

This Patent Ink Bottle FREE
To Fly Button Dealers



WHAT ARE
FLY BUTTONS?

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

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

The Fly Button Co.,
Maumee, Ohio.

TANGLEFOOT

SEALED
STICKY FLY PAPER

SAVES
LOTS
OF
WORK

SAVES
LOTS
OF
GOODS

PRICES

TANGLEFOOT

ends her misery



IS
ONE
OF THE
MOST
PROFIT-
ABLE
THINGS
TO SELL

1897

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

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

One advantage in buying Wash Goods now is—
THE PRICES ARE LOWER

Some lines not being complete, a general reduction
has been made to clean them all out.

The Pan Americans want to see your

FLAGS

We are Headquarters. Our prices occasion our big flag business. All sizes.

P. STEKETEE & SONS, Grand Rapids, Mich.

Brownie Overalls



are good sellers.

Mail orders filled promptly.

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

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

We carry a stock of cake tallow for mill use.

Nos. 122 and 124 Louis St.,

Grand Rapids.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids.



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.

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.

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.**

Travelers' Time Tables.

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

Going to Chicago.	
Lv. G. Rapids.	8:35am 1:25pm *6:35pm *11:30pm
Ar. Chicago.	3:10pm 6:50pm 2:30am 6:40am
Returning from Chicago.	
Lv. Chicago.	7:20am 5:15pm *9:30pm
Ar. G'd Rapids.	1:25pm 10:40pm *4:00am
Muskegon.	
Lv. G'd Rapids.	8:35am 1:25pm 6:25pm
Ar. G'd Rapids.	1:25pm 5:50pm 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.)	
Leave.	Arrive.
EAST.	
+ 6:45am. Saginaw, Detroit and East.	+ 9:55pm
+ 10:10am. Detroit and East.	+ 5:07pm
+ 3:30pm. Saginaw, Detroit and East.	+ 12:45pm
+ 10:45pm. Detroit, East and Canada.	+ 6:35am
WEST.	
* 8:35am. Gd. Haven and Int. Pts.	* 7:10pm
+ 12:53pm. Gd. Haven and Intermediate.	+ 3:22pm
+ 5:12pm. 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. gs.	+ 2:30pm + 9:10pm
Cadillac.	+ 5:25pm + 11:10am
Petoskey & Mackinaw.	+ 11:10pm + 6:30am
Train leaving at 7:45 a.m. has parlor car to Petoskey and Mackinaw.	
Train leaving at 2:30 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
7:10a.m. train has parlor car to Cincinnati.	
2:00p.m. train has parlor car to Fort Wayne.	
10:15p.m. 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.	2:10pm 7:00pm
Ar Muskegon.	10:25am 8:25pm
Ar Milwaukee, Steamer.	4:00am
GOING EAST.	
Lv Milwaukee, Steamer.	7:30am
Lv Muskegon.	+ 7:10am + 11:45am + 4:10pm
Lv Muskegon.	+ 8:35am + 5:35pm
Ar G'd Rapids.	9:30am 12:55pm 5:30pm
Ar G'd Rapids.	10:00am 8:00pm
+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.

Use Tradesman Coupon Books

The President of the United States of America,

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

GREETING:

Whereas,

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

ENOCH MORGAN'S SONS COMPANY,

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

Now, Therefore,

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

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

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

Witness,

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

[SEAL]

[SIGNED]

S. D. OLIPHANT,
Clerk.

ROWLAND COX,
Complainant's Solicitor

MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, JULY 7, 1897.

Number 720

COMMERCIAL CREDIT CO., Ltd.

GRAND RAPIDS, MICH.

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

THE
Grand Rapids
FIRE INS. CO.
HON. J. P. CONSERVATIVE, SAFE.
W. FRED MCBAIN, Sec.

The Preferred Bankers Life Assurance Co.

Incorporated by

**100 MICHIGAN
BANKERS**

Maintains a Guarantee Fund.
Write for details.

Home Office, Moffat Bldg.,

DETROIT, MICH.

FRANK E. ROBSON, PRES.
TRUMAN B. GOODSPEED, Sec'y.

Michael Kolb & Son

Wholesale Clothing Manufacturers,

Rochester, N. Y.

Established Nearly One-half Century.

Write our Michigan representative, William Connor, Box 346, Marshall, Mich., to call on you, or meet him as under (customers' expenses allowed) and he will show you best line of Kersey Overcoats, strictly all wool, raw and stitch edge, at \$5 and \$7; prices, fit, quality and make guaranteed.
William Connor will be at Sweet's Hotel, Grand Rapids, Friday and Saturday, July 9 and 10, and at the Palmer House, Chicago, room 612, daily from Monday, July 12 to Wednesday, July 21 inclusive.



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

No

Capital

Required.

MEN'S SUITS

AND

OVERCOATS

\$4.00 to
\$30.00

WRITE FOR INFORMATION.

WHITE CITY TAILORS,

222-226 ADAMS ST.,

CHICAGO.

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

How the Yellow Dog Saved the Merchant's Life.

Written for the TRADESMAN.

I was visiting my old friend, Robert Mott, whom I had known as a merchant twenty years before, and found him still in the same business, although removed to a country village. He was always happy and never aspired to anything more than to be comparatively comfortable; always had a few hundreds due him from customers, but never crowded them for payment—in fact, as he informed me, had hosts of friends, was taking life easy and letting the younger merchants bid for the extra trade.

I noticed, on my arrival, that my friend was the owner of a dog the groundwork of whose color was a dirty yellow, decorated with here and there a muddy looking spot thrown on without any regard to regularity or esthetic taste. The animal seemed much attached to him, never permitting him to get out of sight.

One day, I said to Mott, in a jocular manner, "Robert, as our old friend of past years, Loami Beadle, would say, 'That is a very ornery kuss of a dog' that follows you about, and I can't imagine what there is attractive to you about him, especially as you always detested a dog of any kind in your younger days."

"Yes," he replied, "and I used to say that I would never own a dog; but this one has a history, and it would take a big lump of money to tempt me to part with him—in fact, no amount of money would buy him."

"Seven years ago last winter," he continued, "one intensely cold night as I was putting up the blinds to my store, that dog crawled in unnoticed and lay down by the stove. He was shivering with the cold as I glanced at him lying there, and he looked up at me with a beseeching human expression in his eyes, as if expecting to be kicked out; and in truth that thought had entered my mind, for you know I never had any liking for a dog, and this was a most ordinary looking dog in the broadest sense of the word. But the pitiful expression in his face held back my boot and without further hesitation I chipped up a generous handful of dried beef and tossed it to him to eat, which he quickly did. Then I gave him some more and, replenishing the fire, locked him in and left for home."

"From that time the dog seemed grateful for my kindness, and yet I neither attempted to detain him nor to drive him away. His every action in my presence seemed to say he belonged to me and was my humble servant for life; and thus I gradually learned to like him in return, and his first repulsive appearance in my eyes changed to that of a very good-looking dog."

"Late one dark and rainy Saturday evening in October of the following year, preceded by a heavy downfall during the day, which turned every street gutter of our village into a miniature river, drove every animate thing to shelter and the streets were quite deserted, I busied myself in balancing my cash account for the past week, certain

that I would not be interrupted. 'Wisdom,' as I had named the dog, lay sleeping near the stove. I was seated with my back toward the open door—the weather was not yet wintery. About twenty-five feet distant from it and facing my desk stood a large fireproof safe, its door swung open, within easy reach of my hand. A large sum of money—principally coin—which I had just taken from the safe and was preparing to count lay before me. Just as I reached forth my hand to commence the work, an almost blinding flash, as of vivid lightning, played before my eyes and at the same instant there was a crashing blow upon my head, which I remember thinking meant death. That was all I recollected that night."

"The storm and the night were past and the beams of light from the morning sun were streaming in at the open door when my scattered senses returned. Wisdom was licking the blood from my face with his friendly tongue, and I noticed a large pool of it also on the floor near where I had fallen from my seat. I seemed exhausted and weak as an infant and, after making vain efforts to rise to a sitting position, must have fainted. But I was afterward aroused by water being dashed in my face, the sound of many voices about me, and the crying of my wife near me."

"A rather close call, Robert?" said the voice of our family physician, as I found myself in a sitting position with my face turned toward the street."

"About ten feet distant from me a dead man lay in a pool of blood on the floor. His face and throat were terribly lacerated."

"Ah! I remember it all now," said I, after the doctor bade me swallow a little stimulus. "I was struck by lightning, and that poor fellow yonder—I do not remember when he came in—was also struck and was killed."

"But all this was erroneous. Briefly, let me say that the dead man was a stranger in our village, but a well-known safe cracker in the State. He was evidently in search of a rainy night's work, saw my door open, with my back toward it, and saw the safe open and the piles of money before me. He had entered quickly and quietly and raised a half-inch iron rod over my head, which would have killed me instantly had not my faithful dog heard him and jumped for his throat. That one movement gave me only a glancing blow upon the skull, producing a fearful scalp wound and severing an artery, which bled me to fainting. That blow would account for the light before my eyes, and suggest to the mind a stroke from the electric fluid. The stranger, in his haste to complete the night's work, had not noticed the dog upon the floor but, finding the doors wide open and a man alone, and perceiving at a glance the nature of his work, noiselessly entered—he had rubbers on his feet—not even at first attracting the attention of the faithful animal. The details of his death struggle with the dog will never be known; but the bloody work was all completed, the sky was clear and Death was the guardian over the piles of filthy lucre

long before the open doors of my store were noticed and I was told that not a flash of lightning nor its reverberations of thunder attended that night's rain."

FRANK A. HOWIG.

Cuba's Financial Resources.

It has been a question with many people in the United States where the money came from with which the Cuban armies are kept supplied with guns and ammunition and medicine and other necessities. Even a patriot army, adopting the peculiar style of fighting popular among the insurgents, requires a vast amount of financial assistance. The money appears to have been readily obtained, however, from some source.

The credit for meeting this want is due to the shrewd and untiring efforts of the Cuban Junta in New York. In the first place, bonds were issued to the extent of several million dollars, payable a certain number of years after Cuba should win its independence, and several hundred thousand dollars' worth of these bonds have been sold, and at a pretty good figure. Cuban sympathizers took some and some were taken by long-headed speculators who believe that Cubans will ultimately succeed. Then, again, bazaars and entertainments and popular subscriptions in this country and abroad have netted many thousands.

Jose Zayas, a commissioner of the Junta, now has a new scheme for raising additional funds. Silver souvenirs, weighing nearly as much as our silver dollar and 9-10 fine, are being made and stamped and are to be sold for one dollar and are to be redeemed at that price by the republic of Cuba upon the successful termination of the war.

Those who desire to aid the struggling patriots in a substantial manner can purchase these souvenirs. Possibly when Cuba is free and a full and authentic history of the present war is written, the account of the efforts, disappointments and successes of the Junta in raising the necessary funds to carry the struggle to a glorious consummation will be one of the most interesting and instructive chapters of the volume. And it will doubtless be seen then how substantial after all was the assistance rendered by the American people, in spite of the lukewarmness in administration circles.

Is Saccharin a Failure?

Saccharin, which soon after its introduction was highly vaunted as a substitute for cane sugar, being represented as possessing from 300 to 600 times the sweetness of the natural sugar, is beginning to disappoint its friends. The confectioners complain of the disagreeable behavior of the substance when combined with fruit flavors to form soda syrups. It is claimed that saccharin has a nasty trick of decomposing into a sulphur compound which communicates to the solution the well-known odor of sulphuretted hydrogen, something not far removed from the odor of rotten eggs.

The Tradesman is unavoidably late this week on account of the havoc in its pressroom caused by the hot weather.

Orders are the first law in a salesman's business.

Bicycles

News and Gossip of Interest to Dealer and Rider.

Not the least conspicuous feature of the recent flurry in the bicycle market, caused by the announcement of a reduction in price by a prominent manufacturing concern, has been the attitude taken by some newspapers, whose highest aim is sensationalism. Immediately the reduction was announced these papers assumed to sit in judgment on the causes and effects, and their conclusions were not only ludicrous, but palpably untrue. It has often been asserted that the \$100 price paid for a good wheel had been maintained by the makers because the public did not realize how cheaply a bicycle could be made. It has even been said that the very best bicycle costs the manufacturer less than \$25, and that if it were sold for \$30 retailer, middleman and manufacturer would all make a fair profit, and yet the same critics admit that the actual cost of a first-class bicycle is \$31.25, which, if true, would leave a loss on every wheel sold of \$1.20, not counting wear and tear of plant, cost of marketing, interest on capital invested and other inevitable expenses. As a matter of fact, the general slashing in prices predicted by the "I-told-you-so" people is not likely to come to pass. Already the officers of nearly every reputable concern manufacturing high-class bicycles in the United States have announced over their own signatures that no reduction in price lists would be made this year. It is not denied that there will be a general and uniform reduction in the price of high-grade wheels next year, but it is certain that the attempt to make a panic in the cycle market out of the announcement of the reduction in price of a single machine will fail.

The practice of selling '97 model bicycles below the list price, which has been carried on since the opening of the bicycle season, will now proceed openly among the various dealers. A well-known wheelman, discussing the recent cut and its possible effects, says: "It has happened that the cost of manufacture has been reduced considerably in the past few years, thus making reductions in prices possible, but this is not known to the public generally. It is quite clear, however, that the bulk of the trade hereafter is to be in wheels of a very moderate price, but of good quality. For the present the public are thoroughly set on getting good bicycles at an outlay of not over \$50. It is quite clear that the makers who put out the best grade of wheel for '98 at this price will get the largest business. More expensive wheels at \$75, or even more, will have a large sale if they seem to the public to be worth their price, but there will be little use in asking such prices unless such machines are evidently superior to the cheaper ones in finish, detail, and equipment. Hereafter there has been too little observable difference in wheels of different prices. The makers of high price '97 wheels have lost very many sales on this account."

If a rider isn't in robust health he or she should remember that great speed, long distances, and hill climbing put a severe strain upon the person, and, if too much of that sort of exercise is indulged in, the brain or the heart is liable to be affected seriously. Very many

of the cyclists are freshmen. They wheel this year for the first time, and are unfamiliar with the conditions which govern the wise wheelman's use of his opportunities. To such a hint or two.

Overexertion is one of the first things that the beginner should avoid. Don't try to keep pace with century riders. Don't attempt to climb hills that are long and high. Your dignity may seem to suffer by dismounting, but the walk will greatly relieve your muscles. It is well to sit reasonably erect in the saddle and to avoid spurring and riding "hands off." Coasting on country hills is not dangerous, provided the road is clear and you keep the wheel under control by means of a strong brake. However expert a bicyclist may be, he is never entirely exempt from tumbling. Whether coasting or pedalling on level ground, the rider should be wide awake. The case of the wheelman in this city who, a few days ago, struck a telegraph pole, and that of the one who bumped into a wagon without seeing it, illustrate the danger of heedlessness.

Don't ride without an inflating pump, wrench, screw driver, and all repairing expedients. Walking two or three miles to a repair shop on a hot day is not pleasant. A good rule for all to follow is, Moderation in all things. That includes eating ice cream, drinking, riding and exposing one's self to a fresh breeze when the body is overheated.

No woman thinks of the number of bones she has in her body until she begins to learn the art of riding a bicycle.

Jonesville Independent: A few years ago there were trotting horses in about every barn in town and the principal theme of street corner talk was boots, weights and time. In fact, the town talk was of the horse, horsey. Now, how different. About every front porch is adorned with a bicycle, the barn is vacant and the trotter gone to grass, while the talk is conducted entirely along the lines of merit of the different wheels. A few years ago subscriptions were made and money lavishly spent on a race track, now grown over with grass, and the bouyant bicyclist shoulders his hoe and rides out to work on the "path," singing as softly to himself as he did a few short years ago when the tendency of all things earthly was hossward, and he labored so diligently to get the track fast. We are indeed a generation of faddists. It would not be strange if in the future no farther away than the horse craze is in the past, we would all be engaged in flying air ships with the same intensity we now devote our spare time to the wheel.

Cyclists who, from hygienic motives, sternly deny themselves a drink when parched with the thirst of exertion and the dust of the country road will be comforted by the views of Dr. Lucas Championniere, of Paris, an eminent authority on the subject, who recommends during exercise as much drink as the cyclist can comfortably swallow—and how much that is!—but no solid food. It is useless to eat during violent exercise, he declares, but it is important to drink, and if the body is in good condition the only result of even repeated "quencher" is a decrease in weight.

A bicycling father and mother have named their twins Handlebar and Sprocket.

You Can't Make



a White Plume from a Crow's Tail, nor a good Bicycle from Castings. The **MONARCH** is good all through.

Send for Catalogue.

Every Inch a Bicycle!

We want bright business men to represent us everywhere.

MONARCH CYCLE MFG. CO.
Chicago New York London.

Send nine two-cent stamps for Monarch Playing Cards. Regular soc cards.

BICYCLE SUNDRIES

EVERYTHING UP TO DATE

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

ADAMS & HART.

WHOLESALE BICYCLES and SUNDRIES.

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

SURVEY THE SITUATION.



Have you been treated right? Is the bicycle you bought early in the season sold NOW at price you paid the first of the season? If not, did you get a rebate on what you have on hand?

When a maker reduces his prices in the middle of the season, something is wrong. You've been deceived; you haven't been treated right. A maker who deceives you once will do it again. Look out for him.

NEW CLIPPER BICYCLE PRICES (Net)

are based on cost to produce and sell, with a fair maker's profit added. These net prices are maintained until the season has closed. The price we set is the price we get. No fictitious values, no counterfeit goods. Every bicycle and every method is on a Business Basis.

MADE BY

THE CLIPPER PEOPLE, Grand Rapids, Mich.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids.

Improving Roads on a Small Scale.
Written for the TRADESMAN.

The permanent improvement of a country road, according to generally accepted ideas, is a very costly undertaking. Treatises upon the subject generally describe the cost per mile in terms which are prohibitive in many localities, and such descriptions often have the effect of discouraging all effort in such directions. It is well that, before undertaking such improvements, the cost should be carefully estimated, as mistakes in this regard are very likely to work disaster to the enterprise and result in serious loss to the projectors.

There is no doubt that the manuals published upon the subject are fairly reliable and accurate for the conditions given. But an instance which came under my attention recently leads me to the suggestion that there may be cases where a very moderate outlay may be made to do a considerable in the way of improvement when local conditions are sufficiently considered: Tributary to a small town in Western Michigan is a piece of road with which I had happened to become familiar that, for most of its length of eight miles, presented the usual discouraging monotony of deep and yielding sand. The exceptions to this were two or three stretches of firmer ground which was not sufficiently clayey to be muddy, and so afforded a naturally good road, making the yielding sand all the more intolerable by contrast.

This piece of road gave access to a considerable extent of country which needed the outlet for its products and the town needed the trade. But, while these interests were relatively important to both town and country, they were not of sufficient magnitude to warrant such an outlay as would be indicated by any of the authorities on such subjects.

Now, it had been found that the cheapest way improvement could be made was to shape the sand as an ordinary road with shallow ditches and then to cover the roadway of a sufficient width for vehicles with clay, which was easily obtained all along the route. Placed in this manner upon the sandy foundation, the drainage is so perfect that the clay remains hard even through the seasons of abundant rain. So a practical farmer who had studied the situation proposed a plan for the prosecution of the work. The merchants of the town got together and raised the moderate sum of \$100 for the improvement. This was expended in the hiring of shovelers to supplement the work of a considerable number of the farmers, who furnished teams and did the hauling. Of course, such a sum would seem very contemptible for the prosecution of a work of this kind; but, expended in the manner it was, to make the work of the farmers more effective, the results were astonishing. The improvements were made in such places as seemed to need them most; and, while there is yet much to be done before the work is completed, the general average of the road is so greatly raised by what has been accomplished that the effect already warrants the expenditure many times over. The road is now one of the best leading from the town in question; and since the improvement, something over a year ago, there is a decided advance in the development of the country affected.

Now, it seems to me that in this instance, which may be one of many similar with varying conditions, there is a practical hint that may be of value to

many such towns. A little money spent to encourage the efforts of the farmers in systematic road improvement may be made to go a long way. And, when the work is once undertaken and its value demonstrated, it will not be long before it will be carried to completion.

NATE.

Old-Time Sunday Melon Sales.

From the Macon Telegraph.

"A man would hardly imagine that negroes used to crowd around the front of that elegant church and sell watermelons on Sunday," said H. T. Powell, the well-known banker, yesterday. He referred to Mulberry Street Methodist Church, one of the finest church buildings in Macon. "But it's a fact," continued Mr. Powell. "I'm not an old man (and everybody in the crowd looked with admiration at his tall, erect figure), but I can remember those scenes as well as if they were yesterday."

"It was before the war, when all the slave owners allowed their industrious slaves an acre or so of land on which to raise watermelons or anything they chose. The negroes were given every Saturday afternoon to tend their patches, and on Sundays were allowed to hitch a mule to a wagon and take their melons and other produce around to churches, camp meetings, or elsewhere and sell them. It was a very common thing to see a man stop at a negro's watermelon pile and select a melon, pay for and put it into his buggy, and drive on home after church; and, indeed, children frequently clubbed in and brought melons from the slaves and ate them during the time between Sunday school and preaching."

"In those days masters took great interest in the industry and enterprise of their slaves, and did everything they could to encourage them. Nobody ever thought of objecting to or interfering with the negroes in their Sunday traffic."

The Peddler a Menace to Legitimate Trade.

From the Denver Commercial Tribune.

The peddler question is a problem which must be solved sooner or later by the business men of the various large cities. Like the large department stores, it does its share in crushing out competition. In most of the cities the city authorities are on the side of the peddlers, on account of the apathy which is shown by the merchants themselves. The peddlers pull and work together, while the merchants go on the principle of every man paddling his own canoe, hence the success of the peddlers. Just now the sale of fruits and vegetables is controlled entirely by the peddlers, in cooler weather they sell the most of the poultry and eggs, during the holiday season they handle candies and nuts; in fact, they adapt themselves to all lines of trade, while the regular merchants have to be content with what is left, or to sell first class goods at a price asked by the peddlers for any kind of refuse.

Evolution of the Long Dress.

When Esmeralda got her wheel
And first began to ride,
She wore a long and graceful skirt
That was her joy and pride,
But soon her equanimity
Received a dreadful check—
Rude Boreas took that graceful skirt
And wrapped it 'round her neck!

She gathered all her mental force
To solve this monstrous riddle,
She lengthwise cut her riding skirt
Exactly in the middle,
She shortened it and then did sew
A seam on either side,
And in her new divided skirt
She proudly forth did ride.

But when she'd worn it just a week
She heard a dreadful rumor—
Divided skirts had lately been
Succeeded by the Bloomer.
She put a wide elastic band
In the hem below the knee,
Which made as neat a bloomer
As one would wish to see.

But to her most æsthetic eye
It really seemed distasteful;
The way those bloomers flopped about
Was shocking and disgraceful.
So she took them to a tailor
Who fitted, sewed, and pressed,
And now she rides in knickerbockers
As beautiful as the rest.

A man at Washington has acquired some fame by riding down the steps of the capitol on a bicycle. This means so much more to the world at large than as if he had tripped and slid down the steps on his stomach, that he is lionized.

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.



Jobber of

**Umbrellas,
Parasols and
Walking
Canes.**

Largest Assortment in Michigan.

We save you half or more in covering your good umbrella frames. First-class repairing.

58 Monroe St.

Grand Rapids.

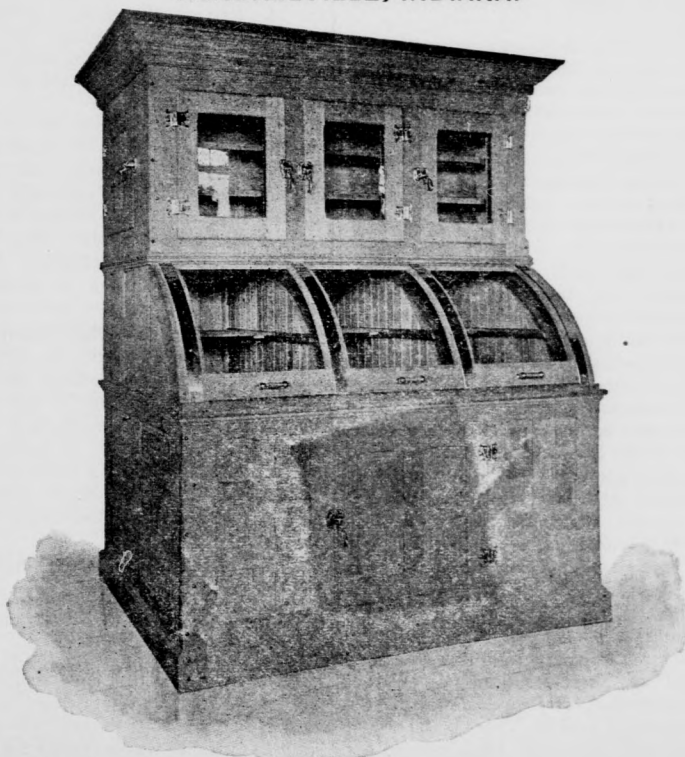
McCray Refrigerator and Cold Storage Co.

MANUFACTURERS OF

Fine Roll Top Butter and Grocery Refrigerators.

Designers and Furnishers of all kinds of Fixtures for all kinds of Stores.

KENDALLVILLE, INDIANA.



This Roll Top Butter Refrigerator has three double thick glass doors.

Around the State

Movements of Merchants.

Reed City—D. L. Grein has opened a feed store.

St. Johns—W. H. Patrick, meat dealer, has discontinued business.

Alpena—Jos. Neisse succeeds Neisse & Peter in the bazaar business.

Wolverine—David W. Jones succeeds Roswell & Jones in general trade.

Hamilton—Chester Johnson will shortly embark in the bakery business.

Flint—F. J. Rutherford has purchased the furniture stock of Wm. Charles.

Shepherd—James S. Bicknell succeeds Bicknell Bros. & Co. in general trade.

Hillsdale—Jas. B. Flint has purchased the meat business of John W. Lambert.

Central Lake—N. Cummings succeeds Cummings & Cary in the meat business.

Cadillac—George S. Ketchum has bought the bazaar stock of S. E. Martin.

Calumet—Edward Johnson has sold his confectionery stock to Edward Lowry.

Saginaw—Gossell & Loudon succeed Gossell & Westendorf in the grocery business.

Benton Harbor—Teetzel & Haydon have added a line of chinaware to their jewelry stock.

Detroit—A. H. & E. D. Trebilcock, jewelers, have changed their style to Trebilcock Bros.

Detroit—Aggie (Mrs. Benj.) Barnett succeeds Barnett Bros. in the clothing and men's furnishing goods business.

Lansing—F. G. Oatman has purchased the business of the Michigan Coal Co. of John Higgs and will take possession at once.

Kalamazoo—L. W. Simmons has purchased the meat market of P. Maul, 728 Burdick street, south, and will continue the business at the same location.

Saugatuck—Russel R. Taylor has been admitted to partnership in the general store of A. B. Taylor. The new firm will be known as A. B. Taylor & Son.

Alma—Frank Wheeler has resigned the position of book-keeper of the Alma Mercantile Co. to engage in the grocery business with his brother at Aberdeen, Wash.

Ovid—Charles Eaton has purchased a half interest in the carriage repository and implement stock of his father, and the new firm will be known as A. M. Eaton & Son.

Saranac—The grocery firm of Gifford & Arthur has been dissolved, E. P. Gifford retiring. The business will be continued under the firm name of R. E. Arthur & Co.

Reading—L. W. Burgderfer has exchanged his residence property in Lansing for a stock of dry goods and groceries at this place, and has moved here to conduct the business.

Greenville—William A. Hall has sold his interest in the drug store of Geo. R. Slawson & Co. to Geo. R. Slawson and W. W. Slawson, who will continue the business under the same style.

Grand Marais—J. H. Steinberg, of St. Ignace, has opened a branch store in the Wabash Hotel, putting in lines of dry goods, carpets, clothing, shoes, ready-made dresses, etc. Louis Sandelman is in charge of the new store.

Yates—The general store of Wm. Smith was struck by lightning during the storm last Tuesday morning and burned to the ground, only a portion of the dry goods being saved. This is the second time this store has been burned and each time without any insurance on either stock or building.

Ludington—Geo. N. Stray, administrator of the estate of the late N. P. Christenson, has sold the general stock and fixtures—which inventoried \$18,779.55 and \$417, respectively—for \$13,617. The purchasers are W. A. Cartier, Wm. Rath and H. C. Hansen, who will continue the business at the same location under the style of Hansen, Rath & Cartier.

Jackson—An attempt was made last Wednesday night to procure a quantity of jewelry from Webb's jewelry store. Some one procured a long wire with a hook on the end. This he inserted through an old letter box hole and, hooking up three watch chains, pulled them to the window. Here they caught in a broken wire screen and appearances indicate that the would-be thief was at that time frightened away, as the entire paraphernalia was left behind.

Manufacturing Matters.

Olivet—Geo. Horn succeeds Emerson & Horn in the flouring mill business.

Detroit—Julian P. Lyon continues the fruit canning business formerly conducted by Mack & Lyon.

Sault Ste. Marie—The Tymon Lumber Co. succeeds Shaw & Tymon in the planing mill and lumber business.

Central Lake—The Central Lake Cigar Co. is the name of the new cigar factory recently established at this place.

Alpena—A. W. Brown has begun the erection of an excelsior mill, the buildings to be 24x140 feet, and three in number.

Detroit—The style of Lee & Sweeney, manufacturers of brass goods, has been changed to the Penberthy-Lee Manufacturing Co.

Alpena—The Cleveland hoop mill, which was burned, has been rebuilt, and is an improvement on the old one. It will shortly be put in operation.

Omer—Andrew Kent has purchased 3,000 acres of land in the Ocqueach River country. It is well timbered with maple, basswood, elm and cedar.

Harrietta—Hemlock shingles are being made in considerable quantities by H. M. Patrick, the shingle manufacturer at this place. Hemlock shingles have been demonstrated to make good roofing when carefully selected and well laid.

Ludington—The basket factory has gone into the making of trunk slats quite extensively. They are made from elm and ash timber and wholesale at \$5 to \$14 a thousand. The factory is turning out nearly 8,000 a day. The slats are sold to Eastern trunkmakers. Competition is mostly limited to Michigan manufacturers.

Corunna—The Lamb Knit Goods Co., of Colon, has filed a bill in the Shiawassee Circuit Court, asking that the Lamb Glove & Mitten Co. and Isaac W. Lamb, of Perry, be restrained from using the name "Lamb" in connection with knit goods, which is claimed to be its common law trade-mark; also that the Perry company pay the Colon company \$5,000 damages.

Adrian—The Adrian Box Co. has suspended manufacturing for a short time, and it is probable that operations will not be resumed in this city. The new machinery, which has been under construction for the past five months, is now completed, and a factory will be located in the East to take care of the extensive trade which exists for their goods in that vicinity. Later on another large factory will be located in Chicago.

Detroit—Articles incorporating the Stationers' Manufacturing Co. have been filed with the County Clerk. The capital stock is \$20,000, all paid in, the incorporators being Frederick H. Bolton, 990 shares; Dr. C. Henri Leonard, 500; Dr. C. Henri Leonard, trustee, 500, and John E. Clark, 10 shares.

Hancock—It would seem the promised prosperity had struck the lumber industry in this vicinity, as both the Sturgeon River Co.'s mill, at Chassell, and the Gregory mill, at Lake Linden, are being pushed well up to their respective capacities. The Sturgeon River Lumber Co. is preparing to run double shift for the remainder of the summer, while the Gregory mill is working one and a quarter time in order to cut the required amount to meet the demands.

Michigan Retail Grocers' Association.

Although the matter has not yet been definitely settled, it is probable that the semi-annual convention of the Michigan Retail Grocers' Association will be held at Detroit on Thursday and Friday, Aug. 26 and 27, the Detroit Convention League having undertaken to secure a half fare rate on all of the railroads of the State for that occasion, tickets to be good going Aug. 25 and 26, and good to return on Aug. 27 and 28. As soon as the matter of fare is definitely settled, the official announcement will be made and the program now in process of preparation will be announced.

Melons for Matches and Onions for Change.

From the San Francisco Chronicle.

Boys in the East sometimes think money a scarce enough article, but they really know very little about it compared with what some of their cousins from the Far West could tell them. There one often goes for days without sight of even so much as a nickel, and then the people resort to all sorts of queer devices to "make change."

