

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS.

\$1 PER YEAR

Volume XIV.

GRAND RAPIDS, WEDNESDAY, JULY 14, 1897.

Number 721

You Can Sell _____

Armour's Washing Powder

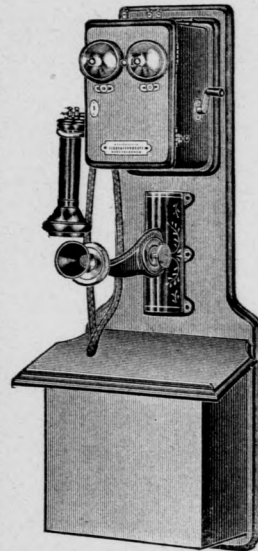
2 Packages for 5 Cents.

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



Armour's White Floating Soap

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



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.



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.

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.

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.

EDGARS SUGAR HOUSE
 EXCLUSIVE DEALERS IN
SUGAR-SYRUP-MOLASSES
 SEND YOUR MAIL ORDERS TO
W. H. EDGAR & SON,
 DETROIT.

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.,
 DETROIT, MICH.

Premium given away with Clydesdale Soap Wrappers.

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.

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.

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.



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.



This strictly pure High Grade Powder I have reduced to retail at the following very low prices:
 6 oz. 10c; 9 oz. 15c; 1 lb. 25c.
 Guaranteed to comply with Pure Food Law in every respect.

O. A. TURNEY, Manufacturer,
 Detroit, Mich.

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.
 The Oldest and
 Largest Manufacturers of



**PURE, HIGH GRADE
 COCOAS
 AND
 CHOCOLATES**

on this Continent.

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

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

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

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

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

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

Every Dollar

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

TRADESMAN COMPANY, Grand Rapids

Travelers' Time Tables.

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

Going to Chicago.
 Lv. G. Rapids. 8:35am 1:25pm *6:25pm *11:30pm
 Ar. Chicago... 3:10pm 6:50pm 2:00am 6:4am
Returning from Chicago.
 Lv. Chicago... 7:20am 5:15pm * 9:30pm
 Ar. G'd Rapids... 1:25pm 10:45pm * 4:00am
Muskegon.
 Lv. G'd Rapids... 8:35am 1:25pm 6:25pm
 Ar. G'd Rapids... 1:25pm 5:5pm 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
PALOR AND SLEEPING CAR- 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. EAST. Arrive.
 + 6:45am... Saginaw, Detroit and East... + 9:55pm
 + 10:10am... Detroit and East... + 5:07pm
 + 3:30pm... Saginaw, Detroit and East... + 12:45pm
 + 10:45pm... Detroit, East and Canada... + 6:35am
WEST
 * 8:35am... Gd. Haven and Int. Pts... + 7:10pm
 + 12:53pm... Gd. Haven and Intermediate... + 3:22pm
 + 5:12pm... 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. City, Petoskey & Mack... + 4:15am + 10:00pm
 Trav. City, Petoskey & Mack... + 7:45am + 5:10pm
 Trav. City, Petos. & Har. Sp'gs... + 2:20pm + 9:10pm
 Cadillac... + 5:25pm + 11:10am
 Petoskey & Mackinaw... + 11:10pm + 6:30am
 Train leaving at 2:20 p.m. has parlor car to Petoskey and Mackinaw.
 Train leaving at 11:10 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... + 10:15pm + 4:05am
 Kalamazoo... + 8:05pm + 8:50am
 .10a.m. train has parlor car to Cincinnati.
 2:0 p.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... 1:00am + 7:00pm
 Ar Muskegon... 9:00am 2:10pm 7:00 p m
 Ar Muskegon... 10:25am 8:25pm
 Ar Milwaukee, Steamer... 4:00am
GOING EAST.
 Lv Milwaukee, Steamer... 7:30am
 Lv Muskegon... 7:45am + 11:45am + 4:10pm
 Lv Muskegon... 8:35am + 8:35pm
 Ar G'd Rapids... 9:30am 12:55pm 6:30pm
 Ar G'd Rapids... 10:00am 8:00pm
 *Except Sunday. *Daily. *Sunday only.
 Steamer leaves Muskegon daily except Saturday and Sunday.
 Leaves Milwaukee daily except Saturday and Sunday.
 A. ALQUIST, 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 \$1.50

Tradesman Company,
 Grand Rapids.

They all say

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

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

MICHIGAN TRADESMAN

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GRAND RAPIDS, WEDNESDAY, JULY 14, 1897.

Number 721

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
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.

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.
Pt. Conservative, Safe.
W. F. CHAMBERLAIN, Pres. W. FRED MCBAIN, Sec.

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

THE FURNITURE CITY.

Retrospective Review by the Ablest
Exponent of the Trade.

It affords the Tradesman much pleasure to be able to present to its readers a verbatim report of the speech delivered by Mr. Wm. Widdicomb at the banquet tendered the Pan-American visitors last Monday evening, as follows:

This day has been given to a very rapid inspection of our furniture establishments. Six only of our factories have been seen, and while those you have visited are of the best type, still the others, both small and large, are as complete in their special lines as those you did see.

The intent has been to show you a type of each line of furniture manufactured in our city—this factory having a special equipment for chamber furniture, another for the furnishing of the dining room and yet another being adapted for the embellishment of the reception and the drawing room; thus through all the requirements of the home, be it a palace or the dwelling of modest taste.

The manufacture, you will notice, has been specialized in the city of Grand Rapids to an exceptional extent, and through this specialization has a high degree of efficiency and perfection been attained, with a corresponding degree of excellence in quality and style.

No better illustration of this could be had than what is transpiring in this city at the present month. Our town is filled with the selling representatives of the manufacturers of many competing cities, who must come here if they expect to meet the furniture buyers of the country, who appear here to make their purchases for the season; and during these recurring semi-annual sales our town has grown to resemble the great continental fairs of the olden time. This is the most convincing tribute to the prominent position our city occupies in the furniture trade.

I will not inflict upon you many statistics, yet figures, and figures only, tell the tale of the success that has been achieved through the energy of the men who have built up, not only this business, but our beautiful city as well; and Grand Rapids is celebrated far and wide for its furniture factories and product. We may say with pardonable pride that, in magnitude and equipment, our factories are at the head of the furniture industry of the world.

A capital directly employed of \$7,000,000; product of nearly \$9,000,000; wages paid to amount of \$3,000,000; over 7,000 workmen are employed.

And kindred establishments, as carpet sweepers, refrigerators and other household articles, with capital of nearly three quarters of a million. Product, \$1,000,000; wages, \$250,000; workmen, 550.

Our factories, in the production of their goods, purchase material of various kinds from other establishments located here. These employ large capital and force of workmen and swell our total number to sixty corporations and companies, with a total capital of \$8,452,000; annual product, \$9,836,000; paying wages, \$3,555,000, and employing 8,211 workmen.

Forty years ago furniture manufacturing in Michigan was totally unknown. Perhaps I may say I was the first traveling salesman who represented Grand Rapids furniture outside the borders of this city, for in 1859 and 1860 I was sent to Grand Haven and to Milwaukee to solicit the sale of furniture manufactured in a little factory then operated by my father, and did find a market for some goods. The moderate business

thus started was broken up by the war of the rebellion, for my father's force of workmen was but little more than myself and three younger brothers, who all entered the army, and the business died. It could not stand such a draft upon its working force. At about this same time—perhaps a year or two later—Mr. Julius Berkey commenced manufacturing in a very modest way, his capital being exceeded only by his modesty. He may have had one or two workmen; but, small as was his beginning, I think that to him and the native practical ingenuity he possessed may be ascribed the origin of the great manufacturing industry of this city, as I cannot think that, like Topsy, it would have "grewed." The man, the opportunity and the time came together. The originality displayed by Mr. Berkey, the indomitable energy he threw into the business, has its monument in the Berkey & Gay Company of to-day, and a yet greater evidence in the magnificent development of manufacturing here; for while corporations may rise and corporations may fall, the furniture business of Grand Rapids will go on forever.

Mr. C. C. Comstock purchased the Winchester factory, and along the same lines that Mr. Berkey was working out he built up a manufacturing business which stands, to-day, the Nelson, Matter Co., a fine example of manufacturing ability.

At the close of the war I opened a little factory of one small room in an old building on the water-power canal.

From these insignificant beginnings that I have so briefly outlined have grown the Berkey & Gay Co., Nelson, Matter Co., Widdicomb Co., and with them the Phoenix, the Grand Rapids Chair Co., Luce Co., Oriol Co. and the fifty or sixty other establishments which make the city of Grand Rapids renowned and of which we are so justly proud; and certainly this self-esteem is made the more gratifying to ourselves in the honor and delight we receive in welcoming you, our guests, to-day.

The furniture industry of this city now holds a position, from the experiences and successes of the past, that justifies it in seeking the broader market of the whole American continent. It possesses the ability, the equipment and facilities. It can accommodate itself to the demands of any market, and our manufacturers, through their educated designers and skilled workmen and machinery, are prepared to adapt their goods to the taste of any country. They are anxious to do this with the countries you, our guests, represent. The push and energy that have built up our business to its present magnitude throughout every state of this union stand ready to do the same good work in building up trade relations with all the American states.

