per yard.

Miss Grace Van Hoesen, book-keeper for Nelson Morris & Co., has gone to California on one of the Christian Endeavor excursions. She will scale Pike's Peak and inspect Yellowstone Park on the way out, returning via Arizona and New Mexico.

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

### The Grocery Market.

Sugar—Refiners report that they are oversold on softs. Jobbers seem to have a good stock of granulated on hand the country over. This is done because of the certainty of the advance of sugar under the new duty. It is thought that as soon as the tariff goes into effect, the refiners price of sugar will reach 5c. Retailers have but moderate stocks, and although the buying has been reasonably free, there is no indication of excitement among retailers. Sugar seems, however, to be good property at present prices. Reports from Louisiana show that prospects are favorable for the largest crop of cane ever raised in the South. The season has been a little backward, but at present is altogether favorable. The promise of beet acreage in Europe is larger than last year, although that was considered excessive. The bounties on sugar production there are stimulating the business out of proportion to what it would be did the laws of supply and demand alone affect it.

Tea—Prices have not declined further during the week, although the market is still inclined to be easy. Public offerings made in New York last week were received indifferently, and had to be bought in by the owner. News reaches the importers from Japan that if prices decline any further the crop will probably be affected. No further decline in Japans, however, is expected.

Coffee—Reports from abroad show that receipts at Rio and Santos are larger and that Brazils are seeking for buyers. The European market is quiet both on Brazils and mild grades. The world's visible supply of coffee is now about twice that of a year ago. This can but have the effect to hold prices to a low level. The high price of tea, combined with the low price of coffee, has tended to increase the consumption of the latter in this country, and the prospects being for a continuance of these conditions through this season, the consumption of coffee may be expected to increase. The local trade is very good. The speculative spirit seems to be entirely out of the market, and retailers are buying only for reasonable needs.

Fish—The catch of mackerel off the cape coast is lighter than had been expected. While the usual catch is from 15,000 to 20,000 barrels, the catch this season has been but 2,000 barrels. This is partially due to the bad weather prevailing. The imports of salt mackerel at Boston from the first of the year to date are 9,073 barrels, as against 3,539 barrels for the corresponding period of last year, and 2,830 barrels for that period of 1895.

Rice—The market is firm because of the expectation of tariff additions. If the bill passes, the market is certain to advance. The domestic planters are banking on the proposed advance, and activities in the rice country are accordingly increased.

Canned Goods—Some trade is being done in tomatoes, and the market is practically unchanged, although occasional lots at shaded figures are offered. The future of the tomato market is hard to predict. No immediate advance can be expected, and no decline is expected, although the latter is more probable than the former. The demand for canned peas is not as lively as the low prices would seem to warrant. The trade is holding off very noticeably, and prices are unchanged. A small pack of corn is expected and present stocks are light, with the demand in accordance. Prices are unchanged.

Dried Fruits—Prunes are in fair demand only. The price all around is unchanged. Peaches are also cleaned up and there would be a good demand if there were any stocks. The price is unchanged. Hardly anything is doing in currants, only a few, entirely of the cleaned variety, selling. The price is unchanged and the trade will be small until the new crop comes in. The demand for 3 crown raisins is a little better, but that for the other sizes is small. Prices are unchanged.

Crackers—The New York Biscuit Co. announces a decline of 1/2c on crackers, ginger snaps and some lines of sweet goods.

Provisions—While the Chicago packing is now about 175,000 hogs in excess of last year, since March 1, the receipts at that point are only 30,000 in excess—there having been smaller shipments to the extent of 145,000, this latter fact suggesting that Eastern slaughtering establishments have drawn upon that market much less than last year, and quite likely have not made up this difference by supplies from other sources. The liberal manufacture of hog product in its influence on market values appears to be fully balanced by the large current distribution of product at the existing low position of values, and there is an advance in comparison with a week ago for leading articles, the greater improvement being in lard, for which there has of late been a strengthening sentiment. Last week's export clearances were large of both meats and lard, and considerably in excess of corresponding time last year in both instances.

### Suggests a Personal Fire Patrol.

Grand Rapids, June 28—In the last issue of your paper I noticed a few comments in regard to the chief of our fire department stopping to thrash a janitor in the Blodgett building, because said janitor had presumed to put out a fire without his consent of the chief.

This reminds me of a little incident which occurred in a small city in a Western state where I spent a few months of my life. It so happened that the boundary line between two states passed through this city and was supposed to be defined by a certain street. That portion of the town in the easternmost part we will designate for convenience as A, while that portion west of the state line was known as West A. The two towns, although virtually one, were incorporated as two and each maintained its own government, which in each case included a fire department.

One night a fire broke out in a building occupied as a saloon, which was located on the street which was supposed to define the state line. The departments from both towns responded to the alarm, but discovering where it was, each claimed jurisdiction and demanded that the other retire. Both refused to leave the scene, but neither made any effort to extinguish the fire until the dispute as to jurisdiction was settled. The result was the owner was obliged to stand by and see his property go up in smoke, with hardly a hand lifted to prevent it.

I did not suppose that the fire department of a city like Grand Rapids would be guilty of methods adopted by departments in little country villages; and it is to be hoped that, if our fire chief intends to insist on the honor of extinguishing every fire himself, he will turn himself into a night watch, and personally patrol every building in the city at the same time. EVANDER.

H. R. Putnam, the S. C. W. cigar salesman, will begin a week's vacation. This may sound like a dream, but they cannot keep up with the orders and allow sufficient time for the goods to properly season before shipping; consequently must do something to stay the flood of orders from the trade.

## Fruits and Produce.

**Minor Features of the Egg Market.**  
From the New York Produce Review.

Egg collectors who are depending upon Eastern distributing markets for the disposition of their country purchases will do well to adopt a very conservative basis of operations for a while, until the relation of summer production to summer consumption is better known. Until quite recently the heavy withdrawal of stock into cold storage has been a very important factor in furnishing an outlet for collections and, while production naturally decreases somewhat during June, July and August, it is not at all probable that it will fall off enough to compensate for the reduction of outlet. One of the elements of summer firmness in egg values, and a very important one, is extreme heat. This, by destroying a relatively large percentage of the production, is one of the chief factors in enhancing values of choice, well-kept and well-handled eggs. The predominance of cool weather this spring and summer must be taken as an unfavorable feature by holders of accumulations, and we should strongly advise that prices on current collections be kept on a low and safe basis.

\* \* \*

In one of our egg stores headed by two partners one of the firm is inclined to favor the idea of selling eggs case count at all seasons; the other is opposed. A few days ago the house received a consignment of Southwestern eggs which were weak and undesirable; the salesman sized them up pretty quickly and sold half of them to a cheap man at \$2.70 per 30 doz. case; the "loss off" partner sold the balance "loss off;" they netted \$2.55.

\* \* \*

It seems queer that we can sell the finest eggs practically case count—or with a fixed loss, which is the same thing—and the poor goods also case count, and yet have to sell the medium qualities loss off.

\* \* \*

Take it altogether the trade in under-grade eggs, which are bought chiefly by the cheaper class of Jewish dealers, is about the most satisfactory just now. These people buy goods case count and pay cash. And we venture the opinion that they make as good a percentage of profit as the high-toned dealers who cut each others' throats in competition until there is no profit left except the loss claims.

\* \* \*

There is very little doubt that if the system of selling eggs in New York could be changed to case count at all seasons there would be a speedy improvement in the average quality of our receipts and an enormous saving to the trade by the closer grading at primary points and the rejection of stock too poor to be useful. The continued packing of poor and good together would soon become very unprofitable.

\* \* \*

During the spring large quantities of live poultry and eggs arrive in the same car and up to this time receivers have advised shippers to send their stock together. Weather is now so warm, however, that it is not advantageous to ship the stock together, as the heat of the poultry, even if in the car for a few days, weakens the eggs to a noticeable extent. The Live Poultry Transportation Co. is constructing a car which will have a solid partition, enabling shippers to load poultry in one end and eggs in the other; the car is lined, for the protection of the eggs, and in this way it should be a very popular car with small shippers, particularly in spring and summer.

**Enormous Increase in the Production of Creamery Butter.**

From the Grocery World.

The representative of a large Minnesota creamery stopped in Philadelphia last week and while here gave some interesting facts regarding the very large increase in the production of butter

during the past year or two. He stated that in his section alone 500 new creameries had been established during the past year, and that in his opinion from 1,500 to 2,000 new butter manufacturing establishments had been added to the list within the year in the dairy sections of Minnesota, Wisconsin and Michigan.

This increase in the number of creameries is an extremely important matter, for it directly governs the ruling price of butter. Every indication points to an enormous increase in the production of butter this year. The receipts at New York for June show an increase of from 15 to 25 per cent. Notwithstanding the large increase, however, we are not in sight of any glut; neither are we likely to be for a long time to come. At present there is a demand for all the butter produced. There is a considerable export demand and a great deal of butter is being bought for speculation. A well-known local commission merchant stated last week that fully 50 per cent. of the available supply of butter had been bought speculatively and was now held in storage for a better market. If the supply of butter gets so large that it can't be used in the ordinary way, it will be used in place of lards, so that there is still a wide, undeveloped field which is liable to prevent an oversupply for years to come.

Even at the present low prices, butter is being made at a profit. It is estimated that it costs 10 cents per pound to produce butter in the West, while it is shipped here and sold at 15 cents from first hands.

**Jackson Retail Grocers' Association.**

Jackson, June 19—A special meeting of the Jackson Retail Grocers' Association was held June 15. President Lewis announced that the purpose of the meeting was to appoint committees to carry out the work necessary to make successful the sixth annual excursion and picnic of the Association. He also stated that there were representatives present from some of the resorts, who desired the privilege of inviting the Association to points represented by them. The following were appointed as the General Committee on Excursion, with the privilege of adding such additional members as might be necessary and to proceed at once with the work with power to act: Byron C. Hill, N. H. Branch, B. G. Champlin, H. C. Eddy, J. L. Petermann, I. H. Fuller and Geo. E. Lewis.

Mr. Lester, of the Lake Park and Casino, explained the beauties and various attractions of his place in Maumee Bay, near Toledo; F. C. Badgley spoke for the Cincinnati, Jackson & Mackinaw Railway and the Clam Lake Resorts, situated ten miles from the city. Other speakers spoke for Goguc Lake, near Battle Creek; Sylvan Lake, near Pontiac; Island Lake, the encampment for the State troops; Baw Beese Park, near Hillsdale; the Seven Islands resort at Grand Ledge.

On motion, the whole matter was left in the hands of the Committee.

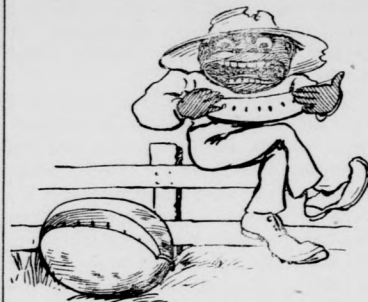
The Secretary read the copy of a letter which had been sent to the Chief of Police, relating to the enforcement of the law relating to the licensing of hucksters and peddlers. On motion, Hon. Geo. E. Lewis (President) and Hon. J. L. Petermann (Treasurer), both aldermen, were appointed a special committee on the enforcement of the law relating to hucksters and peddlers.

W. H. PORTER, Sec'y.

**Brighter Horizon for the Potato Grower.**

The opening up of a demand for potatoes, peeled, sliced and dried, like apples, promises to give a fresh impetus to potato cultivation, as decay will be prevented and freight cost lessened. The potatoes are peeled and sliced by machinery, soaked twenty minutes in strong brine, drained and dried at a temperature of about 104 degrees. Before using the slices are soaked from twelve to fifteen hours, and then have all the freshness and flavor of new potatoes.

It is a blessing to have opinions; it is a curse to be opinionated.



**"De breed am small,  
But de flavah am delicious,"**

Says the native Georgian this year, owing to their dry weather. Our first car of melons is here. They are very sweet. Show the first melons in your city this year and let others follow.

**CHERRIES** now in are very nice and late cherries will be very scarce and poor.

Our **Florida Pineapples** from India River are the finest in flavor and good keepers.

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

**H. T. ALLERTON**

SUCCESSOR TO ALLERTON & HAGSTROM

Jobber of Fruits and Vegetables, is welcoming all old friends and many new ones at the old stand.

**BANANAS**

**LEMONS**

**ORANGES**

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

Both Telephones 1248.

127 Louis Street.

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,

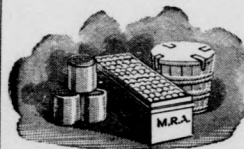
26-28-30-32 Ottawa St., Grand Rapids.

**SEASONABLE SEEDS**

Millets, Hungarian, Fodder Corn.

**GARDEN SEEDS, IMPLEMENTS, ETC.**

**Alfred J. Brown Co.,** Wholesale Seed Merchants,  
Grand Rapids, Mich.



**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.



**GOTHAM GOSSIP.**

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

New York, June 26—We have had a week without excitement, with trade among jobbing grocers about up to the average, and with prices showing no tendency to advance—steady on some lines and weak in others. Many are clearing up preparatory to taking stock and are reducing their supplies to the lowest possible notch.

The coffee market has been especially sluggish and the demand has hardly been lively enough to keep the "blood in circulation." Roasters have about all they seem to need for some time and invoice business does not appear to cut any figure at all. At the close we have Rio No. 7 at 7½c and hardly to be called steady at that. The visible supply continues very large, as compared with last year, aggregating 717,596 bags, against 348,282 bags in 1896. Very little has been done in futures and the market seems to be standing alone from day to day. Mild grades are weaker and the demand has been quite light, 13¼c being a full rate for good Cucuta. East India sorts are moving at practically unchanged quotations.

The American Coffee Co., which is only another name for Havemeyer, is putting in readiness two large buildings in Brooklyn, wherein the company will roast coffee.

The sugar market has been rather more active during the last day or two, although there is room for improvement. The demand for granulated, especially, has been more pronounced. Foreign sugar holders are not urging sales, as they anticipate an advance before long, made necessary by the tariff revision. At the close granulated is quoted at 4¼c. Raw sugars are steady. Importers and refiners are unable to reach an agreement in many cases and the former are holding on with a firm grip.

In teas practically all the advance of a month ago has been lost, and at the public auctions prices are now about as low as they have ever been. The huge quantities reported as coming to this country are not indicative of any great advance in prices and we shall probably have as cheap teas as ever. More steamers are on the way with tea than was ever before reported at any one time.

A good business has been done in rice this week and the demand has been chiefly for foreign sorts and the better grades of domestic; in fact, of the latter there is not much here but the better grades. Prime to choice domestic, 4¾ @ 5¾c.

Spices are dull and dragging. Very few transactions have taken place and no interest whatever seems to be displayed as to the future. Prices are practically unchanged.

Molasses is quiet. Quotations are steady. The demand seems to have been mostly for low grades and at very low rates. Grocery grades have met with very cool reception and altogether the outlook is not particularly encouraging.

Syrups are in better call and quotations are well sustained.

Canned goods are steadier. There has been a fairly active demand for peas, but the price has been so low that they were certainly a safe purchase. The aggregate of transactions will foot up a very respectable amount. Cheap corn has been moving until the market is pretty well cleaned up. No. 3 tomatoes are worth from 60@65c; gallons, \$2.

Lemons have taken a new lease of life and there has been an advance of 25@50c per box. If this hot, lemonade weather keeps on, we may all be happy yet. Oranges are selling more freely; in fact, the whole line of fruits is picking up. Possibly it all may be only the demand for the Fourth, but anything is better than nothing. Quotations are changing daily and it is hard to quote exact prices good for over 24 hours.

Dried fruits are in little demand, although for extra qualities there is some demand. California prunes are reported as pretty well sold up.

The butter market remains in a comparatively satisfactory condition and the best is still held at 15c. The quality shows some falling off and much that is arriving will not grade up to mark, even if it was such when packed. The hot wave is influencing the arrivals.

Cheese is quiet. It takes a very choice quality of either colored or white to fetch over 8¼c. Small size are accumulating and are now worth about 1c less than the large sizes. Not much is doing in an export way. Part skims are plenty—too plenty—and selling at all prices.

Arrivals of eggs have not been large during the week, but the hot weather of the last day or two has had the effect of causing a good deal of stock to show signs of deterioration. Twelve cents is about the top notch for near-by fresh eggs, with choice Western 10½@11c.

Beans show little change. Some Marrows have sold for export at \$1.15 and red kidney at \$1.17½.

New potatoes are worth from \$1.75@2 per bbl. Arrivals have been large and the tendency is toward a lower basis.

A carload of California peaches will be offered at auction Monday—the first of the season. Ten to one they will be peaches in looks only!

Samples of new California dried apricots show excellent quality.

A well-attended meeting of the tea trade was held on Friday for the purpose of appealing to the Senate to place a duty on teas.

The wholesale grocery trade, including importers, is now pretty much all on the west side of the city. This change has taken place steadily during the past ten years, the latest to move being the well-known firm of Wolff & Reessing, who will be at 44 Hudson street after July 1.

A. R. Elliot, well known among the trade papers of the country, will start on an European trip with his wife next week. Elliot came here from Chicago some ten or twelve years ago, and from a humble beginning has succeeded in working up a handsome income in the advertising business.

Orange Competition from Mexico and Jamaica.

The temporary loss by Florida of her prominence as a producer of oranges has afforded a golden opportunity to Jamaica and Mexico to acquire prestige in the orange market. Mexico and Jamaica have a great advantage in immunity from frost, and in both countries there exist conditions favorable to the production of superior oranges at low cost. The Mexicans now have good facilities for shipping their products by rail to the United States. Lands and labor are cheap there, and, with our low tariff on oranges, they can afford to grow oranges for the American market for less than would pay the orange-growers of California and Florida any profit.

The imports of France for 1896 were \$40,000,000 more than in 1895. The increase in exports for the same period was \$6,000,000.

**Elgin System of Creameries.**

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

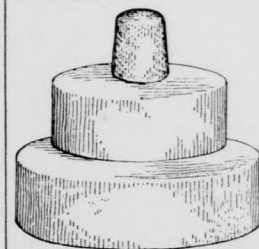
**R. E. STURGIS,**  
Allegan, Mich.

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

**On Track**

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

**Harris & Frutchey, Detroit.**



**R. HIRT, Jr.,**

Market St., Detroit.

Butter and Eggs wanted

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

Ship your Butter 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 ▶

Special Attention to Fruit and Berries in Season.

Correspondence Solicited.

REFERENCES: Detroit Savings Bank, or the trade generally.

**Thirty Long Years**



Of experience enable us to excel all experimenters in giving you the Best Goods for the Price as is seen in

**CLYDESDALE SOAP**

**SCHULTE SOAP CO.,**

Premium given away with Clydesdale Soap Wrappers.

DETROIT, MICH.

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.

**SPECIAL NOTICE.**

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.

# MICHIGAN TRADESMAN

Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,  
Grand Rapids, by the

TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

## ADVERTISING RATES ON APPLICATION.

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

Entered at the Grand Rapids Post Office as  
Second Class mail matter.

When writing to any of our Advertisers, please  
say that you saw the advertisement in the  
Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - - JUNE 30, 1897.

## RAILWAY DEVELOPMENT.

While the North Americans have been pushing their transcontinental railways until they have built one in Canada, three or four in the United States, and one in Mexico, to span the territory that lies between the Atlantic and Pacific oceans, the Russians, who are the only people who possess a continuous landed domain across Europe and Asia from the Pacific to the Atlantic, have not been idle in carrying out their great transcontinental railway enterprise in the Eastern Hemisphere.

The Transsiberian Railroad begins at Tscheljabinsk, on the frontier between Russia and Siberia, and will run to Vladivostok, on the Japan Sea. The total length in Siberia will be 4,747 miles, while that part of the line in Russia already completed gives a length of 1,500 miles more, making a total length of over 6,000 miles from the Russian ports of the Baltic to the Sea of Japan.

More than a third of this gigantic enterprise is now completed; during 1895, 918 miles were constructed. At the same rate of progress, the line will be finished within two or three years. Several branch lines are to be constructed later; that from Kiakhta to Peking will have a length of from 600 and 700 miles.

A train traveling at the rate of speed of the Pullman service between New York and Chicago would be able to make the journey between St. Petersburg and Peking in five days; that is to say, it will be possible to reach Peking from London in eight or nine days, instead of thirty, the time required to cross the Atlantic, America and the Pacific.

While waiting for the raising of the capital to construct this branch, work will be continued on the line across Manchuria, from Nerchinsk to Vladivostok. The latter is separated from Nagasaki, Japan, by 600 nautical miles, and from Vassunga (near Shanghai) by 1,000 miles.

Efforts have been made by the Belgian government to influence, by means of the Dover-Ostend Line, the enormous travel between England and the continent. Within a few years the Belgian government has completely transformed its channel service; splendid packets have been put in commission, some of which are among the fastest boats in the world. These vessels easily make the crossing from Dover to Ostend in

three hours. The latter city has become the head of the great international express lines, putting London in rapid communication with European cities, the Orient and Egypt by means of special trains running without charge from Ostend to Constantza (for Constantinople), from Ostend to Trieste (for Alexandria), and from Ostend to Wirballen (for St. Petersburg). By the train, called the "Nord Express," the distance between London and St. Petersburg can be covered in fifty-two hours.

With a speed of only 35 versts (23.3 miles) per hour, travelers who leave London may reach Japan in sixteen days and China in seventeen days. The new railway will put Europe in communication with a population estimated to be in the neighborhood of 450,000,000 souls (comprising China, Japan and Corea), about a third of the population of the globe.