An Eastern man who had occasion to spend many months in Montana tells of having seen a man buy a box of matches with a watermelon, and receive as change two muskmelons. Another paid for suspenders in turnips, and got a carrot or two back with his purchase.

"But of all the queer financial transactions that I have ever known," said he, "the oddest came under the head of 'paying the fiddler.' It had been noised abroad that a dance was to be given a little way up the mountain, and I agreed to go along with one of the boys and see the fun. After going through the elaborate preparations of blacking his boots and putting on a collar, I saw my companion go to the potato bin and carefully select a dozen nice potatoes and put them in his pocket. No sooner had we arrived at the 'music hall' than he gracefully surrendered his vegetables for an entrance ticket. But what puzzled me the most was that, upon coming out after dancing all night, he was given two onions as 'change.' I have been trying to make up my mind ever since just what that dance was worth in the 'currency or the realm.'"

Two Inky Ways.

There was a man who advertised
But once—a single time.
In spot obscure placed he his ad
And paid for it a dime.

And just because it didn't bring
Him customers by score,
"All advertising is a fake,"
He said, or, rather, swore.

He seemed to think one hammer tap
Would drive a nail clear in;
That from a bit of tiny thread
A weaver tents could spin.

If he this reasoning bright applied
To eating, doubtless he
Would claim one little bite would feed
Ten men a century.

Some day, though, he will learn that to
Make advertising pay
He'll have to add ads to his ad,
And advertise each day.

E. G. TOWNSEND.

WANTS COLUMN.

BUSINESS CHANCES.

DRUG STOCK AND FIXTURES FOR SALE.—Inventorying about \$3,000, in a city of 6,000; two other drug stocks; reason given to intending purchaser; terms liberal. Address No. 338, care Michigan Tradesman. 338

FOR SALE OR EXCHANGE FOR STOCK OF Merchandise—Two vacant lots in Grand Rapids. Address No. 337, care Michigan Tradesman. 337

FOR SALE CHEAP FOR CASH OR WILL Exchange for a Mixed Stock of Merchandise—One complete Perkins shingle mill; plenty of boiler room; engine 12x20; mill in good condition. In connection with mill we have one Huyatt & Smith hot blast dry kiln. Mill will cut 40 M per day; capacity of kiln, 420 M. Morse & Schneider, Seney, Mich. 336

FOR SALE—CLEAN STOCK OF DRUGS.—Inventorying about \$800, located in live town of 600 people. Address No. 335, care Hazeltine & Perkins Drug Co., Grand Rapids. 335

FOR SALE—CLEAN NEW STOCK GENERAL merchandise, located in brick building in growing town, surrounded by excellent farming country. Established trade. Address No. 334, care Michigan Tradesman. 334

SOME CASH AND UNQUESTIONED security for the remainder will 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. Stock and fixtures will inventory \$2,500. Trade mostly cash. Owner has best of reasons for selling and will demonstrate to any bona fide purchaser that this is the opportunity of a lifetime. Address No. 326, care Michigan Tradesman. 326

WANTED—TO BUY A STOCK OF BOOTS and shoes for cash—\$2,000 to \$5,000. 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 INVEST-ment 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 this 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 346 Marshall, Mich. 329

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 MER-chandise and fixtures; inventory \$1,700. Address Postmaster, New Salem, Mich. 324

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

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

FOR SALE—GOOD CLEAN STOCK OF GRO-ceries, queensware and notions worth over \$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 Wallin Leather Co.'s tannery, Grand Rapids. 313

WANTED—PARTNER WITH \$2,000 FOR one-half interest in hardware, stoves and tinshop, plumbing and furnace work and jobbing, roofing, etc. Have several good jobs on hand and a well-established trade; best location in heart of city. Address Box 522, Big Rapids, Mich. 298

WANTED—WE ARE THE OLDEST, LARG-est and best laundry in the city of Grand Rapids. We do considerable business out of town and want more of it. We want good live agents in towns where we do not now have any. We pay a liberal commission and give satisfactory service. Terms on application. American Steam Laundry, Otto Brothers, proprietors. 289

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

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

PATENT SOLICITORS.

CILLEY & ALLGIER, GRAND RAPIDS, PAT-ent Attorneys and Practical Draftsmen. Our new Handbook free on application. 339

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

Grand Rapids Gossip

Lester Grant has opened a grocery store at Elmdale. The Worden Grocer Co. furnished the stock.

Jas. H. Welch succeeds J. A. Sanford in the cigar and confectionery business at 461 South Division street.

Jacob Vander Heide, who conducts a meat market at 112 Madison street, has opened a branch market at 548 North College avenue.

A. A. Deitz and Elmer Spicher have formed a copartnership under the style of Deitz & Spicher and embarked in the grocery business at Mancelona. The Clark-Jewell-Wells Co. furnished the stock.

Burnett & Putnam, whose store building and general stock were destroyed in the recent fire at Lake Ann, have re-engaged in the grocery business. The Lemon & Wheeler Company furnished the stock.

Albert Hyde and Chas. A. Spears, who were engaged in the lumber, lath and shingle business at 860 Madison avenue, have dissolved partnership. Each will continue in the same line of business in his own name.

Two men are making a personal canvass of the city in the interest of the New England Trade Exchange, of Providence, R. I. The printed matter distributed by the canvassers asserts that the company was incorporated in 1888 and has a paid in capital of \$25,000. Neither the company nor any of the officers published in connection therewith are given in the Providence directory, giving ground for the belief that the plan will warrant investigation before its adoption.

The Grocery Market.

Sugar—Business is very fair, and the market is firm, with predictions of a still further advance of granulated as soon as the tariff bill shall have been finally settled.

Tea—The imports of tea that will reach this country before the possible passage of the new tariff are something enormous, and far more than have ever been before known. These teas, in large part, have been purchased at prices that will mean loss to many importers if they have to be sold as hitherto, under the old duty. More than 1,000 tons of the new crop of teas has been landed at Tacoma, and 6,000 tons more is en route. Seven tea steamers have already arrived at Tacoma, bringing 1,855,057 pounds of tea, and five more have entered at various Pacific points, bringing an aggregate of more than this amount. Within the next thirty days twenty more tea steamers will arrive on the West Coast. Under normal trade but half this tea would be brought over during the same length of time. Many of the importers gave orders for their agents in Japan and China to buy teas at their discretion, which means that the tea producers of the Orient have realized a much better price for their products than they did last year, and that the tea drinkers of this country will have a correspondingly high price to pay.

Syrup—The formation of a glucose combination has created some interest in syrups and jellies on the part of the jobbers, as it is certain that a little higher market will result from this action.

Rice—The market is steady and the movement of goods moderate, with high prices prevailing. Good interest is shown in foreign sorts.

Provisions—The number of hogs now indicated as representing the Western packing for the month of June is 1,860,000, far exceeding any previous record for June, and being decidedly in excess of what was in fact expected a month ago. Last year's total for June was 1,590,000. Notwithstanding the large manufacture, the market has been well sustained under a good current demand for local consumption and continuous liberal movement of product to foreign markets. The trade manifests a healthy condition and fairly encouraging outlook.

The Peddling Hour.

Every move made by the city in the direction of putting off village ways and adopting methods of regulations more in accordance with its position as a city in matters affecting the produce trade meets with the indignant opposition and protests of the peddling community. In the estimation of this worthy fraternity every such departure originates in a desire on the part of the regular dealers to "do them up." And since some of the members of the Retail Grocers' Association have been active at different times in the securing of proper license regulations, that body is generally credited with every move having a bearing on this profession.

The latest grievance is the subject of the regulation of the market in the matter of hours, the particular provision being the time of commencing the peddlers' operations in the morning. No rules have yet been formulated, but in a conference between the Market Committee of the Common Council and a committee from the Fruit Growers' Association, the subject has been informally discussed. Alderman Gibson, chairman of the Council Committee, is authority for the statement that the grocers had nothing whatever to do with the matter. In the discussion of the rules suggested by the practice in other cities, this provision was naturally considered. Mr. Gibson states that some provision of this kind will, undoubtedly, be made, but whether the hour for commencing the peddling operations will be established at 8 o'clock or later cannot now be determined. In some cases it is made as late as 10 o'clock. Mr. Gibson expresses a desire to consult the wishes of all and to regulate the matter so that the best interests of all shall be conserved.

Flour and Feed.

During the week there has been a good demand for choice old winter wheat flour at very full prices, as compared with the price of wheat. Harvest is now at hand. Stocks of flour are light, as the harvest is fully two weeks later than usual, many buyers finding their stocks to be insufficient to last until it is safe to buy new wheat flour. Michigan flour this year will be of a very fine quality and in good demand.

The city mills are having all the business they can care for and will be run strong and at full capacity as soon as new wheat is ready for the market.

Feed and meal are in fairly good demand and prices are well maintained. Bran and middlings are going out freely at slightly better prices for bran.

WM. N. ROWE.

Gillies New York Teas. All kinds, grades and prices. Phone Visner, 1586.

THE EXAMPLE OF GLASGOW.

Why Their Methods Would Not Be Practicable in Grand Rapids.

An oft-quoted reason why it is good policy for a town to own its own lighting plant and similar enterprises is that all the municipal expenses of the city of Glasgow are paid from the revenues of her public works. The inference is that the most important contributions to these revenues are made by that particular branch.

Just how much of the municipal revenues of Glasgow comes from the electric lighting has not been stated so that the figures are available. But in an interesting article which is going the rounds of the press Joseph Ashbury Johnson gives an instructive description of the great variety of charitable, paternal and industrial undertakings which give that city the reputation of being the best governed city in the world.

It seems that the first public work undertaken by Glasgow which would distinguish the city from others was the furnishing of comfortable homes for the slum population in place of the wretched tenements, which were obtained by purchase or condemnation. The act of Parliament which was granted through the influence of a philanthropic society for the improvement of the slums became operative over thirty years ago. The buildings erected as the result of this movement consist of from one to five-room apartments, which are rented to the tenants at from \$3 to \$17 per month. The city owns over 1,000 of these tenements, accommodating over 5,000 persons, and the revenue from the rentals more than covers the interest on the investment and the cost of maintenance.

The management of this undertaking was so successful that the city organized an elaborate system of relief for needy families where the children are cared for during the absence of parents at their work, and where board can be furnished, when necessary, at the smallest possible cost. This enterprise is also said to be very successful and self-supporting.

These are only two examples of a great number of undertakings, including city farms, city markets, dairies, libraries, scientific schools and many others of like character. Of course, a municipality which could do all this would have no trouble in making street cars, lighting plants and similar undertakings successful.

But the conditions which have made such success possible in a city like Glasgow are not to be found in many American cities. In the first place, the work of improving the condition of the pauper element was undertaken by a society of wealthy philanthropists whose services were not a tax upon the city. Even if such were found to prosecute similar undertakings in our American cities, the condition and temper of the classes to be benefited would be found entirely different from in Glasgow. In all our American cities there is an element of unrest, of change—an independence begotten of the American spirit which would spoil these classes for any such experiments. There is something repugnant to all classes in this country in living in tenements owned by corporations, municipal or otherwise. Thus, our model city, Pullman, built and owned by a corporation, finds difficulty in keeping its tenants, notwithstanding the many conveniences which are furnished free or at nominal cost.

But the most serious difference lies in the attitude of the average American politician and officeholder to what is termed, with more expressiveness than elegance, the public crib. No doubt, in Glasgow there are many who would like the greatest compensation for the least service, but such dispositions are kept in check by the philanthropic spirit of the noble, and wealthy, men and women who are supervising the city's success. Then, in the British cities there is an element of stability in the appreciation of the value of a suitable position, and a lack of the tendency to change which make the officeholders and employes much more businesslike and reliable.

As illustrating the difference in the way of prosecuting municipal undertakings here and in such cities as Glasgow, or by private enterprise, reference may be made to the contemplated purchase of a garbage crematory for this city. A committee of the Common Council, consisting of five members, of the average intelligence of city aldermen is appointed by the Mayor for the selection and purchase of the best apparatus. Now, if such a purchase were being made by an individual or a corporation, or by one of the English cities, the services of a skilled and reliable engineer would be called into requisition and he would be sent to investigate and report. But the mode of procedure when the purchaser is a town like Grand Rapids is to organize a junket of the five members of the committee, to visit all the manufacturers to be considered, with the chances of the order being placed with the one who should wine and dine most handsomely. Now, this is simply a pertinent instance illustrating the difference between our American methods and those of such cities as Glasgow, which make possible there what cannot be done in this country.

W. N. FULLER.

The Grain Market.

As this is about the close of what is termed the crop year, we find a great many who are disappointed, as the greater portion of the traders as well as the agriculturalists were expecting higher prices, and under the existing circumstances they were perfectly right in thinking as they did. Owing to the hard times and the overabundance of corn and oats, they will have to wait for a revival in business affairs, when everything will advance. The visible made another large decrease of about 1,200,000 bushels, leaving only 17,000,000 bushels still in sight. Prices have sagged fully 5c per bushel since writing our last article—a rather large decline for one week.

Corn and oats remain very steady, although corn advanced about 2c and oats about 1c per bushel, caused by the extreme hot weather.

The receipts during the week were 42 cars of wheat, 16 cars of corn and 8 cars of oats.

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

Sidney F. Stevens (Foster, Stevens & Co.) is spending this week at Highland Park. He celebrated his 50th birthday Wednesday, receiving many letters and telegrams of congratulation during the day. Mr. Stevens has hosts of friends in the trade who confidently expect to see him round out another half century.

Don't be satisfied because you are selling more goods than your competitor. You may be doing that and then not be doing what you should.

SERMON TO SALESMEN.

Golden Words from the Lips of an Able Divine.

The changes that have taken place in the course of years in the commercial world are altogether as remarkable as those that have taken place in any other sphere of life. Methods have been revolutionized in all their details. The man who was perfectly at home in any great mercantile house fifty years ago, conversant with all its modes and ways of dealing, master of the situation, would to-day be like a fish out of water. He would be absolutely non-plussed. His head would swim. The changes would make him think he was in another world. And he would be virtually. But in no respect would he note a greater difference than in the manner of gaining trade. The old way was to insert in the public prints an occasional advertisement of a very matter-of-fact, prosaic order, and then wait for the people to come and buy. Beyond this no effort was made to speak of. What a revolution has taken place! It is computed that there are to-day something like 200,000 men who spend from six to twelve months each year 'on the road' soliciting business. Commercial tourists, commercial travelers, commercial solicitors, commercial salesmen, traveling men, drummers—they are known by all these names. For the most part they are young men—intelligent, energetic, persevering and pushing—universally considered clever, and not easily imposed upon. No class of men better understand human nature. It is their study.

They must have wit and judgment, boldness and discretion, finesse and fairness, and immense powers of adaptability. A fool cannot do the errand of a traveling salesman. In my journeyings hither and thither I have often had opportunity to observe these representatives of different lines of business, and as a class I have found them to be the best posted men on general topics of any with whom one can be thrown. Through their intercourse with people in different portions of the land they absorb information on every subject, and as a rule they have no trouble in telling what they know. It is not surprising that they should be a tremendous power in the business and social world of to-day. There are several noticeable points about this class of men. They always dress well. I do not know what the tailor would do without them. They influence largely the fashion of men who pay any attention to fashion, and thereby control the dress and tastes of a large number. I have read of one woman in Paris who exercises more sway over the female population of the civilized world than the pope, all the potentates, gallants and husbands combined; and the same is much the case with traveling men. Whether he looks or does not look like "the glass of fashion," when he gets down to business he neither talks like a fop nor acts like a fop.

Again, they always live high and travel well. They are a generous set of men. If I wanted to raise money for a poor, suffering fellow man, or a needy family, I do not know where I should more confidently turn than to these commercial travelers. They are a sociable lot of men. Watch them on the trains and in the hotels; hear them salute each other: "Hello, New York! Hello, Boston! Philadelphia!" Listen to their proverbially fine stories, their amusing and thrilling experiences. See how easily they get acquainted with men. Observe how dexterously they will approach a perfectly strange merchant, lay a card on his desk, get into his good graces, dine him at the hotel, and do some other sociable things which had better be left undone.

The truth is, these commercial travelers form a special class, and a very influential one, in our body politic; and they deserve the most respectful and powerful consideration. I do not mean by this that they are worse than other men; not at all. But they are subject to many and peculiar temptations—temper-

tations growing out of their manner of life.

Now, after speaking about you, let me speak to you. A man traveling for a dry goods house does not show his samples to a grocer. A man traveling for a drug house does not show his samples to a shoe merchant. You are expected to stick to your line of trade, you expect me to stick to my line.

Speaking first of your organization, which binds you together and seeks to advance your common interests, it can be of little benefit unless moral well being is constantly sought after and made a part of its aim. Other advantages will be of little consequence, if within the bosom of your brotherhood are tolerated principles which tend to corrupt and unman. What benefit are good hotel accommodations to one of your members, who comes in after an all-night debauch in a condition as likely to appreciate a straw tick on the floor as the most capacious and luxurious couch ever slept upon? Let pleasant social places of entertainment be provided for your members at different points along the road—the endeavor is philanthropic and commendable. But of what profit would it be to you as a member if they keep you until questionable hours at questionable diversions, sending you back to your rooms less men than when you came, weaker men, more sinful, more remorseful men? While you need protection against railroads and others, your brotherhood must protect you against yourselves.

But to come to some particulars:

First of all, do not yield to the habit of profanity—all sorts of salacious speech. It is never necessary to be any the less a gentleman in order to be witty and engaging. And what is the use of swearing, anyway? Does it help to sell goods? Does it bring any honor to your firm? Does it help you to eat or sleep or travel any better? Pray to be delivered from the habit. It is useless, indecent, injurious and wicked. Be a clean talker; have pure lips.

Next, there are peculiar temptations in your hotel life. This is especially true of the hotel on Sunday—which is the rendezvous for all the traveling men in a large territory. Some of them come together to drink and gamble. Some of them come in to loaf around with the boys and have a good time. The Sunday hotel is one of your battlefields. "Remember the Sabbath day to keep it holy." Observe that command strictly—do it at the risk even of being called "a traveling deacon." The Sabbath is for you, as well as for all who toil—whether with hands or brain—a priceless possession, and should be cherished and made to advance all the interests of a high manhood. A Sabbath abused always means less vitality for the work of the week.

Next, there are, alas! peculiar dangers attending the establishment of social clubs. A thousand pities that it should be so! There is far more reason for the provision of some kind of social rendezvous for traveling men than for public and private club houses for city residents. Yea, there is an odor about the name of club that is not fragrant in the social nostril, and has in it at least the suspicion of impurity and danger. It is a significant fact that while men's wives do not object to their husbands' attendance upon church, they are not slow to protest against their presence at the club. Some say that, taken all in all, the city clubs of our land are like white sepulchers—clean looking without, but within full of all manner of uncleanness. Not being a frequenter of the institution, I cannot speak as an eye-witness. But it is an open secret, with which everybody is conversant, that sobriety is not one of the characteristics of club life. From both men and women temperance is very apt to get a black eye in these institutions. While the traveling men's establishment need not be anything more than a sort of open fireside, the same dangers threaten it; and what may be intended for a gracious provision may turn out a Scylla and Charybdis of tempest and wreck.

During the past week, while speaking

of my intention to address traveling men to-night, an individual remarked: "Oh, they are a hard set." It fell to me to defend you, and to show that while such a charge might truthfully have been brought against a class some years ago, it must now be modified. Your noteworthy improvement as a class, both in your ideas of morality and in your practices, must be looked upon as remarkable. The word drummer is no longer synonymous with libertine; but there are still many in the number who are weak, and the strong ones must help their weak brothers. Use your social clubs to this end. Make them a means to advancement in all that pertains to a lofty and complete manhood. Make them a safe-guard, a fortress into which iniquity cannot come.

In conclusion, commercial travelers are tempted to feel that there is no use trying to live the Christian life while on the road. Although they see that some of their fellows are good, stalwart Christian men, they think of them as exceptions, and dwell upon the difficulties in the way. Deprived of all the privileges, restraints and enjoyments of home, church and Christian society, they are tempted to conclude that there is no use trying to attain to any high ideal. Now, let me ask you, is your's a lawful, honorable business? God will certainly help any man in any line of lawful business to live a Christian life. The fact that you travel constantly from place to place, spending a large, if not the largest part, of your life on railway trains and steamboats and in hotels, does not release you from Christian responsibility.

You are none the less a member of society and a forceful factor on the side of law and order. So you should be none the less a member of the great church of Jesus Christ, be known as such, and thus exert your daily influence in behalf of the mightiest agency for good that the world possesses to-day. I would urge you to consider the opportunities that commercial travelers possess of advancing righteousness and goodness. You can influence people in every community you visit. Many of you would make excellent preachers, for your sense of moral worth is good. You have practical ideas of right and wrong, and a direct, earnest way of expressing yourself. Take Christ with you as your Savior, as your exemplar, as your Lord. The recognition and development of the trinity in man—man is body, mind and spirit. See to it that you, under Divine guidance, cultivate and educate all the different parts of your triune nature. While grooming your body to keep in perfect working condition, and sharpening your wits for every hard tussle, do not neglect the spirit and the soul, or the religious nature, by which you are allied to all that is eternal in the universe. Keep a pure heart, and so be able to see God here and hereafter. My hearts' desire and prayer to God is that when you have gone over the last mile of your territory, and finished the last town, and sent in your last order, and turned over your cases to somebody else, you may hear the Good Master say, "Well done, thou good and faithful servant." May you gladly turn your faces toward the eternal home, to find a generous welcome and enjoy everlasting rest and peace in the Father's House.

Sincerity in Advertising.

Written for the TRADESMAN.

The neophyte, after what he considers adequate preparation, usually brings to any given undertaking a degree of knowledge and competence more nearly equal to the requirements than he ever possesses thereafter. In the light of experience the horizon of that which remains to be learned continually broadens until, after many years, instead of having mastered the subject, he finds that he is only beginning to comprehend its magnitude. This general proposition, applying to most lines of scientific investigation, is especially pertinent in the study of the subject of ad-

vertising; and in no other is there more danger of bringing erroneous conceptions and theories which must need be abandoned in the light of practical experience. If you wish to know all about the science of advertising, ask the new-fledged aspirant for managerial success in this line and he will impart any knowledge he may choose without the least hesitation. Ask those veterans of business success who have spent a lifetime in the practical study of the subject and they will tell you, truly, that they know but little about it. If it were not that there is a common stock of knowledge which has accumulated from the records of experience, which may be made available by any who wish to pursue the subject, it would seem scarcely worth while to spend time and thought upon it.

A most common mistake of the superficial student of publicity is that sensationalism must characterize the methods which are to achieve success. To such the supreme object of an advertisement is to attract attention, and effort is exhausted in finding or devising that which shall gain the eye and thought, without much regard to accuracy or even reasonableness of statement. Now, while it is unquestionably desirable that an advertisement should possess such characteristics as will obtain notice, it is coming to be accepted that this quality is usually worthless in results unless there is also the element of sincerity to back it up.

On account of the competition of the different departments and the system possible in the management of the advertising of a department store, these institutions afford as good examples as any of correct and effective methods. In the best managed of these, advertising space is accorded the different buyers in proportion as their departments will warrant. Thus opportunity is given for each to describe to the manager that which he wishes to advertise, with its claims for such notice. If the space is given, care is taken to verify the buyers' reports, so that when the purchasers are attracted they will find the goods just as represented. Experience has demonstrated that such a method will build up a steady, continuous trade when any amount of sensationalism will fall flat.

A notable illustration of this essential to permanent success is afforded in the well-known career of John Wanamaker. In his Philadelphia store, conservative, candid methods in advertising achieved a success which was the wonder of the country. When he opened the A. T. Stewart stand in New York, the apostles of sensationalism said that the methods he had employed in his Philadelphia store might answer for that staid community, but that something more would be needed in the more enterprising life of the metropolis. But for the new undertaking the old methods were employed and the success has been unqualified from the beginning.

There may be some lines of advertising where sensationalism is a first essential, but if that sensationalism be at the expense of sincerity of statement, the success it may achieve must lack the element of permanence. Not only in department stores, but in every line of business where continued relations with buyers are necessary to business success, the advertising will be principally valuable in the proportion that care is taken that every statement be based on actual facts and conditions.

W. N. FULLER.

PROSPERITY HAS RETURNED

June the largest and best month in our
business experience!

How do we account for it?

Because the merchants in our territory understand that we make it a strong point to keep the best class of goods procurable in all departments. That we have a great many goods put up exclusively for our trade and which cannot be procured by others. That we never misrepresent our goods. That we are in constant communication with the great producing markets and are in a position to take advantage of low quotations.

Although our pack of **Quaker Corn, Quaker Tomatoes, Duchess Corn, Lima Beans and Succotash, Lakeside Peas and Dinner Party Fruit and Vegetables** was very large for 1896, it was inadequate to meet the demands and will be entirely exhausted before the '97 pack is in. However, we have very largely increased our quantities on all these goods this year and hope to be able to supply the demand in future.

We wish in this connection to sincerely thank those merchants who have shown their appreciation of our efforts to put upon the market and maintain a higher standard of goods.

Referring to the pure food laws (with which we are in perfect sympathy), would say that all our goods conform to their requirements and are fully guaranteed by the manufacturers and ourselves.

With the assurance that the coming season will be one of greater prosperity than for several years and that each and every one who reads this page may have his or her full share of it is the earnest wish of the

WORDEN GROCER CO.



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, - - - JULY 7, 1897.

THE SITUATION IN THE EAST.

Although the negotiations between the powers of Europe and the Turkish government have dragged along for more than a month, no definite peace settlement has yet been agreed upon. One day reports are circulated to the effect that Turkey has agreed to all the demands of the powers, and the next it is claimed that the Turks still demand concessions which cannot be accepted. In the meantime the Turkish forces occupy the captured province of Thessaly, and the affairs of the various cities and ports are being administered by Turkish officials.

The latest report is to the effect that the Turkish Foreign Minister has notified the ambassadors of the powers that Turkey cannot give up Thessaly, her right to hold the province by virtue of conquest being considered unassailable. This announcement, coupled with the statement that Edhem Pasha has tendered his resignation because he fears that he would be unable to maintain discipline among his troops were Thessaly evacuated, lends color to the belief that the Sultan is now confronted with a demand from the military chiefs of the Ottoman Empire that Thessaly be retained as the fruit of victory.

The position of the ambassadors of the powers is a difficult one. Were it not for the religious prejudice against the Turks, based upon the merited ill repute they have achieved by their fanatical persecutions of the Christians residing within the empire, they would have to admit that, according to all the laws of war and the custom of nations, Turkey has the right to retain possession of Thessaly. Greece was the aggressor in the recent war, and her defeat was complete and irretrievable.

Public opinion will not permit the powers to negotiate with Turkey on the same basis as negotiations with any other power might safely be carried on. There is a general demand that Turkey be not allowed to profit by her victory beyond the limit of a reasonable indemnity, and the ambassadors would be roundly condemned by the people of their respective countries did they give the Sultan any consideration whatsoever.

An attempt to compel Turkey to retire from Thessaly would undoubtedly lead to serious events in the East. The fanatical Turks would vent their rage upon the Christians, and the powers would be compelled to resort to forcible

measures of very important proportions to compel the Turks to relinquish their hold on the conquered territory. The great confidence which their success has inspired in the Turks will make them a formidable foe for even combined Europe to attack, while in the combination of the European powers itself there lurks dangers which are not pleasant to reflect upon.

IMPORTANT POINT GAINED.

Because of the amendment tacked on the new peddling law by the farmer members of the Legislature, fixing arbitrary fees for licenses according to the population of the townships, some merchants are so disgusted and disheartened as to assert that the new law is no better than the old one.

From this statement the Tradesman is compelled to dissent. The new law works a revolution in the peddling business by transferring the entire matter from the State to the township—from a body which never pretended to enforce the law to a body which will see that it is enforced to the letter, in case the mercantile classes do their duty in the premises. This is surely a strong point gained, because it puts the traffic in such close touch with the people who are injured by the business that they can regulate it to suit themselves. The amended section relating to fees can be amended again two years hence if the farmer element in the Legislature can be made to see that such amendment is in the interest of better enforcement of the law.

By all means the strongest feature of the new law is the section providing that the peddler must give a bond. This feature was suggested by the experience of the Grand Rapids grocers in dealing with the peddling evil, the outcome of aggressive effort along these lines for several years having demonstrated that an obligatory bond tends to shut out more peddlers than a license fee so high as to stop little short of prohibition. People dislike to enter into an obligation involving the element of uncertainty, and the signing of a bond for an irresponsible peddler is about as uncertain a transaction as can be imagined.

The Tradesman makes some comment along these lines in connection with the republication of the new law in another part of this week's paper, to which attention is particularly directed, especially that portion referring to the duty of the merchant in seeing that the town board acts promptly in establishing the fee, that the supervisor does his duty in enforcing the law and that the town clerk exercises due care and caution in accepting bondsmen offered by the peddlers. If every merchant does his duty in these respects, the Tradesman candidly believes that the law will be found to be one of the greatest boons which ever came to the business men of the State.

The report of the State Geologist of Indiana for the last year predicts the failure of natural gas in the near future. The territory that now produces natural gas includes a region of about 2,500 square miles, and no new discoveries have been made or are now likely to be made. A decrease in the pressure was first noticeable in 1895, and it is still diminishing. This failure will throw Indiana into the column of doubtful states.

The preparation of so many Fourth of July orations is what made the weather so unbearably hot.

THE STRIKE AND ITS VICTIMS.

The fact that the greatest sufferers from the effects of a strike are almost invariably those by whom it is carried on bids fair to be exemplified by the great miners' demonstration which is now being inaugurated. A noticeable feature which seems to have been overlooked by most commentators on the subject is that the operators are accepting the situation with such equanimity that they are not making the slightest effort to effect a reconciliation.

Now, this is not a strange feature of the situation when it is considered that the great majority of mine owners could not wish for anything better than that there should be a general suspension of mining operations. There are, no doubt, large stocks of coal in the hands of many of these operators which will meet ready sale at increased prices. Then, should the strike continue until the concessions asked for are granted, the increase in the price of coal will be more than in proportion, and not only so, but the demand must be greatly stimulated. To be sure, these are only temporary advantages, but while they last they will afford a rich harvest to the operators.

If it were proposed by the mine owners to agree to such a suspension of operations for the improvement of the market, the heartlessness of the suggestion when the suffering and privation to be entailed are considered would properly provoke a storm of protest which would prevent the action even if a sense of humanity on the part of the employers would not be sufficient to do so. But, when employees voluntarily assume the responsibility and take the action in defiance of the owners, it could scarcely be expected that any strenuous efforts would be made to hinder them.

It would not be so bad if there were any permanent good to the workmen to result from the success of the movement. Any artificial stimulation of prices caused by thus combining to stop production can last only until general trade conditions again assert themselves, when they will assume their normal value. And this will usually occur before the increase in the wages gained by the strike will compensate for the time lost.

Should this movement become as general as its leaders predict, there must follow a tremendous amount of suffering. It is suggestive that the strikers say that many are in good shape to endure the suspension on account of its being the season when they have gardens. The average coal miner's garden is a pretty slight dependence for living with wages cut off, and will interpose a slim defense against starvation. But it will be urged that in a movement of this kind the unions will come to the help of the strikers. This will, no doubt, be pertinent in the case of some, but unfortunately a small number compared to the vast total of sufferers.

It is to be considered, however, that the opportunity of a lifetime occurs when the officials of these organizations can take the lead in such a movement. Whatever suffering there will be in the rank and file of the followers, those who carry on the strike are suitably paid—the laborer is worthy of his hire. Not only so, but it is the observation of those who have watched such movements that large sums are frequently lost in the hastily improvised machinery for its transmission from the many unions to the many in need, and generally several

officials are ready to retire from active union duties, usually fitting up a sumptuous saloon or other similar institution in a sufficiently removed location to escape unpleasant consequences. Not all such leaders are of this type, however. Some are self-deluded dupes themselves. Others are lured on by the glory of leadership; but there are enough of these leaders watching for the main chance to make the intimation pertinent.

GENERAL TRADE SITUATION.

In spite of many natural elements of business disturbance and depression, such as the pendency of wage scales in the iron industry, the coal strikes and the arrival of the heated term and the season of vacations, there has been no abatement in the feeling of confidence and prices in many lines have shown increasing strength or recovery. The continued favorable crop reports have given assurance which warrants the considerable activity in orders for fall trade. One indication which has especial significance as to the general feeling is the fact that the speculative reaction in the stock market was so slight. After a continuous advance for six weeks, during which the average gain was \$4.18 per share, or about 9 per cent., it might have been expected that an attempt at realization would have caused a material reaction. There is, therefore, decided assurance in the fact that the average of decline stopped at about 10 cents per share, or one-fifth of 1 per cent., and the recovery has been prompt and positive.