Some fifteen or more years ago a trade with the Central and South American states was opened by one or two of the Grand Rapids manufacturers, but the extraordinary home demand for our goods during the decade from 1880 to 1890 exceeded the capacity of our factories and the promising outlook for a foreign trade in our goods, then showing itself, was allowed to die away. To-day, we realize the mistake then made, for the stimulus of that extraordinary home demand expanded our manufacturing to a degree where a foreign trade would be very desirable.

We purchase of you immense quantities of your productions—over three times the amount we sell you. It will be conceded by both you and ourselves that this disparity should not exist. When I pass the great offices of Grace & Co. and Flint & Co., of New York—who, seemingly, control so large a share

of the export trade—I am reminded that such houses should be found in every great manufacturing center of these United States, building up and conducting a mutual trade with the great Southern nations of America—trade between countries that, by every tie of relationship and contiguity, should have close business intercourse with each other. We are your best customers and you should be our best customers.

I appreciate that this cannot be accomplished in a day, yet it is equally certain that it will never be consummated unless we follow up the example you are making for us in this your trip of investigation into the business advantages for yourselves to be found in these United States. You are acquainting yourselves by personal examination with our business methods and that which you are doing must be repeated by the manufacturers who would build up an export trade. We must visit your land and by personal contact ascertain further what your people consume and then produce it for you.

We can do all this and at a cost that will defy competition with the world. In the self-confidence of the past, a foreign market was not cultivated; may have seemed to some a Utopian dream. It must be a dream no longer, but be made a reality that shall give business to all our factories, set every wheel in motion again; hence it is to the interest of this community, and especially of the business represented by this gathering, that these trade relations be fostered in every legitimate way; and, in its particular line of furniture manufacturing, no city in the United States possesses the facilities or surpasses the energy of this good city of Grand Rapids, which, to-day, has the honor of being your entertainer.

Other great cities can supply you with machinery and goods from the metals; yet others can give you what you require in manufactured food and clothing. This city can furnish your homes and offices, and can and will cultivate and develop the special lines and styles the people of your countries may demand.

I cannot suppress my regret that any barriers should exist between the free and unrestrained business relations of the several states of this great American continent. For political and economic reasons they seem to have their sway; still, I am confident that the broader development of our business, that can and should be brought about, will sweep away all these restrictions and that the business between you and ourselves shall be as reciprocal and fraternal as it exists between the states of our own union.

To set up barriers against the very business opportunities we need for our further expansion seems unreasonable, and I feel confident that our trade relations will assume a magnitude that will take possession of the political feature and in business we shall be one grand union of the American continent.

Suggests Association Effort in Directing Enforcement.

Merrill, July 13—Please accept my thanks for the energetic effort made by the Tradesman in securing the new peddling law; also in urging the enforcement of the measure. The law will be useless without enforcement and it remains for merchants who are affected by the evil to see that it is enforced. It seems to me that the Michigan Hardware Association and the Michigan Retail Grocers' Association should take the matter up at the earliest opportunity, and, with the help of your valuable paper, I believe more could be done in this way to secure its enforcement than in any other manner.

J. H. WHITNEY.

Bicycles

The Bicycle—Past, Present and Future.
Written for the TRADESMAN.

All great changes in the economic and industrial world necessarily occur so gradually that there is no general realization of their extent; and yet some occur so quickly that the mind is lost in the attempt to comprehend the magnitude. Of course, the most prominent instance of the kind suggested is the coming of the bicycle. To the younger generation it already begins to seem as though the wheel had always been in use, while relatively the industry can scarcely be said to be more than fairly begun.

It is yet but a short time—scarcely years—since the question was debated whether the wheel was a passing fad or craze, or whether in some form it might become a useful, permanent mode of locomotion to be generally adopted. It is scarcely longer since it was said that the necessary cost of manufacture must keep it a luxury, to be afforded only by the wealthier classes. But, while the price has come down by great jumps on account of improvements in methods of manufacture, there has been no hesitation on the part of enough buyers to absorb all the multiplying product, practically without regard to cost.

The years can yet be counted on the fingers since the "safety," weighing from fifty to sixty pounds, with its round rubber tire, was reduced from \$150 to \$135 in price. The "high grade" wheel offered at that price was considered a wonderful piece of mechanism. The ball-bearing had been carried to a high degree of perfection, but it was thought necessary to put a large amount of steel into all the construction; indeed, the light steel tubing of the "modern" wheel was unknown at that time as an article of manufacture.

The bicycle of ten years ago was a wonderful machine. While it was only to be afforded by the wealthy or the lover of athletics, the perfection of its construction and the astonishing facility it gave to locomotion commanded the greatest admiration. It was considered almost too wonderful for belief that a leg-propelled machine could be constructed that should compete in speed and endurance with the horse; and, when the "century" began to be talked about, it was thought the acme of human achievement in that direction had been nearly reached. That it would ever be possible to greatly exceed such a performance was beyond any reasonable probability.

The progress of the wheel during the first five years of this decade seemed almost beyond belief. The use of the pneumatic tire and the production of thin steel tubing made possible the lessening of the weight of the machine more than one-half, with a corresponding increase in its facility and performance. The century was still an undertaking of some note, but it was much more commonly achieved by ladies than had been possible with men five years before. The price of the improved wheel had been reduced to \$100 and all that could be made were readily sold. But, while great astonishment was caused by the rapidity of its adoption, there were scarcely as many hundreds of thousands in use as there are millions now.

The annual output of the factories about doubled from year to year after this time and the rate of progression is

yet scarcely diminished. While the progress in mechanical perfection has been almost beyond belief, there have been no such radical changes as resulted from the adoption of the pneumatic tire. The most important general changes are the higher gear, made possible by more perfect construction, and the lessening of the cost of production, by the adoption of automatic machinery and improved appliances.

The enquiry is interesting as to whether the wheel is nearing its full development. As to mechanical perfection, it would seem as though there could be little more accomplished. As compared with the "high grade" of ten years ago, it is certainly a marvelous construction. To say that the progress in the possible performance has doubled in that time is well within the facts—a double century is about as common today as the single one was a decade ago.

When it is considered that there is just now a reduction in price by as great a step as any which have preceded, making the highest grades only one-half the price of those of ten years ago, and that there is little diminution in the rate of increase in production and demand, there seems no indication but that we are still in the beginning of its development. The reduction in price opens the field to a proportionately greater demand, which assures the rapid absorption of all that can be made for a long time to come. As to where it will end, speculation is lame. That it will not stop before there is such a development in highways, and in the requirements of individual progression, that few except the very poorest classes will be content to do without it, seems well within the probabilities.

NATE.

Illinois Garnishment Bill Now a Law.

Governor Tanner, of Illinois, has signed the garnishment bill and it is now a law. The bill made a legal exemption from garnishment of \$8 a week. Societies and associations of laboring men fought the bill and opposed its approval. They made the strong claim that a man could not keep much of a family on \$8 a week. The bill got through the last night of the session, while fifty representatives of the State Grocers' Association were on the floor working for it. It was bitterly contested, but received a constitutional majority after a prolonged debate.

The Explanation Was Satisfactory.

"See here, young man, I'll have to take you in. Your lantern's out."

"Hold on, officer, I'll explain. You see I bought one of these \$2-bicycle suits this afternoon, and it burst on me ten miles from home. Now, I'm trying to get back as quietly as I can in the dark. You see the necessity of it?"

"That's all right—go ahead."

Changed Their Tactics.

"I don't believe women sit around and say mean things about one another's dress as much as they used to."

"They don't. They ride around and abuse one another's wheels."

The Bicyclist's Favorite.

It is the hard road the bicyclist loves to travel, because it is easier.

The more a man boasts about the accomplishments of his forefathers, the more certain it is that he realizes that he has no ability to accomplish anything himself.

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.

FIGURING UP.



P. 37-97.

Feb. 15th. Mr. A. buys from the "agent" a "Reputation" bicycle, listed at \$80.00. He pays cash and gets it at \$85.00, "good value, good wheel."

June 15th. Mr. B. an "influential" rider, buys same make from factory "for his own use," pays cash, and gets it at \$65.00; better value, same wheel.

Mr. B. has profited at the expense of the agent and Mr. A. The factory averages a profit. The average cash price on "Reputation" wheel was \$75.00. Why not put that price on, and sell at one price the entire season, treat all alike, and sell an honest bicycle at an honest price?

NEW CLIPPERS

are sold at the same price July 15th as Jan. 15th. We make no excuses. Our goods are the best we can make with nearly 10 years' experience. We do not discriminate. One buyer's money is as good as another's. Our net prices are honest; our wheels cost as much to make as those with "advertised reputations." The equal of a Clipper is not sold at the price of a Clipper.

MADE BY

THE CLIPPER PEOPLE, Grand Rapids, Mich.

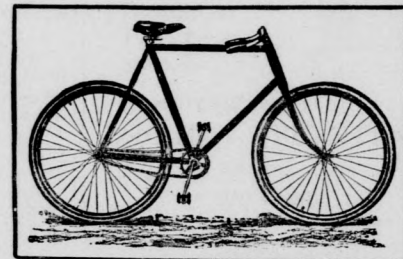


"All the World Loves a Winner"

Our 'Ninety-Seven Complete Line of

Monarch Bicycles

are the
Supreme Result
of our
Years of Experience



Send for Catalogue.

MONARCH CYCLE MFG. CO.