These remarkable achievements suggest another which will grow into great importance in time. It is the construction of a railway from the United States up the Pacific Coast to the narrowest part of Behring Sea. From some point there a ferry will be established to carry passengers across to Asia, and thence, by the Siberian and European lines, all parts of the continent will be reached by land, and England will be accessible by the short ferry across the channel. With the exception of the water transit at Behring Straits and the Straits of Dover, London will be reached by rail from all parts of the Western Hemisphere.

The importance of Alaska as a gold producer will hasten its settlement and development, and the time will not be long before it will be penetrated by railroads. Then the project for railroads through Mexico, Central and South America will finally be carried out until there will be continuous rail transit from Patagonia to the Arctic seas, to connect with the Transamerican and Transasiatic and European railroads.

As the world progresses and business develops, the element of time will become more and more an important factor in commerce, and everything possible will be done to shorten the duration of transit. For this reason railroads will be resorted to, and ocean carriage abridged as much as possible. The enormous development of railways will be one of the wonders of the world.

Millionaire W. B. Bradbury, who was twice convicted of spitting in the San Francisco street cars, has been compelled to spend twenty-four hours in jail for his second offense, as the judge refused to impose a fine. Bradbury applied to a higher court for a writ of habeas corpus, but that tribunal denied the application. His case was the first test case under the new anti-expectation ordinance, and his fate will probably be a warning. This case gives an opening for a man like Debs to form a new political party, called the Bradburian Lovers of Liberty. They would be heard on the stump all over the union and proclaim man's inalienable rights to spit and make a hog of himself wheresoever he may be dispersed about the earth.

Hot weather is bad enough, without Debs; but it seems fate that Debs should turn up every hot season with some new social disturbance.

It is the height of folly to give up attempting because you have failed. Failures are wonderful elements in developing the character.

## SLOWLY DISMEMBERING CHINA.

One of the worst results of the recent defeat of China by Japan has been the merciless way in which the great European powers that stood aloof while the fighting was in progress have taken advantage of China's helpless condition. It is true they prevented Japan from absorbing a good slice of the Chinese mainland; but in return for their kind offices, the powers have forced China to turn over to them considerable grants of territory, as well as other rights and concessions, which are infinitely more humiliating and dangerous to the future integrity of the Chinese Empire than would have been the cession of a considerable strip of territory to Japan.

As a result of the war, China has lost not only Corea and Formosa, but has been forced to cede the control of the Liao Tung peninsula to Russia, and to grant that power the privilege of running a railway south, through Manchuria, to connect with the great Siberian Railroad. France, another one of the powers which intervened to save China, succeeded in wresting a considerable strip of territory adjacent to her possessions in Tonquin, together with valuable commercial concessions.

The success of France and Russia in securing grants from China was looked upon as a great blow to British prestige in the Orient, but recent developments prove that England has been quite as successful as any of her rivals in plundering the Chinese carcass. The concessions to France were actually in violation of a previous treaty with Great Britain. The British government was not slow to take advantage of this fact to compel China to make a new and more advantageous treaty from the British standpoint.

By the new treaty Great Britain engages to recognize as belonging to China a large tract to the south of the Namwan River, but in the whole of this area China is not to exercise any jurisdiction or authority whatever. The administration and control will be entirely conducted by the British government, who will hold it on a perpetual lease from China. In addition, China cedes to England the Shan State of Kokang, the area of which, some 400 square miles, is not less than that of Muang U. By article nine of the old convention, goods carried between Burma and China were only permitted to cross the frontier at Manwyne and Sansi. Now any other routes between Burma and China found to be in the interests of trade are to be opened. The Chinese government also agrees to consider the construction of railways in Yunnan, to be connected with Burmese lines. There are other provisions for the appointment of British consuls at different points, and the establishment of British traders with privileges identical with those of the treaty ports.

## GENERAL TRADE SITUATION.

While there is yet some disappointment that there is not a more rapid increase in the general volume of trade, with a recovery of prices, it is conceded on all sides that there is a positive and general improvement in the industrial situation throughout the country and in the demand, not only for the necessities and staples, but for luxuries as well. There are many who comment on the business situation who can see no improvement unless it amounts to a veritable boom. To such the quiet revival of consumption and demand, in spite of the approach of the season of midsum-

mer dulness, has no significance; but to those who recognize the desirability of a gradual resumption of business activity the present outlook is decidedly encouraging. While the tariff revision has been made the occasion of unusual speculative activity in some lines, such as wool, there is in the fact that the work of revision is nearly finished an assurance which is helpful in all lines. There is now enough decided as to the rates to be imposed to enable the trade to estimate the basis upon which it must figure. This removes the hindering uncertainty from many lines which have been awaiting the results.

The continued improvement in industrial and railway shares, which has progressed almost without a slackening since the middle of May, is a substantial indication of the fact of general business revival. Of course, it is not to be claimed that there is no anticipating of the future in the increase of values, but such increase is based on so firm assurance of future prosperity that it amounts almost to a certainty. A steady rise in prices for six weeks, without a reaction in spite of speculative efforts, is something to be relied upon as an index of returning trade and industrial activity.

That there is not a more decided improvement in demand for textiles is considered as a discouraging element. But the fact that there is a positive increase, however slow, at the season of summer dulness is a sufficient cause for congratulation. Already the demand for fall goods is assuming fair proportions in many places.

The prices of iron ores are still demoralized, probably for speculative reasons, and the prices of manufactured products show no advance on the average. But there is greater demand for material for building and the manufacture of agricultural implements. Sales of structural plates for ship-building and bridges have been noticeably large. Another significant item is the sale of over \$2,000,000 of iron pipe for Australia in competition with the Old World. The fact that the contract was awarded to this country would indicate that prices are at the minimum here. The minor metals—tin, lead and copper—all show increased activity, with some advance.

The fact that it is between seasons with wheat, with the small receipts, seems to have made that cereal especially available for speculative manipulative handling. The good crop reports and decreased export demand are not enough to keep the price from advancing.

The continued demand for gold in Europe caused the export of \$5,300,000 last week. It is not considered that there is any significance in this that should have the least disquieting effect in this country. Bank clearings decreased 7 per cent. from preceding week, to \$979,000,000. Failures were 11 less than preceding week, or 215.

In England the stores of the Army and Navy Co-operative Society sold merchandise to the amount of £3,044,515 during the year ended on the first of last February, the gross profit being £397,230 and the net profit £167,835. The share capital of the society doing this enormous business is only £60,000.

The man who doesn't know it is loaded and the man who rocks the boat have now been joined by the man who looks behind him while on the wheel. The fool-killer finds plenty to do yet a while.

## THE AGENTS OF CHANGE.

The mail-clad knight of the Middle Ages was a formidable warrior. Encased in iron from spur to plume, armed with lance and sword and battle-ax, mounted upon a horse whose strength and endurance enabled him to sustain this weight of metal, his preparation for the close, man-to-man contests of the wars of those days was as complete as smiths and armorers could make it. He could dash through a troop clothed in leather or woolen stuff as easily as an iron-clad ship could break through a line of wooden vessels. But the iron-clad knight has had his day. His bones are dust, his sword is rust and his shield hangs with helmet and breastplate on a wall of some ancient castle or modern museum. He was wont to look back with scorn upon the ruder weapons of a still cruder age, and no doubt it seemed to him that he had been served by the last and highest possible advance in the art of military equipment. Now, his old castle and mighty fortresses, built centuries after he had passed away, are out of date and absolutely useless for defense. It has not been necessary to knock them down with cannon balls. The discovery of gunpowder and the demonstration of its power have settled the question. New weapons, new systems of fortification, new tactics followed as an inevitable consequence. Then all that involved a new organization. It was found that there were a great many things that could not co-exist with gun-powder. That simple compound was itself enough to give feudalism a death blow. The king was greatly assisted in his struggle for supremacy over the powerful and often contumacious nobles of his realm by an agency which put the knights on a footing with common soldiers in the ranks, so far as mere fighting was concerned. Formerly armies were composed largely of the retainers of feudal chieftains, who mustered and led them in person, and who claimed from them a degree of personal allegiance that was hardly compatible with the unity requisite to the thorough organization and discipline of an army which depends for its efficiency, most of all, upon the perfect subordination of all its parts to the authority of a commander-in-chief. Now it has become a comparatively easy matter to collect armies by the efforts of recruiting officers appointed directly by the crown.

It is not necessary to indicate that succession of political changes which logically ensued upon the downfall of feudalism. Gunpowder, of course, was not the sole cause of the general changes that civil institutions and social customs underwent at that time; but the great part it played is recalled here in order to direct attention to a parallel in the history of industrial development. The part played by gunpowder in effecting epochal changes in military equipment and organization was inferior, in its general importance to civilization, only as to the part that has been played by steam in changing the instruments and methods of production and in effecting a complete reorganization of labor. To be sure, the interval is long. After the Crusade, after the War of the Roses, after the discovery of a new world in the Western Hemisphere, after the religious wars that so long disturbed the peace of Europe, after the establishment of the independence of the United States, after the French Revolution, began those changes which can be ascribed directly to the employment

of steam as a motive power. It must also be admitted that some extremely important industrial changes were almost immediately consequent upon the collapse of feudalism. When the old baronial estates were, by one cause and another, broken up, the disbanded tenantry made their way in crowds to the towns and cities and found employment in weaving and other handicrafts. Manufacturing began to flourish, and, when maritime adventures and discoveries stimulated commercial activity, manufacturing enterprise was ready to respond to the increased demands of exchange. But in the course of time ingenious and expensive machines were invented and put in operation, and the factory system gradually absorbed almost the whole class of independent artisans. When the workman no longer owned the tools of his trade he ceased to be a master workman and became altogether dependent upon the daily wage earned in an employment that was by no means always certain. The growth of business compelled continual divisions and subdivisions of labor, until the workman was no longer able to learn the whole of his own craft, and so became still further dependent upon the prosperity and good will of his employer. But the factories, with their expensive machinery, required large investments, and could be operated successfully only by companies or very wealthy individuals. Then, after the necessary capital was secured, after the plants were established and the wheels set in motion, competition came to cut down the profits or take them wholly away. The response to this difficulty is consolidation of capital, unification of organization.

The world would, perhaps, have reached this stage at last if the capacity of steam as a motive power had never been discovered, but that agent has accelerated the speed of the movement a thousandfold. Moreover, it has rendered a retrograde movement impossible, because the machinery which the employment of steam has brought into use demands the expenditure of sums beyond the dream of the richest capitalists of former times. Now, not only is the independent artisan gone, but the manufacturer of moderate means has disappeared also. So it is that chemical discoveries and mechanical inventions spring from the human brain and become controlling powers in human history. And this succession of cause and effect here is more inevitable than many people imagine. If one remonstrates with a company that purchases a labor-saving machine, on the ground that it will throw men out of employment, the reply is that the company has no alternative. If it refuses to purchase the new machine it will not be able to compete with rival companies which are using it and can undersell any concern that does not use it. What is to be gained, either for the employer or for his employes, by a course which forces him out of business? The end is not yet, perhaps; but no man foresees it clearly.

Some men come out ahead because they are not afraid to take chances; others come out behind because they do not know chances when they see them.

A German statistician has calculated that of every 1,000 persons 100 reach the age of 75, 38 the age of 85, and only 2 reach 95. In the seventeenth century the average duration of life was only 13 years; in the eighteenth, 20; in this century it is 36.



## Pillsbury's Dietetic Germos Flour

This flour is entirely a new product, designed and adapted especially for promoting secretion of the digestive juices. It is invaluable to people who are troubled with constipation, to all brain workers and to children, as it contains all the necessary phosphates for the development of bone, brain and muscle.

Pillsbury's Germos Flour contains over four times as much phosphates as ordinary white flour, and it possesses the fine digestive qualities of malt extract and pepsin, which are naturally present in the wheat germ, and which are developed by special methods arrived at after a long series of experiments in our expert department of wheat analysis, thus enabling us to do what was impossible before, namely, to successfully use the valuable wheat germs in flour without fear of detriment.

As the wheat germ contains the vital principle of the evolution of the grain, so there is in Pillsbury's Germos Flour the life giving quality of sound health to the whole body.

This flour will and should stand in the same relation to other health flours as the celebrated brand of PILLSBURY'S BEST, which has for over twenty years stood at the head of all other regular brands of white flours. Families using this flour in connection with PILLSBURY'S BEST will secure the same hygienic benefits that are claimed for any of the so-called whole-wheat flours, the most of which are frauds, as they are not what they purport to be.

Put up in 12½ and 24½ pound sacks and sold on a basis of \$4.80 per barrel.

### Clark-Jewell-Wells Co.,

Western Michigan Agents,  
Grand Rapids, Mich.



## Woman's World

### American Men the Best.

"American men are the best husbands in the world," writes Lillian Bell in an article entitled, "On the Subject of Husbands," in the Woman's Home Companion. "If these dissatisfied American wives could only know that an all-wise Providence had, in the American man, given us the best article in the market, and that when we rebel at our lot we are simply proving that we do not deserve our good fortune, they would never even discuss the subject of having any other nationality.

"Of course, in every nation there is a class of men who are as noble, as high-minded, as chivalrous, as even the most captious American girl could wish. But I refer to the general run of men born outside of America—a native selfishness amounting to a sort of callousness; a lack of perception regarding the fineness of womanhood which, summed up in a few words, might be called a mental brutality, which well-nigh unfits them for close social contact with the super sensitive American woman. And just as surely as American women persist in disregarding this subtle, yet unmistakable, truth, just so surely will they lay themselves open to these soul bruises of which American men, as a race, are incapable of inflicting. I say they are incapable of inflicting them, because American men, in the face of everything said and written to the contrary, are, in regard to women, the finest grained race of men in the world. If at first you are inclined to question the truth of that statement, consider the men who have been educated abroad. How much is left of their Americanism? To be sure, they are cultured. They understand music and art, and always wear gloves; but are gloves essential to a happy home?

"Now, this is all general. I beg that the wayfaring man, though a fool, will not imagine that these strictures are true of every man who is not an American, or that all American men are perfect. I hardly think, on the whole, that I need fear that I shall be thought to consider all men perfect. But I do wish to state clearly and frankly my admiration for American men as a race. And when an American man is a gentleman, he is, to my mind, the most perfect gentleman that any race can boast, because his good manners spring from his heart, and there are a few of us old-fashioned enough to plead that politeness should go deeper than the skin."

### Hospitality and Economy.

Seldom does the unexpected guest suspect the makeshifts that his unlooked-for appearance makes necessary. "Your ma, Miss Annie, desires you to remember," said the old darky butler to the daughter of the house just before dinner, "not to partake ob de course ob chicken breasts, kase Colonel Brown is comin', and dey ain't nuff to go 'round."

"All right, Caesar," answered his young mistress with the best of intentions, but at the table she became interested in the conversaton, forgot her instructions and took her share of the forbidden dish.

"I did not realize what I was doing," she said afterward contritely, "until I heard a dismal groan from Caesar, behind my chair; but Colonel Brown's manners were better than mine; there was only one left, and mamma came

last, and he took it. I thought it so nice of him, as most people would have refused it and made mamma uncomfortable. But Caesar could not get over my action. He kept rolling his eyes reproachfully at me whenever he passed."

A lady whose hospitality was mingled with economy, and who was giving a luncheon at the Waldorf, thus instructed her daughters:

"Three portions are quite enough for six, and with the two Smiths, ourselves, Jennie D. and Miss A., there will be seven. So remember, Mary, you are to refuse sweetbreads; Minnie must refuse chops, and I will refuse the dessert." But, to the good lady's consternation, her girls got hopelessly mixed; both refused sweetbreads, and both took chops, making the short allowance of the latter most obvious.

A country lady appearing unexpectedly at the house of one of her intimates about luncheon time was welcomed by the latter with effusion.

"I am so glad you came!" she exclaimed, "for I have some people to luncheon, and I want you to stay and help me entertain them!" and upon the other's feebly protesting, for she had rather counted upon her friend's hospitality, the lady of the house continued:

"Yes, you really must stay; it will not make a bit of difference, as my table is a round one; but there is only one thing—my cook was rather overcrowded, so I sent to Delmonico's for an entree of woodcock, and I only sent for the exact number. I cannot refuse them, as they come to me last, and, besides, it would make it awkward for the woman on my left. But I will put you on the right side of the table, and, as that will be in the early stage of the helping, it will be quite unnoticeable if you let them pass you."

Of course, the friend promised, and equally, of course, forgot, taking the woodcock, while her hostess said to herself sotto voce: "What a goose I was to ask her to stay. I might have known she would take all she could get!"

### She'll Wish She Wasn't New.

When her duty's manifolded,  
And her hours of ease are few,  
Will a change come o'er the spirit  
Of a woman who is "new?"  
When she's drawn upon a jury  
Or is drafted for the wars,  
Will she like her "freedom" better  
Than the "chains" she now abhors?

When she's running for an office  
And gets "left" and has the blues,  
Won't she wish that she was back in  
The "oppressed" old woman's shoes?  
When the ship of state she's steering  
'Mid a storm of mad abuse,  
Won't she wish that for the ballot  
She'd ne'er thought she had a use?

When she finds that she is treated  
"Like a man," oh, tho' she's longed  
For just that, won't she be tempted  
Oftentimes to think she's wronged?  
When no man e'er gives his seat up  
In a car, or deigns to hold  
Her umbrella when it's raining,  
Won't she wish that she was "old?"

Won't she think the men "just horrid,"  
Left to hustle for herself,  
Where she's looked on as a rival  
In the race for power and pelf?  
When man's reverence no longer  
Is accorded as her due,  
When he treats her as a brother,  
She'll be sorry that she's new!

### Woman's Way.

Young Husband—Been shopping?  
Young Wife—Yes.  
Young Husband—Been economical?  
Young Wife—So much so that I felt positively ashamed of myself.  
Young Husband—Well, how much money have you left?  
Young Wife—Oh, I haven't any money left, but you ought to see what bargains I got.

# STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

# OILS

## NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

Bulk works at Grand Rapids, Muskegon, Manistee, Cadillac, Big Rapids, Grand Haven, Traverse City, Ludington, Allegan, Howard City, Petoskey, Reed City, Fremont, Hart, Whitehall, Holland and Pennville.

Highest Price Paid for Empty Carbon and Gasoline Barrels.

# The Glorious 4th

## The Day We Celebrate

We offer a complete line of

# FIREWORKS

at rock bottom prices for the best quality goods, fire-crackers, etc. We make a specialty of city displays.

## Hanselman Candy Co.

Kalamazoo, Mich.

426-428-430 East Main St.

Episodes in the Life of a Country Dealer.

Written for the TRADESMAN.

She was a dainty, brisk, neatly dressed damsel who one day quietly glided into the store with a flat package in one hand, a pencil in the other, and a "Get there Eli" expression of countenance. Standing in front of the showcase she beamed on me a business smile that shed effulgence through the intermediate atmosphere, and in clear mellow voice asked, "Are you the proprietor?"

I felt a premonition of some design outside of regular business masked by her dulcet tone and graceful figure; yet to maintain a well-earned reputation for telling the truth when fairly cornered, I replied, "Yes, Miss, at your service." She began to plunge at once into the details of her scheme. Drawing a sheet from the package, she said, "I have here a nicely written notice of your business, which will be well displayed in a weekly paper having a large circulation in this town." Thereupon she proceeded to read quite rapidly and in monotone a wonderful eulogy of my stock in trade, garnished with the most superlative adjectives extolling quality, price and treatment of customers—besides piling up so many complimentary allusions to my reputation as a pharmacist who had superior knowledge of drugs and skill in compounding them that it fairly took away my breath. In fact, it was a gorgeous "write up," far beyond what my imagination, if left alone a whole day with a dictionary, could accomplish. I felt confounded to think a perfect stranger could create such a rainbow of sentiment over what seemed to me commonplace, lifting me out of my environment upon a mountain height of exaggeration, with only a single admitted fact for a fulcrum. My native modesty took fright, and sank below zero in the self-registering thermometer of sober second truthful thought.

Still I had presence of mind enough to rise to the occasion in a business point of view and ask "how much for that?" Knowing that although "words were cheap," yet when woven into an advertisement of such flowery verbiage they might have a great market value I was surprised at the moderate terms of the response. "We will send you twenty-five copies of this paper for one dollar. You will find it worth ten times that sum in securing increase of custom." She informed me that many other dealers had invested more largely and found profit in so doing. She hoped as I was the first one solicited in this village that I would give a liberal order to test the advantage of this advertising method.

Here memory came to my aid through a vision of the past, when I once succumbed to the blandishments of a damsel in the same line, who took my money for twenty copies of a weekly paper bearing a like fulsome notice and gave assurance that a three months' subscription would be included, so that I could see that the contract was fairly carried out. In very truth I only swapped cold cash for bitter experience—since a small package of one issue was all that came to hand. Encouraged by this review, reason took a front seat in further discussion with the present charmer, and negated every proposition however varied in form, until at last with the sweetest of apologies for positively declining her tempting offers I obtained release from an importunity that had become quite painful.

I have for years met unscathed the

tactics of the book agent, who inflicts intense mental torture by closely following publisher's instructions and, fixing his basilisk eyes on the victim gives him the full text of the program from Alpha to Omega. But he is not to be mentioned in the same breath with the handsome female solicitor of fake advertising. Nothing can so well stiffen the backbone of the dealer's resolution in time of trial as the memory of one practical lesson.

But there are others who prey upon his susceptible nature by many specious arguments appealing to his public spirit and to his desire to maintain the character of a progressive merchant. The hotel register scheme is one that sometimes catches a few thoughtless victims; but only once, for the results are seldom visible to the naked eye of the investor, however sharply he may scan the horizon of future possibilities for a modicum of profit.