While for speculative reasons Bessemer pig iron has sold still lower, there is sufficient improvement in the demand to advance finished iron \$1 per ton at Western centers. Steel billets remain unchanged. Improved demand is also responsible for an advance in tin to 14.1 cents, with larger consumption, copper to 10¼ and lead 3.6.

The textile situation still continues unsatisfactory, especially as to cotton products. Production is still being curtailed and the prices for the large stocks on hand continue unchanged. The woolen situation is better on account of increasing demand and the tendency of prices is toward recovery. The wool movement continues large and the buying for the year is 256,000,000 pounds, against 102,000,000 pounds for last year. Of course, this is largely speculative.

On account of the season, the grain movement has been decidedly dull. There has been a tendency toward reaction in the price of wheat but the decline was very moderate. Corn and oats have shared in the reactionary tendency.

The bank clearings for the week showed a gain of about 9 per cent., amounting to \$1,066,000,000. Failures for the week were about the average—241.

Westley Richards, of Birmingham, England, who died recently at the age of 83 years, was one of the inventors of the Enfield rifle, and made the first capping breech-loading rifles and cartridges in 1858. Later he invented the top-lever breech-loader and the falling block rifle with the metallic cartridge for it.

The alchemist who can make gold of free silver is no more of a wizard than the plumber who can make eight cents' worth of solder in his meltingpot stand for \$13 in his bill.

The labor question is most discussed by men who expect to live on the wages of others without working themselves.

March went out like a gentle lamb. July comes in like that lamb roasted.

THE AGE OF DISCONTENT.

The present is the age of discontent, because it is the age of enlightenment and education. In order to maintain people in a state of slavery they must be kept ignorant. A man who does not know his own power and capacity can be kept in a condition of subordination. If the horse, the ox and the elephant could think, they would not permit puny man to beat and dominate them.

The ignorant and degraded peasantry of Europe endured thousands of years of despotism and oppression before they could come to a knowledge of their power to overthrow their oppressors. It was a long time from the enslavement of Europe by the Roman Empire to the French Revolution of 1793.

For many dreary centuries the whole of Europe was ignorant of the use of gunpowder and of the art of printing. This was a deplorable ignorance, the ignorance of slavery. But gunpowder taught men that there was on longer any prerogative of superiority in bodily strength. It made the little man the equal of the giant before the trigger, while the diffusion of learning which followed the discovery of the art of printing opened to all men the intellectual wealth of human thought.

Never was the condition of the masses of the people better than it is to-day, and never did they enjoy so many comforts and benefits; but never were they so dissatisfied and so intent on revolution of some sort. They do not know what they want, and there is a vast confusion of ideas as to what is the best way to secure the accomplishment of their desires, but all are agreed in demanding a change.

The most remarkable feature in the entire situation is that, in a comparatively brief period, there has been an enormous amelioration of the condition of the masses of the people. One writer on the subject declares that science has taught the people how to get from a field in a given time, with the same amount of labor and expenditure, a much larger quantity of wheat than the field formerly produced, and it is in consequence of the progress of science that everybody, or nearly everybody, in France now eats the white bread which formerly only richer people could get. The number of cattle raised in pastures has increased in no less proportion during the past two centuries, and always by the application of methods created by science; and, by virtue of what those methods have accomplished, animal food has been made accessible to workmen and peasants, to whom it was unknown sixty years ago. By virtue of discoveries in chemistry, sugar—a rare and exceptional luxury in the last century—is now produced in colossal quantities and has become one of the usual foods of the people. It would be easy to extend indefinitely this enumeration of the ameliorations of the conditions of life achieved through science.

Another writer shows that the workman can ride over more territory in New York for five cents to-day than he could for twenty cents twenty years ago, and the same principle to an almost equal degree applies to every other branch of industry that supplies his necessities. For instance, from 1875 to 1895 steel rails have fallen from \$68.75 to \$24.33 per ton; sugar, from 10.8 cents to 4.6 per pound; oil, from 14.1 to 4.9 cents per gallon; cotton goods (standard sheeting), from 10.41 to 5.74 cents per yard; shipments of wheat from Chicago to New York, all rail, from 24.1 to 12.17

per bushel. Since 1895 there has been a still further decline in each one of the articles mentioned.

A table prepared by the Street Railway Review, touching on this subject, tells the story by comparison, showing the appreciation of the purchasing power of money during the past ten years as applied to street car fares and sundry commodities.

If, in 1886, any agreed-on unit of money would purchase 100 per cent. of values, by reason of the cheapening of prices it would purchase in 1897 the following:

	Per Cent.
Street car rides	337.5
Bricks	178
Steel rails	174
Silver	145
Sugar	137
Portland cement	136
Wheat	134
Corn	131
Cotton	122
Coal	118
Salt Pork	85

From the above it appears that salt pork was one of the few articles of common use that was higher in 1896 than in 1897. Nevertheless, the discontent increases daily, not because men are in a worse condition, but because their situation is better. If the working classes have been greatly benefited by the advance in discovery and invention and the increase of knowledge, there are others who have been made in a short time immensely wealthy through the advantages they enjoy from existing conditions.

It is a singular fact that the more benefits people get the more they want, and the more extreme the dissatisfaction at being denied anything. Every man thinks he is just as deserving as is every other, and those who strive least, or do not strive at all, are the most discontented.

Given a sufficient degree of discontent, and a wide inequality in the condition of classes, and there is sure to result some sort of effort to even-up the situation, to balance accounts. If there be no peaceful way, the violent means will be resorted to. In such a case, no man considers that the differences in conditions are the results of causes which he cannot control. Like the baby who wants to play with fire, he does not seem to realize that he is in danger of destroying himself if allowed to carry out his experiment. He insists on trying it, and he must take the consequences if he be able to put his demands into execution. But there are two sides to every revolution, and revolution does not always succeed.

The Schenectady locomotive works has received an order from Japan for twelve passenger locomotives for the Kiushiu Railway Company. The engines are to be of the American type, with cylinders 16 inches in diameter and 24 inch stroke. This order is said to be the first of a series which will be placed in this country.

At Dayton, Ohio, recently, the prosecutor in the criminal court presented the judge with a pair of white gloves, to signify that the docket in the court was clear and clean. This has only happened once before in the history of the country. The custom is one which has been observed from time immemorial in England.

The crops and the new tariff bill will, it now seems, ripen about the same time this year. This is a combination that ought to mean much for the business interests of the country.

OUR MINERAL PRODUCTS.

The Department of the Interior at Washington has made up a report of the mineral products of the United States for the calendar year 1896, with statements of products for each previous year, commencing with 1887, embracing the decade.

The most valuable mineral product of the United States is, of course, coal. The coal taken out in 1896, comprising both bituminous and anthracite, amounted in value to \$195,000,000.

The second product in point of value was iron, amounting to \$90,000,000.

Third in value was silver, amounting to \$69,000,000.

Petroleum comes fourth, with a value of \$58,000,000.

Fifth is gold, which was turned out to the amount of \$51,000,000.

Sixth is copper, to the amount of \$49,000,000.

Seventh is building stone, to the amount of \$31,000,000.

Iron and coal are, of course, the most important of all the mineral products, as they are the most indispensable. They are as necessary as bread.

The increased production of silver and gold is very marked. In spite of the outcry that the silver miners were being ruined, the output of silver in the United States has been increasing right along. In the decade, the product in 1887 was 41,000,000 ounces, worth commercially \$53,000,000, while in 1896 it was 53,000,000 ounces, worth \$33,000,000.

Gold was taken out in 1887 to the amount of \$33,000,000. In 1896 the gold product was \$51,500,000. The discovery of cheaper methods of reducing gold and silver ores has made mines that were worthless and unworkable not many years ago turn out the precious metals in paying quantities, and there is enough of the low-grade ores, once abandoned, but now proved to be valuable, to last for a long time, with a possibility of the discovery of still more improved methods of getting out the precious metals.

Among the important bituminous coal-producing states, Pennsylvania, of course, stands first, with an output of nearly 50,000,000 tons. Illinois is an easy second, with nearly 20,000,000 tons, or more than 75 per cent. of the combined product of West Virginia and Ohio, which come third and fourth respectively. The race between Ohio and West Virginia was very close in 1896, there being but a thousand tons difference, the output of each having been nearly 13,000,000 tons. These four states yield about 70 per cent. of the total bituminous production.

The total value of the mineral products of the United States for 1896 was \$611,000,000, of which \$278,000,000 was for metals, and the balance for coal, petroleum, salt, phosphate rock for manure, natural gas, mineral waters, building stone and other matters. The output of precious stones was \$97,000, and for whetstones, \$123,000. The whetstone make a better show than the gems.

POSSIBLE ASIATIC COUP.

In connection with the Japanese protest against the annexation, by the United States, of Hawaii, a very sensational story comes from Mexico. It is related that a Japanese Government Commission recently visited the capital of the sister republic for the purpose of securing lands and permission to establish Japanese colonies in some of the Pacific states of Mexico.

The deal was not completed, but the intention was to pour a large Japanese population into the richest portions of that republic. It is related that the franchises asked for were so extensive and comprehensive that the scheme was viewed with suspicion by the Mexican authorities and was believed to have for its ultimate object the seizure and conquest of the country occupied, on some pretext that might be hatched up for the occasion.

It is stated in this connection that the Mexican Executive and Cabinet are greatly interested in watching the outcome of the Hawaiian controversy between Japan and the United States. They believe the slightest delay on the part of the great republic will result in the Japanese gaining possession of the islands. They think it will be brought about by an insurrection of the large Japanese population now in the islands, with the assistance of a strong naval force, and that the movement can be consummated despite any resistance the United States could make.

The Japanese are regarded as bold and ambitious, with a prestige for fighting ability generally and naval prowess particularly, as established in the recent war with China. The United States is so weak in the waters of the Pacific Ocean that it would be unable to cope successfully with the fleet the Japanese could bring against the United States, while there is practically no protection either on sea or land for San Francisco and other American ports on that coast.

The Japanese have so suddenly come into great public importance as an enterprising and resourceful people, after centuries of apparent stagnation, that it is difficult to base any forecasts concerning them upon any past experience. If they should attempt a bold and sudden blow at the United States on the Pacific Ocean, it is certain that the great republic has no effective means of repelling it, and so heavy and sudden a blow could be struck as would daze the American people. They would finally rally and gather up their resources and strike heavy blows in retaliation, but as matters now stand the American republic would be utterly stupefied if Japan should suddenly take a notion to annex Hawaii and accomplish it.

The people who are always howling for war, but are opposed to making any preparation for it under the foolish belief that every foreign power is mortally afraid to tackle this country in a hostile way, should think a little over their attempt to jingo the whole world into awe and fear with their noisy mouthings. But nobody can tell what the Asiatics might do under some circumstances. When Japan with its 40,000,000 population deliberately made war upon China with its 400,000,000 people, so far as physical inequalities were concerned the stroke was one of extreme rashness and daring. The result proved its wisdom. Who can say with confidence that Japan does not entertain a hope that by a similar sudden onset it can inflict a terrible blow upon the great, but the wholly unprepared, Colossus of the West?

It has been discovered that an act of the Colorado Legislature in regard to negotiable instruments repealed the statute establishing as holidays the Fourth of July, Thanksgiving day, Christmas, New Year's, Washington's birthday and Memorial day, leaving only Arbor day and the Saturday half holidays as legal holidays.

Joseph Jefferson.

The Famous Actor Looked About Our Factory and Said:

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



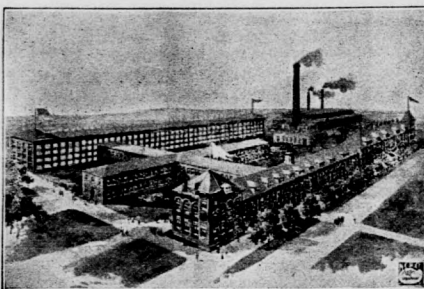
MR. JOSEPH JEFFERSON.

as any one can go until we get wings.

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

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

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



Factory of The National Cash Register Company.

Big Facts.

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

It employs 1,400 people.

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

It makes nothing but cash and autographic registers.

Its rights are protected by 335 patents.

It has 131 offices in all parts of the world.

It makes 90 different styles and kinds of cash registers.

It has sold over 117,000 cash registers.

Its registers are used all over the world.

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

It inspected 1,902 registers in April, 1897.

It shipped 1,886 registers in April, 1897.

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

25 in 25 Stores.

He Wouldn't Try to Do Business Without One.

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

In a recent letter to us he says:

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



MR. THOS. P. HUNTER.

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

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

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

T. P. Hunter

HIGHEST SUCCESS.

Principles Underlying Legal Enactments Essential to Its Attainment.*

I have often been surprised at the motives which move men to action; at the low estimate placed upon really meritorious conduct, or the excuse presented or put forward to justify some act, or at the methods resorted to to accomplish an end—in fact, astonished at the total absence or want of realization or knowledge in men, which directs and controls or underlies the formation or evolution of all legal enactments and judicial decisions. I have, by study and observation, satisfied myself of the importance of a knowledge of this subject toward directing and shaping a really successful life; and, while I do not hope to instruct in what I may have to say, still I trust that I may suggest certain lines of thought which, if pursued, may extend some aid in this direction.

In order to explain the foundation upon which legal enactments rest, you must permit me to indulge in a discussion perhaps more or less abstract, and perhaps more forcible if suggested by another.

When matter, mute and inanimate, was created it was impressed with certain fixed qualities without which it could not exist. When it was put in motion it was stamped with certain laws of motion to which it must conform and from which it can never depart. To take from it one of its elements or qualities would instantly destroy it as such. It would cease to be—in fact, it exists because it conforms to those laws. It is impossible to conceive of its existence independent and apart from them.

If you pass from inanimate matter to animal and vegetable life, you find them governed by laws more numerous and intricate, but none the less fixed and invariable. The growth of a plant from the seed to all its component parts, and finally to the seed again, has always been the same and must always remain the same. The science of its existence is unchangeable. Like produces like, and its constant uniformity demonstrates that it conforms to certain immutable laws.

In the growth of a plant from the seed to the perfect flower full of fragrance and beauty until, worn out by time, it dies one can learn, by study and care, certain well-established laws of its existence. One could fill a volume of useful and interesting information from observation and investigation of it—at least one who, by training and education, has been taught to value and utilize the laws pertaining to its existence. All progress in the useful, mechanical and industrial arts and in science has been made by masters who have bent and applied the laws of Nature to the need and enjoyment of mankind.

Above animal and vegetable life is man—human life—the highest creation of God's handiwork, a creation distinct and separate from every other, even if it be classed with the animal creation. Man stands alone, the noblest of all beings, a creature endowed with both reason and free will and commanded to make the use of those faculties in the general regulation of his behavior.

It would be presumptuous for me to argue that, in the creation of man, the Creator established certain fixed, immutable laws of human conduct. Being of infinite power, wisdom and goodness, those laws, rules and regulations were so established that they would conduce, when rightfully followed, to man's own substantial happiness and prosperity; I do not necessarily mean the material prosperity of man.

This, then, my friends, is the proposition: You are a free moral agent. You are endowed with free will and reason (and with these I mean to include all the powers of the human mind not characteristic of animal life or the lower animal life), and with these faculties you are commanded to study, investigate and determine for yourself what will conduce to your own substantial happiness. We owe it to ourselves and to all our relations in life to use these

faculties to that end. To neglect this self-evident command is a flagrant violation of duty and is discreditable.

Now, if our reason were always perfect—unruined by passion, unclouded by prejudice, unimpaired by disease or intemperance—the task would, indeed, be pleasant and easy. We should need no other guide than this; but every person now finds the contrary to be true in his own experience, to a greater or less degree, that his reason is corrupt and his understanding full of ignorance and error.

The human race has left us the wisdom of centuries of study and application to this subject. It has taken the great fundamental truths and principles of human existence and applied them in all their bearings, first to the individual, then to the family relation, then to each other as members of society, then to the simpler forms of government, then the larger and more complex, and finally to those controlling and directing the actions of nations as with each other, or international law.

Where does this work of the human race begin? It starts with man as a free, independent, isolated individual, owing no duty to self, to family, to neighbor, to society, to government—absolutely independent of human laws and regulations, recognizing only his obedience to the High Power which created him. It takes not one but millions of such human sovereigns and proposes to construct them into the family relation, into society, into government. It proposes to weave these everlasting truths and principles of the laws of Nature into the very groundwork and fabric of government. It designs to create, to establish certain rules of action in conformity to man's good.

The Legislature, in the act of making a law, determines its conformity to the law of God; and, being the law-making power, its judgment is binding upon all the people and must be taken as correct and conclusive. If to any individual the law appears to be contrary to good morals, or to right and justice and, therefore, contrary to the divine law, and he declines to obey it for that reason, and is visited with the penalties of disobedience, he should reflect that, if this be an evil, it is an evil inseparable from established and regular government and insignificant when compared with the blessings which government confers.

Without laws of government man found himself helpless in the possession of the natural rights I have referred to. If all human beings had been, from the first, honest, upright, correct in habit and demeanor, unselfish—in fact, recognized in all others the same right to life, liberty and the pursuit of happiness which it was his privilege to enjoy, and conformed to the laws of Nature in all his conduct—there would have been, abstractly speaking at least, no necessity for any other forms of government. But man, from the first, was full of infirmity. He erred. He transgressed the injunctions of the Divine Law. He violated in a multitude of ways the obligations he owed to self, to society, to government and to his Creator, and by reason of which he was insecure in the possession of his natural born rights. Man soon found out that these rights bore inseparable relations to each other—that stealing and being stolen from went together; that one could not libel without himself being subject to libel; nor was he of righteous conduct more secure than the one of unholy behavior. In short, disorder prevailed, and because men erred government became a necessity. It had as its object the preservation of the natural rights of mankind. It sought to assist man to pursue his own substantial happiness, not by adding to the moral guilt of him who disobeyed—this it could not do—but by restraining and preventing such transgression, by enforcing obedience to those laws by inflicting punishment for disobedience. It sought to do for him, by forms of government and law, that which as an individual he could not accomplish.

How clearly are these ideas stated in the Declaration of Independence:

"We hold these truths to be self-evident: That all men are created equal; that they are endowed by their Creator with certain inalienable rights; that among these are life, liberty and the pursuit of happiness; that, to secure these rights governments are instituted among men, deriving their just powers from the consent of the governed, and that, whenever any form of government becomes destructive of these ends, it is the right of the people to alter or abolish it and to institute new government, laying its foundations on such principles and organizing its powers in such form as to them shall seem most likely to effect their safety and happiness."

I saw, in the room adjoining the office of the Secretary of State at Washington, the original manuscript of the Declaration of Independence as it fell from the pen of Thomas Jefferson. It contained, as I now remember, but two slight changes or interlineations. I thought, of the work of this illustrious statesman, in the construction of our form of government, would it seem possible that the language of this document could have found expression with such slight changes! What a vision of the rights of man must have been his in the preparation of it.

So the formation of law, of order, of government proceeded upon this simple proposition: that the free, independent man so possessed should be required to surrender to his government certain of his natural rights in consideration of it (the government) protecting him in the possession, enjoyment and use of those which remained, the individual recognizing in government and social order a superior, he thereby being admittedly the inferior, giving over to organized society, through its regularly-constituted authority, the right to interpret, to formulate, to declare what shall be the rules, laws and regulations through it for his conduct and guidance in all the affairs of human life, leaving to it what will conduce to his greatest happiness and good, and thereby declaring through legal enactments man's interpretation of the laws of Nature as conducive to that end. Law, therefore, still rests upon the collective influence and assistance of the members of society for support, each looking to the other for protection and aid. In times of peace the government affords protection to the individual; in times of war the individual to the government. For this purpose it commands to the field of battle the bravest and best of its manhood; it levies taxes upon the individual for its support and through agencies of its own creation compels their payment.

It follows, then, as a deduction that, underlying all laws of government among men, there is some fundamental principle conducive to man's happiness which has been the controlling factor in its enactment.

What words would justly describe the crime of the individual who, obtaining his power as a legislator from the hands of an innocent and confiding people, would barter away their liberty, their rights, their happiness for his own personal gain or advantage. Yet this, my friends, is the enemy which undoubtedly exists in our midst. It is the greatest menace to our social order and happiness as a people. I trust the hand of treason, if thus raised, will be stayed before an outraged and indignant people appeal to force to remedy such a wrong. We all have confidence in the honest judgment of our lawmakers. Give us honest laws, the combined judgment of our best thought, and the future will be safe in the hands of an honest and law-abiding people.

In saying, then, that a knowledge of the principles underlying legal enactments is essential to the attainment of the highest success in business, I simply seek to apply to the individual that which it is the purpose of government to apply to us all. I predicate the statement upon the proposition that success in life or business must contemplate the purpose of the agencies utilized to attain it; otherwise, there can be no standard by which the same can be measured.

When a company is formed to pros-

pect for gold or silver or other precious metal, those gain employment who not only possess an acute cultivation of the senses in this direction, but can demonstrate the presence of the metal by scientific methods and appliances; who know the peculiar formations in which it is found, the circumstances under which it exists and the peculiar attributes or qualities with which it is stamped, and then, by taking advantage of the forces of Nature as applied to inanimate matter, are able to weigh and determine the value of mountains of earth and stone. The value of such a man's services are incalculable as compared with him who, by limited ability, must be content to apply the physical power of man in its removal.

So with the mechanic or civil engineer who, with the least possible expenditure of money, marshals the forces of Nature in the building of a huge structure of iron and stone bearing millions of pounds of weight. A master mechanic who applies and comprehends all the laws of his art is of infinite value to his employer as compared with him whose usefulness consists in making a joint—the material execution of a superior's skill.

And so in dealing with animal and vegetable life. The students of plant growth who have, by unceasing study, care and exertion, demonstrated the conditions which must be present to produce a perfect plant or grain; who have determined the elements taken and assimilated in the production of that plant or grain from the air, from the soil and in part from both; who have followed up this knowledge with valuable suggestions touching the attainment of a perfect condition to a complete development or growth; who have accelerated the forces of Nature, made agriculture and the kindred arts a science and added in a thousand ways to the blessings and happiness of mankind are landmarks along the pathway of progress, without which the future would indeed seem dark. The entomologist has looked into the construction, the habits and life of the insect. He has taught us what kinds to destroy, what kinds to encourage. He has determined the conditions for the better increase of the one and the elements desirable for the speedy destruction of the other. In every department of art and science the study has been to utilize the forces of Nature to the advancement of the material and industrial progress of the human race.

But should we be satisfied with having directed the faculties of the mind to the mastery of the forces of Nature alone along these lines, with their application to the needs and requirements of mankind? The material and industrial development of a community, of a nation, cannot be too much commended or encouraged. Nor is a like success in the individual in itself really less desirable. But that this constitutes the ne plus ultra of human existence, the history of the past cries out against, and the daily and yearly advancement along the lines of social order and improvement satisfies me that the human race is striving for the attainment of a higher ideal.

I declare, to-night, for a broader citizenship. I ask for the cultivation of the powers of human understanding that includes within the scope of its training all the self-evident purposes of its creation; not alone a study which aims at a mastery of the rules and regulations, the principles which control and direct animate and inanimate objects and which looks to a utilization of these to the advancement of the material gain and possession of the individual, but a training which seeks to discover with this material prosperity the great and eternal principles of human existence, which neglects not the good of mankind, which softens the ruling passions of man and makes his conscience a guide to his actions—an investigation which at all times recognizes the superiority of law and order, which comprehends the relation of the individual to self, to family, to society and to his government, and which stamps his acts as those of one who, from training and habit, has

*Address before students of Alma College by Hon. Wm. A. Bahlke, of Alma.

embodied in self the highest and noblest instincts of human existence.

It is far from my purpose to prescribe how this end shall be attained in the individual. It would include within its requirements the consideration of subjects which would in me seem presumptuous. I contend, to-night, only for the proposition expressed in my subject. I simply claim that this is an essential. I insist that good government, good laws, presuppose good citizenship—the result of the best thought, the best study and the highest ideals among men.

If, then, as seems self-evident, it is the purpose of law to add to the good and happiness of the individual, how can the individual expect to pursue his own good and happiness or add to the sum total of others without conforming to that law? And how can he conform to it without knowing it? And how can he know it, in truth, without knowing the principles of human actions which underlie it? He cannot, only within the limited field of the human senses. As in the case of the metallurgist, the civil engineer, the chemist, the botanist or entomologist, as compared with the day laborer, his field of usefulness will be correspondingly limited in this infinitely higher field of human calling.

It is not expected that we shall master the science of government, nor that we should acquaint ourselves with the many special relations of human activity. All that can be expected is that we shall become informed upon those matters that lie within the daily duty of all, and particularly within the special calling of each, and then that a knowledge of these principles shall find application in the daily relations we bear to the rest of mankind. I am asking for an application to the many higher affairs of human existence what, in this busy life of ours, I sometimes fear we only recognize as essential to the lower.

I declare, then, for an education of the conscience of man; a training from youth that bends the mind to a realization of the importance of a correct comprehension of the duties which follow along through life; not simply a knowing of what these duties are, but an education that knows why they are. It is this which leaves the impression in a person's very existence. It gives growth to the better faculties of mankind. It quickens the conscience. It includes that which resists wrong. It gives force and decision and directs a person unerringly in the performance of all the duties and transactions of life.

Time forbids but a hurried explanation of this training. A few suggestions may add clearness to my views:

Let us begin with childhood—the relation of parent and child or, in case of misfortune in the loss of parent or parents, the substituted relation of guardian and ward. A whole evening could be devoted to the consideration of the principles underlying our laws on this subject; but suffice it to say that they recognize the helplessness, the want of judgment, reason and discretion in the child, and the corresponding duties of parent to guide and direct the infant to a realization of the needs and require-

ments of life. They enjoin upon the parent the maintenance, education and care of the child, and give them the services of said child until the age of 21 to assist them in the proper discharge of those duties. And the law compels, or aims to compel, a performance of them, and recognizes the corresponding responsibilities of the son and daughter; and, must I say it (because there were those who transgress the laws of Nature—that is, repudiate their parents) legal enactments become necessary to enforce those obligations. No one who has not listened to the contentions and strifes incident in this relation can adequately comprehend the almost total absence or appreciation in many of the obligations arising therefrom. It would seem, at times, as though the relation had been but productive of bitterness and hatred toward each other.

I once heard a man say that he thought he had done the right thing by his children; he had given them "their time" at 16, so they might "get started for themselves." I do not remember that he said what kind of a "start" he expected them to get, but I inferred that he meant they might then make some progress toward getting money, etc. That would be getting a "start" in life early, or an "early start." Well, perhaps, he was right; only it would have been better, in my judgment, had he given them "their time" a few years younger, say at 10. Think of giving a son or a daughter "their time" at 16! What a comprehension of the responsibilities of parents!

I had a man come to my office, not long ago, and demand that I procure for him an injunction restraining his father from disposing of his property by will to a daughter. He knew what he wanted—he evidently wanted simply to hire my time. What a comprehension of the duty of child! I learned afterwards that the daughter had remained home and cared for the parents for a long period of years.

Such a knowledge of the relation would seem to suggest that it was equal to that of the Irishman's conception of the laws of gravitation, who solemnly declared that "it was not the fall that hurt him, but the suddenness of the stop!"

Show me a child or a parent who fully understands the many legal and moral obligations attached to this relation, and why they are imposed, and you will perceive at once a devotion to father and mother or to son and daughter which no power on earth can sever; at least, would it not help in this direction?

You pass from duties to parent—the earliest of life's responsibilities—to those to neighbor, playmate and classmate. You soon come where your faculties of mind begin to dictate and direct the duties to self, where conscience should begin to direct your way. Your duty as a member of society begins. I stop to ask, Have you studied your duty to self? Do you know the many commands and restrictions placed upon your conduct by law? Have you studied the purpose of those restrictions? Do you

know their significance? Do you know the many principles interwoven into the laws of your State directing and controlling your actions as a member of society?

I may be mistaken—and if I am I hope to be led in the better way—but, in my humble judgment, the young man or woman, no matter how situated, who starts out upon life's work without some preparation in this direction, or at least a desire and faculty to investigate such matters, is illy prepared to successfully meet the more responsible obligations of citizenship. This study does not, necessarily, mean a study of the law—far from it; but it does mean the infinitely more important field of study—the principles involved, the superstructure upon which legal enactments rest.

We now begin life in a different sphere. We obtain employment or we begin business for ourselves. If our training has been along these directions, the natural tendency will be to become informed upon the principles involved in the new employment or avocation. We study and investigate it—its relations to self, to others, to government. We become informed in many ways with the rules of human action with which it is inseparably connected. In the instance of book-keeping—a business in which it is not improbable that those who are graduated from the commercial department of this institution may be either temporarily or permanently employed—the relation of master and servant exists, but in the field of your work you become intimately associated with many relations: Your books include evidences of bargain and sale; landlord and tenant; employer and employee; co-employees; principal and agent, etc., reaching out into the whole field of human action. I would suggest that you begin first with the obligations you owe to your employer. Study the principles which underlie this relation, and the moral obligations which find their way into it. Then follow with the other relations with which the business is associated.

In this connection I shall take the time to mention just one of these duties to employer: I was professionally employed to defend a number of my old friends and neighbors against suits brought by an administrator of an estate to recover an indebtedness claimed to be owing the estate. The defendants denied they owed the deceased. The high standing in the community of the defendants for honesty and integrity lent invaluable aid to the moral standing of the defense. What was the evidence in the case? We have a statute in Michigan which reads as follows: "When a suit or proceeding is prosecuted or defended by the heirs, assigns or personal representatives of a deceased person, the opposite party, if examined as a witness on his own behalf, shall not be admitted to testify at all to matters which, if true, must have been equally within the knowledge of such deceased person." (Section 7445 H. A. Stat.) Why was this law made? Death had closed the mouth of one party to the transac-

tion, and the law stepped in and said that that which was equally within the knowledge of the deceased, if true, the other, the defendant, should not be admitted to make testimony. The law closed the mouth of the other. Why? It recognized the infirmity of human nature—that there were those who would, for private gain, swear away from the possession of representatives of the deceased that which was not their own. It was made to protect our estates from the designs of evil and dishonest men. So the case was made to depend on the books of account of the deceased and their admissibility as evidence. The books showed all of my clients indebted to the deceased. But, in order to introduce them as evidence, it became necessary for the administrator to prove, by those who had settled with them, that they were accurate. This gave me an equal opportunity to prove that they were inaccurate and false. Upon this issue the administrator, upon examination of the proofs at hand condemning the books and establishing their inaccuracy, withdrew the suits. Contemplate for a moment, the embarrassment such books must cause the representatives of an estate in closing up its affairs. They expose the sacred rights of widow and children to the designs of dishonest men who are always ready to hide a liability behind the most technical defense that the most ingenious counsel can present. In the case of my clients I was led to believe that it did not wrong the estate. But what about the man who does owe the estate and who avails himself of the defense to avoid liability? The book-keeper who would thus expose the estate of his employer is unworthy of any employment. I believe the book-keeper who realizes the importance of his books of account as evidence in courts of law, the absolute necessity of their accuracy, the reasons which make those books valuable, must, of necessity, be a much more valuable man to his employer than he who blindly performs the work. This knowledge will make him more accurate in his work, because he sees more clearly the importance of his books being so; and it will make him more methodical and careful, because he knows that these practices are indispensable to obtain that accuracy.

I was recently thrown in company with a young man of an adjoining county, apparently of considerable intelligence. He was my driver across the country. I had occasion to ask him his age. He said he was 21 years old on the eleventh of last November. I remarked that he was just old enough to lose a vote at last fall's election. He looked at me with some incredulity and said, "I voted." I suggested, "Then you must have voted illegally." He replied, "No, I guess not; anyhow, they told me that a few days would make no difference." His confession and explanation would seem to indicate his belief in his right to vote at that election; that he must have entertained a knowledge of the theory and powers of government. His explanation of bimetalism would be worth getting.

THE "PEERLESS" IS THE BEST

GEORGE L. MOODY,

DEALER IN

Fancy Family Groceries, Teas and Coffees,

N. W. Corner Washington and Market Sts.

Petersburg, Va., June 24, '97.