CHICAGO NEW YORK LONDON

Send nine two-cent stamps for a deck of Monarch Playing Cards, illustrating Lillian Russell, Tom Monarch Cooper, Lee Richardson and Walter Jones. Regular 50c cards.

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.

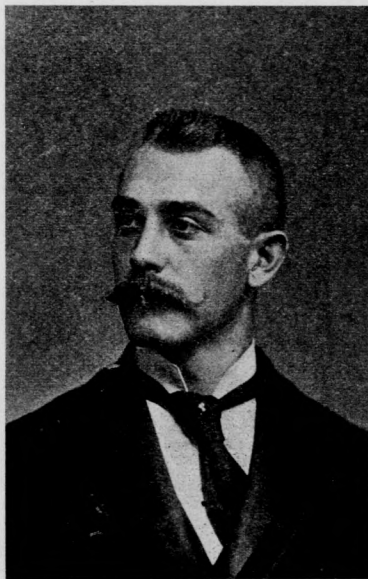
TRADESMAN COMPANY, Grand Rapids.

DANA BROWN.

Salient Features in the Life of the Deceased.

Dana Brown, the only son of Doctor and Mrs. C. P. Brown, of Spring Lake, died at the family residence Friday evening, July 9. His last illness was but a short one, as he was taken sick only on the Monday before his death. The disease, a complication of abdominal troubles, was too deep-seated for successful resistance, and although all that the best of medical skill could accomplish was done for him, the brave fight was useless. Calmly and peacefully, after hours of great pain, he sank to rest, as the soft twilight of a summer's day fell upon the portals of the stricken home.

Dana Brown was born at Hudson, Mich., January 28, 1871. Hudson had



long been the home of his parents, but some months after the birth of their son, Doctor Brown removed to Spring Lake, and here Dana was reared and here he spent the greater portion of his short but useful life. His early education was acquired in the public schools of Spring Lake and this was supplemented by a course in the commercial colleges at Grand Rapids and Ypsilanti. After two years spent at this latter place, in 1890 he went to the West and during some fourteen months was engaged in locating timber claims not far from the famous Dalles of the Columbia, in Washington. His father, in the meantime, having gone for a year's sojourn at Spokane, Dana joined him there and, together with Judge William Hensley, of San Francisco, they became interested in some promising mining claims in the Okanogan gold district, situated about 250 miles northwest of the city of Spokane. The exciting life of the miner and the free air of the mountains possessed great attractions for a young man of Dana's spirit and he plunged eagerly into the work before him, becoming in a very short time an experienced prospector and soon familiar with the varied workings of a mine. In 1892 he returned with his family to Spring Lake and here he entered the employ of the Spring Lake Clinker Boat Manufacturing Co., of which his father, C. P. Brown, is the President. Two years ago he was made the Secretary and Treasurer of this corporation and at the time of his death had become a moving force in the large and growing busi-

ness. With a mechanical turn of mind, his quiet energy and careful attention to the details of the interests intrusted to his care marked him for a successful man of business, and it is much to be regretted that his early death has cut off too soon what promised to be a useful career in the world of affairs.

The personality of Dana Brown was an engaging and attractive one. Men knew him but to like him and his pleasant face, with well-considered word, brought him friends wherever he went. The rough miners of the West were as strongly attached to him as were the neighbors and friends among whom he lived and died. Possessing in peculiar degree that quality which men for want of a better term call "tact," he smoothed the rough places of life and wrought out his purposes so quietly that his ends were accomplished often before his associates knew the object for which he had been striving. He was full of the manly quality, pluck, and it always led him to the side of the weaker as against the stronger. "Tell them I am ready," were his words to the surgeons who were preparing for the operation which it was thought might, perhaps, save his life; and, with a fortitude like that of the wounded soldier on the field of battle, he calmly waited for the end. His death was as heroic as his life had been gentle and kind. In his home life he was tender and thoughtful and to him home was ever first in his care. Between father and son there existed always that charming feeling of comradeship which is more than parental, and to his mother he was ever as "the apple of her eye." To his friends he was the soul of honor and they mourn him with a grief that is the surest test of his worth.

The changing problem of life is presented to each and every man for solution. The time for its solving is longer or shorter as fate decrees, but length of years is not always given for the working out of the question. What the world calls success is sometimes far from true merit and the rewards of fame are but tawdry. Often "success is in the silences, though fame be in the song." That man who, taking hold of the circumstances that surround him, has pursued his ends to the very last and has done faithfully "the duty which lies nearest him" has given the world an example it cannot but ponder upon with profit. Such a life is never lived in vain.

WM. SAVIDGE.

Changes in the United States Patent Laws.

Several statutes relating to the taking out of patents in this and foreign countries were revised and amended by the Fifty-fourth Congress. They will go into effect January 1, 1898. We present in this connection several of the sections, as amended, which bear upon the subject. Section 4886 has been amended, and it now reads as follows:

Any person who has invented or discovered any new and useful art, machine, manufacture, or composition of matter, or any new and useful improvements thereof, not known or used by others in this country before his invention or discovery thereof, and not patented or described in any printed publication in this or any foreign country, before his invention or discovery thereof, or more than two years prior to his application, and not in public use or on sale in this country for more than two years prior to his application, unless the same is proved to have been abandoned, may, upon payment of the fees required by law, and other due proceeding had, obtain a patent therefor.

Section 4887. No person otherwise entitled thereto shall be debarred from receiving a patent for his invention or discovery, nor shall any patent be declared invalid, by reason of its having been first patented or caused to be patented by the inventor or his legal representatives or assigns in a foreign country, unless the application for said foreign patent was filed more than seven months prior to the filing of the application in this country, in which case no patent shall be granted in this country.

Section 4894. All applications for patents shall be completed and prepared for examination within one year after the filing of the application, and in default thereof, or upon failure of the applicant to prosecute the same within one year after any action therein, of which notice shall have been given to the applicant, they shall be regarded as abandoned by the parties thereto, unless it be shown to the satisfaction of the Commissioner of Patents that such delay was unavoidable.

To section 4921, which treats of the power of courts, vested with the jurisdiction of cases arising under the patent laws to grant injunctions, there has been added the following sentence:

But in any suit or action brought for the infringement of any patent there shall be no recovery of profits or damages for any infringement committed more than six years before the filing of the bill of complaint or the issuing of the writ in such suit or action, and this provision shall apply to existing causes of action.

The amended sections which take effect the first of next year do not apply to any patent granted prior to that time, nor to any application filed prior to said date, nor to any patent granted on such an application.

The Height of Her Ambition.

Bertha—What is the height of your ambition, dear?

Marie (blushing)—Oh, something between five and a half and six feet.

RUBEROID READY ROOFING

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

Is odorless, absolutely waterproof, will resist fire and the action of acids. Can be used over shingles of steep roofs, or is suitable for flat roofs. Will outlast tin or iron and is very much cheaper.

Try our pure

ASPHALT PAINT

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

H. M. REYNOLDS & SON,

Grand Rapids Office, Louis and Campau Sts. Detroit Office Foot of Third St.

Cedar Chests Moth Proof

Season for these goods is just beginning.

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

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

Big Talk About Circulation

Counts for little unless quality goes hand in hand with quantity—Advertisers are learning to discriminate in this matter, and are looking more and more into the character of circulation. As a matter of fact

Circulation is of No Consequence

Unless it be of a character to reach and directly interest buyers and consumers of the class of goods for which the advertiser is seeking a market.

Advertisers Care Nothing

For Circulation

That does not reach and directly appeal to the purchasing constituency of the class of goods the advertiser wishes to sell—that medium only which can show a *bona fide* circulation to buyers should be considered.

The Michigan Tradesman

Reaches more paid subscribers in Michigan than all other trade journals combined, and is therefore able to give its patrons better returns than any other trade journal published.

These Are Telling Points

Around the State

Movements of Merchants.

Girard—J. H. Roe has removed his general stock to Quincy.

Saranac—J. T. Weer has removed his clothing stock to St. Johns.

Detroit—Jos. Bimberg, jobber of leaf tobacco, has removed to Elmira, N. Y.

Saginaw—McLean & Irving succeed C. E. McLean & Co. in the drug business.

St. Johns—G. B. Porter has sold a half interest in his jewelry stock to Walter Emmons.

Negaunee—Joseph Andrews will close out his shoe stock here and remove to Butte, Mont.

Belding—Miss Edna Van Slyke succeeds Mrs. W. L. Jackson in the millinery business.

Charlotte—It is Cochrane & Co.—not C. M. Cochrane—who have opened a grocery store at this place.

Lake City—Wolf H. Keidan has announced his intention of retiring from the dry goods and clothing business at this place.

Coldwater—Brown & Ball secured the contract for erecting the new brick factory of the Tappan Shoe Co. Their bid was \$9,831.

Mt. Morris—Frank A. Hughes has purchased the J. D. Bentley grocery stock and will continue the business at the same location.

Elk Rapids—Fred Sullivan has purchased the interest of Archie Couturier in the meat market formerly conducted by Nash & Couturier.

Fort Huron—Ernest N. Akers has filed three chattel mortgages on his grocery stock to secure creditors, naming Geo. W. Moore as trustee.

Vermontville—O. M. Folger has sold his interest in the meat market of Folger & Mull to J. C. Topliff. The new firm will be known as Topliff & Mull.