Then there is the smooth plausible gentleman, whose age and appearance denote respectability that invites confidence, in addition to the list of dealers in adjoining towns which he exhibits as proof of the legitimacy of his enterprise.

Alas! he also rides a hobby and is a fakir prolific in promises that are doomed to die intestate without issue or assets. His plan of advertising is to sell space in a directory for cash in advance, which entitles each subscriber to a free copy. The transaction is all regular and businesslike, closing with a printed receipt properly signed and dated. The latter is filed away in good faith, and when time has healed the mental wound caused by misplaced confidence, another entry is placed in the column headed "Fool Tax" that silently marks the grave of departed hopes.

Another avant courier of prosperity appears on the scene at intervals in the guise of solicitor for a collecting agency. Here suspicion is wholly disarmed since no honorarium in advance is even suggested. The dealer calls to mind many customers whose accounts have been hung up until they are over-ripe and likely to drop entirely outside the statute of limitation, and beyond the reach of law or moral suasion in any event if he depends on his own personal efforts. The visitor depicts the remarkable efficiency of the system he represents as the last, best, and only reliable method of squeezing reluctant debtors into submission, and explains that this patent process costs the creditor nothing but a reasonable percentage (graded as to size of accounts) of the gross collections. He is asked only to place his name on their list of clients and send in such accounts as he finds most unprofitable. This proposition being evidently safe and satisfactory, is accepted and all preliminaries soon arranged.

But as an appendix a new feature is added in the shape of insurance against dead-beats, and consequent loss in the future. It is explained that having so many lists of delinquents on their books the company is able to offer (on payment of a small sum in advance), to furnish subscribers quarterly statements showing names of those whose credit is utterly bad—thus giving the advantage of a local commercial record at a nominal cost. Then by the momentum of previous assent the last nail is clinched in a scheme that involves troublesome correspondence, deferred expectations, and a subsequent feeling of disgust that, like bitter medicine, is wholesome only when its taste has been forgotten.

One who escapes all the casualties of business in the forms above noted during a long series of years may consider himself fortunate. As a general thing nearly every dealer at some time purchases a morsel of similar experience. Some even have been known to meet the flimflammer on the level but failed to part with him on the square.

S. P. WHITMARSH.

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.

COFFEE

COFFEE

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

COFFEE

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

WOOLSON SPICE CO.

Ask our salesman to show you our line of samples.

MUSSELMAN GROCER CO., Grand Rapids.

COFFEE

COFFEE



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.

**Clerks' Corner**

**How the Errand Boy Achieved Success.**  
Written for the TRADESMAN.

"Say, mister, d'ye need any more boys?"

The questioner was a redheaded boy of twelve or thereabout, with a face covered all over with freckles and good nature. As I looked across my counter into his honest blue eyes, I wished that I had the hiring of the boys.

"Well, my boy, I am sure I don't know. You will have to see the manager about that. Do you know him?"

"No, sir."

"You're just a little early. I don't think he has come down yet. Sit down and wait until he comes and I'll point him out to you."

The boy seated himself, at my invitation, and I went on with some work which his question had interrupted. As he sat watching everyone who came in and everything that was going on around him, I could not help wishing that the manager would give him a place. He had a little square tin box in his hand. Suspecting that it was his lunch, I asked him what he had in the box.

"My lunch. You see, if I get a job, I want to begin right away. That's why I came around early. I want to put in a full day."

"And if you don't get a job?"

"I've got to; if not here, then in some other place."

"You seem very anxious to get a place. Why?"

The next moment I was sorry I had asked the question. The bright, hopeful look vanished from the lad's face. His lips began to tremble and his bright eyes to fill with tears.

"There, there, my boy; don't tell me anything about it. You want to have a sunshiny face when the manager comes. How old are you?"

"I'm thirteen."

Just then the manager came in; and, as he passed my counter, I stopped him and told him that there was a boy who wanted a place. The boy's appearance seemed to please him, for he said, not unkindly, "So you want a job, do you?"

"Yes, sir."

"Have you been working anywhere?"

"No, sir, I haven't ever worked yet."

"Do you think I could depend upon you to run errands, carry packages, etc.?"

"O, yes, sir. I always used to run errands for dad."

"What's your name?"

"Redney Howard."

"That's a pretty good name for a red-haired boy. Well, Redney, you can come to work to-morrow morning. I'll pay you \$2 a week."

"I could begin to-day, sir, if you wanted me to."

"Could you? Well, you may. Come with me and I'll show you where to hang your hat and what I want you to do just now."

As Redney turned to follow the manager down the aisle, he looked back at me, his freckled face wreathed in smiles the memory of which stayed with me for many a day. I did not see him again to speak to for several days. Saturday, just at noontime, he came to me and, in his straightforward way, said: "Mr. Allan, do you take a Sunday paper?"

"Yes, Redney. Why?"

"I thought if you didn't have a regular carrier you might take one from

me. I'm goin' to try to get a lot of fellows to promise to buy the Sunday News from me. Then I could have a regular route and be sure of sellin' all my papers."

"Have you secured any subscribers yet?"

"No, sir, not yet; you are the first one I've asked."

"Well, Redney, you may put me down for one. I'll see what I can do for you with the others in my department."

Six subscribers was the result of the canvass in the dress goods department and Redney went back to his work radiant and happy. Toward evening he came to tell me that he had seventeen subscribers.

"How much will you make out of it?"

"Just 52½ cents. I will have the mall delivered before 9 o'clock in the morning."

From this time on, I watched Redney with a good deal of interest. I wanted to see how he would wear and develop. Push and energy such as he displayed were sure to bring success, not only in the present, but in the future. The tenderness which my question had brought to the surface the first day I had seen him kept me from asking him questions about himself. Luck favored me, however. Redney had been with us about a month, and one afternoon chanced to pass my counter on his way out with a package under his arm. He looked up at me with a smile and, recognizing the woman upon whom I was waiting, raised his hat like a little gentleman and passed out.

"God bless that boy!" exclaimed the woman. "If ever there was a born hero, it's Redney Howard."

"You know him, then?" I said.

"Know him? Yes; and I'm proud of it."

"I have been greatly interested in him since he has been with us, but have, for several reasons, refrained from asking him questions. If you wouldn't mind, I would like to know something about him."

"Well, his father, a hardworkin' man, died just about six weeks ago, and left him an' his mother with nothin' in the world but the little home they live in; an' she, poor thing, is not long for this world, either. Well, the neighbors did what they could for them; but there's none of us any too well off, sir, an' it was little we could do. So Redney, like the little man that he is, put his shoulder to the wheel an' started out to get a job. Sure, he couldn't help findin' work with that smilin' face of his, an' all the neighbors a-prayin' for him besides. When he came home that evenin', a-whistlin' and a-smilin', we all knew that our prayers had been answered. An' it was a real praise meetin' we held in Widow Howard's cottage that night. What, with his job in the store here an' his Sunday papers, he's makin' enough for him an' his mother to live on. The mother, poor thing, bein' handy with her needle, can make over his father's clo'es for him; but it won't be long till Redney has no one to look after but himself. He's sure to come out all right, though, for he has more pluck than many a grown man." When the woman had gone I began to speculate upon what could be done to lighten the boy's burden. "Enough to get along on" and "his father's old clothes" seemed to me pretty hard lines.

At the first opportunity I told the story to the manager. "I am glad to know of this," he said, at the conclusion of the

**TANGLEFOOT**

SEALED

**STICKY FLY PAPER**

TANGLEFOOT

ends her misery

SAVES  
LOTS  
OF  
WORK

SAVES  
LOTS  
OF  
GOODS

PRICES

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



IS  
ONE  
OF THE  
MOST  
PROFIT-  
ABLE  
THINGS  
TO SELL

1897

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



**Profits**

A grocer's profits are notoriously small. In the course of a year he loses a great deal of money because of dust. Dust makes groceries unsalable. People will not buy things to eat that do not look clean and inviting. Stop that leak in your profits! Stop it with DUSTLESS!

DUSTLESS is a floor dressing, to be put on with a mop. It is not sticky, but it prevents dust from rising just the same. One application will keep the dust off your shelves for six months. It is a good deal cheaper to use than not to use it. Write for a free book that tells all about DUSTLESS. None genuine without our label and signature.

*Dustless Oil & Paint Co.*

80 E. Ohio St., - CHICAGO.

**LOOK INTO THIS THING**

**YOU CAN SAVE \$300 EACH YEAR**

BY USING THE STANDARD ACCOUNT SYSTEM

\$300 SAVED IS \$300 EARNED.

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

**Save Money**

by writing us at once about our Special Offer

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. We will send this Carbon System on 60 days' trial if desired. Good salesmen wanted in every town.

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

story. "Redney is the best errand boy we have ever had; and, depend upon it, I shall see that he advances."

It was an easy matter to interest the men around me in Redney. Indeed, his own pleasant way and willingness to do whatever he was asked had gained for him the good will of every clerk in the store, so that odd jobs, such as cleaning our bicycles and taking them down stairs in the morning and bringing them up at night, were given him, thus materially increasing his income.

Six months slipped away and Redney was given a place as stock-boy in the domestic department, with pay of \$4 a week. He came to me during his noon hour to tell me of his good fortune.

"Say, Mr. Allan! Just pinch me good and hard once, will you?"

"What for, Redney?"

"Oh, I just want to feel sure I ain't dreamin'. You see, the manager has given me a better place and bigger pay and I can't hardly believe it's true. He told me, if I become as good a stock-boy as I've been an errand boy, he'll give me a still better place whenever there comes an opening."

Redney's happy face would have cured a pretty stubborn case of the blues could the person with the blues have seen it that day.

"Say, Mac," said the manager to me later in the day, "you ought to have seen that protege of yours this morning when I told him I was going to give him a better place. It was worth ten dollars to watch that smile of his grow."

Redney has seen several promotions since then, for he is now one of our brightest young salesmen; but I doubt if any advance ever gave him more pleasure than that first one did.

MAC ALLAN.

**The Value of Credit.**

Correspondence Dry Goods Chronicle.

Is there anything under the sun that will fill the place of credit? I believe not. If there is, I have never met with it. Cash is the only available substitute, and even that fails in many instances. There are firms in New York that will refuse to open an account for cash with a man who has no credit; they will have no business transactions with anyone who has not a current credit rating in this market. Yet those same firms will not hesitate to open an account with a man whom they find relatively well rated.

A wholesale firm flatly refused to sell goods for cash to a merchant who had no credit rating. Reference showed that he always paid cash and neither sought nor received credit. The firm in question refused to sell him; they had no assurance of his soundness, no other testimony of his disposition to play fair other than that he paid as he went, so they positively refused to do business with him. He asked no accommodation at their hands; he wanted goods and would pay on the spot, yet they positively refused to place his name upon their books in any capacity whatever. This only goes to show that no "record" is a bad record.

The man who is not rated good is bad. Some men will persist in judging every man a rogue until he is proven honest. Be careful of your creed; you can have no more precious possession than a good name, nor more valuable capital than a good credit rating. The practice of having your check received by your creditor the day it is due instead of sending it on that day is a trifling thing, yet it will not go unnoticed. Trifles like this supplement your rating in dollars and cents and help to stiffen it. Make no promises you cannot keep, and whether prompt or slow be as good as your word.

If we try to please everybody we shall have the respect of nobody.

**NO TEARS ALLOWED.**

**Terms on Which the Stenographer Was Employed.**

From the Chicago Post.

She was a dainty little thing, and the old gentleman appeared to be prepossessed in her favor right from the start, but there was evidently something that made him pause.

"Look here," he said in his blunt fashion, "I like you and your references are all right. You run the typewriter as if you knew all there is to know about it, and you don't look like a girl who would be sick every third day and want to get away an hour or two early all the rest of the time, but before I engage you I want to have a clear understanding with you on one subject."

"Yes, sir," she replied, enquiringly.

"Of course," he explained, "I expect you will be satisfactory, but if you are not there must be no doubt about my right to discharge you."

"Certainly not."

"If I want you to go I'll just have one of the clerks put a note on your desk or leave it with the cashier, and you're to take that as final."

"Naturally," she said, looking at him in some surprise.

"You're not to enter any protest or file any objections," he persisted; "and, most of all, you're not to weep."

"Why, I suppose I can ask you why—"

"You can't ask me a thing," he broke in. "If you get a note asking you to quit you've just to put on your things and walk out without a whimper or question of any kind. Is that understood?"

"It is," she replied.

"Have I your promise to live up to that agreement?"

"You have. But it is such an extraordinary request that—I—I—"

"Young woman," said the old gentleman impressively, "I've been in business here for fifty years, and up to the time woman got a foothold in the business world I was in the habit of engaging and discharging clerks as seemed to me best from the standpoint of my business. In an unguarded moment, however, I was induced to hire a young woman to run a typewriter for me, and after I found that she wasn't satisfactory to me it took me over eight weeks to discharge her. I left a note on her desk and she promptly came in and wept on mine. I turned the job over to various subordinates, but each time she came into my private office to do her weeping, and inside of a week she had the whole force wrought up to a point where business was being neglected and she was still drawing salary just the same. Woman in business may be all right, but when it comes to getting her out of business somebody else can have the job. However, if you'll make a solemn promise to go without a single weep if you don't suit, Ill' try you."

**King Cole.**

Old King Cole  
Was a merry old soul,  
And a merry old soul was he;  
He called for his pipe and he called for his bowl,  
And he called for his fiddlers three.

So old King Cole  
Got his pipe and his bowl,  
But his fiddlers, where were they?  
They had mounted their wheels, each jovial soul,  
And merrily ridden away!

So old King Cole  
Spurned his pipe and his bowl,  
And he said to his slave, said he:  
"Well, I guess I'll go for a bit of a 'roll,'  
So fetch my bike to me."

**Great Opportunity to Visit the Seashore.**

The Grand Trunk Railway will run an excursion to Portlaid, Me., Saturday, July 10, at the rate of \$12.50 from Grand Rapids. Tickets will be good for return journey to and including July 21. The very low rate for this occasion should be an inducement to the traveling public to visit the seashore.

For particulars apply to Jas. Campbell, C. P. A., 23 Monroe St., Grand Rapids.

**"There are Others"**



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

Its construction is scientifically adapted to its use.

Does not get out of place, it being attached to the pail.

Two minutes to charge it to last 40 days.

Keeps fruit and tobacco clean and holds them at par in weight all the time.

Write us for particulars.

**DEVEREAUX & DUFF,**

Manufacturers and Proprietors,  
**OWOSSO, MICH.**

**M. L. IZOR & CO.,**

100 LAKE STREET, CHICAGO.

Exclusive distributors for Illinois, Iowa, Nebraska.

**SOME MERCHANTS LACK NERVE**



When it comes to advertising. They say they are afraid it won't pay.

This class of merchants, however, are constantly growing less as they become acquainted with the advantages offered by using The Co-operative System—giving the customer the advertising expenditure, instead of paying it all to newspapers and bill posters.

We here show cut of our No. 10 Antique Oak Parlor Table, with brass bead trimming.

It's a fine Premium and is generally given with \$25.00 in trade. Just drop us a postal to-day and we will send you a Catalogue of useful household articles. We believe you will give us a trial order, with which we include a full supply of assorted coupons, circulars and placards—all sent subject to approval on 60 days' trial.

**STEBBINS MANUFACTURING CO.,**

[MENTION TRADESMAN]

LAKEVIEW, MICH.

## Shoes and Leather

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

Low shoes often occasion distress at the instep, but that is not because the shoes are simply low—they are not made right. The low shoes we have on sale are made to fit as snugly as a well-made glove. You get the benefit of a cooler shoe with none of the discomforts of a shaky one.—Bee Hive Shoe Store, Elizabeth, N. J.

Cool weather makes the oxford and low shoe season backward, shoe man reckless, blind slash at prices to boom business. To-day's victims are (etc.).—Partridge & Richardson, Phila.

No one need fear that there will not be warm weather to appreciate and enjoy a pair of these cool, soft and comfortable shoes, at the same time making a saving of \$1 on each pair.—A. J. Cammeyer, N. Y.

The shoe store is always alive to the interests of its patrons—it never fails them. At no time since we went into the shoe business has anyone sold better shoes at equal prices—seldom have our qualities been met. These oxford ties are another example of our ability to sell you the best grades at the least money.—W. V. Snyder & Co, Newark, N. J.

A big pile of cash isn't necessary these days to buy a pair of good shoes. Improved machinery, our methods of buying and selling and the sometimes hard-pressed condition of the manufacturers enable us to sell you better shoes to-day for \$2 than we could have sold a couple years ago for \$3—and we sell a better shoe at \$2 than any other shoe house in Central Pennsylvania.—H. Johnson, Altoona, Pa.

What Constitutes Success in Its Best Sense?

From Boots and Shoes Weekly.

How many people would have hesitated to say a month ago that Barney Barnato, the celebrated South African diamond king (worth nobody knows how many millions), had made a success of life? They would have based their opinion on the millions he has accumulated in a few years. To-day he lies in his grave, a suicide, driven to self-destruction by the numerous cares and responsibilities of the different enterprises he was engaged in.

Was he a success?

Wasn't he a colossal failure?

The successful man need not necessarily be very rich. The simple accumulation of money or property does not always constitute success in life. A man who devotes all his energies to getting more, when he has enough, is not adding to his measure of success. The really successful man is the comfortable man, the one who has a sufficient income from some source or other to preclude the possibility of want and enable him to live comfortably, and possibly with some degree of luxury.

Not long ago we heard of a man who, as a boy, made up his mind to be rich, and all his energies of mind and body were bent in the direction of making money. His progress towards wealth was slow at first, but became after a while quite rapid, until he brought up against an impassable obstruction—broken health. He could neither eat nor sleep. It was a severe case of nervous prostration, his physician said, and his only hope for prolonging life was to absolutely abandon all business and devote his entire attention to resting for an indefinite period.

He disposed of his business at a sacrifice, managing to save enough from the wreck to enable him to live with his family in a modest way. Leaving the city entirely and purchasing a small place in a quiet country village, he devoted himself to building up his shattered health. He had a garden in which he worked when he felt like it, and had not much else to do but rest. Health came back slowly but surely in his case, as he had stopped work at the right time. In a year he was a different man; in two years he was completely

restored to health. He worked when he pleased, fished a little, hunted a little, read a good deal, went on trips about the country and enjoyed himself thoroughly.

Which was the successful portion of his life? That in which he was struggling madly for money and hoping to become extremely wealthy, or that in which he was really enjoying life for the first time in a quiet way in a retired spot in the country? There can be but one answer to this question.

Don't let us all the time associate wealth with success. A man may be a success in every respect and not be very wealthy. The successful man is the one who gets the most comfort and enjoyment out of life from boyhood to old age, and not the one who accumulates millions and is cut off almost in the prime of life by reason of overwork.

Wealth in many cases, far from bringing happiness, may bring much misery.

It isn't so long ago since we read that one of the Vanderbilts, worth many millions, was unable to eat even a plain oyster stew without distress resulting from dyspepsia. He would, no doubt, give more than one of his millions for the health and appetite of one of the hod-carriers on the numerous buildings he erects.

The man who labors with his hands, even though he does not accumulate money, has much to be thankful for. He does not need to envy the rich man. He has a wealth of health and strength which few rich men possess.

Favors Button Shoes.

Says a shoe manufacturer: "I have noticed a paragraph in several papers regarding the reduction in the call for the studded and lace boot and the added demand for button boots. I should think this possible, judging from my observation. And it is not only the ladies who having their patience tested by the 'confounded studs,' as I hear many wearers call them. Why, if the studded shoes were especially ordered by the tailors they could not be more especially favored. How the studs saw off the bottoms of men's pants before they are scarce showing wear in any other direction is so apparent that it needs only to be suggested to be realized. This sawing process must be cured, or studs will be out of date for men's goods. There is no mistake about that, as I note each year more and more grumbling concerning this evil in shoemaking—for that is what it is. For man or woman, according to my point of view, nothing in footwear is so neat and nobby as the button boot. Just you look about and see if this is not true."

The Little Widow.

She is cunning, sometimes witty;  
Free and easy, but not bold;  
Like an apple, ripe and mellow—  
Not too young and not too old;  
Half inviting, half repellant:  
Now advancing and now shy;  
There is mischief in her laughter,  
There is danger in her eye.

She has studied human nature;  
She is schooled in every art;  
She has taken her diploma  
As the mistress of the heart!  
She can tell the very moment  
When to sigh and when to smile.  
Oh, a maid is sometimes charming,  
But a widow, all the while!

Ah! "old fossils," nearly fifty,  
Who are plotting, deep and wise;  
Ye "Adonises" of twenty  
With the love-light in your eyes!  
You may practice all the lessons  
Taught by Cupid since the fall,  
But I know a little widow  
Who can win and fool you all.

No Concern of Yours.

Never allow yourself to become imbued with the idea that, because your employer is not managing his domestic affairs just in accordance with your conception of the matter, he is indulging in a luxurious style of living at your expense, and express your opinion of his course in no measured terms. Your employer's movements are no concern of yours. If you consider your salary inadequate, and cannot get an increase by asking for it, either keep quiet about it or go elsewhere,

## 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 Creedmoors and Cruisers.  
Michigan Shoe Co., Agents for Michigan.

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.

## ...For this Fall...

We are showing the strongest line of Shoes ever placed on this market by us.

We are just as emphatic about our Rubber Line—Wales-Goodyear,—none better.

Big line of Lumbermen's Sox.

Grand Rapids Felt Boots are our Hobby.

## Herold-Bertsch Shoe Co.

5 and 7 Pearl Street,

GRAND RAPIDS, MICH.