FOLDING BATH TUB CO.,

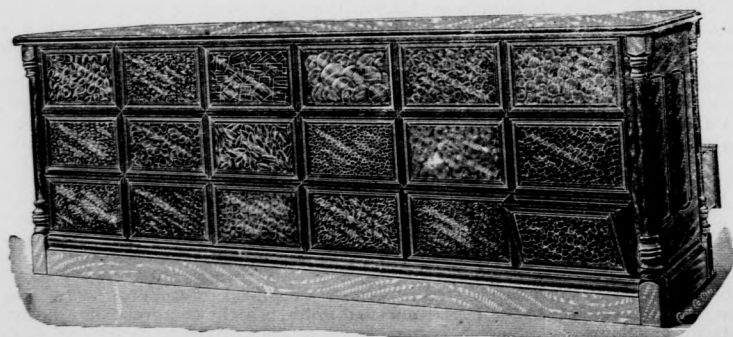
Marshall, Mich.

GENTLEMEN: The three Peerless Counters have been in use just one week and are the cynosure of every person. I am satisfied that they will pay for themselves in a few months, as now it is impossible to overlook a box of cakes, etc. The saving from pickers and loss from flies and dust are a thing of the past wherever the "Peerless" Counters are introduced.

The counters are the greatest ornament and convenience that the retail grocer could introduce into his store. I am confident that the sum invested in these pieces of furniture was well expended.

Wishing you much success, and hoping to hear from you again I am

Respectfully,
GEORGE L. MOODY.



FOLDING BATH TUB CO., PATENTEES AND SOLE MANUFACTURERS. MARSHAL, MICH.

A young man seemingly 25 years of age seated himself in my office for advice. He said he was poor and crippled in one leg; that his father and mother were alive; that his father was a Union soldier in the late civil war. He wanted to know whether that did not entitle him to a pension. I looked at him in astonishment. I could not at first believe him serious; but he was. I replied: "My dear sir, do you know that, if you were to leave my office this minute and the sheriff or other peace officer should demand that you assist him in causing the arrest of a felon and you refused, you could be imprisoned and fined for your disobedience? And do you know that, if you did assist and were killed or wounded in the arrest, there is no law in existence that would give your estate or you a dollar for your death or injury? That this Government, in consideration of your protection at all times, demands your services, and life if need be, in its protection? That a pension is not given because the Government is legally obligated, in the first instance, to grant it, but is granted by a grateful Nation as a badge or reward of honor to him who, by reason of the Government's necessity, made untold sacrifices in its behalf? If you would pension the man who remained at home, what are you to do for him who suffered while at the front?"

Is this knowledge essential to the highest success?

The standard of estimating "highest success" may differ with the ideal of the individual. With some it consists alone in the amount of wealth they can accumulate. With others it is the ease with which a living can be obtained, and along this line proportionate to the number of dollars they can secure to expend in their living. And so on. In my judgment, it consists not alone in the accomplishment or attainment of one thing, nor is made to rest in the judgment of one man or class of men, but consists in a systematic development which gives place and standing to the individual in the field of human usefulness in a community, or in the broader field of state or nation, and is made to rest upon the combined judgment of the whole people. It is the position he takes in life's work as measured by the estimation of mankind—their collective judgment. I draw the lesson from the history of the past. I cannot look into the life of the individual in the humbler fields of human action. This, history has not recorded; but in the broader and more important field of usefulness history has stamped its conclusions, and from it I recognize something more than a material gain to the person. In the case of him of great wealth it records alone the name of him who used it with a conscience for the betterment of his fellowman. In the realm of statesmanship it remembers only the name of our beloved Washington or a Lincoln. In religion it tells of Martin Luther or a Wesley. It speaks of John Howard visiting the prisons of Europe. It forgets not Gallileo, nor a Columbus. It truthfully tells of the contest of William III. to rescue England from the tyranny of James II. It tenderly records the history of the meek and lonely Milton, and it preserves "Paradise Lost," to animate and inspire forever; of John Bunyan, "Pilgrim's Progress" and Bedford Jail. But where, in all history, has it told of a multimillionaire who, to avoid taxes in New York, claims residence in London, and, to avoid taxes in London, claims residence in New York?

There are those who listen who are about to commence the battle of life for self, at least a contest in a different sphere of action. There has never been a time since the organization of our Government when the difficulties which present themselves for this task were seemingly more numerous. Competition presents itself at every turn; the field is already filled. You must fight your way to a place among men. If you think the task is easy, I venture a few years or perhaps a few months of actual experience will satisfactorily clear your vision and prepare the way for future progress. You will meet those who, by

social relations and financial possessions or connections, appear the better able to make the fight; but your final success will be measured by your personal worth and ability. Thus far in life your relations have been comparatively simple. They may not have been without difficulties. If so, you are the better able to pursue the fight. Position cannot be attained without a determination steadily pursued to gain it.

I trust you may develop into citizens of excellent judgment and discretion; that your grasp on things and events may be comprehensive; that your knowledge may be practical, your sympathies and sense of justice keen; that your impulses and desires may be in the right direction, and that your responsibilities to self, to family, to society, to all the relations of life, to government, may be rightfully understood and intelligently discharged. If so, you need not fear the place you will take in the judgment of your fellowmen.

If I have succeeded but in the slightest degree to the accomplishment of such a result, I shall feel satisfied in the discharge of the trust which it has been my honor to receive at the hands of those in authority at your beloved institution

A Delusion of the Wheel.

"I have found that the experience was the same with both the men and the women," said a regular bicyclist, "and during two years of observation I have never known the rule to fail. The slim, tailor-made woman, who looks tidy and pretty from behind, and is as a matter of fact neither young nor pretty when her full face is seen, is already an old theme for comic papers and jokers. But it took the bicycle to put a new phase on the theme. Nine times out of ten the woman who sits erect, wears a well-fitting suit, and displays a particularly slim and graceful figure is certain to be—well, old when you ride past her and look around to get a good view of her face. She is likely to be thin, with a wrinkled face, having as much freshness and youth about it as a dried apple. It's unfortunate that such should be the case, but it is so, and in the majority of cases the prettily, fresh-looking girl will not ride half as well as her older rival who can keep a spick-ness on the wheel that nobody can excel. The latter will dress better, hold herself better, and so long as she is viewed only by the men riding behind her she will be far more impressive than any of the younger and better looking women on wheels. It is of course disappointing when the opportunity for seeing the full face comes. But the spectacle is pleasant enough for a while.

"Something of the same kind is true of the men. I have known slim fellows, with finely developed calves, to turn out sallow-faced, dyspeptic-looking men with eyeglasses and a discontented expression. Riding behind them they looked like young athletes, and the contrast with their real looks was something awful. Not only physically, but also as far as their dress goes, such men look better, when seen from the rear, than nine out of any ten men one sees on the Boulevard, and they ride along so slowly and delicately that they are never ruffled, and never wilt their collars. They are like the disappointing women, the spickest looking riders on the road. But they are never able to stand the front view."

One of the observers who should be qualified to pronounce judgment upon the state of the times about the country is the traveling circus man. One of these men, belonging to a show the name of which is well known, has said in Topeka, Kan., that in a journey of halfway over the continent the business of the circus has shown an improvement over last year, and that in almost every town he has noticed a great deal of painting and fixing over of buildings. He says the people have appeared almost everywhere to be happier and in easier financial circumstances than for the past four seasons.

LICENSING PEDDLERS.

Full Text of the Detroit Ordinance.

Section 1. No person shall follow the business or occupation of a hawker or peddler, within the limits of the city of Detroit, without a license from the Mayor.

Sec. 2. The Mayor is hereby authorized to license any citizen to follow the business or occupation of a hawker or peddler on his paying into the city treasury the sum prescribed in the next section and executing a bond to the city of Detroit in the penal sum of two hundred dollars, with two or more sureties, who must be owners of real estate in the city of Detroit, conditioned that the person licensed will faithfully observe the provisions of the charter and ordinances of the corporation.

Provided, That no person can take out more than one license in his own name or authorize any person to operate under a license issued to him.

Provided, further, That all licenses granted under this or the succeeding section be granted for the term of one year, commencing June 1, or for such portion of a year as may intervene between the date of the granting of a license and the first day of June next ensuing.

Sec. 3. Any person soliciting a license shall pay therefor as follows: For hawking or peddling while traveling on foot the sum of five dollars; for peddling from handcars the sum of twenty-five dollars and stands in public streets the sum of five dollars; for peddling from any conveyance with one horse or other animal the sum of twenty-five dollars; for peddling from any conveyance drawn by two or more horses or other animals the sum of fifty dollars. All such licenses shall be issued so as to expire on the thirty-first day of May of each year. Licenses may be issued at any time of the year upon the applicant paying the proportionate amount of the license for that portion of the year from the time of the issuance of the said license to the said thirty-first day of May,

and no license shall be issued for any period terminating on any except the said date. Every person using any handcart, wagon, or other conveyance in peddling under the provisions of this ordinance shall have the number of his license placed in a conspicuous place on each side of said vehicle by means of two tin labels containing such number and securely fastened to such vehicle so as to be plainly seen. Such tin label shall be furnished by the License Collector to each applicant and shall be of suitable design and pattern, which design shall be changed on the first of June of each year for use in the succeeding year. All such peddlers, when carrying on their business, shall keep their vehicles in motion except when stopping the same to make sales, when they shall draw up next to and parallel to the curbstone. No hawker or peddler or any other person shall blow any horn, ring any bell or use any other similar device within the limits of the city.

Sec. 4. This ordinance is not intended to apply to any resident of this city selling or offering for sale any article of his own manufacture or construction or to any farmer selling or offering for sale the produce of his own farm.

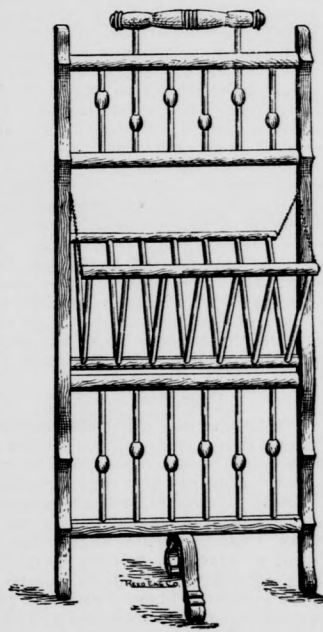
Sec. 5. Any person violating any of the provisions of this ordinance shall be punished by a fine not to exceed fifty dollars and costs; and in the imposition of any such fine and costs, the court may make a further sentence that, in default of the payment of such fine and costs, the offender be imprisoned in the Detroit House of Correction or county jail for any period of time not exceeding six months.

Business Change in Kansas.

From the Wichita Eagle.

Henry Billings, of Catron, Kan., an armless soldier, sold his grocery store to another armless veteran this week, and the Catron Gazette chronicles the fact by saying: "The Billings grocery has changed hands."

Contractors and Builders



of business. That's where we serve a useful purpose. We contract to do your advertising with the understanding that we will build up your trade to your ENTIRE SATISFACTION OR NO PAY.

Now is the Time To Prepare for Fall Advertising

It takes some little time to install any method of advertising, so you should begin now.

This cut shows our No. 21 Newspaper Holder or Music Rack. It is made of oak and is generally given with about \$20.00 in trade.

Send for our Catalogue to-day,

make a selection, and commence giving your customers the benefit of your advertising bill. Circulars, coupons and placards free

Everything sent on approval subject to 60 days' trial.

Stebbins Manufacturing Co.,

Lakeview, Mich.

Shoes and Leather

Methods of Work in an Up-to-Date Repair Shop.

John M. Watson in Boot and Shoe Recorder.

The first essential thing to find is a good location in the business part of a town or city, as the case may be. Then fix up your shop so as to invite custom. To accomplish this the shop should be well lighted, well ventilated, and by all means kept clean and tidy. Be courteous and obliging to your patrons, so that you may retain their custom, do the best work you possibly can, and use material consistent with the prices you charge.

Personally I am not a believer in very cheap repairing, for the simple reason that I don't think it pays. It takes just the same time to tap a shoe with an inferior sole as it does with a good one. Of course, there is not so much profit to the repairer in using the good sole as there is in the cheap one, but he has to look out for his customer and his own reputation. A little advertising in your local paper may be a means of drawing trade. It is certainly a good medium for keeping your name and business before the public.

The space required for a repair shop differs according to the amount of business done and men employed. I find that for a town of 10,000 inhabitants, a shop 11x13 feet gives ample accommodation for two or three men, with necessary tools and machines.

Have a bench or table the whole length of the shop 3 feet 2 inches high and 2 feet wide. Place on the top of this bench 4 shelves 9 inches wide, the first shelf to be 12 inches above the bench; the other three 6 inches apart. Divide the first three shelves into 9 sections, which will give you all the accommodation you require for lasts, nails, cut stock and any other necessary findings, the fourth shelf to be used for finished repairing only. The space below the bench can be utilized as desired. A space should be kept here for unfinished work.

In almost every trade there has been a distinct advance made within the last twenty years; the use of machinery, improved methods and processes and new tools have transformed nearly every industry. The repairing of shoes is almost the only one in which most workmen use the same methods their grandfathers did. Why, they can't tell, and they never will be able to tell until they invest in a Solidity shoe repairing outfit. I think it is the greatest boon that has been invented for a shoe repairer. No up-to-date shoemaker should be without one of these outfits. Why? Because they can do more work, do it better, do it quicker and do it easier than by the old way. Then you can have any style of lasts you want, from a wide to razor toe, also a wood last attachment by which you can do new work; likewise a patching block and a special last for turned work. I have used one of these outfits for the last seven years and I am safe to say that it paid for itself the first six months by the extra work done on it. Still, I have no doubt that in the future American ingenuity will invent something to equal if not surpass even it; but to-day it stands pre-eminent.

The arm sewing machine is also an indispensable factor to the repairer. Competition in the manufacture of these machines has grown stronger and stronger each year, and also have, as a result, the production and sale of large quantities of cheap goods made from inferior material. This is a progressive age and no manufacturer can expect to establish a successful and permanent business unless he shall offer to the public a machine of practical mechanism, beauty of finish, durably constructed and complete with the latest improvements; and all these quantities you will find in the Singer arm machine.

I have used a Bradbury, but find that the Singer has as many points over it as the Solidity outfit has over the lap last. I have used a Singer the past four years; it runs smooth and makes a

perfect stitch and has never once got out of working order.

A McKay machine for sewed work is all right in its place, but if your trade will not warrant the expenditure, they are better left alone. Splitting and rolling machines are both good in their respective places, as they save lots of time, and time means money. I think that these are all the tools and machines required by a repairer, except the regular shoemaker's kit. But little furniture is required, perhaps a few chairs or a settee for customers while they are waiting for their work. I think it is a good idea for a repairer, when taking in shoes to be repaired, to see that they are properly tagged or checked with the owner's name, with repairs required to be done, likewise when promised; and have them done when promised.

Also all shoes repaired should be cleaned and polished according to the stock in their uppers. Many shoemakers of to-day never do this, which I think is a great mistake. Probably they think it is time wasted. In my opinion it is money gained, because a customer who gets his or her shoes well repaired, cleaned and polished will come again and bring others with them. It is also a good idea to have a blacking stand in the shop so that customers can come in and polish their shoes if they so desire. A box of blacking costs but little and it will polish quite a number of shoes, and all this tends to draw trade, and that is surely what you want.

Allow no loafing in your shop, as it retards work. Run your business on a cash basis as nearly as possible, and execute your work promptly and success is sure to follow.

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

The shoe man has two hundred and fifty pairs of women's \$3 shoes that he's willing to let go at \$1.98 a pair. Nothing wrong whatever or no story to tell except that our shoe policy is to constantly keep the machinery working with full steam.—Bloomingtondale's, N. Y.

You furnish the feet, we do the rest. That's all we ask you to do—furnish the feet. We will not only do the rest, but we will do it well. That's what we are here for.—S. Weil & Son, Altoona, Pa.

Drexel L. Shooman says he never had so much fun in his life as at this picnic—feet don't hurt either—for he's got on a pair of the "Sprocket" bicycle shoes—just as good for the street as the wheel.—Drexel Shoe Co., Omaha.

We have competition in price, but not in quality and fashion. Our shoes combine ease, elegance and economy. Clean, new, attractive styles to fit all feet, from the tiniest infant's to the modern giant's. We are exclusive shoe dealers with but one department—a double store for shoes only.—De Muth & Co., Chicago.

Yes, plenty of the special lots for those who come to-day—no mystery about the selling. We have six hundred and six sorts of shoes. Some lots must go to leave room for newcomers. The shoe man chooses the lots to quit almost at random—for the shoes we sell are as good as the shoes we shall continue.—John Wanamaker, Phila.

Ox-blood for Fall.

While here and there is a retailer who asserts that nobody will call for ox-blood a second time, other merchants are plenty who say that they have had absolutely no complaint from ox-bloods as to wear or appearance, but on the contrary that the wine shade has given great satisfaction, holding its color well and wearing as well as colored shoes generally do. These merchants predict a good fall run on ox-blood and its next-door neighbor, mahogany.

Shredded Leather Heels.

Along with "shredded wheat" comes "shredded leather," made and used in making heels by a Worcester, Mass., heel manufacturer, who has applied for a patent on the process. It is made from scraps but is much tougher and trims and finishes much better than leather board.

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.

The Value of Fads in Detective Work.

Written for the TRADESMAN.

A letter to George Cline, one of the most shrewd and best detectives in all New England, informed that gentleman that the general store of Wilford Garrett, in Concord, was, with all its contents, totally destroyed by fire the previous night, and commissioned him to look into the matter at once, trace the origin, if possible, and report at the insurance office of Walters & Co., Boston. Mr. Cline was further informed that Garrett carried a heavy insurance on the stock, and was twenty miles from home when the fire occurred. His only clerk and book-keeper was left in charge the previous day, and lived four or five blocks from the store.

Cline was surveying the ruins before the fire was fairly extinguished, and in the disguise of an old farmer was quietly taking mental notes and making observations. No rain had fallen in the vicinity for nearly two weeks previous to the eventful night, but a heavy shower had deluged the streets between two and three o'clock a. m., nearly an hour before the alarm of fire was given, completely drenching the parched earth to a depth of four or five inches. It was noted that, although the fire department was promptly on hand, the flames had made such headway that none of the stock could be saved, and the main work of the firemen was in protecting adjoining buildings and confining the fire to the building in which it started. An observing person might have noticed the plain old farmer walking slowly around the blackened foundation of the burned building, closely scanning the many human footprints in the soft earth, and occasionally taking the dimensions of some of them with a small rule which he produced from his pocket; and a few times he might have been noticed mixing a white powder with water, and then pouring it into the foot depressions and, after waiting a few minutes, removing and wrapping, carefully in paper, the cast he had apparently taken, and transferring it to his capacious pocket.

* * *

A few months later, it was announced that Wilford Garrett had been convicted of deliberately destroying his own stock of goods by fire, presumably to obtain the insurance, for which he held a policy covering a supposed two-thirds of its value. His stock, when insured, was valued at \$4,500 and insured for \$3,000; and yet at his trial his only clerk and book-keeper would not affirm that it would have inventoried \$2,000. Meeting my old friend Cline some six months later, I enquired how it had been possible to convict Garrett, when it was proved that he had left his store at 2 o'clock in the afternoon previous to the fire, on business twenty miles distant; put up at a first-class hotel, went to his room and to bed at 11 o'clock that night; was seen soundly sleeping by the porter at midnight; was called at 7 a. m. to breakfast, and did not leave for home until 10 o'clock that forenoon. Furthermore, it was proved that the horse which Garrett rode was never out of his stall after his arrival until his owner left for home!

"All true," replied Mr. Cline; "but, when I found these probable facts all staring me in the face, and still believed him guilty, I began to look for other evidence. Do you know, Frank, that one-half the men on earth—and, I may add, many women, also—possess some particular caprice, fancy or 'fad,' which they seldom or never omit using.

It is their private trade-mark, so to speak—sometimes really useful; and, once this is known, it can generally be used as evidence for or against them.

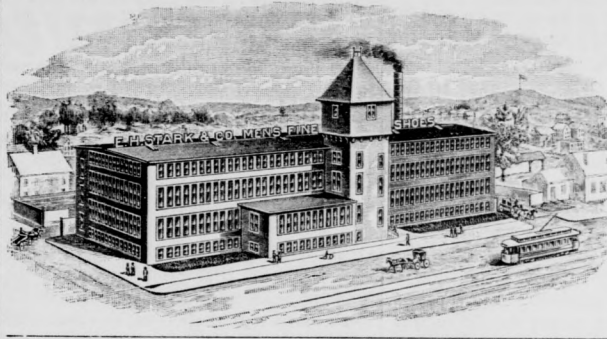
"How did I know this man had any fads? I went on a still hunt for them. First, I looked up his shoemaker, and learned that he invariably wore heel-plates on his boots and shoes, and always one special kind. Also, I knew the man was fond of horses. So I learned the name of his horseshoer, whom I visited. Like many other men, Garrett was superstitious, and always had the last nail but one, near the heel of the horse, omitted when he was shod. This admitted the animal being tracked, often among many others. Then, of course, I searched for the tracks of his horse on the road, and for his own tracks around his store. I discovered no trace of his horse having returned, although I found his own tracks where he had entered his own store and again left it, soon after the heavy shower of rain the night of the fire. With plaster of Paris I took casts of these tracks made in the soft, moist earth, afterward producing and comparing them with his shoes in open court at his trial. What puzzled me most was how the man ever returned home that night without his horse, and went back to his room at the hotel, covering forty miles between 11 o'clock p. m. (or midnight when seen by the porter) and the call for breakfast at 7 the following morning. Yet the real proof showed this to be fact. The defense made a strong point here, until by the merest accident it was discovered that a bicycle from the hotel barn had been used by some unknown person that night, and it was well known that Garrett was an expert rider.

"My best detective work has always been on the line of personal fads; and the number of those fads, and singularly amusing ones, would astonish a novice in my vocation. For instance, there are men who never purchase more than one cigar at a time, although they may smoke half a dozen each day; and again there are others who invariably purchase a box of 100 at a time. Another man will always invest twenty-five cents in postage stamps—no more, no less. Many individuals never write a letter on a sheet of paper; they purchase the largest sized postal card for each occasion only—never but one at a time, although some of these parties are millionaires. It is not their penuriousness, but simply a whimsical fad; and when I am working an obscure case with hardly a ray of light to guide me, I first search for a fad, which, if found, ends in becoming my 'in hoc signo vinces.'"

FRANK A. HOWIG.

The cost of living in Washington has recently come up again for discussion, bringing with it to the surface of the local memory of Mr. Bristow's story of the trials of a cabinet officer in endeavoring to make both ends meet on \$8,000 a year. Mr. Bristow, then Secretary of the Treasury, asked the rent of a house that suited him, and was told that it would be \$7,000 a year. Immediately he fell into a reverie. "What are you thinking of?" asked the real estate agent. "I was wondering what to do with the other thousand dollars," answered Mr. Bristow.

Reports from the great watermelon fields of Georgia indicate that the crop this season will not exceed 2,000 car-loads—only a third of the recent average. This will mean a loss of about \$600,000 to railroads and growers. The peach crop of that State is also expected to be very short. It is believed that the shortage will increase the prices of melons and peaches materially.



Represented in Michigan by

A. B. Clark,
LOWION, MICH.

who will promptly reply to any inquiries concerning the goods manufactured.



CALL UP YOUR WIFE

by telephone from your store:

YOU WILL BE SURPRISED

to learn at how little cost a perfect telephone line can be constructed if you write us for an estimate. We install complete exchanges and private line systems. Factory systems right in our line.

M. B. Wheeler & Co.,
25 Fountain Street,
Grand Rapids, Mich.

Not How Cheap But How Good



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

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

Catalogue on application.

Belknap Wagon Co.,

Grand Rapids, Mich.

MEN OF MARK.

M. J. Clark, President Clark-Jewell-Wells Co.

The country farm and the village store have been the cornerstones upon which the lives of many of our most honored citizens have been built. However much may be said of the narrowing influences of life on the farm, it is certain that more often than otherwise habits of industry and independence and a noble philosophy of life are acquired there in early youth that in the wider horizon of the city retain their directing force and are distinct elements of success in the most varied and intricate departments of business life. None the less the discipline of the village store contains, for all its homely simplicity, the underlying principles of all trade, whether it be in butter and eggs or in bank stocks and lumber.

Melvin J. Clark, who is generally conceded to be one of the shrewdest business men in Grand Rapids, had the advantage of these two cornerstones laid deep down in the foundation of his business career. That foundation was rendered all the more secure by the subsoil of English ancestry upon which it rested. The line of descent can be followed back to the time of the Norman Conquest of England, but for the purposes of this sketch may be considered to begin several generations ago with the emigration to America of the immediate ancestor of Mr. Clark, who settled in Ontario and made his impress felt in the county of Kent for several successive generations. The subject of this sketch was born in Kent county, October 7, 1836. His father was a prosperous farmer, and young Clark was brought up on the farm, receiving a common school education, so far as books were concerned, but learning lessons of far greater value from woods and fields and running brooks. The physical development that comes from the alternating out-of-door work and play of the country lad had also its distinct value in this formative period of life, and when, at the age of 26, Mr. Clark left the farm to embark in business on his own account, he was a strong, well-balanced and self-reliant man.

His first essay in business was at Solon Center, Kent county, where he conducted a small store and handled shaved shingles. The store was of the most primitive character, being little more than a shanty, one side of which served as a residence, while the other side, divided by a thin partition, contained the few goods with which the start was made. The first supplies were purchased from Samuel Smith, who was then engaged in the grocery business at Grand Rapids, and had such faith in the innate honesty of the embryo merchant that he sold him his first stock on credit. Mr. Clark delights to recount the circumstances attending his first purchase. He asked for credit on five pounds of tea, expecting Mr. Smith to demur to so large a request, and was greatly surprised and more than gratified when the storekeeper insisted on his taking ten pounds instead. The business prospered from the start, as everyone predicted it would when they saw how the young merchant worked, the shrewdness with which he handled his customers and the broad lines he laid down as the foundation of his subsequent success.

Finding the field at Solon Center somewhat limited for a man of his aspirations and ambitions, he removed to Cedar Springs in 1864 and formed a co-

partnership with his brother, the late I. M. Clark, to engage in general trade under the style of Clark Bros. Two years later, the brother sold his interest in the business and returned to agricultural pursuits, while M. J. continued the business at Cedar Springs until 1874, operating, in the meantime, a sawmill and a shingle mill. When he first began manufacturing shingles he sold his product to middlemen altogether, but about 1865 he conceived the idea of selling his brands direct to the lumber dealers, and started out on an initial trip with that object in view. His first stop was at Dayton, Ohio, and the incidents connected with his first sale at that place are as fresh in his memory as though they had happened but yesterday, instead of over thirty years ago. The dealer on whom he called was busy at the time, so he set his gripsack out-

dropped his poker and, turning around, said, "Young man, come in. I did not sleep last night, thinking of the ungentlemanly manner in which I treated you last evening." The two soon became well acquainted and before the young man left the office he carried an order for four cars of shingles. The acquaintance developed into friendship, and so long as Mr. Clark remained in business the lumber dealer at Dayton was a customer on whom he could always rely for orders whenever he had anything to sell.

The same spirit which prompted him to change his field of operations from Solon Center to Cedar Springs then caused him to seek a location more in keeping with his capital and his ambitions. It is here that Mr. Clark believes he made a mistake—on the theory that he could have made five millions in Chicago or New York with the exercise

to Clark, Jewell & Co., and subsequently the business was incorporated under the style of the I. M. Clark Grocery Co., under which style it was continued until a few months ago when the corporate style was changed to the Clark-Jewell-Wells Co., Mr. Clark still retaining a controlling interest in the business and occupying the position of President of the corporation.

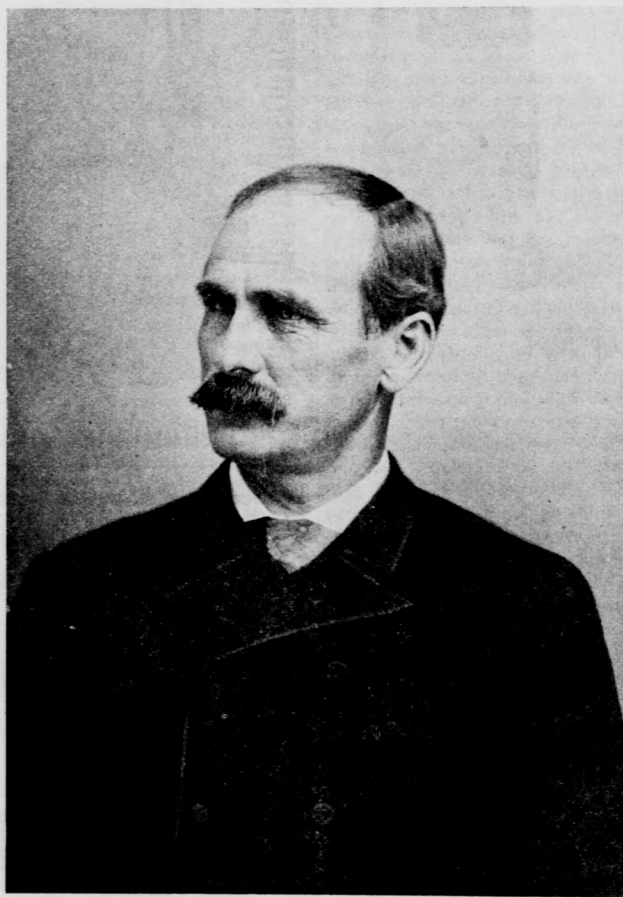
Mr. Clark is a director in the Grand Rapids National Bank and President of the Clark & Rowson Lumber Co. He is interested in 40,000 acres of mineral and timber land in the vicinity of Duluth; is President of the Clark Lumber Co. and President of the Clark & Jackson Lumber Co., also President of the Clark & Scudder Lumber Co. His mineral possessions comprise some of the finest fields of Bessemer ore in the country and are chiefly valuable by reason of the facility of getting at the ore.

Mr. Clark is the owner of the new and beautiful Clark building, located at the corner of South Ionia and Island streets. The building is 100x150 feet in dimensions, comprising six stories and basement, and is regarded as an ornament to the city and a credit to the owner.

Mr. Clark was early attracted to the Duluth region on account of the desirable opportunities for investments in pine lands and has been a constant visitor to that city for the past eighteen years. In 1881, while on the train fifteen miles out of Duluth, he said to his brother-in-law, Frank Jewell, who was with him on the trip, "Do you see those pine treetops over there? They belong to a section of Government land which can be purchased for \$1,500. Do you want to go in with me on the deal?" Mr. Jewell declined the proposition, on the ground that the timber did not appear to be thick enough to make the investment a good one. Mr. Clark, however, purchased the tract and ten years later he sold the timber for \$20,000 and the land for \$60,000. The land was platted and sold for suburban property during the time of the real estate boom at Duluth, but at the present time would probably not bring over \$10 per acre.

Another incident tends to show the good fortune which sometimes follows investments of this character. Acting in behalf of the Clark & Scudder Lumber Co., Mr. Clark purchased several tracts of land in 1881 on Government tax titles. Considerable of this land has since become famous because of its being located on the Mesaba Range, although at the time the purchase was made nothing but the value of the timber was considered. Test work has since been done in three localities, one locality comprising a tract of 240 acres. This test showed the finest grade of Bessemer ore which has yet been developed on the Range, and an option thereon has been given an English syndicate to purchase the property for \$350,000. The option runs six months from April 1, but, judging by the tests made since the option was given, the syndicate will close the deal and take the property. The Clark & Scudder Lumber Co. owns several hundred acres of land on this Range and will probably strike other mines of similar value as the properties are developed from time to time.

While Mr. Clark has been uniformly fortunate in his investments, he looks back upon one deal which he made a mistake in not consummating. In 1881 the citizens of Duluth offered to deed him a block of land on the main street



side the door and waited his turn. When the visitors came out he entered the office, introducing himself and his business, and began praising the merits of his several brands of shingles. The lumber dealer happened to be irritated and, wheeling around in his chair, said, "Young man, that is all I care to hear from you. There is the door. Grab your satchel and get out of here as quickly as your legs will take you." The young salesman walked out of the office in a dazed condition and went to his hotel, but was unable to eat any supper, nor did he sleep much that night. In the morning he got his breakfast and made another call on the lumber dealer, who had just arrived at the office and was building a fire. The young man put his head through the door and enquired if he could come in the office if he left his gripsack outside. The man

of the same energy and ability he has shown in accumulating a million dollars in Grand Rapids. Possibly he is right in the belief that he could have achieved greater distinction and a larger competence in the larger field, but those of us who have our million yet to make—and would be satisfied to stop a little this side of the million mark—will be excused for suggesting that a million dollars is quite enough for one man to make in the course of a third of a century, and that anything beyond that amount is simply a source of annoyance, without any compensating advantages.