Lake Ann—S. S. Burnett has erected a new store building, 30x40 feet in dimensions, and expects to be doing business therein before the end of the present week.

East Jordan—The Bayliss brick yard is now equipped with the machinery for making re-pressed brick, and will have a kiln of these burned and on the market in a few weeks.

Battle Creek—W. C. Henry has sold his grocery stock to Byron Hobbs, Alfred Hobbs and Hubert Russell, who will continue the business under the style of Hobbs Bros. & Russell.

Traverse City—Arthur Rosenthal, who has for a long time been employed as salesman for Charles Rosenthal in the Boston store, has concluded to embark in business on his own account in Wisconsin.

Fremont—W. Ralph Wagers has retired from the firm of Skinner & Wagers, buyers and shippers of produce. The business will be continued by the remaining partner under the style of Ned A. Skinner.

Cedar Springs—Wm. Black has equipped his store building with acetylene gas, making it as brilliantly lighted at night as it is by day. Mr. Black is the first merchant to introduce the new system of lighting at this place.

Owosso—C. C. Duff has re-purchased a half interest in the grocery stock of Geo. W. Detwiler, who carried on business under the style of Duff & Detwiler. The deal involves no change in the firm name, but will give the establishment the benefit of Mr. Duff's experience and wide acquaintance.

Hastings—Geo. S. Tomlinson, of the firm of Bentley, Tomlinson & Rider, dealers in lumber, lath and shingles, has retired from the business. Gertie E. Bentley and Edward A. Rider will continue under the style of Bentley & Rider.

Ishpeming—A. L. Cumpson, who has had charge of Nelson Morris & Co.'s fresh meat business here for the past thirteen months, has resigned, to accept a position he held for a number of years with the Pittsburgh Provision Co., of Pittsburgh, Pa.

Hopkins Station—Furber & Kidder have sold their general stock to Noggle & Gordon, who will continue the business at the same location. Furber & Kidder will not dissolve partnership, but will continue the banking business recently established by the firm, probably erecting a building especially adapted for the business.

Owosso—C. E. Burns and J. C. Walton, of Howell, have been figuring for several days on securing desirable property for the location of an elevator in this city. Owing to the lateness of the season, and the fact that the time for handling grain is now at hand, rather than be delayed they have leased the elevator on the Corunna road opposite the Estey Carriage Co., and will put it in repair at once, and begin business.

Manufacturing Matters.

Stanwood—Geo. Smith has engaged in the manufacture of road and drain tiling.

Manistee—The logs of the Manistee Lumber Co. are beginning to come so fast that they cannot take care of them on day run, and, having all the booms full, are compelled to start one side of the mill nights.

Alpena—H. D. & W. L. Churchill have purchased 5,000,000 feet of Canadian logs from Alger, Smith & Co. The same firm is negotiating for more timber and proposes to keep their mill in operation if possible.

Fisher—The Northern Supply Co. is completing a contract with the Rock Island & Pacific Railway to deliver 300,000 ties in Chicago. The ties were all cut along the line of the Wisconsin & Michigan Railway.

Wayland—B. Van Anrooy has merged his general store business and baking powder business into a stock company under the style of the Wayland Manufacturing Co. The incorporators are B. Van Anrooy, C. E. Sherwin and N. J. Brown.

St. Joseph—The Twin City Milling Co. has filed articles of association with the County Clerk. The capital stock of the company is \$25,000 and the shares are held as follows: H. G. Ensley, 840; Clara L. Wilkinson, 360; W. L. Holland, 100; Hiram M. Brown, 300.

Alpena—F. W. Gilchrist is getting out a carload of hard maple flooring for direct shipment to Liverpool. The lumber is cut 12 feet long and 4 inches wide, kiln dried, butted, bored, hollow backed, end matched and polished, and is put up in bundles of six pieces, each bundle fastened with strips of tin.

Williamston—The Cedarvale Coal Mining and Brick Co. has been incorporated for the purpose of mining the deposits of soft coal and fire clay that underlie the village. The first vein of coal lies fourteen feet underneath the surface, averaging thirty inches in thickness. The second vein lies forty-five feet below the surface, ranging from thirty-two inches to seven feet in thickness.

Bay City—The Michigan Head Lining and Hoop Co. offers to remove its plant from Coleman to this place, in the event of the proper inducements being offered.

Au Sable—The H. M. Loud & Sons Lumber Co. has decided to soon resume the sale of its lumber exclusively by the cargo, instead of putting it through the company's yards, at Toledo and Buffalo, which have been operated for several years. The yards are being stocked this season, but at least the Toledo yard will be closed out this fall. This course is taken because the lumber to be manufactured will be unsuited to the Toledo trade.

The Law Relating to the Sale of Paris Green.

Butternut, July 13—What is the reason you do not publish the law in the Tradesman concerning the sale of Paris green? It seems rather queer that every four-corners grocery store should be selling this article without even labeling same. No longer ago than last week I saw Paris green sold without its being labeled; and I wish to know if it is right or legal for men to spend nearly half of their lives studying and practicing a business and then allow some fellow to drop his plow handles and dish out any poison made? Do not be afraid of losing a customer by publishing what is right in regard to this matter.

A. CONKLIN.

The provision of the pharmacy law above enquired about is as follows:

Nothing in this act shall apply to, or in any manner interfere with, the business of any practicing physician who does not keep open shop for retailing, dispensing or compounding of medicine and poison, or prevent him from supplying to his patients such articles as may seem to him proper, nor with the vending of patent or proprietary medicines by any retail dealer, who has been in such business three years or more, nor with the selling by any person of drugs, medicines, chemicals, essential oils and tinctures which are put up in bottles, boxes, packages, bearing labels securely affixed, which labels shall bear the name of the pharmacist or druggist putting up the same, the dose that may be administered to persons three months, six months, one year, three years, five years, ten years, fifteen years, and twenty-one years of age, and if a poison, the name or names of the most common antidotes; of coppers, borax, blue vitriol, saltpetre, pepper, sulphur, brimstone, Paris green, liquorice, sage, senna leaves, castor oil, sweet oil, spirits of turpentine, glycerine, glauber salts, epsom salts, cream tartar, bicarbonate of soda, sugar of lead and such acids as are used in coloring and tanning, nor with the selling of paregoric, essence of peppermint, essence of ginger, essence of cinnamon, hive syrup, syrup of ipecac, tincture of arnica, syrup of tolu, syrup of squills, spirits of camphor, number six, sweet spirits of nitre, laudanum, quinine, and all other preparations of cinchona bark, tincture of aconite, and tincture of iron, compound cathartic pills, or quinine pills, nor with the exclusively wholesale business of any dealer.

A Lesson in German.

She—What is dog in German?
He—Frankfurter, I believe.

Ask Visner for Inducement on Gillies' New York spice contest. Phone 1589.

WANTS COLUMN.

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

BUSINESS CHANCES.

FOR SALE—STORE BUILDING WITH RESIDENCE rooms in connection—a fine location for millinery and bazaar trade. Address Box 88, Leroy, Osceola Co., Mich. 342

GOOD FARM WANTED IN EXCHANGE FOR desirable income property. Kirtland, 1161 South Division St., Grand Rapids. 310

HAVE MONEY MILLINERY BUSINESS; best location; lively town. Will sell, exchange, rent or take partner; too much responsibility; will sacrifice. Address Box 548, St. Johns, Mich. 341

WANTED TO SELL OR TRADE FOR A good drug stock or boot and shoe and men's furnishing goods, one of the finest fruit farms in Allegan county, one and one-half miles from railroad station. Address J. Fisher & Son, Hamilton, Mich. 341

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 70 M per day; capacity of kiln, 3.0 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. 325, care Michigan Tradesman. 326

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

ANYONE LOOKING FOR GOOD INVESTMENT can hear of a splendid ready-made clothing and furnishing goods business to be disposed of, situated in the great peach center of Michigan; only clothing store in the town; doing a very lucrative business on a small capital, as 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 345, 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 MERCHANDISE and fixtures; inventory \$1,700. Address Postmaster, New Salem, Mich. 324

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

FOR SALE—STOCK OF GENERAL MERCHANDISE, 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—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, LARGEST and best laundry in the city of Grand Rapids. We do considerable business out of town and want more of it. We want good live agents in towns where we do not now have any. We pay a liberal commission and give satisfactory service. Terms on application. American Steam Laundry, Oite 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, PATENT 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

The Grain Market.

The wheat market during the past week has been what might be termed a waiting market. After the Fourth the weather was so extremely warm that it affected the grain trade and, as the anticipated July corner petered out, there was nothing to stimulate prices. Besides, harvest is on hand; in fact, there has been considerable wheat cut south of the Lake Shore Railroad. Wheat remained at a low ebb until yesterday, when it seemed to show some life and the markets began to get stronger and to-day we note an advance of 2c per bushel from the low point on both cash and futures. The visible showed a fair decrease, the exports were good and the Northwestern receipts were of a diminutive character, as compared with what they have been. The Government crop report shows winter wheat to be 81.2 and spring 91.2 of an average crop, against 78.5 and 89.6 last month. However, as that has been discounted, it cuts no figure with prices. Should the wet weather hold off, Michigan will have a fair crop of wheat, both as regards quality and quantity. We are offered new wheat from Oklahoma and Kansas points, but we prefer to wait for our own crop.