JANE CRAGIN.

Cy and Jane Review the Steps They Have Taken.

Written for the TRADESMAN.

Strong as his will was, there were days when the spirit of Cyrus Huxley sank within him; and these days were not brightened by the evident conviction on the part of Jane that it was well with him. Never before had she seemed so near as now. Never had she been willing to show that she felt so near to him. Not a day went by that she did not give him some sweet sign of tenderness, but always with a something suggestive that Marjory Marchland had a stronger claim to him and that Dr. Day must now be taken into account. His vase was daily filled with the reddest of red roses. A thousand little attentions which an affectionate sister would give to a dearly loved brother he was now constantly receiving, with the thought on her part that she could now repay, without fear of being misunderstood, the great indebtedness to Cy which had so long been a pleasing burden to her.

To Cy, however, the slightest of these attentions was the source of unspeakable suffering. It was a constant reminder of what he had lost, and created in him at last an uncontrollable desire to win her even now; or, if that could never be, to have one single minute of happiness when his arm should, during that one blissful minute, encircle Jane Cragin's waist, and his lips should leave upon hers the seal of his undying love for her.

As the thought grew it gave him little rest. He watched her going out and her coming in with an intensity which increased as the days flew by. He left his door open to hear the rustle of her garments as she came and went long the corridor that separated their apartments. He was found oftener in what early became his favorite seat in the deep bay window, where Jane seemed now to like to come with some fancy article in hand for her busy fingers, while she and Cy "visited" together, and together looked out upon the mountain glories of the Western sky.

Here, with an artlessness and an earnestness quite unknown to Jane, she talked of the Doctor and how they early became acquainted; how, in some strange way she never could understand, he seemed drawn to her and she to him; how they soon found that something deeper than interest existed between them; and then one evening, when the afternoon ride had been longer than usual and they were coming home under the shadow of the mountains, they found out what that "something deeper" was and a new world was born to them both. She talked to him of these things without reserve—that was the hopelessness that chilled the listener's heart—and in a thousand ways it became known to him that she was making a confidant of him, because she had known him so long and, now that he was himself engaged, he could better understand her and sympathize with her. Then, as if fearing that she had been too much taken up with her own affairs and must make amends for it, she would make Marjory Marchland her theme and dwell on that young lady's marvelous beauty and, better than that, upon the numberless virtues and excellencies which that young woman possessed.

It was during these delightful interviews that the future of the Milltown

store was fixed. The business was to go on under the same firm name until Sidney Benton finished his course at college, when Jane would turn over to him her interest in such a way as would be convenient for him. They were to go abroad for a year, the Doctor and Jane, and then would settle in some altitude where the climate would be favorable to him—in Colorado—Denver perhaps. Cy was to live at the home hotel in Milltown until the house he had been planning so long could be built—"What in the world is the matter with you, Cy? You look as if I had stuck a needle into you!"—and by that time the Doctor and she would be coming back and could visit him and Marjory and see how fine and delightful it all was. Dear old Milltown! How strange it seemed not to be going back to live there any more; and how she did hope that Marjory wouldn't prevent Cy from thinking of her once in a while. He was going to miss her a little while at first, anyway—there was some comfort in that—and she did fondly believe that the old office would keep her in his mind a long, long time; and then, as if the tide of memory lifted her from her chair, she went to the window where the man was sitting, put her arms about his neck and burst into tears.

"You mustn't think, Cy, because I have been talking in this heartless way, that I don't care any longer for Milltown and for you. I do care much, very much, and I shall like you always—always! At first, I couldn't think of it, and told the Doctor so; but, when I saw how happy you were with Marjory, and that the old life couldn't go on as it had been going on, and especially when the Doctor—urged me to say—what I knew I wanted to say, I—I—knew it was for the best. I shall miss, though, the old times and the old ways so much, Cy! The very things that vexed me once, and that I thought I hated, look different to me now and I am sorry—almost—to leave them; but I do want, above all things, to have you think of me often and kindly—and you will, won't you?"

"Forget you, Jane! Forget you!" (his voice was trembling as he spoke). "Don't you know, Jane Cragin, you, above all women, that a man—that I never—"—"love but once" was his thought; but he remembered his resolution and with an effort bent his words to his purpose—"could forget you if I tried ever so hard? The past is dearer to me than it can ever be to you, and Milltown and what it holds will be a constant reminder of the woman who showed me by her happy life that my own was worth the living."

He could not go on; but he asked himself why he should not, here and now, improve the last chance fortune might give him.

"Jane," he said at last, "do you not see that you, and only you, can ever be the wife of my soul? Do you not know that home, love, happiness—all that it craves is centered wholly in you? These tears of yours are not for Milltown, but for me. Years have gone by, only to increase our love for each other. Let us not prove false now to the only real affection that either of us has ever known and that has bound us together so long. These lately spoken vows—what are they to the unspoken ones of years? Let them not bind us, Jane. Let us say—you to your friend and I to mine—that we have spoken hastily, that these promises we cannot keep; and, then,

Jane, let us be happy in our love, as we ought to have been years ago. Let us have an early home-going—to-morrow, to-night, now! Will you not say so?"

He clasped her to him with the strength of the despair that controlled him. He kissed her as he had longed to do—not once, but again and again, until a wild hope entered his heart that Jane's passiveness meant the one great joy of his life. He released her at last and waited for the decision freighted for him with life or death. She quietly withdrew from him, looked at him with

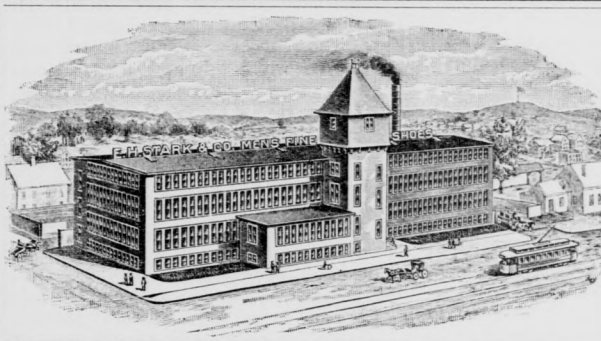
a tenderness he had never seen in her eyes before, and then, as gently as his mother would have spoken, made answer.

RICHARD MALCOLM STRONG.

Fourth of July Excursion Rates.

Excursion tickets will be sold by the Grand Trunk Railway, lines west of the Detroit and St. Clair Rivers, July 3, 4 and 5, 1897, good to return up to and including July 6, at rate of one fare for the round trip, between all stations.

The gossamer iron made at Swansea, Wales, is so thin that 4,800 plates are needed to make an inch in thickness.



Represented in Michigan by

A. B. Clark, Lawton, Mich., who will promptly reply to any enquiries concerning the goods manufactured.

For only one cent you can have an expert examine

YOUR LEAKY

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

H. M. REYNOLDS & SON,

GRAND RAPIDS OFFICE, CAMPAU & LOUIS. DETROIT OFFICE, FOOT OF THIRD STREET.

**MICHIGAN BARK & LUMBER CO.,**  
527 and 528 Widdicomb Bld. Grand Rapids, Mich.  
C. U. CLARK, Pres. W. D. WADE, Vice-Pres. MINNIE M. CLARK, Sec'y and Treas.  
We are now ready to make contracts for bark for the season of 1897. Correspondence Solicited.

**Grand Rapids LUMBER COMPANY**  
WAREHOUSE President C. F. YOUNG Vice President C. A. PHELPS Sec'y & Treas.  
419-421 MICH. TRUST BUILDING.  
GRAND RAPIDS, MICH.  
We Pay HIGHEST MARKET PRICES in SPOT CASH and Measure Bark When Loaded. Correspondence Solicited.

## ERA OF CHEAP GOODS.

Shoddy Stuff Not Worth Store Room  
Sells Rapidly Now.

The proprietor of a large dry goods store, commenting upon what he termed a public craze for cheap goods, said that he was selling now great quantities of stuff to which he would not have given store room five years ago. Our daily papers are filled with advertisements nearly all hammering on the one idea—the cheapness of the goods. That this is producing an undesirable and, in fact, pernicious effect can be easily seen. The amount of shoddy dry goods, the worse than ugly and short lived furniture, the gaudy and frail novelties, the useless Japanese rugs and other similar abominations which are sold in such enormous quantities prove that the public taste is in a bad condition. Dress goods which fade and wear out in a short time are not cheap at any price. Cheap furniture is the most expensive kind of an investment; the love of cheap finery and gaudy ornamentation bespeaks a low condition of public morals.

The production of cheap goods benefits neither buyer nor manufacturer. The latter, as a rule, is ashamed to place his trade mark thereon and to get the cost of production down must degrade his labor, and in time is himself set aside for another who by greater energy or more exacting grinding has succeeded in underbidding him. Such a policy is worse than temporary make-shift—it is annihilation of business honor. People who buy such stuff have gained nothing. It lasts so short a time that they are always kept poor replenishing the same and do not see that in face of the fact that goods are said to be cheaper than ever they are in fact dearer than ever to them.

There is a man in Chicago who makes high-class furniture out of genuine, carefully selected woods and by intelligent, well-paid mechanics. Such a piece of furniture costs from two to four times as much as something which looks like it. Such a piece lasts a lifetime and is a welcome family heirloom. The thing that looks like it lasts but a short time and then serves no purpose of moral effect, which, I maintain, the well-made piece surely does. An elegant piece of furniture is a constant object lesson in thrift, economy and the wisdom of always doing our best. This well-made furniture is really cheap. In ten years a family which slowly buys of it has something which will always please and serve them and the family which has spent as much in the same time in the other kind has nothing but a lot of imperfect trash.

I know another tradesman in Chicago who probably knows more about the hardware business than any man in the United States. His integrity and business judgment are unquestioned. He won't sell "junk," but he is not making as much money or selling nearly as much hardware as departments in large department stores. People are not getting better values in buying the cheap stuff. They think they are, but they are not. Good tools are also family heirlooms. When cared for they seem to do better service with age. The man who sits down and figures the cost and then figures the life of each article knows that cheap stuff is not economy, but such men are rare. They are educated otherwise. They are swayed by the most potent and subtle force, of modern times—advertising—and advertising of to-day in Chicago daily papers

is almost monopolized by department stores and retailers who claim public patronage because they "sell cheap."

Of course, a healthy public sentiment should be invoked to appreciate the good and spurn the bad. This is a mere platitude. The man who makes and the man who sells the best things has not done his duty when he stops with making and selling. He must tell the people what he is doing. It is a duty he owes himself. It is a duty he owes the people. The Christian religion is the best advertised religion in the world. It rests upon the most potent advertising that ever appealed to a human heart. The man who could suffer death to espouse a cause advertised it in a manner which left no doubt as to that man's sincerity. The makers and sellers of good things are not doing their full duty to society. They cannot expect people to come and hunt them out. They cannot expect people to think and become educated along lines when it is their duty to do this for them. The most of the people do things because others tell them to do it—not in response to commands, but as a result of appeals to them in such a manner as plays to best advantage upon the foundations of activity, the emotions, the passions and ambitions.

It is a duty of every man who can do a thing well, who makes a good thing, who sells a good thing to tell people about it. Tell them all about it. Tell them in a manner which is adapted to their condition, their means and their understanding. The people can afford to pay the expense of being told. The maker and dealer can afford to make the investment in means and methods which may be necessary to inaugurate a systematic method of telling. In other words any maker of a good thing and any regular dealer in a line of good things should consider the investment in advertising in this light. It is simply buying public favor. A business man buys what he wants. Advertising is nothing unless it is truthful, and thereby an advantage to those influenced by it. It is nothing unless it brings stability in price and an increased margin of profit to the advertiser. Advertising is influencing men. It is making opinions in other minds. Has humanity yet evolved a nobler calling, one more worthy of master minds and consecrated hearts? JOHN LEE MAHIN.

Milwaukee has a large German population, and in response to an assumed demand on the part of this element the German language has been generally taught in the public schools. So wide was the supposed demand for this branch that it was presumed that parents of pupils desired them to be taught German if they failed to notify the teacher to the contrary. This made the teaching of German practically compulsory, it having occurred to only a few parents to ask for the release of their children from this study. It has now been decided to reverse this alternative, and to require parents, before their children are admitted, to say explicitly whether they wish them to study German or not. There was only slight opposition to the change in the rule, and the action is significant as indicating a change in sentiment in what has been a strong pro-German community. It is expected that there will be a very great reduction in the time and attention devoted in the public schools to this study.

There is one advantage in buying Wash Goods now—

## THE PRICES ARE LOWER

On account of some lines not being complete, a general reduction has been made on these goods. We expect to **CLEAN THEM ALL OUT.**

FOURTH OF JULY will soon be here—don't put off buying your

## FLAGS

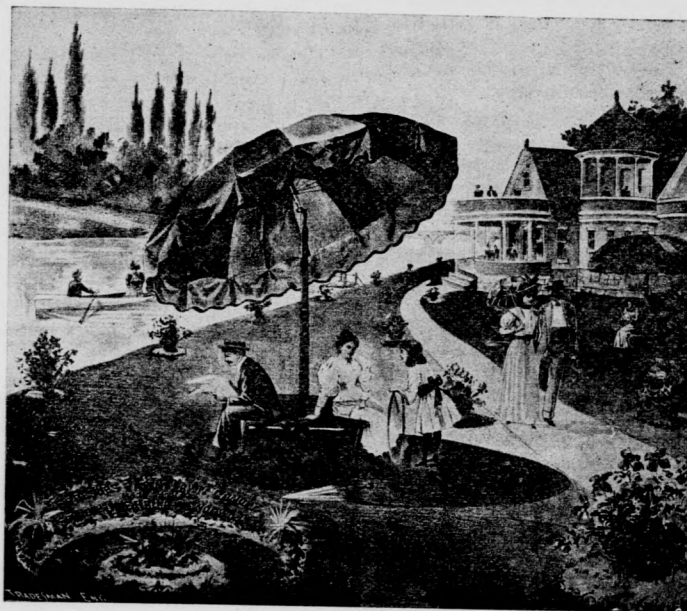
Till the last minute. **WE ARE HEADQUARTERS.** Our low prices is the reason of our big flag business. All sizes.

**P. STEKETEE & SONS,**  
Monroe and Fountain Sts., - GRAND RAPIDS, MICH.

Brownie  
Overalls

are good sellers.  
Mail orders filled promptly.

**Voigt, Herpolsheimer & Co.**  
WHOLESALE DRY GOODS,  
Grand Rapids, Mich.

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. HAMMELL, Lansing; Secretary, D. C. SLAGHT, Flint; Treasurer, CHAS. MCNOLTY, Jackson.

**Michigan Commercial Travelers' Association.**

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

**United Commercial Travelers of Michigan.**

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

**Michigan Commercial Travelers' Mutual Accident Association.**

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

**Lake Superior Commercial Travelers' Club.**

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

**Gripsack Brigade.**

Only inferior men are superior to hard work.

It is not so much natural ability that wins as the way it is used.

A hole is always deeper after you get into it with no ladder in sight.

A business that is not worth advertising ought to be advertised for sale.

If traveling men don't organize for their own protection, they won't receive any.

Truth plays the same part in a horse trade that ham does in a railroad sandwich.

Honor and shame from no conditions rise; act well your part—and always advertise.

A daily case of "Katzenjammer" is not conducive to the upbuilding of a big business.

You may know more than your customers, but it isn't good policy to prove it to them.

If you want to find the full value of your portable property, lose it in a railroad wreck.

A good salesman always takes Pope's advice that "the proper study of mankind is man."

E. E. Wooley (Root & McBride Co.) has established his headquarters at Sylvan Beach for the season.

"The boys" should remember that the trouble market is always easy and can be borrowed at low rates.

When a 22-caliber salesman tries to shoot with a 48-caliber gun something unpleasant is going to happen.

Don't take upon yourself the moral responsibility of telling a man he is going to lose money on anything.

A young salesman who is above taking advice from men of greater experience has a weak steering apparatus.

August Dieterle, formerly with E. F. Mills & Co. (Ann Arbor), has engaged to travel for Edson, Moore & Co., of Detroit.

You can talk dull trade to your customers until they quit buying goods, believing it necessary to economize. Don't do it.

When a house sends out judicious advertising or a competent salesman, they invariably come back with money in their pockets—for the house.

A Traverse City correspondent writes: Mrs. E. M. Rice, the south side milliner, has embarked in new business and is now traveling for the Gold Medal flour. Mrs. Rice started on the road June 2 and is now in Port Huron. State Agent George Gane was in the city today and says that Mrs. Rice is meeting with flattering success and that she enjoys the work.

A. D. Baker (Foster, Stevens & Co.) leaves Saturday night for Niagara Falls, N. Y., where he will spend a week with his mother. He will be accompanied by his son.

A merchant with a large gob of gray matter under his hat always treats a traveling man with kindness and consideration. He knows from whom he gets the "pointers" that put money in his purse and has too much sense to kill the goose that lays the golden egg by incivility and harshness.

The intellectual and moral honesty of the average traveling man has passed into a proverb. He should embrace every opportunity of showing up frauds, shams and humbugs. Some may fool them for a while, but the majority of them are so thin a drunken Indian could read a Dutch almanac through them.

The Grand Rapids drummer allows nobody to excel him in the social features of the life of a traveling man. He'll take up a merchant's baby in his arms—red-headed, cross-eyed, lantern-jawed from the day it was born and pigeon-toed genealogically for a thousand years back of the flood—and actually make its father think the thing was born to be beautiful.

C. E. Case, of Benzonia, writes the Tradesman as follows: Fred G. Hooper, traveling salesman for J. H. Copas & Sons, Owosso, has added to his present occupation that of drum major for the Benzonia concert band. He goes to Cadillac with the band Saturday, July 3, and to Manistee, July 4 and 5. Fred says that he has the best amateur band in the State and that he is not afraid to walk with any of them.

A. L. Braisted, the elephantine traveling representative of the Voigt Milling Co. and C. G. A. Voigt & Co., is out on the warpath again, after an enforced lay-off of two weeks as the result of a severe injury to his left leg, sustained in trying to board a moving freight train at South Boardman. The catastrophe was witnessed by Ad. Baker, who insists that the spectacle afforded by Braisted rolling down an embankment and landing in a heap at the bottom was worth going a thousand miles to see. How so ponderous an individual could take so severe a tumble and not sustain more serious injuries is little less than miraculous.

Harry Jiencke: To say that all traveling men have side lines would be a sweeping assertion. Side lines are supposed to be worked during spare time. I know of some of the boys who use all their spare time, and some time that can't be spared, flirting with pretty girls. As long as they are single it is a pleasant side line; the girls like it and the boys—well, they show good taste. Some carry games; so long as nothing but spare time is used, it helps to pass away many a weary hour. There were some who carried Jim Corbett; that was foolish. Side lines, commercially, is the point at issue. A traveling man selling goods on commission has in a true sense no side line, no matter how many articles he may carry. They afford him a source of revenue he is justly entitled to, but where the firm pays expenses and salary, all time and energy should be devoted to its interest, and no matter what excuses may be offered, it cannot be too severely condemned, even with the firm's knowledge and consent. It is only human to look upon personal gains first. The same time and energy devoted to the regular line will, in course of time, realize more salary by increased sales.

**The Old Timers on the Road.**

Among the very early traveling men we read of, there comes to my mind one who started out with a full line of samples, but, strange to relate, he had no territory. The fact of his lack of territory was, indeed, the prime cause of his starting. He didn't carry his sample case, but his sample case carried him. He traveled and traveled, but never made a town. He gave orders, but never took an order. He didn't work on a salary, nor did he receive any commission, but he got there just the same. His line consisted of a choice collection of elephants, kangaroos, bippopotami, bears and various other birds. He also had snakes the entire trip. But if he had Ararat, it was not discernible until he had completed his journey, and realized that he had had a "rattling" good time, as many travelers have had since his day. As soon as Noah found that he had some territory that could be worked, the first thing he did was to get rid of his samples and quit the business, preferring the cultivation of the grape; and from that day to the present there has been no better judge of good wine than the old-time traveler.

The first case we have any record of where a man had to sell his samples to get back home was that of Joseph's brethren, and Joseph was the sample. But there is abundant evidence that in recent years many such cases—sample cases—have occurred, not, however, as a rule among the old timers, for they have learned "what befell, and what may befall," and they know how to "conclude from both and best provide for all." If an old timer sees that he is going to be short he knows enough to write, "Dear House: I am still with you. Please honor my draft for fifty," etc.

Another old timer who wanted to hunt up new territory was that man who started out in 1492, and who, after having worked Isabella to the queen's taste, proceeded to open up the vast territory that now furnishes a fruitful field for the army of traveling men that go up and down the highways and byways of America.

There are many other types of old timers. We still have the "car load" old timer, who looks with disdain upon the small orders of to-day, and sighs for the good old days of big orders, gone forever. "In my time," he would say, "it was thus and so. When I made that territory, I wouldn't take an order for less than a car—" of perfumery, for instance, etc. Then there is the old timer whose heart has grown bigger and bigger, as the frosts of many winters have touched his thin locks and made them white. He has been a close observer of humanity in his travels and, having learned the lessons of sympathy and love, his generous impulses have been quickened by the scenes he has witnessed. He is ever ready to respond to the cry for help or to reach out the hand to lift up a fallen brother, for among the old timers there are a few who have fallen by the wayside and who need the uplifting of their more fortunate brethren.

The young traveler of to-day will be the old timer a little later on, and he will do well if he is as jolly, as light-hearted, as generous, as wise, as straight, as honorable and as energetic as the average old timer found to-day in the ranks of the fraternity.