On removing to Grand Rapids in 1874, Mr. Clark formed a copartnership with his brother under the style of I. M. Clark & Co. and engaged in the wholesale grocery business on Pearl street. The firm name was afterwards changed

of the city if he would erect on one corner a hotel costing \$40,000. He considered the proposition for several weeks and at one time was about to accept it, but finally reached the conclusion that he would rather invest in pine land than city property. In eight years the block of land which the citizens of Duluth proposed to give him if he would erect thereon a \$40,000 hotel sold for an even million dollars!

Mr. Clark was married when 26 years of age to Miss Emily Jewell. They reside in a beautiful mansion on Lake avenue, formerly known as the "Paddock Place." Three children—two boys and a girl—grace the family circle. His family relations have always been exceptionally pleasant and the manner in which he protects and assists relatives less fortunate than himself is a matter of common knowledge and the occasion of frequent favorable comment.

Mr. Clark is frank enough to admit that he has three hobbies—business, horses and farms. He has an excellent farm in Nelson township and one of the finest farms in Solon township and is the happy possessor of a span of horses which are the envy of many less fortunately situated in life. He is also the owner of a ranch at Petaluma, California, about thirty miles from San Francisco, where he usually spends the greater portion of the winter months. He was unable to visit California last winter on account of the duties devolving upon him in connection with the completion of his new block, but insists that he will never let another winter go by without a visit to his ranch in the Sonoma Valley.

Mr. Clark attributes his success largely to his familiarity with the lumber and pine land business. He saved his earnings as a young man and in after years, when the returns came thick and fast, he did not increase his expenses in the same ratio, but lived nearly as economically as was his custom in the days when he was striving to acquire a foothold. His personal expenses are by no means large, being a member of no secret orders and having no ambition to shine in society. He has never done anything for effect, has never been a heavy borrower and has never found it necessary to bolster up his credit by pretense or subterfuge. He is a man of strong likes and dislikes, having little use for the man who has crossed his path, but never lowers himself by resorting to petty vindictiveness to resent an injury. His sturdy honesty is a matter of common knowledge and those who have come to know him well realize that his bond is as good as gold and his word as good as his bond. He is a born diplomat, meeting exceptional success in adjusting losses and trying lawsuits, while his ability as a collector of doubtful accounts is universally recognized.

Simple in his habits, quiet in his tastes, vigorous in his treatment of matters of business, masterly in his comprehension of deals involving vast sums of money and requiring years of development to complete, Mr. Clark has every reason to be satisfied with the success he has achieved and to regard with complacency the years of enjoyment which close the career of a well-spent life.

The combination of a dustpan and mouse trap, recently invented, has a hinged top projecting over the pan, which can be set by a spring catch and released by means of a lever on which bait is fixed. With the mouse safe in the trap, the girl who is dusting will not be obliged to get up on a chair and scream.

Some of the Troubles of a Traveler.

Written for the TRADESMAN.

We have mentioned some of the faults of the bum hotel. We do not wish to slight a few hotels which have faults, even if we do not place them on the bum list.

In nearly all country towns, upon special occasions, such as Fourth of July celebrations, horse races or fair days, the landlords fill their houses with local trade—those who patronize the house once or twice a year. A traveler getting off a late train is apt to find no place to sleep, the house being filled with \$1 a day people, instead of the landlord reserving rooms for the accommodation of his regular \$2 a day customers, the traveling men.

Hotels are not the only bones of contention for the traveling man. He has grievances against railroad companies. Rules are a good thing to have, but some of the rules of a railroad are very inconvenient for a traveling man. We may cover a territory for years and yet be required to show mileage before entering a train. This may seem like a small matter, but if the day is stormy, and we are laden with grips and have to drop them to go into the depths of our pocket to fish out the mileage, while the rain is running down the back of our neck, we are not in a pleasant mood when we enter the car. If our baggage remains a minute over twenty-four hours, we are taxed storage charges. If our trunks are a little overweight, we are required to put up for excess baggage. How wisely does the particular baggageman look at our mileage, when he demands it before he will check our trunks! Railroad companies are great people to do an excursion business. They seldom run extra coaches to accommodate the extra travel. They pack the cars full of 1 cent a mile passengers, to the inconvenience of those who hold full fare tickets and are obliged to stand.

It is aboard railroad trains that we find the unadulterated human hog—or the man who left his good manners at home. We are glad we are able to put this in the masculine gender. He never offers to share his seat in a crowded coach. The sight of a dozen persons standing in the aisles does not move him. He waits until the brakeman comes around and gives him a lesson in common courtesy. He seems to think he is more entitled to a whole seat than you are to half of it. How sour he looks after he has been compelled to share it!

Ladies will enter a heated coach in the winter without removing their wraps and soon discover that the car is too warm and ask the brakeman to open a window. The one opened is always opposite their seat and they never get the benefit of the draught. The innocent passenger at the rear is the one who gets the worst of it. In summer she wants more ventilation and does not notice the clouds of dust that comes through an open window. The builders of passenger coaches should put in stationary windows and do the ventilating from above.

There is another passenger who ought to ride on a cattle car—the one who uses the cup at the water tank for a whisky or medicine glass.

OUX.

One in the Family.

"And now, children, what is a century? Well, Willie?"
"Please, ma'am, my brother is one."
"Your brother is one?"
"Yes, ma'am, he made a century last Sunday."



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 germ 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

Some Suggestions in Regard to the House Beautiful.

To my mind, the true freak woman is the woman who shirks the work of keeping house and who does not yearn for a home of her own. On her I always look with something of the fearful joy with which I contemplate the bearded lady in the circus. She is not a man, and yet I do protest she is not all womanly. I can understand the woman who desires to be a lawyer, for there are times when the meekest woman in the world wants to get up and speechify. I know how it is with the woman who wants to be a doctor, for it is the mission of womankind to heal and comfort. I have a fellowfeeling for the woman who wants to go into politics and share the political pie. I can even sympathize with the woman who gets so disgusted with the way things are run that now and then she feels like turning anarchist and blowing everything up. But the woman who, when her work is done, and her little boom has exploded, doesn't want to go home and let down her back hair and have a good cry, where no prying eye can see, is a conundrum that I give up.

Of course, there are many women who are debarred by fate from having a home of their own. For them one has only sympathy in missing one of the best things life has to offer. It is the woman who could have a home of her own, and who doesn't want it, that appears to me so unnatural. Why, think of a woman who can pass a furniture store without emotion; one to whom all teacups are as much alike as everybody's babies are to a crusty old bachelor, and who doesn't go around with her pocketbook bulging out with recipes she has cut out of the newspapers for ways to make cake and salad dressing. She lacks something, doesn't she; some intangible, womanly sweetness and charm that we vaguely miss and don't know where to locate?

The woman without a home is as unfinished as a picture without a frame. She lacks a background, an atmosphere, somehow. It is a constant surprise to see how little women appreciate this, and yet when we think of the most charming women we have known there is not one of us who does not find them pictured in our mind in their homes. We cannot disassociate them from their background. I often think of two old gentlewomen I know—two faded, withered, simple old women who always come back to my memory in their dim old house, that is full of old-fashioned,

carved furniture and thin, old silver, and fragile china of by-gone day and pattern. So, they were full of interest, but taken out of their setting they would have lacked color and been mere dreary abstractions. That a woman at home can surround herself with the hues that are most becoming and harmonious to her is surely much. That she can provide herself with an environment that brings out her individuality is more. Hopelessly stupid, indeed, is the woman who does not look better and appear better in her own home than anywhere else.

The great trouble about home-making seems to be that people have an idea that the house beautiful is the exclusive possession of the rich. To me that seems the greatest mistake in the world. I have never been able to see why a woman should care any more for a house planned, and decorated, and furnished by a professional than she would for a nice furniture store with a well-selected stock, or a good bric-a-brac shop. The real home is the one that has been built stick by stick, as a bird builds its nest, and where every article of furniture has its own story or remembrance surrounding it with an atmosphere of tenderness or romance, so that it glorifies even the very skillet on the stove or the bakepan in the oven. That is the kind of a home that keeps a man straight, and for which he will toil and save, and that has as its jewel some good and thrifty woman.

I am glad to note that our people are waking up to the fact that it is as useful to teach a girl some of the rudiments of making a home as it is to sing in Italian, or to know the germ name of all the microbes. In some schools cooking is being taught alongside with the higher education, and we may yet live to be thrilled at a commencement exercise with hearing an essay on "The Proper Way to Broil a Beefsteak," sandwiched in between a composition on "My Schoolgirl Days" and "The True Meaning of Browning." Of late the Woman's Educational Society of Boston has taken up this subject. The members evidently recognize that beauty is not so much a matter of money as a matter of training, and they propose to teach young girls, so that when the time comes when they have the making of a home, they shall make it a house beautiful, no matter how simple the materials out of which it is composed.

To show the difference between the results that may be achieved by ignorance, and the beauty that may be wrought out of knowledge, at a recent exhibition, given under the auspices of

this society, two rooms were furnished at an expense of \$90 each. Both were sitting-rooms. In the good room the woodwork was painted white, the walls were covered with a greenish paper of quiet design, white curtains of muslin were at the windows and a white matting on the floor. In the center of the floor was an art rug of quiet greenish tints. Across one corner was a green willow couch, with cushions covered with Japanese grasscloth. Two graceful chairs of polished wood, a cane-seated armchair and a Morris chair with crimson cushions, a slender-legged flower stand, a side table, and a bookcase completed the furnishing. On the flat top of the bookcase were a vase of green glazed ware, one of yellow, and a glass vase containing some flowers. The side table had a striped green and brown cover, an iron lamp with a yellow por-

celain shade, a little basket and some books. Three or four inexpensive etchings of rural scenes, a small photograph from an old master, all framed in simple wooden frames, comprised the pictures.

The bad room—the warning against the sin of commission in furnishing—had cherry woodwork, paper in shades of red and brown, with an aggressive figure looking like a corpulent squash flower on it. The sash curtains were of salmon pink. The art square, laid on a checked red and white matting, was of a staring design in red and yellow, while near the door was a small rug of peacock blue. An upholstered set of Nile green imitation brocade satin with big pink roses sprawling all over it added horror to the scene, and the walls were covered with three or four alleged paintings in splurging gilt frames.



You Will Look in Vain

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

"Lily White"

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

Valley City Milling Co.,
Grand Rapids, Mich.



THE VALUE OF A CAKE IS THE BUSINESS IT BRINGS

OUR
LATEST
SUCCESS

CUBANS

10 CENTS
PER
POUND

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

Write for samples.

Both rooms had cost the same, but what a difference! One was a room that a rich man might not have been ashamed to own, and that would have been a pleasure to any one. It was peaceful, restful, soothing. The other was a jarring discord.

We can hardly overestimate the effect of our environment upon us. That beautiful surroundings refine is a self-evident fact. All of us know that when we have on our good clothes we are a little more conventional and better-mannered than in our every-day, working apparel. A prettily spread table and lovely china insist upon good table manners. It is a case of noblesse oblige. A woman who habitually lives in rooms that are furnished in quiet and soothing tones must inevitably be sweeter tempered than one whose nerves are continually rasped by colors that fight each other like the Killenny cats.

Now the hot season is upon us and every bit of plush or velvet furniture seems to send the thermometer up 10 degrees, and heavy draperies and carpets threaten one with a mental sunstroke. She is a wise woman who recognizes this and so far as possible puts her house into its summer clothes. This year the stores are full of lovely, cool cotton hangings and draperies, and for a few dollars wonderful results may be achieved. In many homes there is to be no summer outing, but a wonderful variety may be given the house by shifting the furniture, putting away as far as possible all winter things. Fresh cotton or linen covers for the cushions and for heavy chairs, and even the changing of a sofa from corner to corner, give a room a pleasant little sense of newness.

Of course, all this requires some thought and trouble, but, as the French proverb says, "There is no beauty without suffering." To the true woman, no work is so well worth doing as the making of a beautiful home, and no other work brings such sure and lovely rewards.

DOROTHY DIX.

A Cup of Coffee.

Coffee lovers are periodically assailed with the dread, amounting sometimes to conviction, that their favorite beverage is not wholesome for them. These will be reassured by some experiments in diet which a physician carried on at a hospital recently. He found, to quote from his report, that "coffee acted upon the liver and was altogether the best remedy for constipation and what is called a bilious condition; that tea acted in precisely an opposite direction—namely, as an astringent," and he adds: "Nothing we found could bring the peace to a sufferer from a malarial chill that would come from a cup of strong coffee with a little lemon juice added." Another interesting fact developed by these same experiments was that, for neuralgia in its simple form, fresh, strong, hot tea was almost a specific. Many coffee lovers who find at times that the drink is not agreeing with them will notice a change for the better in its after effect if the cream is left out. This is not so great a hardship as it seems, provided care is taken to have the coffee of the best quality and served clear, fairly strong and hot. After taking it in this way for a few mornings with a lump or two of sugar it will be almost an effort to return to the cream compound. The difference between the creamless morning coffee and the after-dinner French-coffee is that the latter is infused and the former usually boiled. To bring coffee just to the

boiling point and hold it there for a moment or two develops, so the chemists say, the stimulating property. The breakfast coffee, therefore, which is intended to freshen one for the day, should be prepared in this way. The little cup taken at the end of the dinner and the day is better to be simply infused through the French coffee pot, as the exciting property is helpfully spared at such time.

Women of Action.

The countess of Aberdeen is constantly in demand making addresses before women's organizations. Especially has this been the case since the degree of doctor of laws was conferred upon her by the Queen's University at Kingston. She was the first woman in Canada to receive the honor.

Miss Fanny Grothjan, of New York, is succeeding admirably with her new invention for setting runaway horses free from a carriage. The mechanism by which this is effected acts as a steering gear, so the vehicle can be guided in any direction. At a recent exhibition it was proved to be most practical.

Mrs. Davies, of Bury, England, will in a few days present a library of 2,000 volumes to the city, to be used by women and girls. A little later she will give the city a library for Sabbath school teachers and furnish and hereafter support a reading room for women. She does all this in honor of the queen's long reign.

Six of the nine seniors at Cornell University elected a few days ago to membership in Phi Beta Kappa were young girls. When it is remembered that elections to this venerable fraternity are based entirely upon the standing of the fortunates at or near the close of their college course, the glitter of those golden keys at the belt of the fair Cornellians takes on a new luster.

Lady Augusta Mostyn was one of the most generous donors of gifts in honor of Queen Victoria's diamond jubilee. She has just offered \$10,000 toward the chance of the church in memory of the duke of Clarence and \$2,500 toward the Queen's Jubilee Hospital at London. Within a few days she has announced her intention of building and furnishing an entire church in a suburb of Llandudno. This will be in memory of her father and mother, and also in commemoration of the queen's long reign.

Mme. George Eugene Haussmann, who perished in the bazaar fire at Paris, was the widow of the famous baron of that name, who was one of the foremost figures in French politics at the time of the Second Empire. He was a strong political ally of Napoleon III., and under that ruler made millions by tearing down the old buildings of Paris and filling their places with new and handsome edifices. Mme. Haussmann spent considerable time in writing a large part of the baron's memoirs, which were published in 1891.

Looking for the Linen Department

"Where are the linens kept?" she asked.
"Downstairs," was the reply.
She sweetly smiled and grabbed her train, and quickly hastened by.
Once down, she ventured to enquire,
"The linens, are they here?"
"Just three rooms over to the right, And straight back in the rear."
At last she reached the point proposed.
"The linens?"—like a crash
The answer came, "Across the store,
Then six rooms over—Cashier."
Again she jostled through the crowd
And faintly asked the clerk:
"The linens, please?" "Upstairs," he said.
With a tantalizing smirk.
She reached the top quite out of breath;
"The linens, sir?" she said.
"In the annex building, five floors up, And then walk straight ahead."
Accomplishing the long ascent,
Her temper sorely tried,
She sharply asked the man in charge,
With wrath she could not hide,
"Will you tell me where the linens are, Or if they're in the store?"
"We used to keep them, ma'am," he smiled,
"But do not any more."

Texas is to tax cigarette dealers to the tune of \$1,000 a year, the object of the new law being evidently to tax the business out of existence.

COFFEE

COFFEE

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

COFFEE

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

WOOLSON SPICE CO.

Ask our salesman to show you our line of samples.

MUSSELMAN GROCER CO., Grand Rapids.

COFFEE

COFFEE

Notice to the Grocery Trade

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

M. S. DOYLE, ELSIE, MICH.

Good Yeast is Indispensable

Fleischmann & Co.'s is the recognized standard of excellence.

Put up in pound packages for bakers and in Tin Foil for family use.

None genuine

without our



Yellow label

and signature.

Prompt attention given to shipping orders

Address orders for Yeast to...

FLEISCHMANN & CO.,

26 Fountain St., Grand Rapids, Mich., or
118 Bates St., Detroit, Mich.



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.

Hardware

How Wire Nails Are Made.

A wire nail's preparation for the market was explained to a local reporter by one of the employees of the HP Nail Co., of Cleveland. The newspaper man and the office employe spent the greater portion of one afternoon in the various departments of the works, for the purpose of following the billet of steel to the nail keg.

Several generations ago nailmakers worked before a small forge, and the product of their labor was what were known as wrought nails. Later an inventor made a machine which produced cut nails from strips of iron.

To-day all wire nails are made by machinery, and they roll from the machine in a volume that reminds one of threshed grain tumbling from a separator spout.

In the manufacture of a wire nail the first step is taken in the rod mill. Steel billets 4 inches square, about 30 inches in length, and weighing 150 pounds each, are used. After the billets have been heated to the required temperature in the furnaces they are run through the rolls, and each is transformed into a steel wire one and a half miles in length.

As soon as the "bundles" of wire are cool they are taken to the acid room, where they are immersed in a chemical preparation, which cleanses them and removes the scales of steel. The wire, however, is not yet sufficiently smooth to make desirable nails, and it is transported on hand trucks to the wire-drawing department, where it is drawn through a die, which scrapes off all dust and leaves it as bright as silver and as smooth as velvet. After this preparatory work has been completed the wire is ready for the nail machines.

The nail machines resemble the old-fashioned feed cutters in use on farms in general appearance. On one side there is a heavy flywheel, which regulates the speed of the machine. On the opposite side is a reel on which the nail wire is placed.

Between the reel and the flywheel are a number of mechanical devices that combine extraordinary strength with intricacy. The wire passes through a die where it is caught by clamps, which feed it into the machine. Another pair of automatic clamps hold the wire steady, while shears cut the wire the desired length.

Simultaneously with the movement of the shears a heavy horizontal trip hammer strikes a blow with such force that the end of the cold steel is flattened out to a round head, and at the same time another pair of shears nips the other end of the wire, this making the point. The action of this machinery is so rapid that there seems to be only one continual blow struck by the trip hammer. The nail drops into a hopper, and is followed by others with such rapidity that the eye can scarcely distinguish it from its fellows.

The intricate machinery which makes the rapid manufacture of nails possible is carefully protected from dust, and only the most experienced nailmakers are permitted to repair it when it temporarily gets out of order.

The general principle of the machines which make the various sizes of wire nails is the same, the difference being in the size of the machine. One machine in the factory makes railroad spikes, putting on the head with a blow from a very heavy hammer. Another

machine produces complete boat spikes fourteen inches long with a single stroke of the hammer.

The preparation of nails for the market is an important branch of work. A close examination of a wire nail will disclose the fact that it is highly polished, this being the result of the last process of manufacture before the nails are placed in kegs and labeled. A large furnace stands in a room in the rear of the nail mill, and over it there has been erected a sort of revolving boiler, which is kept filled with a chemical compound.

The nails are placed in it, and the preparation gives them a polish of extraordinary brilliancy. They are then taken to another room, where they are weighed into kegs, and then start on another journey to the coopers, who put in the heads of the kegs. They are then ready for shipment.

Nails and tacks are common articles, but it is only necessary to make a tour through a large nail mill to realize that mechanical ingenuity has been severely tested to make their economical manufacture possible.

Programme Prepared for the Michigan Hardware Association.

H. C. Minnie, Secretary of the Michigan Hardware Association, favors the Tradesman with a copy of the programme prepared for the annual meeting of that organization, which will be held at Battle Creek next Wednesday and Thursday, as follows:

WEDNESDAY AFTERNOON.

Address of welcome—Mayor Metcalf.
Response—H. C. Weber, President.
Roll call.
Selecting Committee on Credentials.
Recess.
Report of Committee on Credentials.
Annual address by the President.
Reading of the minutes.
Report of Secretary and Treasurer.
Reports of standing committees.
Reports of special committees.
New business.
Paper—The Best Method of Creating and Maintaining Harmony Between Manufacturers, Jobbers and Retailers—J. B. Sperry, Port Huron.
Discussion.

WEDNESDAY EVENING.

Paper—Is the Department Store a Benefit or Detriment to the General Public—A. K. Edwards, Kalamazoo.
Discussion.
Paper—The Most Systematic and Simplified Form of Conducting our Day's Sales to Avoid Oversights in Making Charges, Credits, etc.—Edwin D. Warner, Jackson.
Discussion.
Paper—Bicycle—H. W. Webber, West Bay City.

THURSDAY FORENOON.

Unfinished business.
Election of President.
Election of Vice-President.
Election of Secretary and Treasurer.
Election of two members of Executive Committee.
Election of Investigating Committee.
Election of Transportation Committee.
Appointment of Entertainment Committee.
Adjournment.

A writer in Hardware says: "I called on a prominent hardware merchant some months ago. He seemed to be very glad to see me, and after a time the conversation drifted around to bores. 'They don't stay long with me,' said the merchant. 'How do you get rid of them?' I asked. 'I just touch a bell button with my foot,' said he, 'and there in a sudden call for me, and I slip out and stay out.' Just then a red-headed boy thrust in his head and said: 'Mr. Blank, they want to see you in the back office, right off.' I left."

A Human Hardware Store.

In Kansas City, Mo., on June 14, 1897, Harry Whallen, famed as the "Human Ostrich," who ate knives, nails, tacks and glass for the entertainment of the morbidly curious in dime museums and side shows for years, died on a cot in the German Hospital.

Whallen had more nerve than thousands who have adorned more laudable pursuits. He did not lose it under the remarkable surgical operation of Saturday morning, when his stomach was cut open and 120 pieces of iron and a handful of nails were taken therefrom. He went to the operating table stoically after having been told that his chances of surviving were slender. When he came from under the spell of anesthetics he enquired if the operation had been successful and asked eagerly how many nails and knives had been taken from him.

Whallen seemed to rally well from the operation, but thirty-six hours after it was over he began to sink, and soon passed away. The operation which relieved him of 120 pieces of hardware and a handful of glass was successful, as was disclosed by a post-mortem examination, and of itself would not have been fatal. But Whallen's internal organs were in such a bad condition that the shock was fatal.

Whallen was 27 years old and was a native of Louisville, Ky. He began his glass-eating career when 10 years of age, and there have been few days since, according to his statements, when he did not eat a lamp chimney or a beer

glass for breakfast, to say nothing of tacks, nails, screws and jack knives. He had traveled with the Barnum & Bailey, Sells, Forepaugh and other big shows and had been in museums in all parts of the country. He said that he never felt the slightest ill effects from his remarkable diet until two weeks ago, when in Pilot Grove, Mo., he gave a street exhibition, bringing his gastronomical feat to a climax by swallowing a two-bladed knife.

He arrived in Kansas City with a pain in his stomach, which grew so bad that he applied to the city physician for relief. His story was laughed at, but finally other physicians were persuaded to examine him with the fluoroscope.

The examination showed the correctness of his story, and an operation was decided upon. The operation showed beyond question that it was the knife that had caused all his trouble. The doctors marvel that Whallen had been swallowing glass, nails and knife blades for seventeen years without having his stomach or internal organs punctured.

Whallen declared that by eating heartily of oatmeal and coarse foods such as bacon, cabbage, potatoes and corn bread he had never failed to expel the hardware and glass which he swallowed daily.

The physicians who attended him will not express an opinion on Whallen's theory nor will they advance a theory of their own, beyond the assertion that Whallen had had a streak of marvelous good luck, which, however, deserted him after seventeen years.

SAVE YOUR POTATOES

We have
The Eclipse Sprinkler
The Globe Sprinkler
The Bartholomew
Sifter



Get
in
your
orders
now.

FOSTER, STEVENS & CO., Grand Rapids.

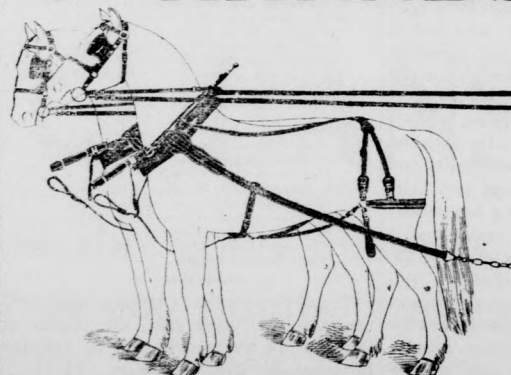
BROWN & SEHLER, MFRS. OF HARNESS OF ALL KINDS

For Wholesale Trade.

Send for Special Catalogue.

Jobbers of
**Carriages,
Wagons,
Etc.**

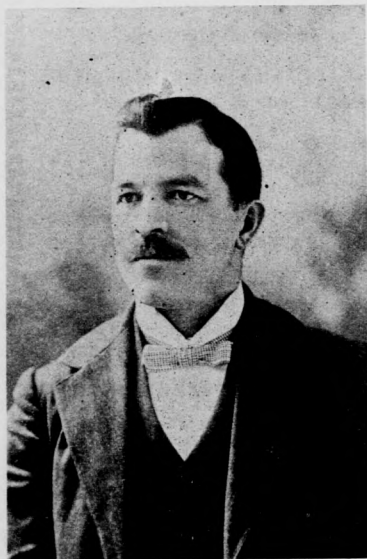
West Bridge St.,
GRAND RAPIDS.



SUCCESSFUL SALESMEN.

C. L. Senseney, Representing Stimpson Computing Scale Co.

Charles L. Senseney was born on a farm near Linwood, Md., Oct. 15, 1864, his antecedents being German on his father's side and Scotch on his mother's side. When he was one year of age the family removed to McKinstry's Mills, in the same county, where they remained until he was 14 years of age, during which time he attended school for six or seven years. The family then returned to the farm, where Charles remained until he was 22 years of age, superintending the work of the farm the last four years. He then went to Baltimore and took a commercial course in Eaton & Burnett's Business College, after which he went to Dayton, Ohio, where he pursued various occupations for two or three years. In June, 1892, he accepted a position with the Dayton



Computing Scale Co. as traveling salesman, covering Central and Southern Indiana for about eighteen months. He was then transferred to Eastern Pennsylvania, where he remained until Aug. 1, 1894, when he was transferred to Texas, with headquarters at Dallas, being given the general agency of that State. His next field of usefulness was in Kentucky, where he remained until May 1 of this year, when he transferred his allegiance to the Stimpson Computing Scale Co., of Elkhart, Ind., taking Western Michigan and the Upper Peninsula as his territory. Mr. Senseney asserts that he was influenced in making the change by the belief that the Stimpson scale possesses talking points superior to those of any other scale on the market, although he was loath to leave his work in Kentucky because of the genial character of the people of that State and the numerous friends he had made on his rounds. Mr. Senseney has an able assistant in the Michigan field in the person of E. D. Vayo, who has a wide experience as a whip salesman, having at one time been engaged in the manufacture of whips at Rochester, N. Y. Mr. Vayo will continue to reside at Dayton, and other salesmen will be engaged to assist in the exploitation of the machine in this territory from time to time. Mr. Senseney asserts that he has ample capital to undertake the representation and that he is backed by the company and the personal guarantee of President Buck-

len, who is currently reported to be a millionaire.

Mr. Senseney was married June 15, 1888, to Miss Catharine Miller, of Montgomery, Ohio, who belongs to one of the pioneer families of the State. Mrs. Senseney takes an active interest in her husband's business, and Mr. Senseney is gallant enough to insist that to the constant encouragement and excellent advice of his wife is largely due the measure of success he has achieved. They reside in their own home at 727 North Main street, Dayton.

Aside from the influence of his wife, Mr. Senseney attributes his success to hard work, coupled with a thorough knowledge of the business. He has made a study of the scale business in all its details and insists that much of his success as a salesman is due to the fact that he is able to understand the mechanism of every scale on the market and detect the weak points of any machine which does not come up to the standard.

Troubles of the Traveling Man.

Who hath woe? Who hath contentions? Who hath babbling? Who hath corns on the bosom of his pants? Verily, he goes forth upon the road to travel.

He goeth forth in the morning with a light heart and a starched collar, and returneth at eventide with a soiled raiment and blisters on his heel.

He goeth forth like a roaring lion seeking whom he may devour; but lo! every man he meets smiteth him. He goeth to the place where they do entertain strangers, and what he ordereth of the servant she bringeth not, and what he doth not order is set before him.

And when eventide has fallen, he sayeth unto the keeper of the house:

"Behold! I would be awakened at the fifth hour of the morning, that I may depart to another country."

And lo! before it is yet light he knocketh loudly against the door and sayeth in a loud voice: "Arise, that thou mayest depart upon thy train."

And he that would arise awaketh in haste and putteth his right foot into his left shoe, and he girdeth himself quickly. And, behold, he weareth his clothes hindside before, so great is his haste thereof.

And the collar that should be girt about his neck is coiled in the upper story of his hat.

And when he arriveth at the place whence he would depart, he findeth it only the third hour of the morning, and he leaneth against a telegraph pole, and in his heart he revileth the keeper of the house wherein he slept.

Or perchance he asketh to be awakened at the sixth hour of the morning, and lo! the servant man knocketh not until the eighth hour, and when he railteth the hired man looketh at him with a look of scorn.

He goeth forth to ride upon the railway.

Then cometh in a beautiful maiden arrayed like the lilies and behold! she taketh a seat afar off, but the dowdy woman with five children and a wart on her nose the seat nearest him.

Verily man that is born of woman and goeth upon the road is of few days and variegated rations. To-day he has much that is good and to-morrow the food is the withered grass yet not cleanly. Where he sleepeth, if there be much water, he hath no towel; but if the water be gone, he hath of towels five in number and a piece of soap.

Verily, he hath cause to murmur an exceeding great murmur.

Changes in Tannage Make Trouble.

The constant changes going on in processes of tanning leather have made trying times for shoe finishers. No sooner do they become accustomed to producing a certain result in finish in a given manner than they are obliged to change over their entire formula, owing to a different brand of leather being purchased by the manufacturers.

Hardware Price Current.

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

HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/2 inch and larger.....	5 1/4
Manilla.....	8
SQUARES	
Steel and Iron.....	80
Try and Bevels.....	
Mitre.....	
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com. \$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.	
SAND PAPER	
List acct. 19, '86.....	dis
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70&10&10.....	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/4
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 05
Barbed Fence, painted.....	1 70
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6 1/4
Per pound.....	6 3/4
SOLDER	
1/4@1/2.....	12 1/4
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, per pound.....	9
14x56 IX, for No. 9 Boilers, per pound.....	9

G. R. IXX DAIRY PAIL.



Write for quotations and monthly illustrated Catalogue.

WM. BRUMMELER & SONS,

Manufacturers and Jobbers of

Pieced and Stamped Tinware.

260 S. Ionia St. Grand Rapids, Mich

Telephone 640

Getting the People

What Proportion of Profits Should be Devoted to Advertising.

Unlike the condition of affairs twenty years ago, there is hardly a small town or village in the country which does not have its local newspaper. And also, in contradistinction to the situation two decades ago, country merchants are usually firm believers in the use of these local mediums for making public the merits of their wares. One of the best features which accompany this progress is that of setting aside a certain portion of the annual profits for the purpose of a fund for publicity. What percentage of profit is it wise to devote to this purpose? If I make \$1,600 net profit on my annual sales, how much of this can I afford to invest in printer's ink? And this question becomes at once merged into and dependent upon the methods employed in advertising. If I am content to use the old stereotyped, worn-out forms of advertising and only spend \$10 of accrued profit on publicity, that \$10 is wasted, and I might better have used it as the basis for a fund with which to purchase my mother-in-law a bicycle. On the other hand, supposing I have a new business to establish, if I am wide-awake and progressive, keep posted on all new methods and ideas in advertising, and keep active what brains I have been blessed with in devising original, attractive and custom-securing publicity, there is no argument against and every argument for investing the half of my yearly profits, providing the territory will warrant so much. There is no ironclad rule which may be laid down to determine the proportion of profits to be used for this purpose. Every merchant must be guided by his surroundings and his judgment.