There has been quite a flurry in corn since our last report, caused by the hot weather in this section and the wet weather in other sections, and the prospects now are that there will be a reduction of 300,000,000 to 400,000,000 bushels.

Oats are normal, although some better than last week, owing to the fact that the crop is not looking as well.

The receipts during the week were as follows: wheat, 26 cars (rather small); corn, 2 cars; oats, 4 cars. During the last six months Grand Rapids has received 922 cars of wheat, 136 cars of corn and 165 cars of oats.

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

The Produce Market.

Bananas—High prices still prevail, the demand being excellent and the supply of good fruit steady.

Beets—20c 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.

Carrots—15c per doz.

Cauliflower—\$1 per doz.

Celery—20c per bunch.

Cherries—Red and Black command \$1.50 per bu. at this market, but some outside buying points report purchases on the basis of \$1 per bu. The quality is superb and the appearance of the fruit is fine.

Cheese—Receipts have fallen off considerably, and under low prices the consumptive demand is rather better, but the market has not yet felt the effect of these favorable conditions. Occasional sales are made in a jobbing way at ¼@½c off quotations as given this week.

Cucumbers—Continue scarce and high, considering the season of the year. Home grown still hold at 30@35c per doz.

Eggs—Large lots are arriving in bad order, on account of the heat, and handlers have reduced their paying price to 7c per doz., subject to candling. Canded stock is held at 8c. The receipts of eggs will begin to fall off from now on until about August 1, when better quality and a larger supply will develop, on account of the hens getting grain feed from harvested fields. Up to

that date the general quality of the receipts will be poor and complaints among the buyers will be general.

Lemons—Prices are advanced this week, owing to the great demand caused by hot weather. Large importations at Eastern ports are noted.

Lettuce—50c per bu.

Melons—Georgia stock is still the only offering, and the market is steady at former figures. In spite of Fourth of July trade, the movement is but moderate, for prices are high—20@25c apiece. Muskmelons are not in good supply.

Onions—Green are so large that they have advanced to 25c per doz. bunches. Southern dry stock commands \$1@1.25.

Oranges—The market is steady and the movement moderate.

Peas—40@50c per bu.

Peaches—Some Illinois stock is coming, but it is of so poor quality that it is not fit for shipment, and goes to the city trade.

Potatoes—There is not much trade in old potatoes now. The new stock is good and plentiful, selling readily at 65@75c per bu. for good sized stock, or 10c less for good small sizes.

Radishes—Charter and China Rose command 8c. The quality of both is fine.

Raspberries—Black command \$1@1.25 per 16 qt. crate and Red are about 25c higher. Both are fine in quality and excellent in appearance, the size being larger than was expected would be the case on account of the fortnight's torrid weather.

Squash—75c per box of 40 lbs.

Tomatoes—\$1.20 per crate of 4 baskets.

Turnips—Home grown command 25c per doz.

Wax Beans—\$1.25@1.50 per bu.

Whortleberries—A few arrivals have sold for \$2.50 per bu., but later shipments will probably not fare as well. The crop is reported to be large and the quality fine.

Telephone Topics.

St. Joseph—The change from the Bell telephone system to the phones of the Twin City Telephone Co. has been quietly but effectually made and the Bell system has practically gone out of local business in the two cities. In the stores, offices and residences generally the Bell phones were disabled, some patrons disconnecting the wires, others putting in lightning plugs, others muffling the bells and some hanging the receivers up out of reach. Some quaint inscriptions were put on the instruments in some offices announcing the discontinuance of service.

Benton Harbor—The Twin City Telephone Co. will soon construct a line to Eau Claire, where it will connect with the line to be built by the Dowagiack company. This will give Benton Harbor connection with Eau Claire, Indian Lake and Dowagiack. The Dowagiack company expects to construct another line from Buchanan to Eau Claire and possibly to Niles to connect with the Benton Harbor exchange.

Northville—Telephone competition in this town promises to promote a lively time. Heretofore the Bell company has had a monopoly. Until recently the company charged \$30 a year for its service. When talk of a new company became strong, however, the price was reduced to \$24 a year. Now a local company offers to furnish service at \$12 per year on three year contracts.

J. H. Baily has sold his interest in the grocery firm of Wyngarden & Baily. The business will be continued by Wyngarden & Co. at the corner of Front and Pearl streets.

C. B. Fitts has embarked in the grocery business at Beulah. The Worden Grocer Co. furnished the stock.

Lesson of the Coal Strike.

If the evolution of human morality and of the relations which human beings in a state of society bear each to the other not only as individuals, but as classes, had advanced in the same proportion as human progress through the instrumentalities of physical science, there would be no need for a great labor strike, and no such thing as a strike would be possible.

While the advance of civilization in all that pertains to intellectual and material progress has been enormous, moral and ethical development has moved but slowly, and is still far behind. The same covetousness and greed and haste to be rich, and overweening selfishness, and unscrupulous ambition beset the human race just as much as ever they did, and one of the results of it all is that there seems no better way to settle differences between employes and employers than a "strike."

The great strike of the coal miners emphasizes the backwardness of our ethical condition. A strike, like a lock-out, is a brutal blow inflicted, not merely upon the persons at whom it is aimed, but upon thousands and scores of thousands of people who are entirely innocent of any connection with the wrongs it has been sought to avenge.

The present strike of the coal miners has caused the stoppage of numerous and extensive iron mills, factories and other industrial operations on the land, and of steamships and other vessels on the rivers and lakes. None of these factories or ships can turn a wheel for lack of fuel, and all their work-people, to the number of many thousands, are driven into idleness and are prevented from earning the means of living, because the coal miners have a controversy with the mine owners.

If such a controversy only affected the immediate parties to it, it might be well in some cases to let them fight it out; but when the consequences are so very far-reaching, and when so many innocent people are brought to deep distress by it, there ought to be some just and sure means of remedying the evil and of preventing the abuses that grow out of a labor strike.

And the wonder is that there is not some such remedy, when the enormous advance of the human race in every other sort of progress is considered. Where are the statesmen? Where are the lawgivers? Where are the philanthropists, and where are the preachers of righteousness, that they have not been able to bring man's moral and social condition up to the level of his material and intellectual position? Is it easier to conquer the forces of nature, to chain them to the car of progress and compel them to reveal all their secrets and to give up all their treasures than to bring men to regard each other, if not as brothers, at least as partners and joint sharers in the world's work; or are the teachers and the preachers and the statesmen and the philanthropists less able or less faithful in their labors than are the chemists, the electricians, the engineers and the physical philosophers? Would it not be better to convert men to the practice of love and charity, and to judge them by their works and lives, than to bandy charges of heresy and to read them out of the community of Christians for some alleged word or expression?

If human ethics are ever to reach the point where they can stop a labor strike, it will be by the establishment of so-

ciety upon a basis of charity, forbearance and equal justice to all. And society must come to that. One day philanthropy and statesmanship will establish a court with power to investigate and determine if individual and corporate employes can and should, with justice to their business and their proper interests, raise the wages of employes. And the same court will declare if such business needs to cut down wages, or to reduce the hours of operation, or to close altogether, and it will adjust the relations of employe and employer on such a basis of equity. The time is not ripe for justice and forbearance yet. There must be a season of violence, and injustice, and persecution first; but the better time will come.

FRANK STOWELL.

Chewing Clerks Disgusting to Customers.

Written for the TRADESMAN.

"Well, I am glad, at last, to have a clerk to wait upon me who is not chewing gum!" said a lady emphatically to her friend as they seated themselves at the trimming counter. "Did you ever see anything like it before? The man at the silk counter who waited upon us had his mouth so full of gum that he couldn't speak plainly. Then, at the lace counter, that pretty young woman who seems to be head clerk there spoiled any good impression which her pretty face and obliging manners might make by actually chewing gum as if her chief end in life was to see how rapidly she could make her jaws move; but, to cap everything, the young man from whom I bought my gloves was chewing tobacco; and several times while he was fitting them he spit on the floor. It is simply disgusting. Does the manager permit the chewing of gum and tobacco by the employes?"

"He is out of town for a few days," replied the trimming clerk. "The chewing of gum and tobacco is strictly forbidden during business hours and any employe found doing so is liable to dismissal; but, 'When the cat's away the mice will play.'"

Had the manager been in the store, these people would never have ventured to do what they were doing. They knew well enough that they were breaking a rule of the house. They also knew that every right-thinking person condemns gum and tobacco chewing in public places; but, aside from this, each of the clerks whom these ladies mentioned was head clerk in his or her department. Now just let the head of a department set an example of this kind and see how quickly the under clerks will follow it. If a clerk is willing, the moment the manager's back is turned, to break a rule and do a thing that is disgusting to customers, it seems to me that such a clerk will bear watching. I believe he would be ready at the first opportunity to break a much more important rule than that prohibiting the chewing of gum and tobacco. MAC ALLAN.

F. E. Morley, doing business at 711 Wealthy avenue under the style of the Wealthy Avenue Cash Grocery, has turned the stock over to the Clark-Jewell-Wells Co., which has sold the stock to E. L. Boyd, who will continue the business at the same location.

J. Dyk has sold his millinery and fancy goods stock at 128 West Leonard street to Tony Lommers.

The First National Bank of St. Louis is succeeded by the Gratiot County State Bank of St. Louis.

Fruits and Produce.

Dry and Watery Butter.

From the New York Produce Review.