The old timer loves a good cigar, a good dinner, a good bed, a good story, and, above all, a good order. He dear-

ly loves his home, and longs for the time when he can lay aside the grip and the sample case, and get acquainted with his family before it is too late. He doesn't love night trains. He doesn't love to get out of a warm bed, and into a cold bus. He doesn't like a tough steak. He doesn't like to be called by mistake at 4 o'clock in the morning when he left a call for 7. He doesn't like to "double up," two in a bed, and four in a room. He doesn't like to give up 50 cents for a dinner that the farmer who sits beside him gets for 25. So, he has his likes and his dislikes, and is, after all, only human.  
HARRY WILSON.

**Hotel Normandie of Detroit Reduces Rates.**

Determined to continue catering to popular demand for good hotel accommodations at low prices, we reduce the rates on fifty rooms from \$2.50 to \$2 per day, and rooms with bath from \$3.50 to \$3. The popular rate of 50 cents per meal, established when the Normandie was first opened, continues. Change of rates will in no way affect the quality, and our constant aim in the future will be, as in the past, to furnish the BEST accommodations for the rates charged.

Carr & Reeve.

**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., Grand Rapids. Telephone 381-1

**Commercial House**

Iron Mountain, Mich.

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

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

**NEW REPUBLIC**

Reopened Nov. 25.

FINEST HOTEL IN BAY CITY.

Steam heat, Electric Bells and Lighting throughout. Rates, \$1.50 to \$2.00. Cor. Saginaw and Fourth Sts. GEO. H. SCHINDHETT, Prop.

*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.

**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.

**If You Hire Help**

You should use our

Perfect Time Book and Pay Roll.

Made to hold from 27 to 60 names and sell for 75 cents to \$2. Send for sample leaf.

BARLOW BROS., GRAND RAPIDS, MICH.

## Drugs==Chemicals

### MICHIGAN STATE BOARD OF PHARMACY.

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

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

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

### MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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### The Cultivation of the Castor Bean.

The castor-oil plant has been cultivated since the earliest historic time, and specimens of it supposed to be over four thousands years old have been found in Egyptian tombs. It is perennial in India, its native country, but as it has spread into less congenial climates it has lost that habit, like the cotton-plant, and is known to us as an annual. It is commonly supposed that the plant will grow wherever Indian corn will thrive, and this is true where it is meant to be used as an ornament, but a recent circular published by the United States Department of Agriculture points out that it can only be grown effectively in commercial quantities in warm climates, since its only value is the oil content of the seed, and the general truth which is applicable to nearly all oil-bearing plants holds in regard to this one, namely, the warmer the climate the larger the per cent. of oil. Some varieties of the castor bean will mature seed in the northern half of the Indian corn belt of the United States, but the plant cannot be cultivated there so as to yield paying quantities of oil. It needs a deep, fertile, loamy, friable and well-drained soil, and then where the climate is sufficiently warm it will yield from twenty to twenty-five bushels of beans to the acre, containing from fifty to sixty per cent. of oil. The seeds, after being soaked for twelve hours in tepid water, should be set five or six feet apart each way, two in a hill, and when three or four inches high the weaker plant should be removed. The weeds should be destroyed and the ground kept loose by surface stirring. The seed spikes should be collected as soon as the pods turn brown and before the seeds drop out of the pods in handling, and placed in the sun until the seeds are partly free from the pods. Frequent gatherings are necessary, so that only such spikes are removed as are in proper condition. The seeds are first cleaned; then, after being gently warmed, are placed under a screw-press, which liberates a whitish liquid. This is mixed with water and boiled for some time, and the impurities are skimmed off as they rise. Clear oil is at length left on top of the water, the mucilage and starch being dissolved and the albumen coagulated by heat, forming a whitish layer between the oil and the water. The oil is further clarified by boiling, which drives off the acrid volatile matter. The Italians have a special method of preparing the oil which rids it of its nauseous flavor, and in this country medicinal oil is manufactured by cold expression from the crushed beans. The oil is largely used in soap manufacture and for machinery. It is the thickest and heaviest of the oils.

### Where the Cutter's Profits Lie.

From the Pharmaceutical Era.

People sometimes wonder how it is possible for cutters to sell certain articles at the prices they do and not lose money. All sorts of explanations have been advanced, such as purchasing in quantity lots and saving the discounts, or charging any loss up to the advertising account, and so on. And, too, it has been asserted that the cutter dilutes his

alcohol as near to the burning point test as he can safely go, that his water of amomonia is "not as strong as we used to get," that the witch hazel hasn't the same satisfactory odor that we are accustomed to. On the "little drops of water, little grains of sand" principle this will undoubtedly account for some of the profits of a "less than cost" business. But another dodge has been discovered. A cutter in St. Louis is accused of selling by apothecaries' weight candy which he purchases on the 16 ounces to the pound basis. A pretty fair profit in the difference between the troy and avoirdupois pounds! This ingenious individual finds himself in trouble with the City Inspector of Weights and Measures who, misguided man, cannot be moved by specious argument from his position that in his department a pound must weigh 16 ounces of 437½ grains each; troy weight is not recognized as an equivalent substitute.

Wouldn't the public be angry if it knew of these petty swindles practiced occasionally, mind, we say occasionally, by some cut-rate concerns? Some good missionary work might be done by advising the public to invest in a hydrometer and a pair of scales and test its liquid and solid purchases from cheap stores. The public doesn't want cheap drugs, even at cheap prices, if it knows it, and it does hate to be swindled.

### Steady Depreciation in Tartaric and Citric Acids.

Speaking of the market for citric and tartaric acids, the London Chemist and Druggist says:

Concentrated lemon juice has never been lower in price than during the season which has recently closed. We believe that business was done within the past two or three months at £11 2s. 6d. per pipe f. o. b. Messina. And even now £12 5s. f. o. b. is considered an acceptable quotation. That price is based on a yield of 64 oz. of citric acid per gallon. A pipe of 130 Old English, or 108 Imperial, gallons therefore represents 520 lbs. of citric acid, costing the manufacturer, inclusive of freight, about 5½d. per lb. in the crude state. At a selling price of 1s. 1½d. per lb. for the B. P. article there is consequently a fair margin for working expenses and manufacturing profit. It is the middleman whose gains have been curtailed, not the least because the makers take good care to prevent the market from being swamped by second-hand supplies.

Formerly tartaric acid, like citric, was very largely used in the textile industries. But the consumption of the acid in cotton-printing and Turkey-red dyeing appears to have fallen off a good deal. On the other hand, its employment in mineral water manufacture has grown very much, and the requirements for baking powder making, especially in the United States, are much in excess of what they were a few years ago. There is a certain correspondence in the price fluctuations of citric and tartaric acids, and the difference in the selling quotations of the two shows a tendency to grow smaller and smaller. Up to the year 1877 citric acid was seldom less than twice as high in price as tartaric. In 1873, when citric reached 4s. 9d. per lb., tartaric acid sold at about 1s. 7d. per lb. But latterly there has only been a price difference of from 3 to 5 per cent. between the two articles.

Sponge fishing in the islands of Greece for the season of 1897 has been ruined by the war, and it is expected that there will be much distress among the fisher people and a scarcity in the sponge market, with a consequent rise in prices. A correspondent writes from Syri: "Our islands are in a state of complete despair. In consequence of political events, not only are all means of communication interrupted, but the divers have the greatest difficulty in obtaining any money. Not a single boat has gone out, and none will be able to go for a long time. The condition of Calymnos is still more pitiable. I hear from there that starving men stop and rob you in the streets."

### The Drug Market.

Trade in this line is much better than a year ago, with prices firm and collections good.

Opium—The large holders in New York advanced their prices 10c per pound on Saturday, with an intimation of another advance of 10c to-day. As there is no question of a duty of \$1 per pound being placed on the article, higher prices may be looked for from now on.

Quinine—This article is very firm at ruling prices.

Acids—There is no change to note in any article under this head.

Bismuth Preparations—Prices have been reduced by manufacturers 10c per pound.

Buchu Leaves—The market is very firm. Stocks are being depleted and an advance in prices is looked for in the near future.

Mercurials—Are very firm, on account of the advance in quicksilver.

Morphine—This article has not yet advanced, but will undoubtedly do so within a few days, on account of the advance in opium.

Linseed Oil—Is firmer with an upward tendency.

### Necessity of Extinguishing Imaginary Values.

Written for the TRADESMAN.

While the tendency of all tariff legislation is to hamper business and to invade every department of commerce with uncertainty, another element which is hindering the coming of a long-looked-for prosperity is the determination of the trading world to insist upon doing business upon imaginary values. Sometime—it makes no difference how long ago it was—a booming tidal wave lifted prices to an unprecedented height and beyond all reason; but the owners of property with these imaginary values are making them the basis of negotiation

and are wondering where all this prosperity is which was sure to come with the inauguration of Mr. McKinley.

Not long ago, in a panic-stricken city of the size of Grand Rapids, a hotel property was thrown upon the market. It had never been gilt-edge property; but once, in the height of a boom which to the sanguine had all the promise of a permanency, the owner, during a doubtful business talk, fancied he had refused a five hundred thousand dollar offer for his hotel. It never was worth a fifth of that sum. In its palmiest days and in the palmiest times it could have sold for but little more. When it became known that the property was on the market, a would-be purchaser made a fair offer for it. The offer was indignantly rejected, the owner being unwilling to entertain any other proposition than one based upon the imaginary value of the estate. It is a single instance, but there are too many like it; and this, with the others, shows plainly enough that good times are not coming until business can stand upon something besides imaginary values.

It is, perhaps, well enough, when times are piping, for a man with a dollar in his pocket to conclude that it is ten and to proceed accordingly; but it is hardly in the line of wisdom and of common sense, common as that commodity is supposed to be, to let his imagination run away with his judgment, and then find fault with the Government and the tariff because business is not importuning him to take a hundred dollars for what he knows is not worth fifty cents. R. M. STREETER.

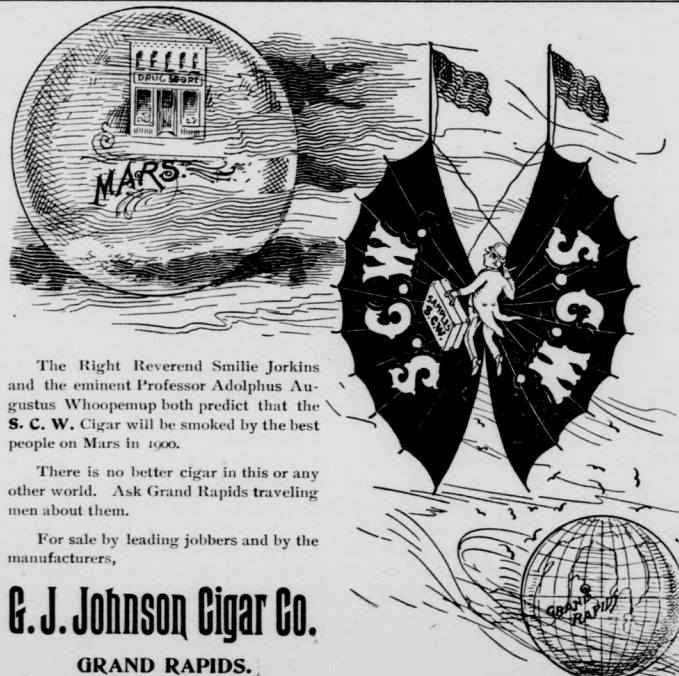
**THUM BROS. & SCHMIDT,**  
 Analytical and Consulting Chemists,  
 84 CANAL ST.,  
 GRAND RAPIDS, MICH.  
 Special attention given to Water, Bark and Urine Analysis.

## "MASTER" "YUMA"

The best 5 cent cigars ever made. Sold by

**BEST & RUSSELL CO., CHICAGO.**

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



WHOLESALE PRICE CURRENT.

Advanced—Opium.		Declined—	
<b>Acidum</b>			
Aceticum.....	80¢	10	
Benzoicum, German	80¢	85	
Boricum.....	41	15	
Carbolicum.....	29¢	41	
Citricum.....	40¢	42	
Hydrochlor.....	36¢	5	
Nitrosum.....	82¢	10	
Oxalicum.....	13¢	14	
Salicylicum.....	50¢	55	
Sulphuricum.....	13¢	14	
Tannicum.....	1 40¢	1 60	
Tartaricum.....	36¢	38	
<b>Ammonia</b>			
Aqua, 16 deg.....	4¢	6	
Aqua, 20 deg.....	6¢	8	
Carbonas.....	12¢	14	
Chloridum.....	12¢	14	
<b>Aniline</b>			
Black.....	2 00¢	2 25	
Brown.....	80¢	1 00	
Red.....	45¢	50	
Yellow.....	2 50¢	3 00	
<b>Baccæ</b>			
Cubeeæ.....	13¢	15	
Juniperus.....	6¢	8	
Xanthoxylum.....	25¢	30	
<b>Balsamum</b>			
Copaiba.....	60¢	65	
Peru.....	2 60¢	3 00	
Terabin, Canada.....	40¢	45	
Tolutan.....	80¢	85	
<b>Cortex</b>			
Abies, Canadian.....	18		
Cassia.....	12		
Cinchona Flava.....	18		
Euonymus atropurp.....	30		
Myrica Cerifera, po.....	20		
Prunus Virgini.....	12		
Quillaja, gr'd.....	12		
Sassafras.....	12		
Ulmus.....	15		
<b>Extractum</b>			
Glycyrrhiza Glabra.....	24¢	25	
Glycyrrhiza, po.....	28¢	30	
Hæmatox, 15 lb box.....	11¢	12	
Hæmatox, 1s.....	13¢	14	
Hæmatox, ¼s.....	14¢	15	
Hæmatox, ½s.....	16¢	17	
<b>Ferru</b>			
Carbonate Precip.....	15		
Citrate and Quinia.....	2 25		
Citrate Soluble.....	80		
Ferrocyanidum Sol.....	50		
Solut. Chloride.....	15		
Sulphate, com'l.....	2		
Sulphate, com'l, by.....	35		
bbl, per cwt.....	7		
Sulphate, pure.....	7		
<b>Flora</b>			
Arnica.....	12¢	14	
Anthemis.....	18¢	25	
Matricaria.....	30¢	35	
<b>Folia</b>			
Barosma.....	15¢	20	
Cassia Acutifol, Tin.....	18¢	25	
nevelly.....	25¢	30	
Cassia Acutifol, Alx.....	18¢	25	
and ¼s.....	12¢	20	
Ura Urst.....	8¢	10	
<b>Gummi</b>			
Acacia, 1st picked.....	65		
Acacia, 2d picked.....	45		
Acacia, 3d picked.....	35		
Acacia, sifted sorts.....	28		
Acacia, po.....	60¢	80	
Aloe, Barb. po. 30@28.....	14¢	18	
Aloe, Cape.....	12		
Aloe, Socotri, po. 40.....	30		
Ammoniac.....	55¢	60	
Assafetida.....	22¢	25	
Benzoinum.....	50¢	55	
Catechu, 1s.....	13		
Catechu, ¼s.....	14		
Catechu, ½s.....	15		
Camphora.....	48¢	55	
Euphorbium, po. 35.....	10		
Galbanum.....	1 00		
Gamboge, po.....	65¢	70	
Guaiacum.....	35		
Kino.....	4 00		
Mastic.....	60		
Myrrh.....	40		
Opi.....	2 50¢	2 60	
Shellac.....	40¢	45	
Shellac, bleached.....	40¢	45	
Tragacanth.....	50¢	80	
<b>Herba</b>			
Absinthium, oz. pkg.....	25		
Eupatorium, oz. pkg.....	20		
Lobelia, oz. pkg.....	25		
Majorum.....	28		
Mentha Pip. oz. pkg.....	23		
Mentha Vir. oz. pkg.....	39		
Rue.....	35		
Tanacetum, oz. pkg.....	22		
Thymus, V. oz. pkg.....	35		
<b>Flagnesia</b>			
Calcined, Pat.....	55¢	60	
Carbonate, Pat.....	20¢	22	
Carbonate, K. & M.....	20¢	25	
Carbonate, Jennings.....	35¢	36	
<b>Oleum</b>			
Absinthium.....	3 25¢	3 50	
Amygdalæ, Dulc.....	30¢	50	
Amygdalæ, Amara.....	8 00¢	8 25	
Anisi.....	2 10¢	2 20	
Aurantii Cortex.....	2 00¢	2 20	
Bergamiti.....	2 25¢	2 30	
Caliputi.....	75¢	80	
Caryophylli.....	55¢	60	
Cedar.....	35¢	40	
Chenopadii.....	1 80¢	2 00	
Cinnamomi.....	45¢	50	
Citronelli.....	45¢	50	

Morphia, S.P. & W.....	1 95¢	2 20	
Morphia, S.N.Y.Q. &.....	1 85¢	2 10	
C. Co.....	40		
Moschus Canton.....	65¢	80	
Myristica, No. 1.....	10		
Nux Vomica.....	15¢	18	
Os Sepia.....	1 00		
Pepsin Saac, H. & P.....	1 00		
D. Co.....	2 00		
Picis Liq. N.N. ¼ gal.....	2 00		
Picis Liq., quarts.....	2 00		
Pil Hydrarg.....	85		
Piper Nigra.....	30		
Piper Alba.....	30		
Plix Burgun.....	7		
Plumbi Acet.....	10¢	12	
Pulvis Ipeac et Opi.....	1 10¢	1 20	
Pyrethrum, boxes H.....	1 25		
& P. D. Co., doz.....	30¢	33	
Quassia, S. P. & W.....	80		
Quinia, S. German.....	20¢	25	
Quinia, N.Y.....	20¢	25	
Rubia Tinctorum.....	12¢	14	
Saccharum Lactis pv.....	18¢	20	
Salacin.....	3 00¢	3 10	
Sanguis Draconis.....	40¢	50	
Sapo, W.....	12¢	14	
Sapo, M.....	10¢	12	
Sapo, G.....	15		
Siedlitz Mixture.....	20		
Sinapis.....	18		
Sinapis, opt.....	30		
Snuff, Maccaboy, De.....	34		
Voes.....	34		
Snuff, Scotch, DeVo's.....	6		
Soda Boras.....	6		
Soda et Potass Tart.....	26¢	28	
Soda, Carb.....	1 ½¢	2	
Soda, Bi-Carb.....	3 ½¢	5	
Soda, Ash.....	3 ½¢	4	
Soda, Sulphas.....	2		
Spts. Cologne.....	2 60		
Spts. Ether Co.....	90		
Spt Myrcia Dom.....	50¢	55	
Spts. Vini Rect. bbl.....	2 42		
Spts. Vini Rect. ½ bbl.....	2 47		
Spts. Vini Rect. 10 gal.....	2 50		
Spts. Vini Rect. 5 gal.....	2 52		
Less 5¢ gal. cash 10 days.....			
Strychnia, Crystal.....	1 40¢	1 45	
Sulphur, Subl.....	2 ½¢	3	
Sulphur, Roll.....	2¢	2 ½	
Tamarinds.....	80		
Terebenth Venice.....	28¢	30	
Vanilla.....	42¢	45	
Zinci Sulph.....	9 00¢	16 00	
7¢	8		
<b>Paints</b>			
Red Venetian.....	1 ½¢	2 25	
Ochre, yellow Mars.....	1 ½¢	2 25	
Ochre, yellow Ber.....	1 ½¢	2 25	
Putty, commercial.....	2 ½¢	2 ½¢	
Putty, strictly pure.....	2 ½¢	2 ½¢	
Vermilion, Prime.....	13¢	15	
American.....	70¢	75	
Vermilion, English.....	13¢	16	
Green, Paris.....	13¢	19	
Green, Peninsular.....	13¢	16	
Lead, Red.....	5 ½¢	6	
Lead, white.....	5 ½¢	6	
Whiting, white Span.....	70		
Whiting, gliders.....	70		
White, Paris Amer.....	1 00		
Whiting, Paris Eng.....	1 00		
clif.....	1 40		
Universal Prepared.....	1 00	1 15	
<b>Varnishes</b>			
No. 1 Turp Coach.....	1 10¢	1 20	
Extra Turp.....	1 60¢	1 70	
Coach Body.....	2 75¢	3 00	
No. 1 Turp Furn.....	1 00¢	1 10	
Extra Turk Damar.....	1 55¢	1 60	
Jap. Dryer, No. 1 Turp.....	70¢	75	
<b>Oils</b>			
Whale, winter.....	70	70	
Lard, extra.....	40	45	
Lard, No. 1.....	35	40	

# Hazeltine & Perkins Drug Co.

-----

## Sundry Department

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

**Perfumes    Soaps    Combs**

**Mirrors    Powder Puffs**

**Tooth, Nail, Hair, Cloth, Infant, Bath, and Shaving Brushes**

**Fountain and Family Syringes**

**Tweezers    Key Rings    Cork Screws**

**Razors    Razor Stropps**

**Violin, Guitar and Banjo Strings**

**Atomizers**

**Suspensory Bandages**

**Toilet and Bath Sponges**

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

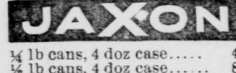
# Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.