I have heard the excuse, "Oh, I am too busy to pay much attention to my advertising; I leave that to my book-keeper or clerk." And here is made the greatest mistake of a merchant's business life. Good advertising is far more essential to a successful business than even careful buying. It is possible to sell at a sung profit, by judicious advertising, goods which have been carelessly bought. Better leave your buying, the giving of credits and all those affairs—which certainly are important and necessary in a mercantile business—to the care of hired help, with what superficial attention you may be able to give, and attend to the advertising yourself. It is the keynote to the song "Success," and the music cannot be played without it.

Dull times, especially the summer season, are no excuse for a withdrawal of advertising. On the contrary, it is a strong argument for a continuance, and even an increase. When your neighbors quit advertising, their competition is withdrawn, which leaves the field just so much the clearer for those who continue to tell people what they have to sell.

Too many merchants delegate to their advertising powers which can only be invested in the salesman. An advertisement is not a salesman. It is simply a means of Getting the People into your place of business, where you may, by showing your goods and by verbal arguments, convince them that you have what they want. Of course, advertising a specialty properly will make sales of that particular article; but this will not establish a regular custom unless backed up by proper facilities, courtesies and

logical reasoning on the part of sales-people. The advertisement, in nearly all cases, acts merely as an introducer—a "Getter" of the public; and, if it successfully fulfills this mission, the merchant may consider his money well invested, if he takes care of the results. Apropos of this, a few words recently said by the Chicago Dry Goods Reporter are apt and to the point: "Remember that tact is the delicate knack of never trampling on people's toes. It is the power of respecting each customer's pride and prejudices, without abating a jot of your own dignity and argument. The merchant who can command that subtle power in himself and in his salesmen, if he be straight and sensible in other respects, is already within reach of prosperity and ultimate wealth."

Time is a requisite in advertising which too many neglect or refuse to recognize. Those merchants who have been for years patiently persevering and strictly reliable advertisers, who commenced small and worked up from the bottom, are the ones who have achieved the great results. They realized that the road of publicity, especially in the beginning, was rocky and steep; but they also knew, from others' example, that by means of perseverance and probity they might reach the top. New mercantile concerns and their newspaper announcements are looked at askance, as men and women are socially, until they have demonstrated their right to recognition. Their methods and their goods will be for a time subject to criticism; but if both are "all wool and yard wide" the new dealer will soon settle down into the right place in the minds of the community.

By no method in the world may prejudice and favor be so easily created as by advertising. If you doubt the truth of this statement, select two boxes of hosiery of exactly the same kind. Advertise thoroughly the hosiery, and when customers enquire for it show it to them. At the same time offer them the other box, without letting them know that it is the same, at one-half what you charge for the first. Nine times out of ten, the apparently cheap grade will be ignored, and your clerks cannot convince the buyers that it is anywhere near as good, for by your careful advertising you have prejudiced them in favor of the other.

As a good sample of the drawing power of curiosity in human nature, the story is told of a Chinaman in New York City who conducts a laundry and at the same time sells curios. One day he climbed into his front window to paint the sign "Laundry." A crowd immediately collected, curious to see what John was going to say on the window. As he, like all Chinamen, commenced on the tail end of the word to write, this occasioned the greater conjecture as to what the word was to be. The Chinaman saw the crowd, jumped to the conclusion that he had a good thing and decided to hold onto it. So he occupied himself nearly all the afternoon in painting the letters r and y. In the meantime, he had secured several customers for curios. That night he rubbed out the two letters and started in fresh the next morning. Business continued to increase, and the story goes that the sign isn't finished yet. NEMO.

A mad stone is advertised for sale in a recent issue of a scientific paper. The advertiser offers to prove its efficacy to any prospective purchaser. Whether the advertiser or the purchaser is to undergo a bite from a mad dog, in order to prove the merits of the stone, is not stated.

"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.

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

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

Highest Price Paid for Empty Carbon and Gasoline Barrels.

After the Big Octopus in Toronto.
Written for the TRADESMAN.

If there be a man in all Canada whose ears have occasion to burn at the present time, that man is Timothy Eaton, manager of the big Toronto department store. No business man in the Dominion was ever so heartily hated and so spitefully talked about in legitimate business circles as this man Eaton. He has become more notorious than that other certain historical character who goes about like a roaring lion seeking whom he may devour. Both are enemies of probity, providence, progress and prosperity; but the one likened to a "roaring lion" is less to be dreaded, inasmuch as we have the promise that when the millennium sets in he shall be shorn of his power and be put into chains.

During the past week many new organizations have been effected. The organizers are working east of Toronto, and among the towns which have responded to the call to arms are Oshawa, Whitby, Pickering and Port Hope. The trade in Oshawa has been nearly ruined by the big octopus, and the Association in that town has blood in its eye. The town trade has been so reduced, the retail merchants are barely able to pay their rent, and one retailer who was recently forced to "throw up the sponge" attributes the whole of his difficulties to the department-store methods of advertising fake bargains, assisted by the postal system of mailing parcels. The Mayor of Oshawa finds himself in an unenviable plight just at the present time. It is alleged that he buys nearly all his supplies at the department stores, and yet he owns several stores in his own town the occupants of which pay him rent. The man who deliberately kills the goose that lays the golden egg may know enough to fool the electorate once, but the chances are this man will be weighed in the balances and found altogether too light for another term of the Oshawa mayoralty.

Some of the daily papers of Toronto publish, from day to day, expositions of fraud and trickery, on the part of the department stores, in their methods of advertising bargains. Individual cases of shameless humbuggery are recorded almost daily in the columns of the press, the truthfulness of which is vouched for by proper investigations and careful analyses, only the names of the victims being suppressed. These exposures on the part of the press are serving two purposes—first, a re-molding of public opinion that will open the eyes of the people to the lying machinations and swindling pretensions of the big bar-

gain counter managers; second, an awakening in the minds of those who are entrusted with the duty of making laws for the people's well-being that will result in a little wise legislation for protecting legitimate business interests and preventing unprincipled schemers from humbugging the people out of their hard-earned dollars by lying advertisements and other deceptive and dishonest practices.

The effect on public opinion has already begun to manifest itself. They read how this man has been taken in with a shoe bargain, that woman with a jewelry bargain, another woman with a furniture bargain. They read the startling results of the submitting to analytical test of the foods and medicines purchased at the bargain counter. They read the opinions of expert appraisers of commercial values, as passed on goods purchased at the bargain counters of the department stores, and they are becoming a little suspicious that the great centralized bargains are, probably, not such bargains after all. Of course, they know that everything advertised at a bargain is not a delusion and a snare, but they are learning that many of them are, and they are beginning to hesitate about taking chances, and many a dollar is being kept at home that would otherwise find its way through the mails to the big till of the octopus.

The Ontario Legislature has so far kept its hands off, and the octopus has gorged itself on the retail trade of the country until it has reached unwieldy proportions. It has had everything its own way, and a rich, succulent pasturage to fatten on, and this has attracted the attention of monsters of its own breed in the United States, whose liberties are being variously curtailed by the different state legislatures. Owing to this fact, some of the big American concerns have an eye on Toronto. Some time ago, it was rumored that one of New York's big department stores was coming to Toronto, and now it is reported that Seigel, Cooper & Co., the department store moguls of Chicago and New York, have determined to locate a branch in Toronto. But, from now on, Canada will not be as promising a field for stores of this description as it has been in the past. The average Cannuck is slowgoing, goodnatured and patient as an ox; but, when he "gets his back up," he is a bad-one to manage, and just now that part of him which wholesales and retails merchandise for a living has reached the point where he will be imposed upon no longer. He means business and will

make no false moves. He demands equal rights before the law, and no exemptions nor undue privileges to a limited few which are denied to others.

Nearly every class of legitimate business in this country has been injured by this gigantic evil and all are organizing against the common enemy. A few days ago, the patent medicine manufacturers effected an organization, with T. Melburn, of Toronto, as President; and the wholesale and retail druggists are falling into line. Ontario will profit by the experience which the various states have had, and are having, in fighting the evil by means of legislative enactment; and, when the Ontario Parliament is called upon to face the issue, octopus boodle will not avail as it did in Illinois, and the people will obtain a measure of relief that will curtail, if not entirely blot out, some of the dis-

honest practices of this fell destroyer of legitimate trade. The pernicious parcel post system rests with the Dominion powers, and when that leverage is taken away the backbone of the monster will be broken. E. A. OWEN.

An attempt is being made to galvanize into new life the mediaeval city of Bruges, Belgium, and to shake off the rust and dust of its long ages of quiet by converting it into a seaport. A great canal is now being cut from the seashore at Ostend to Bruges, a distance of twenty miles. Electric power is being extensively utilized, and this is the first application on a grand scale of this agency in Belgium. Not only are the huge 250-ton cranes operated by electricity, but electric power is being applied to the brickmaking machinery, and during the present year will turn out about 18,000,000 bricks for the sluice-works and docks.



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 salesman wanted in every town.

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



MICHIGAN BARK & LUMBER CO.,

527 and 528 Widdicom 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.

DEALERS--Turn your money over! The enormous amount of advertising being done to familiarize house-keepers with the name of



Enameline

The Modern **STOVE POLISH**

enables merchants to make quick sales and fair profits. Don't load up with dead stock. "A nimble nickel is better than a slow dime."

Clerks' Corner

Picking Up "Swaps," and the Result.
Written for the TRADESMAN.

A question came up the other day which in our line of business is an important one—in fact, it is an important question to every retailer: Why should a salesman be offended when, having failed to sell to a customer, after having shown her a full line of goods, another salesman steps forward, stops the customer as she is leaving the counter, succeeds in getting her seated again, and finally sells her, if not what she wanted, at least what he has made her believe she wants? The salesman who failed to make the sale was unmannerly enough to show his vexation while the customer was still at the counter, and the moment she was gone accused the clerk who made the sale with interfering where he had no business to interfere.

There is no doubt that, had this customer been allowed to depart, she would have gone elsewhere and bought her dress. The salesman who took this customer after she had been given up by the other clerk did not do so because he wanted to show his superior ability, but because he had the interest of his employer at heart. He had seen the whole transaction, had heard all that had been said on both sides. He saw, or felt that he saw, wherein the other clerk had failed and so, when his co-worker gave her up, he took her and, by using different methods, made the sale.

For convenience we will call these men Jones and Brown. One of Jones' reasons for feeling offended was that Brown was a younger man than he and was working for a smaller salary and, therefore, had no right to take up his, Jones', "swap." Jones further said that, had Mr. Fanning, the head clerk, taken up the customer, he would not have objected, as it was the head salesman's privilege to do so. Brown said that, from the customer's manner while Jones was waiting on her, he felt sure that she wanted to buy and that, if the right goods were shown her in the right way, she would buy. For this reason, when Jones gave her up, he felt that it was his duty to do what he could to suit her rather than allow her to go out without buying.

As I listened to both sides of the case, it seemed to me that Brown was in the right. Many a sale is lost because the salesman fails properly to size up his customer. In a great many cases, if the clerk begins by showing a line of cloths at \$2 a yard, simply because he thinks his customer looks like a person who would be apt to buy goods at about that price, when in reality she wants goods not over 50 cents, he spoils the sale. The customer sees that she has been valued at \$2 and it is extremely embarrassing for her to ask for goods at a much lower price. Reverse this: Take the woman who comes to your counter with the intention of buying cloth worth \$2 a yard, and begin by showing her cloth at 50 cents and the chances are she will take offense. The idea that you think that I want such stuff!"

The above illustration applies to only thin-skinned people. But pray remember that there are a great many people who are thin-skinned.

Again, there are customers, and plenty of them, who are slow in deciding. They come to the counter and expect you to give them your undivided attention. You are as pleasant and as polite

as you know how to be. You show them first this and then that until, finally, a piece of cloth is shown which they seem to like. You tell them how many yards it will take to make the dress. You estimate the cost of the linings and trimmings. You have done your best. They have been at your counter over an hour. The clerks on either side of you have been fortunate in having quick buyers and are running up big sales books. You begin to feel annoyed and your impatience shows itself in your face. So you spoil the whole hour's work. Just a tiny bit more patience and you would have made the sale.

The case of Jones and Brown was finally submitted to Mr. Fanning, who declared that Brown did right and that he deserved a great deal of credit. He also said that he considered it the duty of any salesman to do the same thing; that the goods were there to be sold; the salesmen were paid for selling them, and that every legitimate means should be used to suit every customer who came into the store. **MAC ALLAN.**

He Gave It Up.

"Do you make keys here?" asked the woman as she entered a hardware store.
"Yes'm. What sort of a key, ma'am?"
"One for the front door."
"Have you a duplicate?"
"No."
"Bring the lock?"
"No."
"What sort of a key is it?"
"I—I don't remember."
"But how am I to guess? There are about 40,000 different kinds of keys."
"H'm. I didn't know that."
"Is it a night key?"
"Yes, yes. That's it. It's a night key."

"But that's also very indefinite."
"Well, my husband sometimes comes home at midnight and unlocks the door with his pocket knife or button hook or anything else that comes handy, and you ought to know about what sort of a key would fit such a lock."
He studied over it a while, but finally had to admit that he was up a tree.

Handy Trade Reminder.

A Rochester traveling salesman has designed a novel postal card to catch the eye of his customers, and reports that it is making a hit. It reads as follows:

Don't worry.
Don't indorse.
Don't use profane language.
Don't give too much credit.
Don't delay answering letters.
Don't let your insurance lapse.
Don't run down a competitor.
Don't let your note go to protest.
Don't run into debt immoderately.
Don't fail to keep your engagements.
Don't draw a check unless there are funds in the bank.
Don't forget to save an order for me.

Keep Dust Out.

A perfunctory shaking of the duster at the shoe cartons may do all right in winter, but in weather like this it requires a good, thorough dusting every day and sometimes oftener. Dust sifts in everywhere at this season. You can't keep it out if you try, and you can't try because it won't do to keep the doors closed this hot time of year. The settees particularly require constant attention. Most lady customers are wearing light dresses or light shirt waists and it won't do to have dirty, dusty settees for them to sit down on and grime their clothing up with. A clean, dustless settee must be provided at all cost.

For men who have chronic cases of the grip, traveling men are remarkably cheerful.

Los Angeles, Cal., claims a population of 103,000.

Would Combat the Department Store with a Buying Syndicate.

Gideon Noel in American Artisan.

Being a country dealer with limited means, I have felt the inroads of the department store on my legitimate trade very sensibly. Two winters ago I resided in Chicago, and during my stay I visited several times one and another of these stores, and it occurred to me, very forcibly, that goods could be delivered to consumers, from manufacturers and other proper sources of supply, through the most out-of-the-way country store with vastly less expenditure of physical exertion than through these stores, and there was no reason why the delivery could not be made with just as small cost to the consumer as they suppose is obtained through the department store. And since I have re-engaged in the country store business again, I am still more impressed with the correctness of my impressions.

The catalogue stores hold out to their customers that they furnish goods at wholesale prices. I have compared some of their catalogue prices with goods I have kept, and the delusion is apparent to me, and it would become equally so to the patron of the catalogue store, if he actually knows anything about legitimate wholesale prices, and would stop and think a little when he sees his favorite store increase in available capital from a few thousand dollars in a few years' time up into the millions, and able to send out "horseless" wagons that cost thousands of dollars at an expenditure of thousands more per annum for expenses, together with advertising cars at still greater cost and expenditure for mere advertising purposes. All of these expenses, together with desk hire, delivery wagon expenses, etc., must be paid out of the profits of the business, and legitimate wholesale profits cannot pay it. If I am not correct in this view I wish some clear-headed, conscientious department store or other man would disabuse my mind.

The dangerous and demoralizing tendency of the catalogue store is recognizable in their oft-made statement that they buy goods of bankrupts at much less than the cost of production and can do so to customers at a lower price than the average retail dealer can possibly buy at wholesale. The patron of the store ought to know that it is not love for him that prompts such offers, and he ought also to know that if the

buyer for the store could catch him in such a corner as the manufacturer and jobber are sometimes caught, he would meet the same fate.

The difficulty in the way of small country stores selling goods as I have indicated, as my belief that they can and should, is to be found in this fact more largely than anything else—that they have to depend upon securing supplies from so many different sources: groceries from one; dry goods from another; hardware from another, and so on. With extremely limited means for carrying on the little business they do, they are subject to handicaps by one or the other of the wholesalers of the different lines.

To obviate this most-to-be-dreaded of difficulties, there is need of a syndicate, or trust, or combine, or whatever you may choose to call it—and right here I want to say, I am a combine man in the most extended sense of the term—through which the small cross-roads dealer can procure, at right prices, from a tooth-pick to a steam engine, articles any of his neighbors may need.

My theory of a syndicate for a cross-roads store is practical, and when once inaugurated the producer and consumer will come more nearly in touch on common ground, and the over production fallacy so often harped upon by political mountebank and pseudo-politicians will vanish like the morning dew before the noonday sun.

Information Promptly Furnished.

Friend—But if there's no hope of saving him, what are you going to perform the operation for?

Doctor—\$100.

PROTECTION

DIAMOND CRYSTAL SALT in boxes is impervious to the odor of the mackerel barrel. Fastidious customers believe in such protection.

See Price Current.

DIAMOND CRYSTAL SALT CO.,
ST. CLAIR, MICH.

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.

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel

The Michigan Mercantile Agency

SPECIAL REPORTS.

LAW AND COLLECTIONS.

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

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

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

FIRE PROOF ASPHALT PAINT AND VARNISH

We are offering to the trade the genuine article, and at a price that all can reach.

Our paints are suitable for any use where a nice raven black is required. Contains no **Coal Tar**, and will not crack, blister or peel. Sold in quantities to suit purchasers.

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

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

Versatility of the Commercial Traveler.

The nomadic life of the commercial traveler makes him at home everywhere. He is a true citizen of the world—his associates and intimates are of all sorts and conditions of men. He is a veritable encyclopedia of universal knowledge, ready at all times to either sell a bill or to impart to an anxious enquirer the latest news, or the most erudite opinion upon any and all matters and subjects. He is an active participant in all religious, political and scientific discussions, and generally gets the better of the argument. His occupation imposes upon him the habit of self-reliance, so that he becomes more or less an egotist. He thoroughly believes in himself and in his wisdom and ability. No problem is too difficult or too intricate for him to undertake the solution of. He will enter a city for the first time and, if possible, will contrive the opportunity to volunteer advice to the mayor and the other officials how best to conduct municipal affairs, and will magnanimously tell you exactly where your system can and ought to be improved. He knows just how a railroad ought to be managed; how every train should be run; how the schedules could be improved upon; how much money the road makes per annum, and how they would all be used for corduroy wagonways but for the patronage so generously bestowed on them by the traveling men.

As for the proper conduct of a hotel, he can give points to the oldest and most successful proprietor in the country, and I wish to remark upon my own account, in this connection, that many of them would do well to heed his suggestions. Everybody knows him and some indulge him in these happy and harmless conceits, but many of those with whom he comes in contact see another and better side of his nature. They see him ever ready to respond to the call of distress, a generous helper in good deeds, a ready and effective worker in local and general charities, a liberal patron of all moral and intellectual enterprises, and a world-wide herald of all commendable features of any city he visits. He exultingly shares the joy and pride of its citizens in everything that adds to its importance, progress and genuine welfare. He comes an honest laborer in an honorable profession, to give your people the products of the world's fields and factories, that you may enjoy them. He fully realizes the importance and responsibility of his position in the commercial, as well as the social, world; knows that he can either represent or misrepresent his house, and I am persuaded that, with

very few exceptions, he strives to so conduct his business and himself as to reflect honor and credit upon both. He toils both day and night, if there be need of it; no variations or vicissitudes of time or fortune affect him in the discharge of his duties, or his devotion to the mission he is engaged in. In sunshine and in storm he pursues it with all the mental and bodily vigor he is possessed of.

But there comes a time when he casts aside this harness of servitude and slavery, when he is released from the treadmill of endless labor of mind and body. It is when the day's busy strife is over and night has cast her shadows over the world, and this wanderer is alone in his chamber, that his thoughts return to the loved ones at home, who at that moment, their souls in touch with his, are praying for his safe and speedy return to them. This is his sweetest consolation, the one thing that cheers and brightens his weary way, and brings him nearer and nearer to the end of his trip, and to supreme happiness in their presence.

Not all the jolly, light-hearted, apparently contented traveling men you meet are satisfied with their lot in life.

Most of them are longing for the time when they can give up the road and be able to settle down to the real comforts of existence. They are dreaming of that paradise of all their class, the place called "Easy Street."

"Oh! what is the way to Easy Street—which turning shall I go? For many a day I've sought the way that no one seems to know. How do you turn? Do you keep straight on, and get there just as pluck? Or is it the case that you find the place by chance and happy luck? Some say this and some say that, for every one I meet. Going blind or searching to find, is looking for Easy Street."

Easy Street! Easy Street! The street so hard to find! No sign boards show the route to go save the ways that lie behind. But fortune's smile is worth the while, so never know defeat. When the very next turn for you may earn the way to Easy Street.

From little Queer Street through Hard Times Court to the Highway of Success Is the nearest way, I've heard some say, and it is true, I guess. So through Poverty Place my way I trace (with Queer Street left behind), But in Hard Times Court the way's cut short—it ends in an alley blind.

In the Lane of Chance I sometimes glance, but the risk seems all too great. To turn and stray down its winding way and blindly follow fate. So with courage high, I strive and try, seeking with weary feet My way to grope, nerved still with hope, the way to Easy Street!

Easy Street! Easy Street! Where happy mortals dwell, Out of the strife of work-day life and the battle of buy and sell. Wearing good clothes, having no foes, with life's good things replete, Oh! happy fate! to dwell in state at last on Easy Street!

We will all of us live on Easy Street when things have come our way, When fortune and fame shall attend our name, and leisure come to stay. Through the deed achieved we've had in our minds the long last year or two, Giving us zest to finish the rest of the things—we are going to do. With the toil of these struggling days forgot, and our happiness all complete, No trouble or care will bother us there, when we live on Easy Street!

Easy Street! Easy Street! Where the skies are always blue, And all the schemes of our well-loved dreams are ever coming true. We'll live at our ease and do as we please, and find that life is sweet, When through toil and pain at last we gain our way to Easy Street! W. A. JOHNSON.

Mainz has decided to celebrate the birth of Gutenberg on midsummer day, 1900, in order not to interfere with Leipzig's celebration of the same event in 1899. As the exact year of the inventor of printing's birth is not known, the difference of a year or two in the observation of the 500th anniversary will not shock historical accuracy.

Gripsack Brigade.

In traveling men we always find the better class of mankind.

Traveling men have a tight grip on the affections of the people.

There might be better men than the "commercial men," but there are not.

Don't place too much confidence in the fellow who always has secret talks with alleged friends.

I want to be a drummer,
And with the salesmen stand
With orders in my pockets
And sample case in hand.

Whenever anything good comes your way you may rest assured you were instrumental in starting it in your direction.

Traveling men sometimes find it as difficult to sleep in a sleeping car as it is to keep awake on a midnight local train.

A man who can be easily persuaded to buy goods he doesn't need will prove a tough customer when it comes to collecting your bill.

The American system of checking baggage is excellent. What the "boys" want now is a system of checking the baggage smasher.

Don't listen to calumnies on your competitor. You run the risk of being deceived if they are true, and if not, of hating people not worth thinking about.

The commercial travelers of the country will nearly all go on the stand and swear that the railroad corporations are not altogether soulless when they only allow ten minutes for refreshments at a railway lunch counter.

A commercial travelers' organization that allows itself to be bulldozed into silence on any subject when it starts in to effect a reform would better disband at once or swap its gutta-percha backbone for a yaller dog and lose him.

Chas. W. Leggett has resigned his position as traveling salesman for the Ball-Barnhart-Putman Co. and will spend the summer on his fruit farm near Fennville. The vacancy has been provided for by dividing the territory among the men whose trade was contiguous to that of Mr. Leggett.

Not long ago a New York jobbing drug house dispensed with the service of traveling salesmen. This sort of thing always brings to the front the question of the commercial traveler and his value to the mercantile world. Whereas and resolutions by the bushel are hurled at the devoted head of the drummer at every meeting of a jobbers' or manufacturers' organization. It doesn't seem to have much effect on him and he isn't losing any sleep or missing any meals over it. The drummer goes right along the even tenor of his way, selling goods and making himself indispensable to the up-to-date jobber or manufacturer. The trade of the house that dispenses with his services will resemble the man who tickled the mule's heels. This is official.

Claude Duval: To my mind the most unjustly abused class of humanity, living or dead, is the ancient commercial traveler. Modern writers and speakers, in their zeal to give due credit to the commercial traveler of to-day for his energy, business ability and moral and social worth, too often picture the ancient representative of our craft as a man whose tastes, inclinations and habits are blackened and marred by dissipation. In defense of the ancient travelers, many of whom have already entered the eternal beyond and some of whom occupy positions of trust in large commercial establishments, I desire to enter my protest, and to declare with

emphasis that these charges are unfounded. I am willing to admit that the commercial traveler in the business way is a man of policy. He is forced into this position by contact with customers of every type. But in ethical, social, political and scientific fields his personality and his devotion to well-defined principles are as decided as those of the highest element of mankind.

Heman G. Barlow (Olney & Judson Grocer Co.) is in Colorado Springs, Colo., whither he went on one of the Christian Endeavor excursions. He is accompanied by his daughter. He expects to occupy his desk again about July 20.

HOTEL WHITCOMB

ST. JOSEPH, MICH.

A. VINCENT, Prop.

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.

NEW CITY HOTEL

HOLLAND, MICH.

We pledge the Commercial Travelers of Michigan our best efforts.

Rates \$2.00.

E. O. PHILLIPS, Mgr.

COLUMBIAN TRANSFER COMPANY

CARRIAGES, BAGGAGE AND FREIGHT WAGONS

15 and 17 North Waterloo St.,

Telephone 381-1

Grand Rapids.

Commercial House

Iron Mountain, Mich.

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

\$2 per day.

IRA A. BEAN, Prop.

NEW REPUBLIC

Reopened Nov. 25.

FINEST HOTEL IN BAY CITY.

Steam heat, Electric Bells and Lighting throughout.

Rates, \$1.50 to \$2.00.

Cor. Saginaw and Fourth Sts.

GEO. H. SCHINDHETT, Prop.

Will Pay YOU

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

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.

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.

Drugs==Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

	Term expires
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
L. E. REYNOLDS, St. Joseph	Dec. 31, 1901

President, F. W. R. PERRY, Detroit.
Secretary, GEO. GUNDRUM, Ionia.
Treasurer, A. C. SCHUMACHER, Ann Arbor.
Coming Examination Sessions—Sault Ste. Marie, Aug. 24 and 25; Lansing, Nov. 2 and 3.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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

The Drug Market.

There are few changes of importance to note this week.

Opium—On account of the prospect of the early passage of the tariff bill, this article gains firmness daily and a further advance may be looked for.

Morphine—Is unchanged as yet, but must advance with opium.

Codeine—On account of the stronger feeling in opium, this article has advanced 10c per oz.

Quinine—There is a fair seasonable demand for this article, but prices are unchanged.

Cocaine—There is no change in price as yet, although the large manufacturers are not selling. Better market is looked for.

Nitrate of Silver—Manufacturers have reduced their price 1c per oz.

Tonka and Vanilla Beans—The new tariff bill places a duty on these articles and higher prices may be looked for, although there is no change as yet.

Oil Cassia—There are full supplies in the market and prices are lower. Citronella has also declined, on account of large stock. Lemon, bergamot and orange are much higher in primary markets, but there is no change to note here. Sassafras has been declining for some time and now seems to have touched bottom, but prices are steady.

Gum Camphor—Is in good demand, but prices are steady.

Ginseng Root—This article has declined and prices are lower than they have been for several months.

Jamaica Ginger Root—Is firmer, owing to scarcity, and prices have advanced. Ipecac root is firm at price noted.

Linseed Oil—Is in large demand and crushers have advanced their prices.

A. P. A. Members May Go to the Yellowstone.

Minneapolis, July 6—The local committee of the Association are actively at work preparing for the Lake Minnetonka meeting. The committee has decided to change the headquarters of the meeting from Lake Park Hotel, as originally planned, to the Hotel La Fayette.

The Transportation Committee has secured a rate of a fare and one-third from the Western Traffic Association, and it is confidently expected that a similar concession will be made by the Central and Trunk Line Associations. The committee desires to announce that it is endeavoring to consummate plans for a trip to Yellowstone Park after the annual meeting of the Association, to be held at Lake Minnetonka. Many of the members can undoubtedly better arrange to make such a trip at this time than in future years. The Committee are promised by the Northern Pacific Railway a special train, consisting of baggage car, dining car and Pullman

vestibuled sleeping cars. This train will leave St. Paul in the evening and arrive at Cinnabar, at the boundary of the Park, the second morning thereafter. At Cinnabar the Yellowstone Park stages are taken, and Mammoth Hot Springs reached for lunch.

The next five days will be spent in riding through the Park and visiting the geysers, waterfalls, paint pots, canyons, Yellowstone Lake, etc. This ride will cover more than 150 miles in the most comfortable coaches ever made.

The price for the complete tour—railway and stage coach fares, sleeping car berths, meals on dining cars and hotel accommodations in the Park—has been placed at \$100. In order to secure this special train and special rate it will be necessary to have at least one hundred passengers. The Committee must know as soon as possible what the chances are for securing this number. Upon the responses to this notification will depend entirely the feasibility of the project. The \$100 covers all expenses from St. Paul to and through the Park and return—a period of about nine days.

On the return the special train will leave Cinnabar in the evening, arriving in St. Paul the second morning thereafter in time for breakfast.

Those who wish to thus make the Park trip should at once communicate with W. A. Frost, Minneapolis, chairman of the local Transportation Committee. He will be glad to see that descriptive matter relating to the Park is sent to all who desire it.

Result of the Star Island Meeting.

At the examination session of the State Board of Pharmacy, held at Star Island last week, the following candidates for registration were successful:

Registered Pharmacists—Frederick C. Arner, Detroit; N. T. Boggess, Huntington, W. Va.; J. S. Bachman, Morrice; J. Bradshaw, Concord; T. Belanger, Detroit; H. H. Davis, Muskegon; R. A. Davis, Detroit; A. L. Hindenach, Marshall; H. W. Hewitt, Milford; V. G. Hubbard, Maple Rapids; E. T. Pettis, Petoskey; C. C. Potter, Detroit; J. C. Regan, Yale; R. C. Platt, Thamesville, Ont.; Alma E. Swanton, Edenville; A. G. Sturgis, Sturgis; H. S. Stoddard, Monroe; E. F. Townsend, Detroit; H. D. Vail, Norwalk, O.

Assistants—C. G. Badenfeld, Detroit; H. S. Harrington, Kalamazoo; H. P. Johnson, Detroit; H. J. Markham, Au Sable; H. S. Reid, Detroit.

The Board elected the following officers for the coming year: F. W. R. Perry, Detroit, President; George Gundrum, Ionia, Secretary; A. C. Schumacher, Ann Arbor, Treasurer. The next examination will be held at the Soo August 24 and 25.

Marked Improvement in Business.

Chicago, July 6—Wholesale druggists report that there has been a most wholesome improvement of business in Chicago during the last two weeks. There is said to be a general brightening up all along the line. Retailers are putting in larger orders, and are making them more frequently than formerly. A considerable part of this improvement is due to the warmer weather and the consequent demand for soda water supplies. There have been no changes in price of any importance. One of the leading wholesalers says: "Values are generally steady, with no noticeable fluctuations in either direction. The effect of the tariff has, in a measure, been anticipated by wholesalers and importers, who, despite the uncertainty, have bought largely, on the strength of an expected improvement in prices." There is a good demand for insect exterminators, and there appears to be a general belief throughout the trade that there will soon be a considerable improvement. Collections in Chicago and the surrounding country are good, and indicate an excellent condition. There is nothing speculative in the situation.

A Newport Attraction.

From the Boston Journal.

They have a pleasing custom at the postoffice in Newport. When you buy stamps, a pretty girl wraps them in paraffine paper and puts them in a little envelope. Thus you avoid the necessity of picking them off your vest pocket lining with a knife.

It is estimated that Philadelphia will pay over \$9,000,000 in interest and dividends during this month.