While it is very generally conceded that the foreign butters exhibited here recently by the Government were not fair samples of the product which it was sought to represent, a careful examination of the various lots brought out some points that may be valuable in the further development of the dairy industry of this country.

The most striking feature was the dry, waxy character of the butter, especially the Danish and Normandy samples. We find that the popular demand in the British markets is for that class of goods. They want "fat," and not light, watery stock, and care less about the very high, flashy flavor that so much of the trade on this side of the water desires. There is reason in this, too. Butter can be made to hold a good deal of water, or it can be worked very dry. Consumers who are familiar with these points naturally desire the purer goods. There is such a thing as adulterating butter with water. For upward of two years past this question has been agitated a good deal in England and districts have enacted certain laws designed to prevent what has often been characterized as a fraud. Numerous prosecutions have been made under these laws, until those handling the Irish product especially have asked that Parliament pass upon the subject and say how much water butter may contain and still be pure. The Danes have been willing to meet the demand for dry, rich stock, and that is one reason why their product is so much in favor in all of the British markets.

We have noticed a gradual improvement in the American butter along these lines, but there is still room for further improvement. And if we are to cater more and more to the foreign trade there should be a response to that need at once. Some buttermakers may argue that it costs more to work out the water and produce a dry article, but that must not be a serious consideration if the extension of the trade depends upon it. Besides, there are evidences that the home trade is drifting more that way. Heretofore buyers have not objected so much to a little sponginess, provided the flavor was quick and rosy, but every season brings out more buyers who are looking for solid, waxy goods, something "on which one can chew."

The natural conditions for making butter in this country are unsurpassed by any of the great dairy countries of the Old World, but our development has been so rapid and we cover so wide a territory that it is not surprising that closer attention has not been paid to producing the best possible qualities. We are glad that the Government brought over these samples of foreign butters so that some comparison could be made with our stock; and we hope that the next lots that come here from Europe will fully represent the commercial product of each country.

Serious Charge Against a Michigan Shipper.

From the New York Produce Review.

For some time past we have heard reports from members of the trade here that certain packers of eggs in Northern Ohio, Northern Indiana and Michigan, taking advantage of the fact that fresh eggs from those sections often command a premium over those from farther West, have been buying eggs in the Far West and Southwest and shipping them here as current local collections. Last winter when the writer was in Chicago we learned that Southern egg collectors were in some cases buying cold storage stock there and shipping it to this market mixed with fresh eggs, calling the whole new laid.

It is quite common for buyers of eggs from favorite localities to find eggs contained in the lot marked with the name of the packer in some distant state.

Possibly these schemes of deception sometimes result profitably to the unscrupulous packers. But in the main

they cannot end in any permanent gain. Buyers pay a premium for stock from certain sections only because they get better quality, and only when they get better quality. If the goods are not as represented they generally send them back or else take off loss enough to make them as good as they should be.

We understand that the house of C. J. Chandler & Co., of Chelsea, Mich., which recently failed, was in the habit of buying goods in Chicago and in the Southwest in carload lots; we never heard of their shipping anything East but "Michigan" eggs. It does not look as if they had much of a "bonanza" in the business and we should say that the attempt to deceive in this way is so contemptible and picayune that anyone who indulged in it had better fail quick and go into the bunco business.

American Apples in Hungary.

The American apple is carrying all before it in Austria-Hungary, but the supply, which may be safely chronicled as enormous, in no wise satisfies the demand. There was an overwhelming invasion of the fruit in the European market at the beginning of last autumn, when the belief prevailed that the American apple would last out the winter. Cargoes, however, continued to arrive throughout the winter, and were snatched up with all dispatch. It is now anticipated that last year's crops will continue to supply the market until this year's crops arrive. Austrian cultivators naturally complain, on the plea that, although the home produce of last autumn was extremely scarce, they look to a plentiful harvest this year, which, owing to the inferiority of the home product, will be unable to compete with the superior American imports.

Remarkable Women.

Thomas—You and I have remarkable wives.

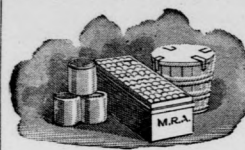
Harkins—Do you think so?

Thomas—Yes. You know when my wife and I were at your house, night before last? Well, my wife had on a new dress, and she and your wife talked about it nearly all the evening.

Harkins—I don't see anything remarkable about that. It was the natural thing for them to do.

Thomas—But, hold on! Your wife didn't ask who made it, and my wife didn't tell!

An old physician considers this the only safe, ice water to be used during the summer months: "Procure some nice looking bottles which will hold about a quart, and fill them with water which has been running for some time. Water which has run through a filter attached to a faucet is preferable. Then cork them tightly and place them directly on the ice for some hours before you need to use them, turn them two or three times, so that they will become uniformly cold, and you will find that you can drink more of this water with less after discomfort than you can the water which has been cooled by being directly iced."



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

Milletts, Hungarian, Fodder Corn. GARDEN SEEDS, IMPLEMENTS, ETC.

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

We are receiving, daily, car lots. Established 1876.

NEW SOUTHERN POTATOES, ONIONS, CABBAGE, WATERMELONS

SEEDS: Crimson, Alsylke Alfalfa; Medium, Mammoth Clover; Timothy, Redtop, Bluegrass, Orchard Grass Seed.

Bushel Baskets and Covers.

When ready to buy send us your orders.

Wholesale Seeds, Potatoes, Beans, Fruits. **MOSELEY BROS.** 26-28-30-32 Ottawa St., Grand Rapids, Mich.

Consign your Butter and Eggs to

HARRIS & FRUTCHEY, DETROIT, MICH.

and receive quick sales and prompt returns at market prices.

"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.



Red and Black Raspberries, Blackberries, Cherries, Currants, Gooseberries, Whortleberries.

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.

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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.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, July 10—Russell Sage says that we are gradually—very gradually, indeed—getting back to an era of prosperity. Russell knows what he is talking about, and everybody rejoices to hear him talk as he does.

Much activity is being displayed by our jobbers as to the excursions they are endeavoring to inaugurate to this city. From all directions come enquiries and it is firmly believed that within four weeks this city will contain more buyers than have been here at one time for a decade. Quite a number are here now, but are not doing much business, preferring to rest a week or so before the fall campaign. By that time the troublous sea of politics will have calmed down, the tariff will be out of the way and everybody will go in for a long pull, a strong pull, and a pull all together.

We have had some very hot weather and it has had a depressing effect on the fruit trade and some other lines. With the thermometer at 95, no one is able to get up much enthusiasm.

There are about 653,000 bags of coffee (Rio No. 7) in store and afloat, against 396,000 bags at this time last year. This grade has been offered freely at 7 1/4c, but the week has been a very dull one. Buyers are few and far between and sellers will shade prices if thereby they can make a sale. At the close the market is without life. Stocks of mild coffees here are large and quotations are barely steady. Jobbers have done a fair amount of business, but there is yet room for improvement.

Refined sugar has advanced a fraction on some of the lower grades, and foreign has also gone up 1/8c. Granulated has remained unchanged and the demand has been fairly satisfactory. Sugar is a good purchase at present prices, both the manufactured article and the stocks of that designation.

Some offerings of new crop Formosa and Japan teas have been made; but very little enthusiasm is manifest. Quotations remain low and altogether the market lacks animation. Dealers in the interior must be pretty well supplied. Those competent say they look for no immediate improvement. Really choice varieties of both Formosas and Japans are selling to the fine trade at a satisfactory rate, but the outlook is not particularly encouraging, taking the market by and large.

The rice market is improving daily and we shall soon see the old volume of business being done. Orders come in from all sections in such quantity as to suggest that stocks must be very low. Advices from Southern points are strong, foreign sorts are gaining and altogether dealers are not at all unhappy at the fall outlook. Japan sells on an average of about 4 1/2c.

With fairly large stocks and light demand, the spice market is not especially active, yet there is as much business going forward as is usually the case at

this time of year. Jobbers, especially, are said to be doing a fair business at decent rates.

Lemons have taken another jump and the men who had 5,000 or 10,000 boxes on hand find themselves with a small fortune more than they had a week ago. Extra choice Sicily, 300s, per box, \$4@4.25 and from that to \$5.25. Fancy oranges are selling slowly and the market is well supplied, so no better rates are looked for soon. Pineapples, bananas, etc., are moving in a rather more satisfactory manner than a week ago, although no change has been made in quotations.

Dried fruits, raisins, prunes, etc., are selling in the usual manner and, while supplies are not especially large, they are yet ample to meet all calls and prices are seemingly low enough to suit anybody.

Except for some little interest in tomatoes and peas the canned goods market is very quiet. Prices are low and the quantity of goods seems to be abundant. It is reported that a huge pack of California fruits will have to be disposed of this season, as the crops are large, and it is likely that low prices will prevail all along. No change in quotations to note.

The hot weather is seriously affecting the arrivals of butter and stock that is all right when it leaves the West is all wrong when it gets here. For fancy Western creamery 15c is still the quotation, but the general feeling is firm and an advance of a fraction is looked for by some. The general demand is good for the better sorts and at the close of the week the tone is stronger.

Cheese is dull. Supplies are larger than the situation warrants and the market is certainly dragging. As with butter, arrivals show the effect of heat and it needs no very practiced eye to see that much stock will have to be sold at a low mark. Best State dairy is worth, for large size, 7 3/4c. Small, 7 1/4c.