# GROCERY PRICE CURRENT.

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


AXLE GREASE.	
Aurora.....	55 6 00
Castor Oil.....	60 7 00
Diamond.....	50 4 00
Frazier's.....	75 9 00
IXL Golden, tin boxes	75 9 00
Nica, tin boxes.....	75 9 00
Paragon.....	55 6 00
BAKING POWDER.	
Absolute.	
1/4 lb cans doz.....	45
1/2 lb cans doz.....	85
1 lb cans doz.....	1 50
Acme.	
1/4 lb cans 3 doz.....	45
1/2 lb cans 3 doz.....	75
1 lb cans 1 doz.....	1 00
Bulk.....	10
Ei Purity.	
1/4 lb cans per doz.....	75
1/2 lb cans per doz.....	1 20
1 lb cans per doz.....	2 00
Home.	
1/4 lb cans 4 doz case.....	35
1/2 lb cans 4 doz case.....	55
1 lb cans 2 doz case.....	90



**JAXON**

1/4 lb cans, 4 doz case..... 45  
 1/2 lb cans, 4 doz case..... 85  
 1 lb cans, 2 doz case..... 1 60

Jersey Cream.	
1 lb. cans, per doz.....	2 00
9 oz. cans, 1er doz.....	1 25
6 oz. cans, per doz.....	85
Our Leader.	
1/4 lb cans.....	45
1/2 lb cans.....	75
1 lb cans.....	1 50
Peerless.	
1 lb. cans.....	85
BASKETS.	
Standard Bushel.....	Per doz 1 25
Extra Bushel.....	1 75
Market.....	30
1/4 bushel, bamboo del'ry.	3 50
1/2 bushel, bamboo del'ry.	4 00
3/4 bushel, bamboo del'ry.	5 00
Iron strapped, 50c extra.	
Diamond Clothes, 30x16.....	2 50
Braided Splint, 30x16.....	4 00



**CONDENSED PEARL BLUING**

1 doz. pasteboard Boxes..... 40  
 3 doz. wooden boxes..... 1 20

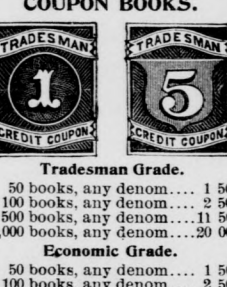
BATH BRICK.	
American.....	80
English.....	70
BLUING.	
CONDENSED PEARL BLUING	
1 doz. pasteboard Boxes.....	40
3 doz. wooden boxes.....	1 20
BROOMS.	
No. 1 Carpet.....	1 90
No. 2 Carpet.....	1 75
No. 3 Carpet.....	1 50
No. 4 Carpet.....	1 15
Parlor Gem.....	2 00
Common Whisk.....	70
Fancy Whisk.....	80
Warehouse.....	2 25
CANDLES.	
8s.....	7
16s.....	8
Paraffine.....	8
CANNED GOODS.	
Lakeside Marrowfat.....	1 00
Lakeside E. J.....	1 30
Lakeside, Cham. of Eng.....	1 40
Lakeside, Gem, Ex. Sifted.....	1 65
CHOCOLATE.	
Walter Baker & Co.'s.....	
German Sweet.....	22
Premium.....	31
Breakfast Cocos.....	42
CLOTHES LINES.	
Cotton, 40 ft, per doz.....	1 00
Cotton, 50 ft, per doz.....	1 20
Cotton, 60 ft, per doz.....	1 40
Cotton, 70 ft, per doz.....	1 60
Cotton, 80 ft, per doz.....	1 80
Cotton, 90 ft, per doz.....	2 00
Jute, 60 ft, per doz.....	80
Jute, 72 ft, per doz.....	95

CHEESE.	
Acme.....	@ 7
Amboy.....	@ 7 1/2
Byron.....	@ 7
Elsie.....	@ 7 1/2
Gem.....	@ 8 1/2
Gold Medal.....	@ 7 1/2
Ideal.....	@ 7 1/2
Jersey.....	@ 7 1/2
Lenawee.....	@ 7 1/2
Riverside.....	@ 8 1/2
Springdale.....	@ 7 1/2
Edam.....	@ 7 1/2
Leiden.....	@ 18
Limburger.....	@ 15
Pineapple.....	@ 43
Sap Sago.....	@ 18
Chicory.	
Bulk.....	5
Red.....	7
CATSUP.	
Columbia, pints.....	4 25
Columbia, 1/2 pints.....	2 50
CLOTHES PINS.	
5 gross boxes.....	40
COCOA SHELLS.	
20 lb bags.....	2 1/2
Less quantity.....	3
Pound packages.....	4
CREAM TARTAR.	
Strictly Pure, wooden boxes.....	35
Strictly Pure, tin boxes.....	37
COFFEE.	
Green.	
Rio.	
Fair.....	17
Good.....	18
Prime.....	20
Golden.....	20
Peaberry.....	22
Santos.	
Fair.....	19
Good.....	20
Prime.....	22
Golden.....	23
Peaberry.....	23
Mexican and Guatamala.	
Fair.....	21
Good.....	22
Fancy.....	24
Maracaibo.	
Prime.....	23
Milled.....	24
Java.	
Interior.....	25
Private Growth.....	27
Mandehling.....	28
Mocha.	
Imitation.....	25
Arabian.....	28
Roasted.	
Clark Jewell-Wells Co.'s Brands	
Fifth Avenue.....	28
Jewell's Arabian Mocha.....	28
Wells' Mocha and Java.....	25 1/2
Wells' Perfection Java.....	25 1/2
Sancaibo.....	23
Valley City Maracaibo.....	18 1/2
Ideal Blend.....	16
Leader Blend.....	13
Worden Grocer Co.'s Brands	
Quaker Arabian Mocha.....	31
Quaker Mandehling Java.....	30
Quaker Mocha and Java.....	28
Toko Mocha and Java.....	25
Quaker Golden Santos.....	21
State House Blend.....	19
Quaker Golden Rio.....	17 1/2

COUPON BOOKS.	
Tradesman Grade.	
50 books, any denom.....	1 50
100 books, any denom.....	2 50
500 books, any denom.....	11 50
1,000 books, any denom.....	20 00
Economic Grade.	
50 books, any denom.....	1 50
100 books, any denom.....	2 50
500 books, any denom.....	11 50
1,000 books, any denom.....	20 00
Universal Grade.	
50 books, any denom.....	1 50
100 books, any denom.....	2 50
500 books, any denom.....	11 50
1,000 books, any denom.....	20 00
Superior Grade.	
50 books, any denom.....	1 50
100 books, any denom.....	2 50
500 books, any denom.....	11 50
1,000 books, any denom.....	20 00
Coupon Pass Books.	
Can be made to represent any denomination from \$10 down.	
20 books.....	1 00
50 books.....	2 00
100 books.....	3 00
250 books.....	6 25
500 books.....	10 00
1000 books.....	17 50
Credit Checks.	
500, any one denom'n.....	3 00
1000, any one denom'n.....	6 00
2000, any one denom'n.....	8 00
Steel punch.....	75
DRIED FRUITS—DOMESTIC	
Apples.	
Sundried.....	@ 2 1/2
Evaporated 50 lb. boxes.....	@ 4
California Fruits.	
Apricots.....	9 @ 10 1/2
Blackberries.....	6 @
Nectarines.....	6 @
Peaches.....	7 1/2 @ 9
Pears.....	8 @
Pitted Cherries.....	12
Prunelles.....	12
Raspberries.....	12
California Prunes.	
100-120 25 lb boxes.....	@ 3 1/2
90-100 25 lb boxes.....	@ 3 3/4
80-90 25 lb boxes.....	@ 4
70-80 25 lb boxes.....	@ 4 1/4
60-70 25 lb boxes.....	@ 4 1/2
50-60 25 lb boxes.....	@ 5 1/4
40-50 25 lb boxes.....	@ 7 1/4
30-40 25 lb boxes.....	@ 7
1/4 cent less in 50 lb cases	
Raisins.	
London Layers 3 Crown.....	1 55
London Layers 5 Crown.....	2 50
Delicias.....	3 25
Loose Muscatels 2 Crown.....	4 1/2
Loose Muscatels 3 Crown.....	5 1/2
Loose Muscatels 4 Crown.....	6 1/2
FOREIGN.	
Currants.	
Patras bbls.....	@ 5 1/2
Vostizas 50 lb cases.....	@ 5 1/2
Cleaned, bulk.....	@ 6 1/2
Cleaned, packages.....	@ 7
Peel.	
Citron American 10 lb bx.....	@ 14
Lemon American 10 lb bx.....	@ 12
Orange American 10 lb bx.....	@ 12
Raisins.	
Ondura 28 lb boxes.....	@ 8
Sultana 1 Crown.....	@ 8
Sultana 2 Crown.....	@ 8
Sultana 3 Crown.....	@ 8
Sultana 4 Crown.....	@ 8
Sultana 5 Crown.....	@ 8
FLY PAPER.	
Tanglefoot.....	

CUPSUP.	
Columbia, pints.....	4 25
Columbia, 1/2 pints.....	2 50
CLOTHES PINS.	
5 gross boxes.....	40
COCOA SHELLS.	
20 lb bags.....	2 1/2
Less quantity.....	3
Pound packages.....	4
CREAM TARTAR.	
Strictly Pure, wooden boxes.....	35
Strictly Pure, tin boxes.....	37
COFFEE.	
Green.	
Rio.	
Fair.....	17
Good.....	18
Prime.....	20
Golden.....	20
Peaberry.....	22
Santos.	
Fair.....	19
Good.....	20
Prime.....	22
Golden.....	23
Peaberry.....	23
Mexican and Guatamala.	
Fair.....	21
Good.....	22
Fancy.....	24
Maracaibo.	
Prime.....	23
Milled.....	24
Java.	
Interior.....	25
Private Growth.....	27
Mandehling.....	28
Mocha.	
Imitation.....	25
Arabian.....	28
Roasted.	
Clark Jewell-Wells Co.'s Brands	
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Quaker Arabian Mocha.....	31
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Quaker Mocha and Java.....	28
Toko Mocha and Java.....	25
Quaker Golden Santos.....	21
State House Blend.....	19
Quaker Golden Rio.....	17 1/2

CONDENSED MILK.	
Gall Borden Eagle.....	6 75
Crown.....	6 25
Daisy.....	5 75
Champion.....	4 50
Magnolia.....	4 25
Challenge.....	3 50
Dime.....	3 35
CONDENSED MILK.	
4 doz in case.	
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




**Tradesman Grade.**  
 50 books, any denom..... 1 50  
 100 books, any denom..... 2 50  
 500 books, any denom..... 11 50  
 1,000 books, any denom..... 20 00

**Economic Grade.**  
 50 books, any denom..... 1 50  
 100 books, any denom..... 2 50  
 500 books, any denom..... 11 50  
 1,000 books, any denom..... 20 00

**Universal Grade.**  
 50 books, any denom..... 1 50  
 100 books, any denom..... 2 50  
 500 books, any denom..... 11 50  
 1,000 books, any denom..... 20 00

**Superior Grade.**  
 50 books, any denom..... 1 50  
 100 books, any denom..... 2 50  
 500 books, any denom..... 11 50  
 1,000 books, any denom..... 20 00



**One Cent Coupon**

**Universal Grade.**  
 50 books, any denom..... 1 50  
 100 books, any denom..... 2 50  
 500 books, any denom..... 11 50  
 1,000 books, any denom..... 20 00

**Superior Grade.**  
 50 books, any denom..... 1 50  
 100 books, any denom..... 2 50  
 500 books, any denom..... 11 50  
 1,000 books, any denom..... 20 00

DRIED FRUITS—DOMESTIC	
Apples.	
Sundried.....	@ 2 1/2
Evaporated 50 lb. boxes.....	@ 4
California Fruits.	
Apricots.....	9 @ 10 1/2
Blackberries.....	6 @
Nectarines.....	6 @
Peaches.....	7 1/2 @ 9
Pears.....	8 @
Pitted Cherries.....	12
Prunelles.....	12
Raspberries.....	12
California Prunes.	
100-120 25 lb boxes.....	@ 3 1/2
90-100 25 lb boxes.....	@ 3 3/4
80-90 25 lb boxes.....	@ 4
70-80 25 lb boxes.....	@ 4 1/4
60-70 25 lb boxes.....	@ 4 1/2
50-60 25 lb boxes.....	@ 5 1/4
40-50 25 lb boxes.....	@ 7 1/4
30-40 25 lb boxes.....	@ 7
1/4 cent less in 50 lb cases	
Raisins.	
London Layers 3 Crown.....	1 55
London Layers 5 Crown.....	2 50
Delicias.....	3 25
Loose Muscatels 2 Crown.....	4 1/2
Loose Muscatels 3 Crown.....	5 1/2
Loose Muscatels 4 Crown.....	6 1/2

FOREIGN.	
Currants.	
Patras bbls.....	@ 5 1/2
Vostizas 50 lb cases.....	@ 5 1/2
Cleaned, bulk.....	@ 6 1/2
Cleaned, packages.....	@ 7
Peel.	
Citron American 10 lb bx.....	@ 14
Lemon American 10 lb bx.....	@ 12
Orange American 10 lb bx.....	@ 12
Raisins.	
Ondura 28 lb boxes.....	@ 8
Sultana 1 Crown.....	@ 8
Sultana 2 Crown.....	@ 8
Sultana 3 Crown.....	@ 8
Sultana 4 Crown.....	@ 8
Sultana 5 Crown.....	@ 8



**JENNINGS' FLAVORING EXTRACTS.**

D. C. Vanilla.....	2 oz..... 1 20
D. C. Lemon.....	2 oz..... 1 20
3 oz..... 1 50	3 oz..... 1 00
4 oz..... 2 00	4 oz..... 1 40
6 oz..... 3 00	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 00	No. 3 T.1 35
No. 4 T.2 40	No. 4 T.1 50

FARINACEOUS GOODS.	
Farina.	
Bulk.....	3
Grits.	
Walsh-DeRoo Co.'s.....	2 00
Hominy.	
Barrels.....	2 25
Flake, 50 lb. drums.....	1 00
Lima Beans.	
Dried.....	3 1/2
Macaroni and Vermicelli.	
Domestic, 10 lb. box.....	60
Imported, 25 lb. box.....	2 50
Pearl Barley.	
Common.....	1 1/2
Chester.....	2
Empire.....	2 1/2
Peas.	
Green, bu.....	80
Split, per lb.....	2 1/4
Rolled Oats.	
Rolled Avena, bbl.....	3 40
Monarch, bbl.....	3 00
Monarch, 1/2 bbl.....	1 65
Private brands, bbl.....	2 90
Private brands, 1/2 bbl.....	1 60
Quaker, cases.....	3 20
Sago.	
German.....	4
East India.....	3 1/2
Wheat.	
Cracked, bulk.....	3
24 2 lb packages.....	2 40

Fish.	
Cod.	
Georges cured.....	@ 3 1/2
Georges genuine.....	@ 4
Georges selected.....	@ 5
Strips or bricks.....	5 @ 8
Halibut.	
Chunks.....	10
Strips.....	9
Herring.	
Holland white hoops keg.....	60
Holland white hoops bbl.....	7 50
Norwegian.....	1 10
Round 100 lbs.....	2 50
Round 40 lbs.....	1 30
Scaled.....	13
Mackerel.	
Mess 100 lbs.....	10 50
Mess 40 lbs.....	4 50
Mess 10 lbs.....	1 20
Mess 8 lbs.....	1 00
No. 1 100 lbs.....	9 50
No. 1 40 lbs.....	4 10
No. 1 10 lbs.....	1 10
No. 1 8 lbs.....	91
No. 2 100 lbs.....	7 00
No. 2 40 lbs.....	3 10
No. 2 10 lbs.....	85
Sardines.	
Russian kegs.....	55
Stockfish.	
No. 1 100 lb. bales.....	1 10
No. 2 100 lb. bales.....	1 10
Trout.	
No. 1 100 lbs.....	4 00
No. 1 40 lbs.....	1 90
No. 1 10 lbs.....	55
No. 1 8 lbs.....	47
Whitefish.	
No. 1.....	No. 2 Fam
100 lbs.....	6 40 5 00
40 lbs.....	2 85 2 30
10 lbs.....	79 65 33
8 lbs.....	66 55 30

FLAVORING EXTRACTS.	
100 lbs.....	6 40
40 lbs.....	2 85
10 lbs.....	79
8 lbs.....	66
Jennings'.	
D. C. Vanilla.....	2 oz..... 1 20
D. C. Lemon.....	2 oz..... 1 20
3 oz..... 1 50	3 oz..... 1 00
4 oz..... 2 00	4 oz..... 1 40
6 oz..... 3 00	6 oz..... 2 00

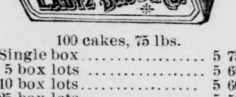
Lautz Bros. & Co.'s Brands.



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

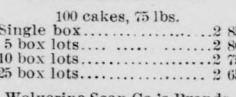
Acme, 60 1 lb. cakes. Single box 3 00 5 box lots 2 90 10 box lots 2 85 25 box lots 2 80

Acme, 5 cent size. Single box 2 85 5 box lots 2 75 10 box lots 2 70 25 box lots 2 65



Marseilles White. Single box 5 75 5 box lots 5 65 10 box lots 5 60 25 box lots 5 50

Schulte Soap Co.'s Brand. Single box 4 00 5 box lots 3 90 10 box lots 3 85 25 box lots 3 80



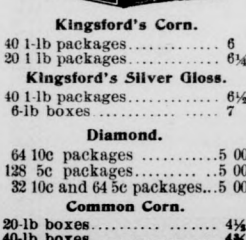
Wolverine Soap Co.'s Brands. Single box 2 65 5 box lots, delivered 2 60 10 box lots, delivered 2 50

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

Scouring. Sapollo, kitchen, 3 doz 2 40 Sapollo, hand, 3 doz 2 40



Washing Powder. Rub 'n' More. Single box 3 50 5 box lots 3 40 10 box lots 3 30 25 box lots 3 25



Kingsford's Corn. 40 1-lb packages 6 20 1-lb packages 6 4 Kingsford's Silver Gloss. 40 1-lb packages 6 4 6-lb boxes 7 Diamond. 64 10c packages 5 00 125 5c packages 5 00 32 10c and 64 5c packages 5 00

Common Gloss. 1-lb packages 4 3-lb packages 4 6-lb packages 4 4 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 00 XXXX 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 Diamond Confectionery 4 75 Confec. Standard A 4 63 No. 1 4 50 No. 2 4 50 No. 3 4 50 No. 4 4 50 No. 5 4 44 No. 6 4 38 No. 7 4 25 No. 8 4 19 No. 9 4 13 No. 10 4 00 No. 11 3 88 No. 12 3 81 No. 13 3 39 No. 14 3 56 No. 15 3 44 No. 16 3 38

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

TOBACCOS. Clark-Jewell-Weils 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. Miscellaneous Brands 35 00 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 Clupea or Herring 4 Bluefish 10 Live Lobster 17 Boiled Lobster 19 Cod 10 Haddock 8 No. 1 Pickerel 7 Pike 6 Smoked White 4 Red Snapper 10 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

Mixed Candy. Competition 6 Leader 6 1/2 Conserv. 7 Royal 7 Ribbon 7 Broken 7 Cut Leaf 8 English Rock 8 French Cream 8 1/2 Dandy Gan. 8 1/2 Valley Cream 10 1/3

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

Fancy-In 5 lb. Boxes. Lemon Drops 50 Sour Drops 50 Peppermint Drops 50 Chocolate Drops 50 H. M. Choc. Drops 50 Gum Drops 50 Licorice Drops 50 A. B. Licorice Drops 50 Lozenges, plain 50 Lozenges, printed 50 Imperials 50 Mottos 55 Cream Bar 50 Molasses Bar 50 Hand Made Creams 80 Plain Creams 60 Decorated Creams 90 String Beans 90 Burnt Almonds 1 25 Wintergreen Berries 55

Caramels. No. 1 wrapped, 2 lb. boxes 20 No. 1 wrapped, 3 lb. boxes 45 No. 2 wrapped, 2 lb. boxes

Fruits.

Oranges. Seedlings. 96-112 250 150-176-200 Med'l Sweets. 126 150-176-200 Messinas. Fancy 200s. 200s. St. Michaels.

Lemons. Strictly choice 300s. 3 25 Strictly choice 300s. 4 00 Fancy 300s. 4 50 Ex. Fancy 300s. 4 50 Bananas. Medium bunches 1 25 Large bunches 1 75

Foreign Dried Fruits. Figs, Choice Layers 10 lb. 5 10 Figs, New Smyrna 14 and 20 lb boxes. 12 Figs, Natural in 30 lb. bags. 6 Dates, Fards in 10 lb 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 Almonds, Ivaca 11 Almonds, California, soft shelled 7 1/2 Brazil new 7 1/2 Walnuts, Grenoble 12 1/2 Walnuts, Calif No. 1 12 Walnuts, soft shelled Calif 10 Table Nuts, fancy 11 Table Nuts, choice 10 Pecans, Med. 10 Pecans, Ex. Large 10 Pecans, Jimbos 12 Hickory Nuts per bu, Ohio, new 4 Cocoanuts, full sacks 3 50

Grains and Feedstuffs. Wheat.