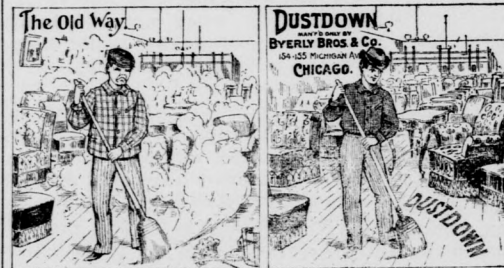
PATENT MEDICINES

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

THUM BROS. & SCHMIDT,
Analytical and Consulting Chemists,
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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.



The Age of Dust Is Past.

How? Use Byerly Bros. & Co.'s celebrated "Dustdown." It will save you 100 per cent. on your investment by preserving your stock from dust. You save time, trouble and stock. No matter how much dirt may have accumulated on your floor it will prevent the dust from rising when you sweep. No sprinkling, no sawdust, no scrubbing, no dust. Dust cannot rise, but curls up. Ask more about it.

BYERLY BROS. & CO., Manufacturers, 154 Michigan Ave., Chicago.

Hanselman's Fine Chocolates

Name stamped on each piece of the genuine.

Hanselman Candy Co.,

426-428-430 East Main Street,
Kalamazoo, Mich.



The Right Reverend Smilie Jorkins and the eminent Professor Adolphus Augustus Whoopemup both predict that the S. C. W. Cigar will be smoked by the best people on Mars in 1900.

There is no better cigar in this or any other world. Ask Grand Rapids traveling men about them.

For sale by leading jobbers and by the manufacturers,

G. J. Johnson Cigar Co.

GRAND RAPIDS.

WHOLESALE PRICE CURRENT.

Advanced—Linseed Oil.
Declined—Oil Cassia, Turpentine, Oil Citronella.

Acidum		Conium Mac.		Scilla Co.	
Aceticum.	80¢ 10	Copaiba.	1 10¢ 20	Tolutan.	50
Benzoinum, German.	80¢ 85	Cubeba.	90¢ 1 00	Prunus virg.	50
Boracic.	15	Excoecarhithos.	1 20¢ 1 30	Tinctures	
Carbolicum.	20¢ 41	Erigeron.	1 20¢ 1 30	Aconitum Napellis R.	60
Citricum.	40¢ 42	Gaultheria.	1 50¢ 1 60	Aconitum Napellis F.	50
Hydrochlor.	30	Geranium, ounce.	50¢ 60	Aloes.	50
Nitricum.	30	Gossypii, Sem. gal.	50¢ 60	Aloes and Myrrh.	50
Oxalicum.	12¢ 14	Hedeoma.	1 00¢ 1 10	Amica.	50
Phosphoricum, dil.	15	Junipera.	1 50¢ 2 00	Assafoetida.	50
Salicylicum.	50¢ 55	Lavendula.	90¢ 2 00	Atrope Belladonna.	50
Sulphuricum.	13¢ 15	Limonis.	1 20¢ 1 40	Aurant Cortex.	50
Tannicum.	1 40¢ 1 60	Mentha Piper.	1 60¢ 2 20	Benzoin.	50
Tartaricum.	30¢ 38	Mentha Verid.	2 65¢ 2 75	Benzoin Co.	50
Ammonia		Morhuine, gal.	1 00¢ 1 10	Boraxma.	50
Aqua, 16 deg.	40¢ 6	Myrica.	4 00¢ 4 50	Cantharides.	50
Aqua, 20 deg.	60¢ 8	Olive.	75¢ 3 00	Capicum.	50
Carbonas.	12¢ 14	Picea Liquida.	10¢ 12	Cardamon.	50
Chloridum.	12¢ 14	Picea Liquida, gal.	99¢ 1 04	Cardamon Co.	50
Aniline		Rosmarini.	1 00¢	Castor.	1 00
Black.	2 00¢ 2 25	Rose, ounce.	6 50¢ 8 50	Catechu.	50
Brown.	80¢ 1 00	Succini.	40¢ 45	Cinchona.	50
Red.	45¢ 50	Sabina.	90¢ 1 00	Cinchona Co.	50
Yellow.	2 50¢ 3 00	Santal.	2 50¢ 7 00	Columba.	50
Bacca.		Sassafras.	50¢ 55	Cubeba.	50
Cubese.	13¢ 15	Sinapis, ess.	50¢ 55	Cassia Acutifol.	50
Juniperus.	60¢ 8	Tigili.	1 40¢ 1 50	Cassia Acutifol Co.	50
Xanthoxylum.	25¢ 30	Thyme.	40¢ 50	Erast.	50
Balsamum		Thyme, opt.	1 60	Ferri Chloridum.	50
Copalba.	60¢ 65	Theobromas.	15¢ 20	Gentian.	50
Peru.	2 00	Potassium		Gentian Co.	50
Terabin, Canada.	40¢ 45	Bi-Barb.	15¢ 18	Guaiac.	50
Tolutan.	80¢ 85	Bichromate.	13¢ 15	Guaiac ammon.	50
Cortex		Bromide.	48¢ 51	Hyoscyamus.	50
Abies, Canadian.	18	Carb.	12¢ 15	Iodine.	75
Cassia.	12	Chlorate, po. 17@19c	16¢ 18	Iodine, colorless.	50
Cinchona Flava.	18	Cyanide.	50¢ 55	Lobelia.	50
Eunonymus atropurp.	30	Iodide.	2 65¢ 2 75	Myrrh.	50
Myrica Cerifera, po.	20	Potassa, Bitart, pure	29¢ 31	Nux Vomica.	50
Prunus Virgin.	12	Potassa, Bitart, com	8¢ 15	Opi.	50
Quillaia, gr'd.	12	Potass Nitras, opt.	8¢ 15	Opi, camphorated.	50
Sassafras.	12	Potass Nitras.	7¢ 9	Opi, deodorized.	1 50
Ulmus.	15	Prussiate.	25¢ 28	Rhatany.	50
Extractum		Sulphate po.	15¢ 18	Rhatany.	50
Glycerhiza Glabra.	24¢ 25	Radix		Rhatany.	50
Glycerhiza, po.	28¢ 30	Aconitum.	20¢ 25	Sanguinaria.	50
Hamatox, 15 lb box.	11¢ 12	Althea.	22¢ 25	Serpentaria.	50
Hamatox, 1s.	13¢ 14	Anchusa.	12¢ 15	Stromonium.	50
Hamatox, 1/8s.	14¢ 15	Arum po.	12¢ 15	Tolutan.	50
Hamatox, 1/4s.	16¢ 17	Calamus.	20¢ 40	Valerian.	50
Ferra		Gentiana.	12¢ 15	Veratrum Veride.	50
Carbonate Precip.	15	Glycerhiza, pv. 15	16¢ 18	Zingiber.	20
Citrate and Quinia.	2 25	Hydrastis Canaden.	35	Miscellaneous	
Citrate Soluble.	80	Hydrastis Can., po.	40	Ether, Spts. Nit. 3 F	30¢ 35
Ferrocyanidum Sol.	50	Hellebore, Alba, po.	15¢ 20	Ether, Spts. Nit. 4 F	24¢ 38
Solut. Chloride.	15	Inula, po.	15¢ 20	Alumen.	24¢ 3
Sulphate, com'l.	2	Ipecac, po.	2 00¢ 2 10	Alumen, gro'd. po. 7	40¢ 4
Sulphate, com'l. by	35	Iris plox.	35¢ 40	Annatto.	40¢ 50
Sulphate, pure	7	Jalapra, pr.	40¢ 45	Antimony, po.	40¢ 5
Flora		Maranta, 1/8s.	35	Antimony et PotassT	55¢ 60
Arnica.	12¢ 14	Podophyllum, po.	22¢ 25	Antipyrin.	1 40
Anthemis.	18¢ 25	Rhei.	75¢ 1 00	Antifebrin.	1 15
Matricaria.	30¢ 35	Rhei, cut.	1 25	Argenti Nitras, oz.	55
Folia		Rhei, pv.	75¢ 1 35	Arsenicum.	10¢ 12
Barosma.	15¢ 20	Spigelia.	35¢ 38	Balm Gilead Bud.	38¢ 40
Cassia Acutifol, Tin-	18¢ 25	Sanguinaria, po. 40	30¢ 35	Bismuth S. N.	1 40¢ 1 50
nevelly.	25¢ 30	Serpentaria.	30¢ 35	Calcium Chlor., 1s.	9
Cassia Acutifol, Alox.	18¢ 25	Senega.	40¢ 45	Calcium Chlor., 1/4s.	10
Salvia officinalis, 1/4s	12¢ 20	Similax, officinalis H	40	Calcium Chlor., 1/8s.	12
and 1/8s.	12¢ 20	Smilax, M.	25	Cantharides, Rus. po.	75
Ura Ursi.	80¢ 10	Scilla.	10¢ 12	Capsici Fructus, af.	18
Gummi		Symplocarpus, Feti-	25	Capsici Fructus, po.	15
Acacia, 1st picked.	45	du, po.	25	Capsici FructusB, po.	15
Acacia, 2d picked.	45	Valeriana, Eng. po. 30	25	Caryophyllus, po. 15	10¢ 12
Acacia, 3d picked.	35	Zingiber, German.	15¢ 20	Carmine, No. 40	3 75
Acacia, sifted sorts.	28	Zingiber a.	12¢ 16	Cera Alba, S. & F	50¢ 55
Acacia, po.	60¢ 80	Zingiber j.	25¢ 27	Cera Flava.	40¢ 42
Aloe, Barb. po. 20¢ 28	14¢ 18	Semen		Coccus.	40¢ 45
Aloe, Cape.	12	Anisum.	12	Cassia Fructus.	23
Aloe, Socotri.	12	Apium (graveleons)	13¢ 15	Centraria.	20
Ammoniac.	55¢ 60	Bird, Is.	40¢ 8	Cetaceum.	45
Assafoetida.	22¢ 25	Cardamom.	1 25¢ 1 75	Chloroform.	60¢ 63
Benzoinum.	50¢ 55	Carui.	10¢ 12	Chloroform, squibbs	1 15¢ 1 30
Catechu, 1s.	13	Cardamom.	8¢ 10	Chloral Hyd Crst.	1 15¢ 1 30
Catechu, 1/4s.	16	Cannabis Sativa.	3 1/4¢ 4	Chondrus.	20¢ 25
Catechu, 1/8s.	16	Cydontum.	75¢ 1 00	Rhebonidine, P. & W	20¢ 25
Camphore.	48¢ 55	Chenopodium.	10¢ 12	Cinchonidine, Germ	15¢ 22
Euphorbium, po. 35	1 00	Dipterix Odorate.	2 90¢ 3 00	Cocaine.	3 55¢ 3 75
Galbanum.	65¢ 70	Feniculum.	10	Corks, list, dis. pr. ct.	2 35
Gamboge, po.	65¢ 70	Fenugreek, po.	7¢ 9	Creta.	2 5
Guaiacum.	40	Lini.	2 1/4¢ 4	Creta, prep.	9¢ 11
Kino.	4 00	Lini, gr'd.	3 1/4¢ 4	Creta, precip.	9¢ 11
Mastic.	60	Lobelia.	35¢ 40	Creta, Rubra.	25¢ 30
Myrrh.	40	Pharlaris Canadian.	3 1/4¢ 4	Crocus.	25¢ 30
Opi.	2 50¢ 2 60	Rapa.	4 1/2¢ 5	Cupri Sulph.	50¢ 6
Shellac.	40¢ 45	Sinapis Albu.	7¢ 8	Dextrine.	10¢ 12
Shellac, bleached.	40¢ 45	Sinapis Nigra.	11¢ 12	Ether Sulph.	75¢ 90
Shagacanth.	50¢ 80	Spiritus		Emery, all numbers	8
Herba		Frumentum, W. D. Co.	2 00¢ 2 50	Emery, po.	8
Absinthium, oz. pkg	25	Frumentum, D. F. R.	2 00¢ 2 25	Ergeta.	30¢ 35
Eupatorium, oz. pkg	20	Frumentum.	1 25¢ 1 50	Flake White.	12¢ 15
Lobelia, oz. pkg	20	Juniperis Co. O. T.	1 65¢ 2 00	Galla.	23
Majorum, oz. pkg	25	Juniperis Co.	1 75¢ 3 50	Gambier.	8¢ 9
Mentha Pip. oz. pkg	25	Saacharum N. E.	1 90¢ 2 10	Gelatine, Cooper.	20¢ 25
Mentha Vir. oz. pkg	25	Spt. Vini Galli.	1 75¢ 6 50	Gelatine, French.	35¢ 60
Rue, oz. pkg	25	Vini Oporto.	1 25¢ 2 00	Glassware, flint, box	60, 10 & 10
Tanacetum Voz. pkg	22	Vini Alba.	1 25¢ 2 00	Less than box.	60
Thymus, V. oz. pkg	25	Sponges		Glue, brown.	9¢ 12
Fragnesia.		Florida sheeps' wool	2 50¢ 2 75	Glue, white.	13¢ 25
Calcined, Pat.	55¢ 60	carriage.	2 50¢ 2 75	Glycerina.	14¢ 20
Carbonate, Pat.	20¢ 22	Nassau sheeps' wool	2 50¢ 2 75	Grana Paradisi.	15
Carbonate, K. & M.	20¢ 25	carriage.	2 50¢ 2 75	Humulus.	25¢ 55
Carbonate, Jennings	35¢ 38	Velvet extra sheeps'	2 50¢ 2 75	Hydraag Chlor Mite	80
Oleum		wool, carriage.	2 50¢ 2 75	Hydraag Chlor Cor.	70
Absinthium.	3 25¢ 3 50	Extra yellow sheeps'	2 50¢ 2 75	Hydraag Ox Rub'm	90
Amygdale, Dulc.	30¢ 50	wool, carriage.	2 50¢ 2 75	Hydraag Ammoniat	1 00
Amygdale, Amare.	8 00¢ 8 25	Grass sheeps' wool,	2 50¢ 2 75	Hydraag Unguentum	45¢ 55
Anisi.	2 10¢ 2 20	carriage.	2 50¢ 2 75	Hydrargyrum.	55
Aurant Cortex.	2 10¢ 2 20	Hard, for slate use.	2 50¢ 2 75	Ichthyobolla, Am.	1 25¢ 1 50
Bergamit.	2 25¢ 2 30	Yellow Reef, for	2 50¢ 2 75	Iodoform.	2 60¢ 3 10
Cajiputi.	75¢ 80	slate use.	2 50¢ 2 75	Iodolium.	2 40
Caryophylli.	55¢ 61	Syrups		Lupulin.	50¢ 55
Cedar.	35¢ 65	Acacia.	50	Lycopodium.	50¢ 55
Chenopadii.	4 00	Aurant Cortex.	50	Macis.	55¢ 75
Cinnamonil.	1 75¢ 1 90	Zingiber.	50	Liquor Arse. et Hy-	27
Citronella.	40¢ 45	Ipecac.	50	drarg Iod.	10¢ 12
		Ferri Iod.	50	Liquor PotassArsinit	20
		Rhei Arom.	50	Magnesia, Sulph.	1 1/4
		Smilax Officinalis.	50	Magnesia, Sulph. bbl	50¢ 60
		Senega.	50	Mannia, S. F.	50¢ 60
		Scilla.	50	Menthol.	2 40

Morphia, S.P. & W.	1 95¢ 2 20	Sinapis.	2	Linseed, pure raw.	29	32
Morphia, S.N.Y.Q. &	1 95¢ 2 20	Sinapis, opt.	2	Linseed, boiled.	31	34
C. Co.	1 95¢ 2 20	Snuff, Maccaboy, De	2	Neatsfoot, winter str	65	70
Moschus Canton.	65¢ 80	Voos.	2	Spirits Turpentine.	33	40
Myristica, No. 1.	65¢ 80	Snuff, Scotch, DeVo's	2			
Nux Vomica, po. 20	15¢ 18	Soda Boras.	6			
Os Sepia.	15¢ 18	Soda Boras, po.	6			
Pepsin Saac, H. & P.	1 00	Soda et Potass Tart.	20¢ 25			
D. Co.	1 00	Soda, Carb.	1 1/4¢ 2			
Picis Liq. N.N. 1/2 gal.	2 00	Soda, Bi-Carb.	3¢ 5			
Picis Liq., quarts.	2 00	Soda, Ash.	3 1/4¢ 4			
Picis Liq., pints.	2 00	Soda, Sulphas.	2			
Pil Hydrarg.	50	Spts. Cologne.	50¢ 55			
Piper Nigra.	50	Spts. Ether Co.	2 42			
Piper Alba.	50	Spts. Vini Rect. bbl.	2 47			
Pilx Burgun.	50	Spts. Vini Rect. 1/2 bbl	2 50			
Plumbi Acet.	10¢ 12	Spts. Vini Rect. 10gal	2 52			
Pulvis Ipecac et Opi	10¢ 12	Spts. Vini Rect. 5gal	2 52			
Pyrethrum, boxes H.	50	Less 5c gal. cash 10 days.				
& P. D. Co., doz.	1 25	Strychnia, Crystal.	1 40¢ 1 45			
Pyrethrum, pv.	30¢ 33	Sulphur, Subl.	2 1/2¢ 3			
Quassia.	80¢ 10	Sulphur, Roll.	2 1/2¢ 3			
Quinia, S. P. & W.	23¢ 31	Tamarinds.	8¢ 10			
Quinia, S. German.	20¢ 23	Terebenth Venice.	28¢ 30			
Quinia, N.Y.	21¢ 23	Theobromae.	42¢ 45			
Rubia Tincturum.	12¢ 14	Vanilla.	9 00¢ 16 00			
Saccharum Lactis pv	18¢ 20	Zinci Sulph.	7¢ 8			
Salicin.	3 00¢ 3 10					
Sanguis Draconis.	40¢ 50					
Sapo, W.	12¢ 14					
Sapo, M.	10¢ 12					
Sapo, G.	15					
Siedlitz Mixture.	20					

Hazeltine & Perkins

Drug Co.

Sundry Department

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

Perfumes Soaps Combs

Mirrors Powder Puffs

Tooth, Nail, Hair, Cloth, Infant, Bath, and

Shaving Brushes

Fountain and Family Syringes

Tweezers Key Rings Cork Screws

Razors Razor Straps

Violin, Guitar and Banjo Strings

Atomizers

Suspensory Bandages

Toilet and Bath Sponges






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

Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 4 00 Frazer's.....75 9 00 IXL Golden, tin boxes.....75 9 00 IXL Golden, tin boxes.....75 9 00 Paragon.....55 6 00	CLOTHES LINES. Cotton, 40 ft, per doz.....1 00 Cotton, 50 ft, per doz.....1 20 Cotton, 60 ft, per doz.....1 40 Cotton, 70 ft, per doz.....1 60 Cotton, 80 ft, per doz.....1 80 Jute, 60 ft, per doz.....80 Jute, 72 ft, per doz.....95 Chicory. Bulk.....5 Red.....7	COUPON BOOKS.   Trademan Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Economic Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00  Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Superior Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 200 books.....6 25 500 books.....10 00 1000 books.....17 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 Rolls Oats. Rolled Avena, bbl.....3 50 Monarch, bbl.....3 25 Monarch, 1/2 bbl.....1 75 Private brands, bbl.....3 00 Private brands, 1/2 bbl.....1 62 Quaker, cases.....3 20 Sago. German.....4 East India.....3 1/2 Wheat. Cracked, bulk.....3 24 2 lb packages.....2 40	Southern's. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. doz.....75 2 oz.....1 50 4 oz.....3 50 Regular Vanilla. doz.....1 20 4 oz.....2 40 XX Grade Lemon. doz.....1 50 4 oz.....3 00 XX Grade Vanilla. doz.....1 75 4 oz.....3 50	SALT. Diamond Crystal. Cases, 24 3-lb boxes.....1 50 Barrels, 100 3 lb bags.....2 75 Barrels, 40 7 lb bags.....2 40 Butter, 28 lb. bags.....30 Butter, 56 lb. bags.....60 Butter, 20 14 lb bags.....3 00 Butter, 280 lb bbls.....2 50 Common Grades. 100 3 lb sacks.....2 60 60 5-lb sacks.....1 85 28 11-lb sacks.....1 70 Worcester. 50 4 lb. cartons.....3 25 115 2 1/2 lb. sacks.....4 00 60 5 lb. sacks.....3 75 22 14 lb. sacks.....3 50 30 10 lb. sacks.....3 50 28 lb. linen sacks.....32 56 lb. linen sacks.....60 Bulk in barrels.....2 50 Warshaw. 56-lb dairy in drill bags.....30 28-lb dairy in drill bags.....15 Ashton. 56-lb dairy in linen sacks.....60 Higgins. 56-lb dairy in linen sacks.....60 Solar Rock. 56-lb sacks.....21 Common Fine. Saginaw.....70 Manistee.....70
BAKING POWDER. Absolute. 1 lb cans doz.....45 1 lb cans doz.....85 1 lb cans doz.....1 50 Acme. 1 lb cans 3 doz.....45 1 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk.....10 El Purity. 1 lb cans per doz.....75 1 lb cans per doz.....1 20 1 lb cans per doz.....2 00 Home. 1 lb cans 4 doz case.....35 1 lb cans 4 doz case.....55 1 lb cans 4 doz case.....90 Green. Fair.....17 Good.....18 Prime.....19 Golden.....20 Peaberry.....22	CATSUP. Columbia, pints.....4 25 Columbia, 1/2 pints.....2 50 CLOTHES PINS. 5 gross boxes.....40 COCOA SHELLS. 20 lb bags.....2 1/4 Less quantity.....3 Pound packages.....4 CREAM TARTAR. Strictly Pure, wooden boxes.....35 Strictly Pure, tin boxes.....37 COFFEE. Rio. Fair.....17 Good.....18 Prime.....19 Golden.....20 Peaberry.....22 Santos. Fair.....19 Good.....20 Prime.....21 Golden.....22 Peaberry.....23 Mexican and Guatamala. Fair.....21 Good.....22 Prime.....23 Golden.....24 Peaberry.....25	Credit Checks. 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75 DRIED FRUITS—DOMESTIC. Apples. Sundried.....2 1/4 Evaporated 50 lb boxes.....4 California Fruits. Blackberries.....9 @ 10 1/4 Nectarines.....6 @ 9 Peaches.....7 1/4 @ 9 Pears.....8 @ 9 Plitted cherries.....12 Raspberries.....12 California Prunes. 100-120 25 lb boxes.....3 1/4 80-90 25 lb boxes.....3 1/4 60-70 25 lb boxes.....4 1/4 40-50 25 lb boxes.....4 1/4 30-40 25 lb boxes.....4 1/4 1/2 cent less in 50 lb cases Raisins. London Layers 3 Crown.....1 55 London Layers 5 Crown.....2 50 Dehesias.....3 25 Loose Muscatels 2 Crown.....4 1/4 Loose Muscatels 3 Crown.....5 1/4 Loose Muscatels 4 Crown.....6 1/4	Fish. Cod. Georges cured.....@ 3 1/4 Georges genuine.....@ 4 Georges selected.....@ 5 Strips or bris.....5 @ 5 Halibut. Chunks.....10 Strips.....9 Herring. Holland white hoops keg.....60 Holland white hoops bbl.....7 50 Norwegian.....2 50 Round 100 lbs.....1 30 Round 40 lbs.....1 30 Scaled.....13 Flackerel. Mess 100 lbs.....10 50 Mess 40 lbs.....4 50 Mess 10 lbs.....1 20 Mess 8 lbs.....1 60 No. 1 100 lbs.....9 50 No. 1 40 lbs.....4 10 No. 1 10 lbs.....1 10 No. 1 8 lbs.....1 10 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.....4 00 No. 2, 100 lb. bales.....1 93 No. 1 100 lbs.....4 00 No. 1 40 lbs.....1 93 No. 1 10 lbs.....45 No. 1 8 lbs.....47 Whitefish. No. 1 No. 2 Fam.....1 75 100 lbs.....6 40 5 00 1 75 40 lbs.....2 85 2 30 1 00 10 lbs.....79 65 33 8 lbs.....66 55 30	GLUE. per doz. Jackson Liquid, 1 oz.....65 Jackson Liquid, 2 oz.....98 Jackson Liquid, 3 oz.....1 30 GUNPOWDER. Rifle—Dupont's. Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb cans.....30 1/2 lb cans.....18 Choke Bore—Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb cans.....34 Eagle Duck—Dupont's. Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb cans.....45 LICORICE. Pure.....30 Calabria.....25 Sicily.....14 Root.....10 MINCE MEAT. Ideal, 3 doz. in case.....2 25 PATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 MOLASSES. New Orleans. Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 @ 25 Half-barrels 2c extra. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....1	SPICES. Whole Sifted. Allspice.....9 Cassia, China in mats.....10 Cassia, Batavia in bund.....20 Cassia, Saigon in rolls.....32 Cloves, Amboyna.....15 Cloves, Zanzibar.....9 Mace, Batavia.....60 Nutmegs, fancy.....60 Nutmegs, No. 1.....50 Nutmegs, No. 2.....50 Pepper, Singapore, black.....9 Pepper, Singapore, white.....12 Pepper, shot.....10 Pure Ground in Bulk. Allspice.....12 Cassia, Batavia.....22 Cassia, Saigon.....35 Cloves, Amboyna.....20 Cloves, Zanzibar.....15 Ginger, African.....15 Ginger, Cochon.....20 Ginger, Jamaica.....22 Mace, Batavia.....70 Mustard, Eng. and Trieste.....20 Mustard, Trieste.....25 Nutmegs.....40 @ 50 Pepper, Sing., black.....10 @ 14 Pepper, Sing., white.....15 @ 18 Pepper, Cayenne.....17 @ 20 Sage.....18
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	CONDENSED MILK. 4 doz in case. Gall Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 50 Dime.....3 25 CHOCOLATE. Walter Baker & Co.'s. German Sweet.....22 Premium.....31 Breakfast Cocoa.....42	FLY PAPER. Tanglefoot. Regular, per box.....30 Regular, case of 10 boxes.....2 55 Regular, 5 case lots.....2 50 Regular, 10 case lots.....2 40 Little, per box.....13 Little, case of 15 boxes.....1 45 Little, 10 case lots.....1 40 Holders, per box of 50.....75	FLAVORING EXTRACTS.  Jennings'. D.C. Vanilla.....2 00 D.C. Lemon.....2 00 2 oz.....1 20 2 00 75 3 oz.....1 50 3 00 1 00 4 oz.....2 00 4 00 1 40 6 oz.....3 00 6 00 2 00 No. 8 4 00 No. 8 2 40 No. 10 6 00 No. 10 2 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 HERBS. Sage.....15 Hops.....15 INDIGO. Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 JELLY. 15 lb pails.....30 17 lb pails.....34 30 lb pails.....55 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25	PICKLES. Barrels, 1,200 count.....3 40 Half bbls, 600 count.....2 20 Small. Barrels, 2,400 count.....4 40 Half bbls, 1,200 count.....2 70 RICE. Domestic. Carolina head.....6 1/4 Carolina No. 1.....5 Carolina No. 2.....4 1/2 Broken.....3 Imported. Japan, No. 1.....5 1/4 Japan, No. 2.....5 Java, No. 1.....4 1/2 Table.....5 1/2 SEEDS. Anise.....13 Canary, Smyrna.....4 Caraway.....10 Cardamom, Malabar.....80 Hemp, Russian.....4 Mixed Bird.....4 1/4 Mustard, white.....8 Poppy.....5 Rape.....5 Cuttle Bone.....20 SALERATUS. Packed 60 lbs. in box. Church's.....3 30 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 SAL SODA. Granulated, bbls.....1 10 Granulated, 100 lb cases.....1 50 Lump, bbls.....1 50 Lump, 145 lb kegs.....1 10	SYRUPS. Corn. Barrels.....12 Half bbls.....14 Pure Cane. Fair.....16 Good.....20 Choice.....25 SODA. Boxes.....5 1/4 Kegs, English.....4 1/4 SOAP. Laundry. Armour's Brands. Armour's Family.....2 70 Armour's Laundry.....3 25 Armour's White, 100s.....6 25 Armour's White, 50s.....3 20 Armour's Woodchuck.....2 55 Armour's Kitchen Brown.....2 00 Armour's Mottled German.....2 40 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd.....3 33 American Family, unwr'd.....3 27 Dome.....3 33 Cabinet.....2 20 Savon.....2 50 Dusky Diamond, 50 6 oz.....2 10 Dusky Diamond, 50 8 oz.....3 00 Blue India, 100 1/2 lb.....3 00 Kirkoline.....3 75 Eos.....3 65 One box American Family free with five.

Lautz Bros. & Co.'s Brands.



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

Acme, 60 lb. cakes.	
Single box	3 00
5 box lots	2 90
10 box lots	2 85
25 box lots	2 80
One box free with 5; two boxes free with 10; five boxes free with 25.	

Acme, 5 cent size.	
Single box	2 85
5 box lots	2 75
10 box lots	2 65
25 box lots	2 60
Acorn, 120 cakes, 7 lb. boxes.	
Single box	2 85
5 box lots	2 75
10 box lots	2 70
25 box lots	2 65

Marseilles White.



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



100 cakes, 75 lbs.	
Single box	2 85
5 box lots	2 80
10 box lots	2 75
25 box lots	2 65

Wolverine Soap Co.'s Brands.



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

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

Washing Powder.



100 12 oz. pkgs.	3 50
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STARCH.



Kingsford's Corn.	
40 1-lb packages	6
20 1-lb packages	6 1/2
Kingsford's Silver Gloss.	
40 1-lb packages	6 1/2
6-lb boxes	7

Diamond.

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

Common Corn.

20-lb boxes	4 1/2
Common Gloss.	
1-lb packages	4
3-lb packages	4
6-lb packages	4 1/2
40 and 50 lb boxes	2 1/2
Barrels	2 1/2

STOVE POLISH.



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

SUGAR.

Below are given New York prices on sugars, to which 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 00
Mould A	5 00
Granulated in bbls	4 75
Granulated in bags	4 75
Fine Granulated	4 75
Extra Fine Granulated	4 88
Extra Coarse Granulated	4 88
Diamond Confection	4 75
Confection Standard A	4 63
No. 1	4 50
No. 2	4 50
No. 3	4 50
No. 4	4 50
No. 5	4 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	3 75
Halford, large	3 75
Halford small	2 25
Salad Dressing, large	4 55
Salad Dressing, small	2 65

TOBACCOS.

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



S. C. W.	35 00
H. Van Tongeren's Brand.	

STAR GREEN CIGAR.

Star Green	35 00
Miscellaneous Brands.	
American Queen	35 00
Mailory	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	14
Ciscoes or Herring	10
Bluefish	10
Live Lobster	17
Boiled Lobster	19
Cod	10
Haddock	7
No. 1 Pickerel	8
Pike	6
Smoked White	7
Red Snapper	10
Col. River Salmon	10
Mackerel	12 1/2
Oysters in Cans.	
F. H. Counts	40
Shell Goods.	
Oysters, per 100	1 25
C. Ams, per 100	90

Candies.

Stick Candy.

Standard	5 7
Standard H. H.	5 1/2
Standard Twist	6 7
Cut Leaf	6 8

Mixed Candy.

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

Fancy-In Bulk.

Lozenges, plain	8 1/2
Lozenges, printed	8 1/2
Choc. Drops	11
Choc. Monumentals	12
Gum Drops	12
Moss Drops	12
Sour Drops	12 1/2
Imperial	12 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
A. B. Licorice Drops	50
Lozenges, plain	50
Lozenges, printed	50
Imperial	50
Motives	50
Cream Bar	50
Molasses Bar	50
Hand Made Creams	80
Decorated Creams	60
String Rock	50
Burnt Almonds	1 25
Wintergreen Berries	55

Caramels.

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

Fruits.

Oranges.	
Seedlings	
96-112	2
113-125	2 1/2
126-150	3 25
151-175	3 50
Med't Sweets.	
126	3 25
151-175	3 50
Messinas.	
Fancy 200s	3 50
Choice 200s	3 25
St. Michaels.	
200s	4 50

Lemons.

Strictly choice 300s.	4 00
Strictly choice 300s.	4 00
Fancy 300s.	4 50
Ex. Fancy 300s.	5 00

Bananas.

Medium bunches	1 25
Large bunches	1 75

Foreign Dried Fruits.

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

Nuts.

Almonds, Tarragonas.	12 1/2
Almonds, Ivaca	11
Almonds, California,	
soft shelled	7 1/2
Brazils new	10
Filberts	10
Walnuts, Greenables	12 1/2
Walnuts, Calif No. 1	10
Walnuts, soft shelled	12
Calif	12
Table Nuts, fancy	11
Table Nuts, choice	10
Pecans, Med.	10
Pecans, Ex. Large	10
Pecans, Jumbos	12
Hickory Nuts per bu.	10
Ohio, new	10
Cocoanuts, full sacks	3 50
Peanuts.	
Fancy, H. P., Suns.	7
Fancy, H. P., Flags	7
Choice, H. P., Extras.	7
Choice, H. P., Extras.	7
Roasted	6

Grains and Feedstuffs

Wheat.