Potatoes are in plentiful supply and sell for \$2@2.25 per bbl. for Long Island Southern, \$1.65@1.75.

Few new apples are here that are desirable, the bulk of arrivals selling for \$1@2 per bbl. for North Carolina fruit, which is about all there is.

California Grape-Growers Unite.

A movement looking to the organization of the wine-growers of California was inaugurated last week. If the project meets with encouragement, other meetings will be held at all of the principal towns of the dry-wine districts. The object is to give the growers of grapes the same cohesion and force as have been secured by the winemakers through their corporation.

How an Unfortunate Business Man Was Helped to His Feet.

From the New York Sun.

The other day some of the merchants who have grown gray in the pursuit of the practical and material were swapping stories of their experiences. Said one, now a millionaire:

"While I was still attending school my father was compelled to suspend business. He and another man owned a mill up in New England and a dry goods store in Brooklyn. My father attended to the mill and his partner to the retail business. One day my father learned that his partner had absconded, after raising all the money he could on the firm's name. My father came to New York and found that, after using every dollar he had in the world he would still owe \$300. He turned his assets over to his creditors, borrowed the \$300 necessary to pay his creditors dollar for dollar and went to work on a salary. After several years of hard work he paid back the \$300 and was free from debt once more.

"At that time my father was superintendent of a big Sunday school in Brooklyn. One of the women who took an interest in the school was an old maid who had known my father for years. She knew about his misfortune and was determined that he should be independent again. So she went to half a dozen leading members of the church and told them she wanted to borrow some money to start father in business again. All responded cheerfully and one day my father was surprised at a visit from the woman.

"'Mr. ———,' she said, 'here is \$1,600, with which you are going to start in business for yourself.' Naturally, my father was startled. 'Lord bless you, Miss ———,' he said, 'I can't take that. Besides, I do not want to go into business again. I am satisfied as I am.' 'There is the money,' she replied, 'and you are going into business. Now, don't delay about it.' The old man still demurred, but she insisted, and, after awhile, she got his consent to use the

money. That was the foundation of our present business. Father opened a little dry goods store and I left school to help him. Two years later father went to one of the men who had contributed toward his capital and handed him the \$300 he had advanced. 'What's that for?' he asked. 'Why, this is the money you gave Miss ——— to start me in business, said father. 'Nonsense,' said he, 'you don't owe me anything, old man. Eliza came to me and asked me for \$300, and I gave it to her. If she had asked for \$1,000 she would have got it just as quick. I made no record of it and I don't want it.' 'You have got to take it,' said father. 'Now, please don't,' said he, 'it will upset all my book-keeping.' Father insisted, though, and finally had his way. Most of his other creditors talked the same way, but all had to give in. Within a week back came the letters asking father to give the money to the poor if he did not want to use it himself. I am glad to say we have been able to return some of the kindness shown us then."

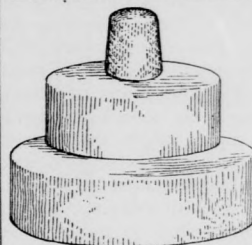
Elgin System of Creameries.

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R. E. STURGIS,

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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.

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Special Attention to Fruit and Berries in Season.

Correspondence Solicited.

REFERENCES: Detroit Savings Bank, or the trade generally.

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Fourth National Bank, Grand Rapids.

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

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W. R. BRICE.

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C. M. DRAKE.

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Butter, Eggs and Poultry

23 South Water Street, Philadelphia, Pa.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - JULY 14, 1897.

BATTLE-SHIPS CRITICISED.

It is rather singular that most of the journalistic comments on the recent great naval review at Spithead, in honor of Queen Victoria's jubilee, praise the display of cruisers and torpedo boats, and pass over the mammoth battle-ships rather lightly. Most writers seem to have picked up the impression that great doubt exists among naval experts as to the worth of the battle-ships, and that there is a growing tendency to abandon the monster iron-clads in favor of the swift cruisers and formidable little torpedo craft. It is difficult to understand how this impression could have been produced. The display of battle-ships was certainly the most formidable the world ever saw, and nothing has transpired in modern naval warfare to indicate that the battle-ships are likely to disappoint the hopes of their advocates.

The critics of the battle-ships would do well to study the details of the battle of the Yalu, between the Chinese and Japanese fleets, during the recent war in the Far East. While it is true that the Japanese fleet, which won the victory, was composed entirely of cruisers, the details of the fight show that it was the bad marksmanship and cowardice of the Chinese which permitted the Japanese cruisers to escape with moderate losses. Those of the Japanese ships which were hit by a few shells were terribly damaged, and the loss of life on the Japanese flagship from a single shell was appalling. In the Chinese fleet all the cruisers were either destroyed or forced to beat a hasty retreat. They were really little better than slaughter pens. On the other hand, the two large Chinese battle-ships, although exposed to the terrible fire of the high-power guns possessed by the Japanese, suffered no irreparable damage. Had these two ships been effectively handled, and had their batteries been served as they would have been served by European crews, the Japanese would not have secured the victory, and some of their ships would certainly have been destroyed.

All the weight of professional opinion appears to be against the contention that the battle-ships should be superseded by the cruisers. Great Britain continues to steadily increase her proportion of heavy battle-ships, while all the great naval powers of Europe are steadily adding to their armor-clad fleets. Even

in the United States the best naval authorities are convinced that the country must depend upon the battle-ships for actual fighting.

The fact is that each of the classes of vessels displayed in the jubilee review have their well-defined value in all plans of naval defense. While the battle-ships are depended on to bear the brunt of battle, the cruisers are intended to destroy or protect commerce, according to the interests affected, and to act as scouts for the heavier ships. The torpedo boats are expected to operate against all classes of an enemy's vessels; but their use is as yet mainly theoretical, as the tests in actual war to which they have been subjected have not developed results commensurate with the expectations of naval experts.

THE BENEFICIARIES OF STRIKES.

The great strike of bituminous coal miners which began about ten days ago has developed until nearly or quite 120,000 miners, located in seven different states, are engaged in it. As naturally might be expected, in many localities there is already threatened scarcity of coal, and in some it has become so positive that industrial works are compelled to shut down. The holders of the supply in some cases have advanced the price to about double and the scarcity seems to be less on account of an actual lack of the fuel than of the disposition of the holders to realize an advance. A noticeable feature of the situation is the continued appearance of indifference on the part of a great proportion of the operators, who appear well satisfied that the price of their product shall be enhanced by the general suspension of production.

Just now the great contest is being waged in the West Virginia fields, where both operators and miners seem bent on profiting to the utmost from the efforts of the strikers elsewhere. Remembering the experience of three years ago, when a rich harvest was gathered by the operators by keeping at work through the strike, which they shared with the employes to an extent sufficient to keep their allegiance, the mines are now kept in operation day and night; but a determined effort is being made by the labor leaders, who are sending all the most capable organizers to be obtained to that field, to secure the help of these miners, which seems to be necessary to success elsewhere.

Efforts are being made to effect a compromise, but so far they appear to be received with indifference by both sides. The arbitration boards of several of the states concerned are holding joint sessions in Pittsburg. It is very possible that when the strike has progressed far enough to serve the selfish ends of the leaders and the operators, the work of the arbitrators will have apparent results. In the meantime, the rank and file, who are the cat's-paws in the movement, are made to suffer in the work of raking out the chestnuts, thus again exemplifying the proposition that the ones who benefit by labor strikes are not the strikers.

Small towns eager to become cities regardless of the increased expense of government have had a good example set to them by the people of Johnston, R. I., who rejected such a proposition by a decisive vote.

There are higher satisfactions than the mere getting of money, and riches cannot compensate a man for the consciousness of having lived a dishonorable and selfish life.

GENERAL TRADE SITUATION.

Taking into consideration the intensely heated term which monopolized most attention throughout the country until the close of last week, with the seasonable dulness of midsummer, the fact that there has been considerable activity, with a tendency to increasing prices in many lines, is significant of generally improving conditions. In most industrial lines the summer adjustments of wage scales are either completed or are in a further stage of advancement than usual at this season. The only important exception, the coal industry, is making considerable disturbance, but its injurious effects are not likely to last for any considerable time.

The fact that the main changes in tariff taxes are known has removed the principal obstacle to liberal trade. While merchants were uncertain as to the changes to be made in the law, there was a general disposition to limit transactions to the smallest possible proportions. Already, since it has been certain that the bill would pass in practically the shape in which it has been placed by the Senate, there has been quite a revival in most lines of trade. The dry goods and iron industries, two of the leading barometers of the business feeling, have developed considerable activity, and nearly all the manufacturing interests are manifesting new life. These things indicate that people feel more confidence in the outlook, and are preparing to throw off the caution and conservatism which have hampered enterprise for the past year or more. The tariff discussion and changes having been gotten out of the way during the special session now drawing to a close, there will be nothing in the long session of Congress to begin in December next which need disturb business confidence. Moreover, there is no danger of any further tariff changes for at least two years to come. Again, there will be no general elections to interfere with business during the coming fall; in fact, the immediate future is uncommonly free from any possible disturbing influences of a political nature.