Wheat. Winter Wheat Flour. Local Brands. Patents 4 60 Second Patent 4 25 Straight 4 05 Clear 3 70 Graham 4 00 Buckwheat 3 40 Rye 2 65 Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional. Worden Grocer Co.'s Brand. Quaker, 1/2s 4 20 Quaker, 3/4s 4 20 Quaker, 1s 4 20

Spring Wheat Flour. Clark-Jewell-Weils Co.'s Brand. Pillsbury's Best 1/2s 4 60 Pillsbury's Best 3/4s 4 50 Pillsbury's Best 1s 4 40 Pillsbury's Best 1 1/4s paper 4 40

Ball-Barnhart-Putman's Brand. Grand Republic, 1/2s 4 60 Grand Republic, 3/4s 4 50 Grand Republic, 1s 4 40 Lemon & Wheeler Co.'s Brand. Parisian, 1/2s 4 60 Parisian, 3/4s 4 50 Parisian, 1s 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 27 1/2 Less than car lots 30 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 Seymour XXX, 3 lb. carton 4 1/2 Family XXX 4 1/2 Family XXX, 3 lb carton 4 1/2 Salted XXX 4 1/2 Salted XXX, 3 lb carton 4 1/2

Soda. Soda XXX 4 1/2 Soda XXX, 3 lb carton 5 1/2 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 1/2 Farina Oyster, XXX 4 1/2

SWEET GOODS-Boxes. Animals 9 Belle Rose 13 Cocoanut Taffy 9 Coffee Cakes 8 Frosted Honey 10 Graham Crackers 6 1/2 Ginger Snaps, XXX round 5 Ginger Snaps, XXX city 5 Gin. Snaps, XXX home made 5 Gin. Snaps, XXX scalloped 5 Ginger Vanilla 7 Imperials 6 1/2 Jumbles, Honey 10 Molasses Cakes 6 1/2 Marshmallow 12 Marshmallow Creams 13 Pretzels, hand made 6 Pretzettes, Little German 6 Sugar Cake 6 1/2 Sultanas 4 Sears' Lunch 6 1/2 Sears' Zephyrette 10 Vanilla Square 7 Vanilla Wafers 12 Pecan Wafers 12 Fruit Coffee 9 Mixed Picnic 10 Cream Jumbles 11 1/2 Boston Ginger Nuts 6 Chinnie Puddin 9 Pineapple Glace 12 Penny Cakes 6

Provisions. Swift & Company quote as follows: Barreled Pork. Mess 8 00 Back 9 00 Clear back 9 00 Short cut 8 50 Pig 12 50 Bean 8 00 Family 8 50

Dry Salt Meats. Bellies 5 1/2 Briskets 5 Extra shorts 4 1/2 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 9 1/2 Ham dried beef 11 1/2 Shoulders (N. Y. cut) 6 1/2 Bacon, clear 6 1/2 California hams 6 1/2 Boneless hams 8 1/2 Cooked ham 11

Lards. In Tierces. Compound 3 1/2 5 lb Tubs 3 1/2 50 lb Tubs 3 1/2 20 lb Pails 3 1/2 10 lb Pails 3 1/2 5 lb Pails 3 1/2 3 lb Pails 3 1/2

Sausages. Bologna 5 Liver 6 1/2 Frankfort 6 1/2 Pork 6 1/2 Tongue 9 Head cheese 9 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 80 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 50 Potted ham, 1s 1 00 Deviled ham, 1/2s 60 Deviled ham, 1s 1 00 Potted tongue 1/2s 60 Potted tongue 1s 1 00

Fresh Meats. Beef. Carcass 5 1/2 @ 7 Fore quarters 4 1/2 @ 6 Hind quarters 7 @ 8 1/2 Loins No. 3 10 @ 12 Ribs 8 @ 12 Rounds 6 1/2 @ 7 1/2 Chucks 4 @ 5 Plates 3

Pork. Dressed 4 1/2 Loins 6 Shoulders 5 1/2 Leaf Lard 5 1/2 @ 8 Mutton. Carcass 7 @ 9 Spring Lambs 9 @ 10 Veal. Carcass 6 @ 7

Hides and Pelts. Perkins & Hess pay as follows: Hides. Green 5 @ 8 Part cured 6 @ 6 1/2 Full Cured 6 1/2 @ 7 1/2 Dry 6 @ 8 Kips, green 5 @ 6 Kips, cured 6 1/2 @ 8 Calfskins, green 5 1/2 @ 7 Calfskins, cured 7 @ 8 1/2 Deaconskins 25 @ 30

Pelts. Shearlings 5 @ 10 Lambs 25 @ 50 Old Wool 6 @ 90 Oils. Ecocene 11 1/2 XXX W. W. Mich. Hdt 8 1/2 W W Michigan 8 High Test Headlight 7 D., S. Gas 8 Deo. Naptha 7 1/2 Cylinder 25 Engine 11 Black, winter 8

Crockery and Glassware. AKRON STONWARE. 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 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. 1 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. 30 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 Chimney 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 labeled 2 55 No. 1 Sun, crimp top, wrapped and labeled 2 75 No. 2 Sun, crimp top, wrapped and labeled 3 75 CHIMNEYS-Pearl Top. No. 1 Sun, wrapped and labeled 3 70 No. 2 Sun, wrapped and labeled 4 70 No. 2 Hinge, wrapped and labeled 4 88 No. 2 Sun, "Small Bulb," for Globe Lamps 80

La Bastie. No. 1 Sun, plain bulb, per doz 1 25 No. 2 Sun, plain bulb, per doz 1 50 No. 1 Crimp, per doz 1 35 No. 2 Crimp, per doz 1 60 Rochester. No. 1, Lime (70c doz) 3 50 No. 2, Lime (70c doz) 4 00 No. 2, Flint (80c doz) 4 70

Electric. No. 2, Lime (70c doz) 4 00 No. 2, Flint (80c doz) 4 40 OIL CANS. Doz. 1 gal tin cans with spout 1 25 1 gal galv iron with spout 1 65 2 gal galv iron with spout 2 87 3 gal galv iron with spout 4 00 5 gal galv iron with spout 5 00 5 gal galv iron with faucet 6 00 5 gal Tiltng cans 9 00 5 gal galv iron Nacefas 9 00

Pump Cans. 5 gal Rapid steady stream 9 00 5 gal Eureka non-overflow 10 50 3 gal Home Rule 10 50 5 gal Home Rule 12 00 5 gal Pirate King 9 50 LANTERNS. No. 0 Tubular 4 25 No. 1 B Tubular 6 50 No. 13 Tubular Dash 6 30 No. 1 Tub., glass fount 7 00 No. 12 Tubular, side lamp 14 00 No. 3 Street Lamp 3 75

LANTERN GLOBES. No. 0 Tubular, cases 1 doz. each, box 10 cents 45 No. 0 Tubular, cases 2 doz. each, box 15 cents 45 No. 0 Tubular, bbls 5 doz. each, bbl 35 40 No. 0 Tubular, bull's eye, cases 1 doz. each 1 25 LAMP WICKS. No. 0 per gross 20 No. 1 per gross 25 No. 2 per gross 38 No. 3 per gross 58 Mammoth per doz 70

## Hardware

**Drumming as One of the Fine Arts.**  
John Hop in Hardware.

There is occasionally a salesman who comes into the presence of the buyer, with an air of "Lo, the conquering hero comes;" he seems to be crowned with a halo of success that can be recognized the length of the store. He is apparently fully possessed of the proper knowledge that a man to get any plums out of the few puddings obtainable in ordinary years, has got to hustle like fun, even after he's found the pudding; but this style of man says under his breath, "I know I'll do it."

He doesn't—he never by any possibility could—question his own ability or fail to take the measure of the man in front of him, and frequently that critical examination becomes a lesson in the fine arts, where the brush has to be handled very deftly, with no thick daubs of colors that are too pronounced for artistic effect.

I remember away back in the—further back than I would care to confess with my present youthful appearance, when, as buying partner of my own firm, I one afternoon was occupying the busiest desk in the house. I had been writing letters of encouragement to the several travelers we had on the road, covering territory not too far away from the city, and in those letters I had illustrated the text by a few new and lower quotations, which were thought would instigate sales even if they failed in inspiring profits.

As I said, I was sitting at the desk in a meditative mood not favorable to making rash purchases, when in walked a breezy individual who a block off I could have sworn was a product of the manufacturing centers of the West; he had with him a small grip, a confident air, a radiant countenance, and a good-sized piece of mercantile pasteboard, on which his name appeared in smaller letters than I could have believed possible from a casual inspection of his make-up.

A preliminary question administered to our office boy, who was near the front, told him who was the ordering man, and also his name; so, walking straight to my desk and gracefully dropping his card upon it, he at once opened his attack.

"Mr. Hop, I believe?"

"Your belief is well founded. What can I do for you?"

"I understand that you purchase all the stock for this house, and I have in my grip a model of an article which I am confident you could sell readily and make a very satisfactory profit; to enable you to do which we would give you exclusive territory."

"Is it this article which ornaments your card—The Excelsior Broiler?" I asked, holding the card before me.

"Yes, sir; the very thing; please don't let the poor illustration establish any prejudice; it's an article with which in a few months we have swept the entire West, and now, like another Alexander, I am here looking for other worlds to conquer."

"Well, my friend," I remarked, in a tone of commiseration, "you have struck the wrong house; we are not adding to our line of stove specialties at the present time."

"Oh, but you will," he said confidently, "when I have formulated my plan; I am sorry I haven't the exact article full size, 'all wool and a yard wide' to show you; but that will arrive in the morning, and confirm the good impression of the model."

And suiting the action to the word, he opened his delicate looking grip, and pulled out a cast-iron arrangement designed to fit over the hole of a stove; it had a tin cover, and within was a circular wire broiler, doubled like a toaster, and made so it could be readily revolved without removing.

He dilated upon its many improvements and advantages over anything else of the kind; told how successfully he had introduced it to the leading jobbing houses in St. Louis, Cincinnati, Chicago, Buffalo and Pittsburg, but failed in the

slightest degree to change the negative mood in which he had found me, although I couldn't fail to admire the fact that he had what I call the "salesman-like faculty" largely developed.

But I was not to be moved. I recommended several houses like Benham & Stoughtenborough, E. Ketcham & Co., and others, who would make more satisfactory agents.

"No," he said. "This is the first house I've called upon in this city, and I have never failed to stick to and sell the first house I interview in every city I have visited; I don't dare to hoodoo my usual luck. I've learned that man is a mercurial animal, and I feel that you are not in a buying humor, and experience teaches me I've got as far as I can go to-day; so if you will permit me to call again in the morning, when I shall have received an 'Excelsior Broiler' life size, it may possibly modify your views."

"You may waste your time that way if you so desire."

"Pardon me, Mr. Hop," he said this in the most subdued and polite air imaginable, and speaking with apparent candor, "but I learn that your house is one of the most enterprising and hustling firms in the city, canvassing the nearby trade thoroughly, with seven or eight men on the road, and I am certain I shall sell you a gross of broilers and make you our agent before I leave town."

His assurance was an object lesson worth studying.

"A gross of broilers?" said I, aghast at the possibility he conjured up. "If anybody could make me believe that I would give an order for a gross of broilers, I would feel that I ought to be tagged and loaded in the Black Maria for the Bloomingdale Asylum with a lot of other non compos mentis wrecks."

"Oh, well," he laughed, "we will let it go until morning, and I will endeavor to alter your decision."

"Let me see—is this the Hudson River a block or two away?"

"It is," I replied.

"What kind of a city is that over on the other side?" indicating with a sweep of his hand Jersey City or Hoboken, I was uncertain which; so I fairly described the characteristics of each, for we had a good trade already established in both of them.

"Well, good day, sir. I hope to-morrow will find you in good buying condition, for I was brought up to believe the Lord loves a cheerful buyer."

The half hour I had devoted to this broiler distributor kept me in a speculative mood the remainder of the day; but I was sure we didn't intend, through my instrumentality, adding any quantity of broilers—let alone one hundred and forty-four of them—to a stock that was already voted large enough.

The next morning his visit was timed at an hour that would find me free from any attention to the customary morning mail.

He entered, and greeted me modestly and confidently, acting very much as though he had sold me goods for years.

"How are you feeling this morning, Mr. Hop? But I needn't ask the question—you look like a man who has found an order or a check alternate in every letter brought in the early mail. I don't suppose you have your order for 'Excelsior broilers' made out with the quantity left blank, but I'm prepared to enter it."

"Do you know," said I, "there's an originality about your methods that entertains me, and I actually regret that I am compelled to turn you down, for I positively do not wish to be an agent for your incomparable broiler." This was intended to be mildly satirical.

"Oh, that's all right," he smiled; "I'm right glad to find you so cheerful; you will be more so when I get that order. I've brought the sample."

Here he took from under his arm a paper package, drawing from its interior the full-sized broiler, of which the previous day he showed only the model. He, having already expatiated on its merits, merely commented upon its size and convenience.

"They are intended to be retailed at \$2 each, and cost the retailer \$16 a

dozen, being put up 1/2-dozen in a case. For an order of a gross, we bill them to you at \$12 a dozen delivered here; payable in 90 days, or one per cent. a month discount for cash in ten days. Now that's the business in a nutshell; there's a good profit in them all around; they'll sell, and you will do the business on our money, for you needn't pay a dollar until you've sold them and got your money. How many gross on those terms do you think you can sell the first three months?"

He had said all this glibly enough, and yet every phrase was clearly and concisely stated.

"I see no reason," said I, "to change my hastily formed opinion of yesterday, N. B. No broilers. In fact, I am confident we could not sell enough of them to make it pay."

"Pardon me," said this imperturbable salesman; "you have not given the subject as much consideration as I should have liked, so I will have to play my hand."

He reached to his inside pocket and pulled out several slips of paper about the size of bank checks.

"My hand holds five aces," said he. "Do you know the concern that signs that document?" and he handed me one of the slips.

It was a printed order with the blank spaces filled in for "one dozen Excelsior broilers at \$16 net cash," and signed "Anness & Murray."

"Yes," I replied, "know them well; sell them over \$250 a month."

"That's what they told me, so I knew they must be good. How about this one?" and another order from "Jacob Ringle" for a dozen at \$16 turned up. He had also sold "Sam Anness" a half dozen, and several others. Even "old man Bell," who rarely bought a "half dozen" of anything, was on the list; he had hypnotized the trade, and Jersey City was crying for broilers.

"Well, what do you think of it?" he said. "I left this store at 2:45, and left Jersey City at 7:15, but I enjoyed the late dinner I got, for I had in my pocket orders for seven dozen broilers which I had sold subject to your delivery in two weeks, or no sale."

"Now," he continued, "I want to pass these orders over to you to fill, upon receipt of your order, on terms mentioned this morning, and I want to say one thing—with seven men on the road, you will undoubtedly sell—you will note that I don't say probably—ten gross, before you pay us, necessarily, a single dollar. Mr. Hop, I am glad to have met you; but you are a hard man to work."

I was, I confess, taken a little aback at the work done in our name by a stranger within a couple of miles of the store. I sat down and made out an order for "three gross as a starter," and in the first three months exceeded his prophecy by ordering 12 gross, and didn't do it on their money either, for we were anxious to add the 3 per cent. to the rest of the profit. Oh, the 'good old days!

## BROWN & SEHLER, MFRS. OF HARNESS OF ALL KINDS

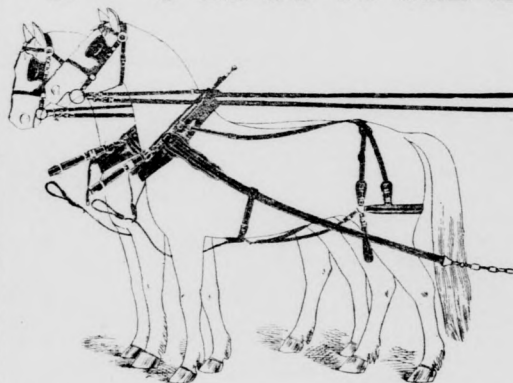
For Wholesale Trade.

Send for Special Catalogue.

Jobbers of

Carriages,  
Wagons,  
Etc.

West Bridge St.,  
GRAND RAPIDS.



## SAVE YOUR POTATOES

We have  
The Eclipse Sprinkler  
The Globe Sprinkler  
The Bartholomew  
Sifter

Get  
in  
your  
orders  
now.



FOSTER, STEVENS & CO., Grand Rapids.



**The Hardware Market.**

The first half of the year draws to a close with conditions which are regarded as indicating a perceptible improvement in the business situation. There is, as should naturally be expected at this season, a falling off in the demand and quietness in trade, which gives those who are disposed to take a gloomy view of existing conditions an opportunity for complaint. The near approach of vacation season and midsummer dullness and the general withdrawal of travelers from the road have a tendency to reduce largely the volume of trade. The tone of the market, also, is far from strong and in some lines quotations are sliding lower than they have been—a fact which naturally defers buyers from purchasing more goods than they need. There is, however, notwithstanding these conditions, a very satisfactory volume of business going on from day to day, as staple goods which are used at this season of the year are in very great demand, as crops in certain lines are far beyond the average. This is especially noticeable in haying tools, such as scythes, snaths and forks, which are very scarce, both in jobbers' hands and in the hands of the makers. It seems impossible to get a supply of these goods sufficient to take care of the present demands.

**Wire Nails**—In sympathy with general conditions, the demand for wire nails is rather moderate. There is no change to note in price, although any one being in need or feeling disposed to place a large contract could undoubtedly secure concessions from the ruling rate. Jobbers, as a class, however, are not in a speculative mood and are holding prices as firm as possible under the circumstances.

**Barbed Wire**—There is no change to note in price and nothing particular is to be said regarding the demand for barbed wire at this time of the year. The market is weak and no one seems disposed to buy beyond his immediate requirements. Prices remain as quoted in our last report.

**Window Glass**—This is one of the exceptions. As the quantity of glass in the country is very low, prices have an upward tendency, which undoubtedly will be maintained, and further advances will soon take place. All glass factories will close down July 1, and when they will resume is a question which no one yet has been able to answer. Even at the present time, there are certain sizes of glass that cannot be had at any price, and it is said by those who are familiar with glass in the hands of factories in this country that sizes in the first and second bracket are already very scarce and, no doubt, in a short time those desiring these sizes will be obliged to pay a very marked increase.

**Binder Twine**—The more encouraging crop reports which have been received during the past week or two have stimulated orders, so that some mills are running extra time to supply the demand for binder twine.

**Cordage**—Business in rope is fairly satisfactory, showing a tendency of an increased demand, as noted in our last report. Prices are referred to as firm by some of the larger makers, although they are not altogether uniform.

**The Highway and the Schoolhouse.**  
Written for the TRADESMAN.

That the power behind the teacher's desk can be turned to practical account in the improvement of the country roads is a matter of local history in a certain

country neighborhood which shall be nameless.

The stretch of highway in question lay between the teacher's boarding-place and the schoolhouse. It had always been notorious for its mud in spring, its dust in summer, its winter snowdrifts and its rocks always. If profanity could have sunk that half mile stretch it would long ago have gone down to that place of exceedingly high temperature supposed to lie somewhere beneath it. It was the locality of countless and almost inevitable break-downs; and never did vehicle of any description pass over it without an imprecation from the lips of the driver.

The teacher of the district school, a young fellow with great decision of character, made up his mind that that piece of road should be taken good care of, a conclusion which was considerably hastened by a recent accident to a new and highly-prized buggy. His methods had all the charm of novelty and he began operations on the Monday morning following the accident on Saturday afternoon. Every recitation was made to have something to do with that contemptible piece of road. The classes in arithmetic were kept busy calculating the amount of earth required to fill up the bog-hole, and the cost a load. In algebra the unknown *x* always was made to stand for something that that stretch of road needed, to make it a credit to the neighborhood. Not a sentence in grammar was analyzed nor a word parsed that did not breathe contempt upon a community which allowed the existence of such an unmitigated nuisance; and the class in geography was taken out time after time to receive the object lesson which only that stretch of road could furnish. The physiology recitation was enlivened by the number of deaths which could be traced directly and indirectly to the same piece of noxious public property, together with the calculations from every point of view of what it had cost in life and in treasure to keep the pest in existence.

The first few days of vigorous effort produced no effect. The master was only reflecting public opinion, publicly expressed, and giving the result of considerable personal soreness occasioned by his damaged buggy. At the end of the week his persistency occasioned a general laugh throughout the neighborhood; and when, after the nature of things, the laugh settled on the road-surveyor and he refused to be laughed at, the wise ones took up the matter seriously and wondered with the schoolmaster why the evil had been allowed to remain so long.

In the meantime the practical questions in the schoolroom went bravely on; and finally a public meeting was called to consider the matter. The teacher was on hand and took a leading part in the hot discussion that followed. The young men in the district followed closely in his wake and the wisest of the old ones favored the plan of making "that sink of perdition" a piece of road that could be driven over without breaking the Third Commandment.

That, in itself, would have been something to be proud of; but the good work did not stop there. The contrast between the new road and the old was too great and the result was that roadmaking went on in that district until there was not a bad piece to be found in it, a result which shows pretty conclusively that the connection between the schoolhouse and the public roads is close enough, and that the teacher can make the most of such connection if he will.  
R. M. STREETER.