Wheat.	72
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Winter Wheat Flour.

Local Brands.

Patents	4 40
Second Patent	4 00
Straight	3 80
Clear	3 40
Graham	3 75
Buckwheat	3 40
Rye	2 65
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
Worden Grocer Co.'s Brand.	
Quaker, 1/2s.	4 20
Quaker, 1/4s.	4 20
Quaker, 1/8s.	4 20

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.	
Pillsbury's Best 1/2s.	4 45
Pillsbury's Best 1/4s.	4 25
Pillsbury's Best 1/8s.	4 25
Pillsbury's Best 1/4s paper.	4 25
Pillsbury's Best 1/8s paper.	4 25
Ball-Barnhart-Putman's Brand.	
Grand Republic, 1/2s.	4 60
Grand Republic, 1/4s.	4 50
Grand Republic, 1/8s.	4 40
Lemon & Wheeler Co.'s Brand.	
Parisian, 1/2s.	4 60
Parisian, 1/4s.	4 50
Parisian, 1/8s.	4 40
Olney & Judson's Brand.	
Ceresota, 1/2s.	4 60
Ceresota, 1/4s.	4 50
Ceresota, 1/8s.	4 40
Worden Grocer Co.'s Brand.	
Laurel, 1/2s.	4 60
Laurel, 1/4s.	4 50
Laurel, 1/8s.	4 40

Meal.

Bolted	1 50
Granulated	1 75

Feed and Millstuffs.

St. Car Feed, screened	12 50
No. 1 Corn and Oats	11 50
Unbolted Corn Meal	11 00
Winter Wheat Bran	9 00
Winter Wheat Middlings	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
Carlots, clipped	24
Less than car lots	27

Hay.

No. 1 Timothy carlots	10 00
No. 1 Timothy, ton lots	11 50

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	4 1/2
Soda, City	5 1/2
Zephyrette	9
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
Bent's Cold Water	13
Belle Rose	6
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. Snps. XXX home made	5
Gin. Snps. XXX scalloped	5
Ginger Vanilla	7
Imperial	6 1/2
Jumoles, 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	10
Sears' Lunch	6 1/2
Sears' Zephyrette	10
Vanilla Square	7
Vanilla Wafers	12
Pecan Wafers	12
Fruit Coffee	9
Mixed Picnic	10
Cream Jumbles	11 1/2
Boston Ginger Nuts	6
Chimney Faden	9
Pineapple Glace	12
Penny Cakes	12

Provisions.

Swift & Company quote as follows:

Barreled Pork.

Mess	8 00
Back	8 00
Clear back	8 50
Short cut	8 25
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 1/4
Hams, 20 lb average	8 3/4
Ham dried beef	14 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
Kettle	5
55 lb Tubs	advance
80 lb Tubs	advance
50 lb Tins	advance
20 lb Pails	advance
10 lb Pails	advance
5 lb Pails	advance
3 lb Pails	advance

GOTHAM GOSSIP.

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

Special Correspondence.

New York, July 3.—We are entering upon the last half of 1897 with a week of humidity that is extremely trying. When New York settles right down to being hot, it takes the cake for general discomfort. You sweat, but the air is so damp the perspiration does not evaporate and to walk four blocks is to insure that your clothes will all be stuck fast to your body. Of course, this discomfort will increase, for the bigger the body the hotter, and we have 3,000,000 people here now.

Quite a good many buyers have found their way hither and in the dry goods and grocery districts they are to be seen from all parts of the country. As a general thing, they are, as yet, simply looking around; visiting the seashore, lakes and mountains until after the Fourth, when they profess they will take hold and inaugurate the fall campaign with liberal purchases. May it be true!

During the week the coffee market has been very apathetic. Buyers are showing no inclination to take ahead of current wants and are apparently letting the big roasters have all there is in the coffee trade. The deliveries last week were better than this. Receipts of Rio and the amount afloat aggregate about 605,000 bags—about double the quantity at the same time last year. Rio No. 7 is worth 7½¢. The street has been talking of a 2 cent duty this week, but there is, seemingly, no foundation for the rumor. Mild grades are in light request and roasters take only enough to keep running. Quotations are nominal.

It is said that several carload orders for foreign refined sugar have come to hand from west of Chicago. If so, it seems to have been about the most lively article in the market. Jobbers generally say that the demand for refined has been very quiet, and, although different reports are heard, the indications are that trade is simply of an everyday character. Prices have remained practically unchanged and both buyers and sellers are waiting for fall trade to set in.

The tea market is flat. With the former quotations ruling, there seems less animation than when the advance had reached its height. Everybody seemed to stock up a few weeks ago with enough to last for at least three months and there is nothing doing.

Rice is firm, but an effort to crowd Japan up ¼¢ was hardly a success. The demand this week shows some falling off, as compared with the previous one, and probably there will be a period of comparative quiet for the coming four weeks. Southern markets are reported firm, but no great amount of trading is being done.

Rumors of an extra duty being placed upon raw spices had the effect of causing some firmness, but there was certainly no advance in rates and within a few days the scare will be over. Some spice brokers say they have had a good month during June, while others report a contrary condition of affairs.

Midsummer dulness has settled down and the molasses market is bare of interest. The grocery trade is taking a little molasses of both the better and the poorer qualities, but, as a rule, not much business is reported and no especial improvement is expected until cooler weather.

Syrups have been in quite good request and firm. It is said that a bid for 10,000 barrels for export was refused because the bidder did not reach within ¼¢ of the seller's idea.

The corn crop in Maine is almost certain to be a failure, as many reports have been received showing that the growth of the corn has been so retarded by backward weather that there will be no chance for it to mature. Fruits are abundant and promise to be cheaper than ever. Peas are selling at every imaginable figure and the outlook is not encouraging for the packer. Tomatoes are selling at 60¢ for New Jersey stand-

ards, delivered in New York. Altogether, the canned goods market is towards a lower basis for many things, while nothing is likely to advance, from present appearances.

About 175,000 boxes of lemons were sold at auction during this week. This is the largest record for a week for several years. Prices showed some advance and at the moment the market is firm. Oranges have met with a fair holiday call and, as supplies are not very large, the chances are that we shall have present quotations well sustained. Pines are plenty and the market is firm. Bananas are moving slowly at \$1.25 per bunch for firsts.

The butter market has exhibited very few changes. The price is practically the same as last week. The demand is somewhat less from the local dealers, but a goodly quantity is reported as being put in storage. Best Western, 15 @ 15½¢.

Under large supplies the cheese market has become dull and heavy. Prices have fallen off about ¼¢. Eight cents seems to be the very top for best stock—extra full cream. Small sizes are in still greater supply and sell for ¼¢ less.

The hot weather is getting in its fine work and most of the arrivals of eggs are not up to mark. About 85,000 packages were received during the week. Choice near-by are held at 12¢. Michigan, Northern Ohio, and Indiana fancy, 10½¢.

Beans are quiet. Marrows \$1.15 @ 1.17; Medium choice, 87½¢; pea, 85¢; Red kidney, \$1.75 @ 1.80.

American Cheese on the Island of Jamaica.

American cheese is advertised quite freely in Jamaica and is so well known that it meets with a steady sale. "Young Americas" are the style that is best known in Jamaica, where you find them on the tables of all the best hotels, as well as in private houses among well-to-do people. During the last year I understand that a considerable number of the small 5 pound and 20 pound block cheese, known as "Thistle cheese," have been purchased to go to that island. The people there are alive to the merits of any food product that is particularly good and is made or put up so that it will stand their climate. They like a cheese that is small enough to be put upon the table whole, so that each person can scoop from it enough to satisfy his own wants. I saw Young Americas on at least half a dozen different tables in Jamaica, and they were uniformly good and palatable.

BENJ. D. GILBERT.



A
PURE
MALT
SUBSTITUTE
FOR
COFFEE
MANUFACTURED
BY

KNEIPP MALT FOOD CO.

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

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

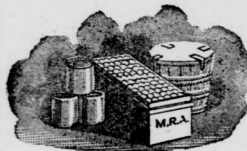
ORANGES

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

Both Telephones 1248.

127 Louis Street.

Grand Rapids, Mich.



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.

SEASONABLE SEEDS

Millets, Hungarian, Fodder Corn.

GARDEN SEEDS, IMPLEMENTS, ETC.

Alfred J. Brown Co.,

Wholesale Seed Merchants,
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.

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.



"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.

Corrected Reprint of the New Township Peddling Law.

The Tradesman regrets that a serious omission was made in the reprint of the new peddling law, published in the issue of June 23. It is, therefore, reprinted entire this week, as follows:

Section 1. The People of the State of Michigan enact, That it shall not be lawful for any persons to engage in the business of hawking, peddling, or pawn-brokerage, by going about from door to door or from place to place, or from any stand, cart, vehicle or in any other manner in the public streets, highways or in or upon the wharves, docks, open places or spaces, public grounds or public buildings in any township in this State, without first having obtained from the township board of the township where such business is to be carried on, a license therefor.

Sec. 2. It shall be the duty of the township board of every township of the State immediately after this act shall take effect, to fix the amount of such license in townships of less than one thousand population, five dollars; in townships of not less than one thousand population, and not over twenty-five hundred, not less than ten dollars nor more than twenty dollars; in townships whose population exceeds twenty-five hundred, not less than fifteen dollars nor more than thirty dollars.

Sec. 3. The actions of the township board in fixing the amount of such license shall be by resolution, which shall be spread at length upon the records of the proceedings of the board and the same may be annulled or amended by resolution of the township board passed at any subsequent meeting thereof and spread at length upon the records of its proceedings: Provided, That such resolutions, or any resolution, annulling or amending the same, shall not take effect until twenty days after a written or printed copy of the same shall have been posted in five of the public places in the township. The person or persons posting notices of any such resolution shall make and file with the township clerk proof by affidavit of the fact of such posting. And in all suits, actions and proceedings where the passage of any such resolution, by the township board, or the posting of copies thereof as above provided, shall come in question, a copy of such resolution, and of such affidavit, certified under the hand of the township clerk, shall be prima facie evidence of the due passage of such resolution and of the posting of copies thereof.

Sec. 4. Licenses granted under this act shall not be transferable, and shall expire on the first Monday of May next after the granting thereof. Every person to whom a license shall be issued under this act shall give upon demand of the township clerk a bond in the sum of fifty dollars with two sufficient sureties to be approved by the township clerk, conditioned that he will carry on said business in a quiet and orderly manner, and that he will faithfully observe all the laws of this State, and the

rules, regulations and ordinances of the township or village where his business shall be carried on in relation to said business.

Sec. 5. All sums received for license granted under authority of this act shall be paid into the township treasury of the township granting the license, to the credit of the contingent fund.

Sec. 6. Every person who shall be found traveling and trading or soliciting trade, contrary to the provisions of this act, or without the license required by any resolution of any township board passed in pursuance thereof, or not producing upon demand of any person said license or contrary to the terms of any license that may have been granted to him as a hawker, peddler or pawn-broker, shall be deemed guilty of a misdemeanor, and upon conviction thereof before any court of competent jurisdiction, shall be punished by a fine of not more than fifty dollars and costs of prosecution, or by imprisonment in the county jail for a period not exceeding three months, or by both such fine and imprisonment, in the discretion of the court before which the conviction may be had.

Sec. 7. It shall be the duty of the supervisor of each township in the State to see that this act is enforced and in case of any violation thereof to immediately notify the prosecuting attorney of the proper county whose duty it shall be to take all proper steps for the prosecution of the offender.

Sec. 8. Nothing contained in this act shall prevent any person from selling any meat or fish in townships outside of any incorporated city or village, nor any nurseryman from selling his stock by sample or otherwise, nor any person, firm or corporation engaged in the sale of farm machinery and implements, nor any manufacturer, farmer or mechanic residing in this State from selling or offering for sale his work or production by sample or otherwise, without license, nor shall any wholesale merchant, having a regular place of business, be prevented by anything herein contained from selling to dealers by sample, without license; but no merchant shall be allowed to peddle, or to employ others to peddle goods not his own manufacture without the license provided for in this chapter.

Sec. 9. Sections sixteen to twenty-five inclusive of chapter twenty-one of the revised statutes of eighteen hundred forty-six, entitled "Hawkers and peddlers," being sections twelve hundred fifty-seven to twelve hundred sixty-six inclusive of Howell's annotated statutes, act number two hundred four of the public acts of eighteen hundred eighty-nine, being sections one thousand two hundred and sixty-six to one thousand two hundred and sixty-six e inclusive of Howell's annotated statutes; and act number one hundred thirty-seven of the public acts of eighteen hundred and ninety-five is hereby repealed.

This act is ordered to take immediate effect.

Approved June 2, 1897.

Filed June 5, 1897.

While it is to be regretted that the farmer members of the Legislature sided with the peddler and succeeded in amending Section 2 by arbitrarily establishing the license fees according to the population of the township, yet the most valuable feature of the law—the provision requiring a \$50 bond—set forth in Section 4, was allowed to remain undisturbed. This feature will serve to curtail peddling more than any other provision of the law, as many men who can easily pay the license fee will find it exceedingly difficult to find two sureties to a \$50 bond.

The Tradesman has had prepared by its attorney blank forms for the license and the bond, which it will cheerfully furnish gratuitously on application.

The law has now been in effect since June 5, but, so far as the Tradesman's information goes, no steps have been taken by the proper officials to acquaint the supervisors with the status of affairs. The Tradesman recently wrote the Secretary of State on this point, receiving the following reply from Deputy Selden:

Lansing, July 3—I have your letter of July 2, relative to the distribution of copies of the law passed by the last Legislature regarding the licensing of hawkers and peddlers. I am of the opinion that a distribution reaching every township clerk and supervisor in the State would be a good thing, but inasmuch as the old law placed the matter under the control of the Treasury Department, Mr. Steel would be the proper person to make such a distribution. The printed copies of the act are prepared and being circulated to all who enquire for them by that department. I don't know how many copies he had printed, but presume enough to supply any reasonable demand.

The Tradesman thereupon wrote the Attorney General as follows:

Grand Rapids, July 5—As you are probably aware, a new law governing the licensing of country peddlers went into effect June 5.

Greatly to my regret, no effort has been made to bring the law to the attention of the supervisors of the State, and I therefore beg leave to enquire whose duty it is to attend to this matter? It is very desirable, in my opinion, that the supervisors should receive official information without further delay, and I hope you can point out the way by which this can be done.

E. A. STOWE.

Pending the receipt of official information, it would be well for country merchants to interview their supervisors and town clerks and assure those officials that they are expected to do their whole duty in the premises at the earliest possible moment.

Always have seasonable goods in season.

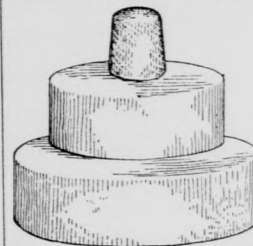
Elgin System of Creameries.

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.



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.

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.

PARTIAL PROGRAM.

Some of the Sports Booked for Seven Islands.

Judging by the program in course of preparation for the fourteenth annual convention of the Michigan State Pharmaceutical Association, which will be held at Grand Ledge, Aug. 3, 4 and 5, the Seven Islands meeting will not be inferior to previous events of the kind. The entertainment portion of the program is in charge of Messrs. Church, Muir and Goodwin, who favor the Tradesman with the following preliminary draft:

Tug of War—Twelve men on side, each man on winning side to receive one-half gallon Granite floor paint, donated by Berry Bros., Detroit.

One Hundred Yard Race—First prize, undecided, donated by Fairfield Bros. & Foster, New York. Second prize, set of eight graduates, glass, donated by the Hazeltine & Perkins Drug Co.

Baseball Scramble—Prize, one dozen Kala Chix, donated by F. Stearns & Co., Detroit.

Married Men's Race—First prize, one box cigars, donated by G. J. Johnson Cigar Co., Grand Rapids. Second prize, one box Tanglefoot, donated by O. & W. Thum Co., Grand Rapids.

Single Men's Race—(75 yards)—First prize, one box cigars donated by H. Deitz, Detroit. Second prize, one box Tanglefoot.

Throwing Baseball—First prize, one case three ounce prescription ovals, donated by Obear, Nester Glass Co., St. Louis, Mo. Second prize, one bottle fluid Cascara Aromatic (Lilly), donated by U. A. Goodwin.

Hen Race—The man catching hen and returning to judge (H. E. Wilson), first prize, receives three dozen Euthymol Germicidal Antiseptic tooth paste, donated by Wm. D. Church.

Board or Standing Jump, with weights—Prize, one box Tanglefoot.

Board or Standing Jump, without weights—Prize, one box Tanglefoot.

Hurdle Race—(75 yards)—First prize, one box cigars, donated by Pharmacists' Cigar Co., Detroit. Second prize, one box Tanglefoot.

Bunch Race (three in a bunch with legs tied together)—Prize to each winning contestant, one box "Tanglefeet." This will be fun.

Potato Race (25 yards)—First prize, one-half dozen "Formaseptol," donated by Eli Lilly & Co. Second prize, one pound F. E. Ergot (Lilly's).

Barrel Race—Prize, one box cigars, donated by G. J. Johnson Cigar Co., Grand Rapids.

Bicycle Race—Prize, one box Tanglefoot.

Fat Men's Race—(Must weigh 185 pounds to be eligible, and if you are not "such a much," don't apply or train)—Prize, one box cigars, donated by Pharmacists' Cigar Co., Detroit. Second prize, one box Tanglefoot.

Championship Race—The winners of above races will compete for special prize, one-quarter dozen sterilizers, donated by Morrisson, Plummer & Co., Chicago.

Capsule Filling Contest—First prize, ice cream cabinet, value \$15, donated by Chocolate Cooler Co., Grand Rapids. Second prize, 1 (10 lb.) box handmade cream candy, donated by Putnam Candy Co., Grand Rapids.

Baseball Game, Druggists vs. Traveling Men, B. E. West, Grand Rapids, captain druggists' team and Frank E. Westervelt, Grand Rapids, captain for travelers' team. Apply to captains for positions at once. Empires (not umpires), Willie White, No. 2, Grand Rapids, and Judge Wilson (Hughie), Grand Rapids. Batter (eyes) for druggists, pitcher, Jim Quarry, Ann Arbor; catcher, E. T. Webb, Jackson. For druggists, pitcher, Bert Berdan, Detroit; catcher, Charlie Rockwood, Buffalo, Earl Allen, Philadelphia, alternate.

A bottle of Lemp's beer on every base, donated by Lemp Brewing Co., St. Louis, Mo. Each member of winning team receives one bottle Lemo-

Seltzer, donated by Schrouder & Haan, Grand Rapids. This will keep in mind the liquor laws the people are trying to pass.

Only druggists are allowed to compete for prizes. No one will receive more than two prizes.

CONTESTS FOR LADIES.

Bring all the ladies you can, as we are shy.

Button Sewing Contest—First prize, one bottle Cuban Roses, donated by Foote & Jenks, Jackson. Second prize, one bottle Pythian Boquet, donated by Foote & Jenks.

Guessing Contest, as to number of beans in a bottle—First prize, one bottle Cuban Lilies, donated by Foote & Jenks. Second prize, one bottle Easter Star, donated by Foote & Jenks.

Egg Race (running with an egg held in a spoon)—First prize, one dozen Euthymol antiseptic powder, donated by Wm. D. Church. Second prize, one bottle Violet de Parme, donated by F. F. Ingram & Co., Detroit.

Ball Throwing Contest—First prize, one bottle Wildwood Violet, donated by Foote & Jenks. Second prize, one bottle Linden Bloom, donated by Foote & Jenks.

Apple Paring Bee (paring and quartering six apples)—Prize, one package Czarina Violets, donated by F. F. Ingram & Co.

PRIZES FOR PAPER.

Best paper on Pharmacy—Prize, \$5 in gold, donated by Mallinckordt Chemical Co., St. Louis, Mo.

Best paper of practical interest to retail druggists—Prize, \$5 in currency, donated by F. E. Westervelt, of Seabury & Johnson.

Best paper on methods of advertising—Prize, one-quarter dozen sterilizers, donated by Morrisson, Plummer & Co.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall, Tuesday evening, July 6, President Winchester presided.

E. D. Winchester, chairman of the Committee on Flour, reported that that Committee and the Committee on Trade Interests had met the city millers and completed all arrangements for putting into effect the new plan for the sale of flour at retail. Under the new arrangement the retailer is to have a guaranteed profit of 5 cents on twenty-five pound sacks and 15 cents per hundred. Mr. Winchester commended the manner in which the millers met the Committee and stated that cards embodying the new plan would be issued to the trade in the course of a day or two.

Julius J. Wagner stated that the Committee certainly has reason to believe that the millers feel that the grocers ought to get a larger ratio of profit on flour, but the grocers decided that during the present era of low prices it would be best to hold margins down to the lowest possible living limits.

On motion of J. Geo. Lehman, the report was accepted and the Committee continued.

Mr. Lehman reported that the special committee appointed at the previous meeting to consider locations for the annual picnic favored the idea of holding the event at North Park. If it is necessary to hold a picnic for the sake of the financial returns, Reed's Lake is, of course, the proper place, but if the grocers want a genuine grocers' picnic, North Park is the better location. At Reed's Lake the crowd is so large that grocers' picnic is everybody's picnic and nobody's picnic.

Fred W. Fuller supported Mr. Lehman in the belief that North Park is the most desirable place for the picnic, calling attention to the small steamboat now maintained on the river and the large number of rowboats which can be leased for the day for a nominal consideration.

Secretary Klap stated that, in his opinion, a majority of the grocymen of the city preferred Reed's Lake. He announced himself somewhat skeptical as to the probability of the custodian at

North Park making good his promises, judging by the manner in which he treated the city while enjoying booth privileges at John Ball Park.

Mr. Wagner stated that, in his opinion, Reed's Lake is the best place to hold a picnic, on account of the roominess of the resort and the ease of access.

B. S. Harris was of the same opinion as Mr. Wagner.

Mr. Wagner moved that the report of the Committee be accepted and the Committee discharged, which was adopted, whereupon the same gentleman moved that the picnic be held Aug. 5, which was adopted.

Mr. Fuller moved that the picnic be an all-day affair, which was adopted.

Mr. Lehman moved that the President appoint a committee of three to interview the various resorts to ascertain which one would guarantee the largest returns to the Association. The motion was adopted and the chairman appointed as such committee Julius J. Wagner, Homer Klap and Peter Braun.

On account of the shortness of time between now and the picnic, it was decided to hold a special meeting next Tuesday evening, at which time the President was requested to be in readiness to announce the special committees necessary to manage the event.

There being no further business, the meeting adjourned.

Mesquite Beans for Coffee.

San Antonio (Tex.) Correspondence St. Louis Globe-Democrat.

The greatest mesquite bean crop ever known in the history of this State is now maturing. Hundreds of thousands of acres of prairie land west and south of here are covered with mesquite bushes, which are loaded down with beanpods. It is a well-known fact that the mesquite bean is an excellent substitute for coffee, it being of almost the same flavor when parched, and containing almost the same ingredients as the coffee bean. It has long been used by the Mexicans to make a beverage in every way similar to coffee.

This fact led to the organization of a company three years ago, composed of San Antonio and St. Louis men, whose object was to gather the bean and put it on the market, mixing it with coffee beans. A drought set in at that time, and there was such a scarcity of mesquite beans that the enterprise was abandoned. Now that a bountiful crop of these beans is assured, the project has been revived, and the experiment will be tried as soon as the beans are ripe. There are several million bushels of these beans in Southwest Texas to be had for the gathering.

New and Ingenious.

A Western druggist who has recently installed a new fountain publishes an advertisement in which he calls attention to his improved apparatus, and at the same time takes occasion to mention some of the distinctive features of his soda service. He offers a prize of \$5 to the boy or girl who will read this advertisement aloud to the largest number of persons. Every person "held up" by the contesting kids is asked to sign his name to the youngster's list, so as to insure a fair count.

In regard to the recent rejection of 80,000 pounds of tea at the port of San Francisco, the correspondent of the New York Tribune at that point says: "Much of this tea will be shipped to Mexico and Central America, but after those markets are stocked a large amount will have to be sent back to China. Merchants here declare that any varieties of tea which are excluded are sold only to Chinese, like the 'basket tea,' which is poorly fired and hardens into a mass something like the brick tea that is sold throughout Siberia."

Adrian—The Gilliland Electric Co. has completed arrangements with the Smith-Vassar Telephone Co., of New York, for the manufacture of its automatic telephone and has commenced work on tools that will be necessary in the manufacture of the same.

The Produce Market.

Asparagus—About out of market. Bananas—The market is very firm, with advances on the finest stock. The demand is good, and although the stocks are large, and good fruit in good supply, there is a large enough demand to hold the prices about 25c above the quotations of last week.

Beets—35c per doz. bunches. Butter—Separator creamery is in fair demand at 13½@14c. Fancy dairy fetches 10c, while cooking grades are sold down as low as 5@6c.

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

Cauliflower—\$1.50 per doz. Celery—20@25c per bunch. The quality is steadily improving and the offerings are constantly increasing.

Cherries—Red command \$1@1.50 per bu., according to size and quality. Black and White are held at \$1.50@1.75 per bu. The crop is large and the quality is exceptionally fine.

Cheese—The market in full creams is not as firm as it was last week, and 7½@8c is the best that can be done with fancy stock. Receipts have fallen off considerably under low prices, and the low prices are stimulating a better consumptive demand. Occasional large lots are selling at less than quotations.

Currants—Red command 75c per crate of 16 qts.

Cucumbers—35@40c per doz. Scarce. Lemons—The market is firm, with a slight advance on California fruit. The hot weather makes a tendency upward. Good prices are now certain to prevail.

Eggs—In large supply, with quality rapidly growing poorer, on account of hot weather. Local dealers still pay 7½c on track, case count, but may be compelled to reduce their paying price ½c before the end of the week.

Lettuce—50c per bu.

Melons—Arrivals are in plentiful supply and excellent in quality. Dealers hold choice stock at 25@30c.

Onions—Southern stock has declined to \$1.10 per bu. Green are large in size and fair in quality, commanding 15@20c per doz. bunches.

Oranges—The stocks are sufficient and there is a better feeling, some items being quoted a little higher than last week. The movement is good for this season of the year.

Peas—40@50c per bu.

Potatoes—Old stock has declined to 15@20c. New stock from Missouri is in active demand at 85c per bu. The quality is not first class but it is improving and gives promise of being very much better in the course of the next few days.

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

Squash—Illinois stock, 4c per lb.

Strawberries—Advanced to 65@85c per crate of 10 qts.

Tomatoes—\$1.25 per crate of 4 baskets.

Turnips—Home grown command 25c per doz.

Wax Beans—\$1.75 per bu.

TRADESMAN
ITEMIZED
LEDGERS

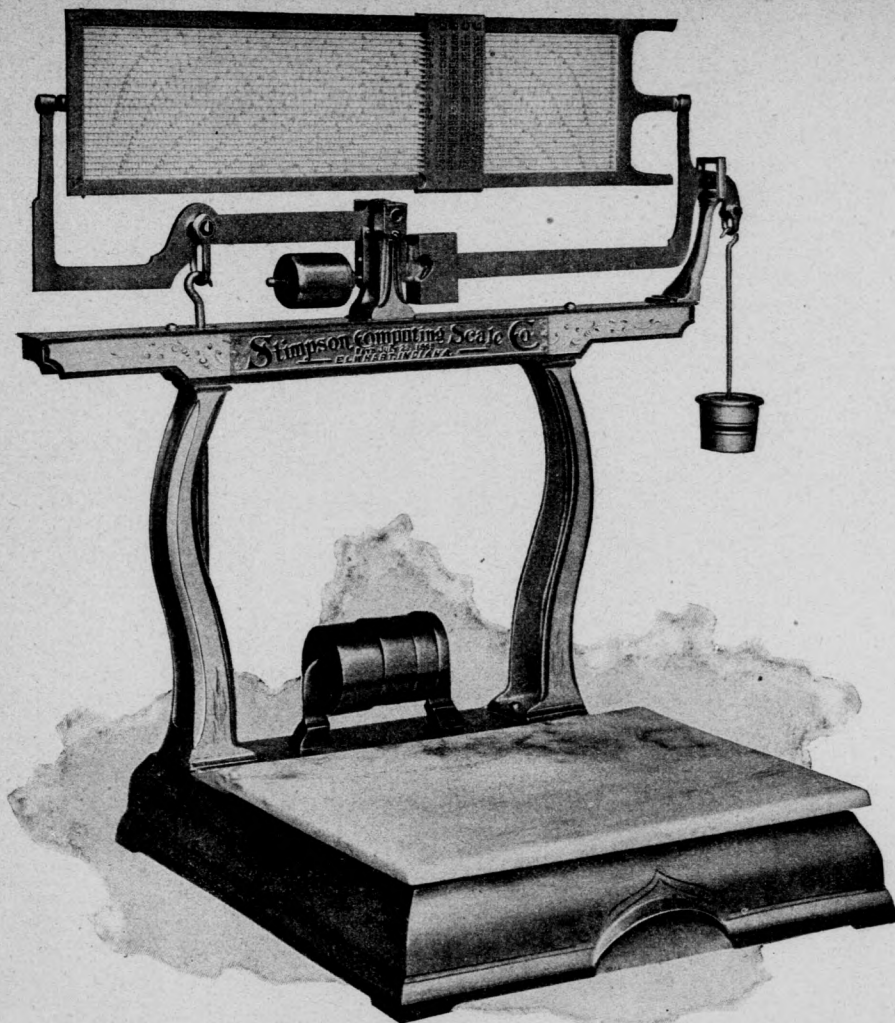
Size 8 1-2x14—Three Columns.

2 Quires, 160 pages.....	\$2 00
3 Quires, 240 pages.....	2 50
4 Quires, 320 pages.....	3 00
5 Quires, 400 pages.....	3 50
6 Quires, 480 pages.....	4 00

Invoice Record or Bill Book.

80 Double Pages, Registers 2,880 Invoices.....	\$2.00
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TRADESMAN COMPANY
GRAND RAPIDS.



FIVE REASONS

Why the STIMPSON

Is the best computing scale on the market.

1st. It is the simplest in construction as well as in operation—ONE MOVEMENT of the poise giving both WEIGHT and VALUE.

2nd. There is less liability to error, as there is no setting of the scale for prices per pound, and the multiplication, or leverage, is always the same. Every transaction is proven by having the weight as well as the computation before you at all times.

3rd. It is the most durable, because there are fewer parts, because only the best of material and workmanship are employed and because all bearings are pivoted, greatly reducing the wear on the knife-edge pivots.

4th. Because any clerk who can weigh on an ordinary scale can operate a Stimpson, without any danger of errors.

5th. It will increase your trade, because customers can see what they are getting for their money and are satisfied they are not being cheated. No customer is satisfied without he knows what the article he is buying or selling weighs in pounds and ounces.

The above are only a few reasons why we have the superior scale. We are satisfied if you will stop for a moment to think you will drop us a card asking for an opportunity to investigate the Stimpson personally. It costs you nothing to become familiar with the best scale on the market. By dropping us a card we will have our man call when next in your vicinity. You will understand this does not obligate you to buy.

Stimpson Computing Scale Co.,
Elkhart, Ind.

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

FOR QUICK,
GENERAL WEIGHING.

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



The Cream of Wheat for Bakers

Cannot be excelled. It is a perfect flour manufactured from spring wheat, in which the following points are prominently retained: Strength, color, water absorption, amount and quality of bread.

The Cream of Wheat for Grocers

Is a trade winner, It is a scientific blend of the finest Dakota and Minnesota hard spring wheats and is unequaled for family bread baking. You should handle this flour; it is a trade winner. Splendid advertising matter furnished.

The Cream of Wheat

Has for the past fifteen years been sold on the market and each year has seen a steady increase in its sales. It is the most profitable spring wheat flour for bakers, jobbers and wholesale and retail grocers to handle.

The Cream of Wheat

Is milled in a strictly modern 500 barrel roller process mill, in which only the latest improved machinery and highest skilled labor are employed. Each and every sack or barrel comes to you fully guaranteed and is made with the aim of pleasing a class of bakery and family trade that are satisfied with none but the best. Write for prices and samples.

JOHN H. EBELING, Green Bay, Wis.