**Hardware Price Current.**

<b>AUGURS AND BITS</b>	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
<b>AXES</b>	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
<b>BARROWS</b>	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
<b>BOLTS</b>	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
<b>BUCKETS</b>	
Well, plain.....	\$ 3 25
<b>BUTTS, CAST</b>	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
<b>BLOCKS</b>	
Ordinary Tackle.....	70
<b>CROW BARS</b>	
Cast Steel.....	per lb 4
<b>CAPS</b>	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
<b>CARTRIDGES</b>	
Rim Fire.....	50& 5
Central Fire.....	25& 5
<b>CHISELS</b>	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
<b>DRILLS</b>	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
<b>ELBOWS</b>	
Com. 4 piece, 6 in.....	doz. net 55
Corrugated.....	1 25
Adjustable.....	dis 40&10
<b>EXPANSIVE BITS</b>	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
<b>FILES—New List</b>	
New American.....	70&10
Nicholson's.....	70
Heiler's Horse Raps.....	60&10
<b>GALVANIZED IRON</b>	
Nos. 16 to 20; 22 and 24; 25 and 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	
<b>GAUGES</b>	
Stanley Rule and Level Co.'s.....	60&16
<b>KNOBS—New List</b>	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
<b>MATTOCKS</b>	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
<b>NAILS</b>	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	1 65
Wire nails, base.....	1 75
20 to 60 advance.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 7/8 advance.....	85
<b>MILLS</b>	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
<b>MOLASSES GATES</b>	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
<b>PLANES</b>	
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
<b>PANS</b>	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
<b>RIVETS</b>	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
<b>PATENT PLANISHED IRON</b>	
"A" Wood's patent planished, Nos. 24 to 27.....	10 20
"B" Wood's patent planished, Nos. 25 to 27.....	9 20
Broken packages 1/2c per pound extra.....	
<b>HAMMERS</b>	
Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list.....	40&10

**HOUSE FURNISHING GOODS**

Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
<b>HOLLOW WARE</b>	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
<b>HINGES</b>	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50
<b>WIRE GOODS</b>	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
<b>LEVELS</b>	
Stanley Rule and Level Co.'s.....	dis 70
<b>ROPES</b>	
Sisal, 1/4 inch and larger.....	5 1/2
Manilla.....	8
<b>SQUARES</b>	
Steel and Iron.....	80
Try and Bevels.....	
Mitre.....	
<b>SHEET IRON</b>	
Nos. 10 to 14.....	com. smooth. com. \$3 30 \$2 40
Nos. 15 to 17.....	3 30 2 40
Nos. 18 to 21.....	3 45 2 60
Nos. 22 to 24.....	3 55 2 70
Nos. 25 to 26.....	3 70 2 80
No. 27.....	3 80 2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....	
<b>SAND PAPER</b>	
List acct. 19, '86.....	dis
<b>SASH WEIGHTS</b>	
Solid Eyes.....	per ton 20 00
<b>TRAPS</b>	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's.....	70&10&10
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
<b>WIRE</b>	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 05
Barbed Fence, painted.....	1 70
<b>HORSE NAILS</b>	
An Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
<b>WRENCHES</b>	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
<b>MISCELLANEOUS</b>	
Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
<b>METALS—Zinc</b>	
600 pound casks.....	6 1/2
Per pound.....	6 1/2
<b>SOLDER</b>	
1/2@1/2.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
<b>TIN—Melyn Grade</b>	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
<b>TIN—Allaway Grade</b>	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	
<b>ROOFING PLATES</b>	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	5 50
14x20 IX, Charcoal, Allaway Grade.....	4 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
<b>BOILER SIZE TIN PLATE</b>	
14x56 IX, for No. 8 Boilers, } per pound... 9	
14x56 IX, for No. 9 Boilers, }	

**G. R. IXX DAIRY PAIL.**



Write for quotations and monthly illustrated Catalogue.

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

## OUTSIDE THE STORE.

## Some Hints on Arranging Exterior Displays.

From the Apparel Gazette.

In large cities the outside display is a thing of the past.

Signs being the exception.

Now it is all window display.

The unsightly "dummies," with their faded satin suits, are passe, but are still to be found in the small towns and in front of slow-going stores.

It is a mystery why a merchant who has taste and displays it in selecting a stock should choose for exhibiting it a form that ridicules a man, instead of representing one. It is a fact that the "dummy" apparently never grows to be too old, too weather-beaten or too dilapidated to be used and set up as a figure to herald good taste.

Clothing forms for outdoor displays are expensive means of attracting attention.

Good clothing cannot be displayed in this manner and sold again without taking a loss on it. Cheap clothing will not stand the sun and weather but a few hours and then they are worthless.

Instead of relegating the form to the cellar, where it belongs, it is usually the custom to dress a "dummy" early in the season and allow it to wear the suit until the coming season suggests the change.

The following six don'ts will dispose of the objectionable side of the subject of exterior displays:

Don't hang out strings of shoes.

Don't hang out strings of hats.

Don't hang out trousers.

Don't use dummies.

Don't use forms of any kind.

Don't allow empty store boxes to accumulate in front of the door—they neither look as though the merchant was receiving goods nor do they lend an air of importance to the modern store.

Empty boxes invite street loafers—and the penknife does the rest.

In the smaller cities posts or racks for hitching horses are necessary and are found in front of all well-regulated stores.

The best and most practical kind is the one that a plumber can build of gas-pipe. It is neat, strong and prevents horses from chewing it or persons from disfiguring it with a knife.

The rack should extend full length across the store front. It is better than single posts, as it prevents horses from getting onto the sidewalk. Paint it with black varnish.

If an exterior display is a desired thing, a neat showcase could be used to advantage, which would not detract from the window displays, nor interfere with entrance or egress from the store.

This case should be entirely of glass, with brass framework (very light looking). The front part, which extends beyond the rounded entrance way, should extend down to the sidewalk line—if the stoop is higher than the walk line.

This case is fitted with handles to facilitate carrying it in at night.

The windows as they have been described in another article are arranged to do away with all unnecessary expense in outlay for exterior displays—they will do it if arranged as described.

Observe the six "don'ts" by all means.

The window is the backing for the advertising department and is as important in attaining publicity for the merchants as the newspaper.

To much attention cannot be paid to the window and the study of display.

Never allow a trimmed window to grow old—change them at least once in two weeks—once a week is better.

Modern interiors are constructed with a view of giving greatest possible convenience, yet economizing space and utilizing every inch of room.

One other feature belongs to exterior and that is the floor and ceiling of the entrance. This is a matter of great importance.

The floor of the entrance-way is the first thing a person will notice upon starting to enter the store—first impres-

sions are lasting; make them good ones.

For the floor the mosaic tiled work is richest and best. It is not too expensive to be used by merchants of very moderate means and is to be recommended if the interior of the store will be in keeping with it. This tiled work is laid in any fancy design the purchaser may desire, even to containing the firm name in bright contrasting mosaics. No special flooring is necessary for it. It can be put down upon an ordinary entrance-way.

From a sanitary standpoint it is to be recommended, being easily kept clean and fresh.

The ceiling should be studied.

Paint it in a tint—not a solid color.

It is a reflector of light and is of great assistance in lighting the interior of the store and also in casting the right kind of a shade into the sides of the two windows that border the entrance.

Sky blue is the best shade.

To heighten its usefulness as a reflector give it several coats of varnish.

Sky blue harmonizes with any colorings you may have in your windows, any color front or signs and casts just the right shade into the store.

Interior ceilings should be the same sky blue—side walls above the shelving the same.

## Character of Circulation.

Every day advertisers are coming to recognize better value of character circulation, and to understand more of the inutility of circulations that are figured according to size rather than quality.

Big figures only talk now when considered in conjunction with desirable circulation. Advertisers have begun to realize that quality and quantity are co-existent in a good medium; that the few who are probable buyers are better than the multitude who are not.

Any sensible man knows that one gold pin is worth twenty brass ones, but it is only recently that the bulk of advertisers have come to appreciate the same idea as applied to newspaper circulations. It has always been the figures—in fact or fiction—that have appealed to the unthinking advertiser. A hundred thousand circulation among poor people was preferred to a 20,000 circulation among the rich, for what possible reason, beyond the glamour of figures, nobody can imagine. But the inevitable reaction has set in, and it is of very little use talking up big circulations now unless the publication has also other claims for consideration.

It is the same with a trade journal. One thousand paid subscribers are worth more to the advertiser than 10,000 papers sent out gratuitously. A journal having 6,000 paid subscribers is more valuable to the advertiser than a paper which sends out 60,000 copies for free distribution.

Paris boasts of an official rat catcher. He has served his town in this capacity for more than thirty-five years, and he tells with pride that during that time he has caught, unaided by a trap, more than a million rats with his own hands. He is extremely proud of his profession, and on his card is emblazoned a crest formed by two rats rampant. Nowadays the labors of the strange man are not particularly remunerative, but during the siege the official rat catcher made a small fortune. Then not only the common folks but the purveyors of the great restaurants were only too glad to pay a franc for a well-fed rodent. Indeed, at some times the price of a plump rat ran up to 3 francs, or about 60 cents. The official rat catcher and his assistant search out their victims in the famous Paris sewers, and he frequently sells his tiny animals to people who are fond of turning the creatures together and betting on their abilities to fight.

The shortest way to do many things is to only do one thing at once.

## The Produce Market.

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

Bananas—The demand for bananas was never so great on this market as it is to-day. Not only is this the case here, but it is so the country over. This demand has caused an advance of 20c this week on the Gulf, and the advance here is 25c on all good to fancy stock. There are very large arrivals, but some orders have been turned down for want of fruit.

Beets—20c per doz. bunches.

Butter—The market is steady at 14c on creameries, which is a full cent better than the parity of New York and a half cent better than Chicago. Choice dairy fetches 9@10c, netting the shipper about 8c. Those who have cold storage are putting away ample supplies in anticipation of a drought later in the season, which would send prices up several cents.

Cabbage—Home grown of excellent quality and fair size is held at 75c per doz.

Cauliflower—\$1.25 per doz.

Celery—25c per bunch. The quality is improving and the offerings are increasing.

Cherries—Home grown red and white command \$1 per crate of 16 qts. Black cherries will begin to come in the latter part of the week.

Cheese—Although the receipts are large and the demand not what it should be, the market is not likely to weaken from the prices quoted this week. The lowest point has probably been reached.

Cucumbers—Home grown are in abundance.

Eggs—The market is a trifle weaker than a week ago. Fancy candled stock is still held at 9c, so that the shipper gets about 7½c, case count, on track. Supply at 30@35c per doz.

Lemons—The hot weather has sent lemons up 75c a box, and the volume of business done is very large. Eastern markets are also advanced. Californias and Messinas are both in good request. Stocks in this market are not very large.

Melons—Scarce and high in price, on account of the floods in some sections and the drought in others. The quality of the arrivals is excellent and dealers find no difficulty in securing 25@30c for their supplies.

Onions—Southern stock is scarce, and higher, having advanced to \$1.25 per bu. Green are large in size and fair in quality, commanding 12c per doz. bunches.

Oranges—The market is very firm, although no marked advances are to be noted. The movement is fair. Stocks are good for this season of the year.

Peas—Declined to 50c per bu., with prospect of still lower prices in the course of a week.

Pineapples—Fancy Indian River (Florida) command \$1.40@1.50.

Potatoes—Old are slow sale at 25c. Large and ripe stock from Arkansas easily fetches \$1.10, while small and green stock from Tennessee is taken less readily at 90c.

Radishes—Charter and China Rose command 9@10c. The quality of both is fine.

Seeds—Medium clover, \$4.50@4.75; Mammoth clover, \$4.75@5; Timothy, \$1.40@1.60; Hungarian, 75@80c; Common or German Millet, 65@70c.

Squash—Illinois stock, 4c per lb. Strawberries—50@60c per crate of 16 qts. Receipts of home grown are likely to continue all next week, unless the weather continues moist and muggy, which ripens the fruit rapidly in poor condition. Many growers have ceased picking altogether, on account of the low prices now ruling.

Tomatoes—\$1 per crate of 4 baskets. Turnips—Home grown command 20c per doz.

Wax Beans—Mississippi, \$1.25 per bu.; Illinois, 75c per bu.

## He Knew What He Wanted.

A lily white, blonde young man entered a well-known furnishing goods store a few days ago to purchase some collars. After examining the various styles, from the low water mark to the twenty-eight story flat, he selected two at 20 cents each.

"They are three for 50 cents," said the clerk.

"Well, give me two."

"Better take three for half a dollar," repeated the clerk.

"I only want two."

"Yes, but two costs 40 cents, and you get three for 50—one for a dime. See?" said the clerk.

"Can't I buy two?" anxiously enquired the blonde young man. "I only want two."

"Of course; but you save 10 cents by taking three," said the clerk. "I'll just wrap up three for a half dollar."

"Look here. I know what I want. You wrap up two collars."

"But, sir—"

"I want two collars, and I have 40 cents to pay for them, and—"

"You lose a dime; three for 50," insisted the clerk, as he reluctantly wrapped up the neckwear.

"I don't care a d—n!" howled the blonde young man in a rage. "I know what I want—two collars, a beer and a nickel to pay my street car fare home. See? Now can I get two collars for 40 cents or not?" and the blonde young man foamed at the mouth in his righteous indignation.

He got the two collars. The clerk swooned. He hadn't thought of the "beer and the street car."

A writer in the Medical Review maintains that coffee is responsible for the large number of blind men one sees in the streets of Moroccan cities. The Moorish merchants drink coffee all day long, and it has been noticed that many of them lose their eyesight between 45 and 50.

Wm. L. Freeman (Worden Grocer Co.) has located his family for the summer in their new cottage at Mich.-Ill.-Inda resort, near Whitehall.

E. A. Moseley (Moseley Bros.) is expected home this week from New York and other Eastern markets, where he has been for a fortnight.

## The Geddes Box Lid and Display Card Holder



Adjustable to hold display cards and box covers at any angle.

SEE THAT CLIP

Send for special price on large quantities.

KENDALLVILLE BOX LID HOLDER CO., Kendallville, Indiana.

**Travelers' Time Tables.**

**CHICAGO and West Michigan R'y**  
June 20, 1897.

**Going to Chicago.**  
Lv. G. Rapids. 8:35am 1:25pm \*6:25pm \*11:30pm  
Ar. Chicago. 3:10pm 6:50pm 2:00am 6:42am

**Returning from Chicago.**  
Lv. Chicago. 7:20am 5:15pm \* 9:30pm  
Ar. G'd Rapids. 1:25pm 10:45pm \* 4:00am

**Muskegon.**  
Lv. G'd Rapids. 8:35am 1:25pm 6:25pm  
Ar. G'd Rapids. 1:25pm 5:55pm 10:45am

**Traverse City, Charlevoix, Petoskey and Bay View.**  
Lv. G'd Rapids. 7:30am 11:30pm 5:30pm  
Ar. Traverse City. 12:40pm 5:00am 11:10pm  
Ar. Charlevoix. 3:15pm 7:30am  
Ar. Petoskey. 3:45pm 8:00am  
Ar. Bay View. 3:55pm 8:10am

**PARLOR AND SLEEPING CARS. CHICAGO.**  
Parlor cars leave Grand Rapids 8:35 a.m. and 1:25 p.m.; leave Chicago 5:15 p.m. Sleeping cars leave Grand Rapids \*11:30 p.m.; leave Chicago \*9:30 p.m.

**TRAVERSE CITY AND BAY VIEW.**  
Parlor car leaves Grand Rapids 7:30 a.m.; sleeper at 11:30 p.m.  
\*Every day. Others week days only.  
GEO. DEHAVEN, General Pass. Agent.

**DETROIT, Grand Rapids & Western.**  
June 20, 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  
Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.  
GEO. DEHAVEN, General Pass. Agent.

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

(In effect May 3, 1897.)

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

**WEST**  
\* 8:35am. Gd. Haven and Int. Pts. \* 7:10am  
\*12:53pm. Gd. Haven and Intermediate. \* 3:22pm  
\* 5:12pm. Gd. Haven Mil. and Chi. \*10:05am  
\* 7:40pm. Gd. Haven Mil. and Chi. \* 8:15am  
\*10:00pm. 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 Railway**  
June 20, 1897.

**Northern Div. Leave Arrive**  
Trav. C'y, Petoskey & Mack. \* 4:15am \*10:00pm  
Trav. C'y, Petoskey & Mack. \* 7:45am \* 5:10pm  
Trav. C'y, Petos. & Har. Sp's. \* 2:20pm \* 9:10pm  
Cadillac. \* 5:25pm \*11:10am  
Petoskey & Mackinaw. \* 11:10pm \* 8:30am  
Train leaving at 7:45 a.m. has parlor car to Petoskey and Mackinaw.  
Train leaving at 2:20 p.m. has parlor car to Petoskey, Bay View and Harbor Springs.  
Train leaving at 11:16 p.m. has sleeping cars to Petoskey and Mackinaw.

**Southern Div. Leave Arrive**  
Cincinnati. \* 7:10am \* 8:25pm  
Ft. Wayne. \* 2:00pm \* 2:10pm  
Kalamazoo. \* 7:00pm \* 9:10am  
Cincinnati, Louisville & Ind. \*10:10pm \* 4:05am  
Kalamazoo. \* 8:05pm \* 8:50am  
\*10am. train has parlor car to Cincinnati.  
\*2:00am. train has parlor car to Fort Wayne.  
\*10:15pm. train has sleeping car to Cincinnati, Indianapolis and Louisville.

**Muskegon Trains.**  
**going west.**  
Lv. G'd Rapids. \*7:35am \*1:00pm \*5:40pm  
Lv. G'd Rapids. \*9:00am \*7:00pm  
Ar. Muskegon. 9:00am 2:10pm 7:00 m  
Ar. Muskegon. 10:25am 8:25pm  
Ar. Milwaukee, Steamer. 4:00am

**going east.**  
Lv. Milwaukee, Steamer. 7:30am  
Lv. Muskegon. \*8:10am \*11:45am \*4:10pm  
Lv. Muskegon. \* 8:35am \*6:35pm  
Ar. G'd Rapids. 9:30am 12:55pm 5:30pm  
Ar. G'd Rapids. 10:00am 3:00pm  
\*Except Sunday. \*Daily. \*Sunday only.  
Steamer leaves Muskegon daily except Saturday. Leaves Milwaukee daily except Saturday and Sunday.  
A. ALMQUIST, C. L. LOCKWOOD,  
Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.

**RECORD OF WOOL PURCHASES**

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

**Tradesman Company,**  
Grand Rapids.

**SODA FOUNTAIN EXPENSE**

INCLUDES THE ITEM

"Ice Cream Lost or Wasted."



**The New Round Grand Rapids Ice Cream Cabinet**

Will make ciphers of the figures opposite this item.

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

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

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

**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.

We like to sell things that sell. Do you? Our  
**LEATHER AND NON-ELASTIC WEB SUSPENDERS**  
Sell. We guarantee it. Order and repeat. Others do.  
**GRAHAM ROYS & CO., MFRS.,**  
FITCH PLACE. - GRAND RAPIDS, MICH.

**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.

**Big Money**

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

**REED & CO., Eagle, Mich.**

**QUEEN & CRESCENT**

During the Tennessee Centennial and International Exposition at Nashville, Tenn., a low rate special tariff has been established for the sale of tickets from Cincinnati and other terminal points on the Queen & Crescent Route.

Tickets are on sale daily until further notice to Chattanooga at \$6.75 one way or \$7.20 round trip from Cincinnati, the round trip tickets being good seven days to return; other tickets, with longer return limit, at \$9.90 and at \$13.50 for the round trip.

These rates enable the public to visit Nashville and other southern points at rates never before offered. Vestibuled trains of the finest class are at the disposal of the passengers, affording a most pleasant trip, and enabling one to visit the very interesting scenery and important battle-grounds in and about Chattanooga, Lookout Mountain and Chickamauga National Military Park. Tickets to Nashville to visit the Centennial can be repurchased at Chattanooga for \$3.40 round trip. Ask your ticket agent for tickets via Cincinnati and the Q. & C. Route south, or write to **W. C. RINEARSON,** Gen'l Pass. Agent, Cincinnati.

**SHIP YOUR FREIGHT AND TRAVEL via the**

**GOODRICH LINE**

THE MOST POPULAR LINE TO

**CHICAGO**

AND ALL POINTS WEST.

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

**THIS IS THE SHORT LINE TO CHICAGO.**  
Passengers should see that their tickets read via this popular line.

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

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

**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**

# Money!



What makes it? "Selling your goods."  
 What weighs the goods sold? "Scales." What kind do you use?

## The Profit Saving Kind

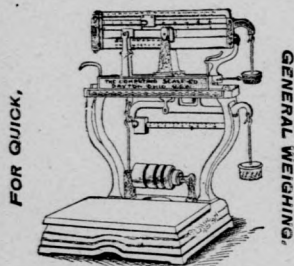
are Moneyweight Scales, that make weighing as quick and simple as counting money—that make yourself and clerks as careful in weighing as when changing money. Our Moneyweight Scales are also the finest pound and ounce scales made, but to weigh in money is far the more profit saving.

Yours for moneyweight and profit saving,

### The Computing Scale Co.,

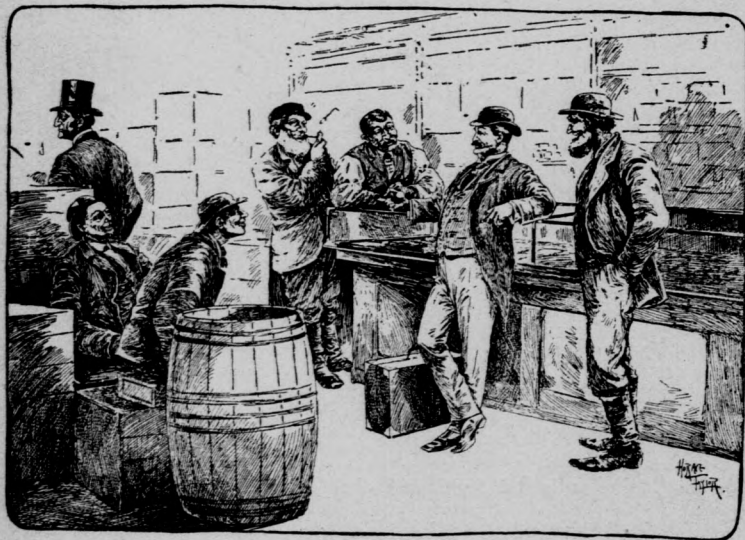
Dayton, Ohio.

#### THE DAYTON MONEY-WEIGHT SCALE



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

## No Use for Goupon Books



SLOWTOWN, May 3, 1897.

TRADESMAN COMPANY, Grand Rapids:

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

WM. EASY.

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.