All the usual trade indications are favorable. Money appears to be plentiful and cheap at all financial centers; there is a good demand for investments, and current liquidation of speculative deals no longer exerts a depressing influence. The grain crops, upon which the prosperity of the country at large so greatly depends, are promising and the harvest is now near at hand. It is believed that there will be a large demand from abroad for our grain this fall, a fact which is sure to keep prices fairly firm. While the conditions which seemed to cause the outflow of gold to Europe are unchanged, the movement has ceased and it is thought no more will go out this season. The stock market continued to show that obstinate strength which was so noteworthy for six weeks, and the general average of prices for railroad stocks reached the highest point touched since early in May last year. The dealings were narrow, and after the elaborate effort to get up another scare about the currency and gold exports, the strength shown is significant. Nor is the volume of business slackening as much as might be expected in midsummer, for the daily average of payments through clearing-houses in July thus far has not been smaller, but slightly larger, than in previous years—6.5 per cent. more than in 1896 and a fifth of 1 per cent. larger than in 1892.

While the wheat movement has been small on account of the season, the general statistical situation has been strong and prices, which met with a reaction the last of the week after a considerable rise, are again moving forward this week. The crop reports indicate a surplus in this country beyond any for several years past; but the favorable feature for future prices is that the demand from abroad promises to be unusually large. Shipments for Cape Town and Australia are already beginning from some of the Pacific ports.

There has been a small advance in cotton, with a considerable buying from Northern spinners, but more mills have shut down on account of large stock and deferred demand. The improved features of the woolen goods market continue and the trade is considered in a better condition than for some years past. In some purchases of spring goods an advance of 5 per cent. has been obtained.

The extremely low prices ruling for iron ores have stimulated the movement by lake shipments and these have assumed a magnitude which indicates the expectation of large business after the summer shut-downs are over. In many works orders have been so pressing that they are continuing in operation longer than usual.

Bank clearings for the week show a small increase, to \$1,071,000,000, a gain of 8 per cent. over the corresponding week of last year. Business failures are reported at 213, against 225 for preceding week.

MOROCCO TO BE COERCED.

The United States is about to engage in a little exhibition of the wholesome application of force for the protection of its citizens, which seems to be very sadly needed in the Mediterranean. The warships San Francisco and Raleigh have been ordered to Tangier, the capital of Morocco, for the purpose of aiding the American Consul General at that place in enforcing a demand for the punishment of a native who is accused of maltreating an American citizen.

It seems that, although the American Consul General has repeatedly demanded that the culprit be punished, the Sultan has paid no attention whatever to such demands, although the treaty existing between this country and Morocco expressly provides for the punishment of any violence offered American citizens.

It is hardly probable that any serious trouble will grow out of this incident, as it is expected that, as soon as the Sultan realizes that the United States is determined to secure proper protection for its citizens, and is prepared to use force, if need be, to accomplish that purpose, he will reconsider his position and promptly comply with the demands of the American Consul General. The presence of the two warships is expected to exert a very wholesome influence.

This is the proper way to protect Americans. A mere demand made upon semi-civilized nations is a waste of time, unless it be backed up by a reasonable show of force. An object lesson is needed to convince such petty governments that the arm of the United States is long enough to reach them, and that there is the determination back of a mere threat to actually punish any injustice which may be inflicted on American citizens.

If you throw mud you must expect your hands to get dirty.

THE LAW'S DELAYS.

"Law Notes," a Long Island, N. Y., publication, in remarking upon the extraordinary facility for the obstruction of justice furnished by the laws and the practice of the courts in this country, declares that a great deal of the prompt administration of justice in England is due to the fact that there is no court of appeals in criminal cases.

The remarkable ease and readiness with which justice can be blocked, and the enforcement of the laws obstructed through the operation of the laws themselves, are certainly responsible for the epidemic of violent crimes in many parts of the country, and for the undue exercise of popular vengeance.

The journal mentioned above cites, as a striking evidence of this sort of thing, the case of Durant, who was convicted in San Francisco for the murder of Blanche Lamont in 1895. After a trial of great length, wherein he was represented by able and eminent counsel, and which was declared by the Supreme Court of his State to be fair in every particular, he was adjudged to be guilty and sentenced to death. Since his conviction was affirmed by the Supreme Court of California repeated efforts have been made to procure a review of the case in the courts of the United States. These have at last been so successful that Circuit Judge Gilbert has granted leave to appeal to the Supreme Court at Washington from an order of the Federal Court at San Francisco denying an application for a writ of habeas corpus. Pending this appeal, proceedings for the execution of the prisoner are stayed, and the appeal cannot be heard until the Supreme Court meets in October.

That sort of delay can be kept up until all the witnesses for the prosecution either die in natural course or are made away with, or until popular indignation against offenders has time to cool down. Then they can be turned loose in some quiet way which can always be provided under the forms of law.

It is not strange that there are large sections of the country, not excepting Louisiana, where the criminal and police laws are habitually violated with impunity, and the violators, no matter how serious and atrocious the crime, are able to defy the authorities. In such districts no criminal can be punished unless there is a popular uprising against him. Then his punishment is certain, no matter what the facts are.

PROTECTION OF THE FUR SEALS.

Ever since the award of the Paris arbitration tribunal which settled the Behring Sea controversy contrary to the claims of the United States, the Washington Government has been at work endeavoring to secure some sort of an agreement between the powers interested looking to the better protection of seal life. Although the British government maintained several cruisers in the Behring Sea for two seasons, to aid in enforcing the regulations adopted temporarily for the better preservation of the seals, a strong disposition has been shown during the past few years not only to refrain from taking any part in the regular patrol of the sealing waters, but also to place in the way of the proper enforcement of the restrictions upon sealing which were decided upon immediately after the Paris award as many obstacles as possible.

The refusal of Great Britain to enter heartily into our plans for the preservation of the seals is without doubt based

upon the delay experienced in collecting the money due the Canadian sealers whose vessels were seized prior to the arbitration proceedings. It has been hinted at very broadly that until these claims are paid, Great Britain will take no active part in protecting the seals.

Although discouraged at the small success which has been attained in preventing the extermination of seal life in Behring Sea, the Washington Government has not given up attempts to bring about an understanding between the different governments having interests in the sealing grounds. Mr. John W. Foster, the representative of the State Department, who is now in Europe for the purpose of negotiating an agreement with the powers interested on the subject of the protection of seals, announces that he has reached a satisfactory understanding with Russia, and that he will now seek to arrive at some sort of an agreement with Great Britain. Japan has already expressed a readiness to co-operate with us in protecting the seals, so that the only obstacle which now remains to be overcome is the disinclination of the English government to enter into any agreement.

While it may be seriously doubted if the announcement of a satisfactory arrangement with Russia is a diplomatic mode of procedure in approaching negotiations, with Great Britain, still the recent good feeling which appears to have been established between this country and our cousins on the other side of the Atlantic may serve to smooth over any unpleasant remembrances which may still remain in connection with former negotiations upon this very troublesome Behring Sea problem. It is certainly to be hoped that a speedy solution of the sealing question may be reached, as the whole matter has been a fruitful source of annoyance and misunderstanding for more than a decade past.

In exploiting its resources Kansas is now directing attention to its mineral deposits and their possibilities. It produces coal, building stone, zinc, salt, gypsum, oil, gas, cement, mineral water and clay, the output of all these in 1895 being worth about \$5,000,000. This was triple the output of 1885, and is regarded as promising much for the future. The State stands first in the production of gypsum, its output being more than double the combined product of all the other states, Michigan excepted. It is eleventh among the coal-producing states, eighth in oil production and fifth in gas, having an oil and gas area of 9,000 square miles. Nearly a million and a half barrels of salt is marketed annually, and about 21,000 tons of zinc. The zinc-bearing ore is very rich, the yield being 66.2-3 per cent.

A new bullet-proof cloth was tried on a dog at the Chicago College of Dental Surgery the other day, and, strange to say, the dog survived the test, the bullets failing to penetrate the cloth. It is reported that already two presidents of South American republics have written for samples of the cloth, and self-measurement blanks. The cloth is to be tried on a human target next.

What is wanted by young men who are kept on salary during the summer months when they are not actually needed is a few more half holidays. They are overworked. The salaries for these holidays might be profitably given to the poor and willing fellows who have no positions, in which they can earn money while anxious to work.



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Pillsbury Flour
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Woman's World

The Ideal Hostess.

Opinions differ as to what constitutes an ideal hostess, but according to a number of society women, who were recently discussing the subject, here are some of the indispensable qualities she must possess:

She must make you feel individually that you are the favored guest.

She must make you feel perfectly at home.

She must see everything, and yet possess the art of seeming to see nothing.

She must never look bored.

She must be able to hear the same story over a hundred different times, and still be competent to smile approvingly at the right point.

She must know how to get congenial people together.

She must know how to keep discussions of religion and politics off the carpet.

She must know how to compliment a guest's gown.

She must never monopolize the conversation.

She must know how to let people be mistaken.

She must be generous enough to let other people have different opinions from hers.

She must never let anyone be slighted or overlooked.

She must know when to ask the amateur musician or elocutionist to display their talents.

She must never dress as handsomely as her guests.

She must be perfectly unselfish about her own pleasures.

She must never know fatigue, but be able to stand and smile, "So glad to see you. So good of you to come," by the hour.

She must listen courteously to the long-winded talker.

She must not neglect her guests, nor yet give them too much of her society.

She must remember that nothing is so tiresome, so surely death to all enjoyment, as the feeling that one is being entertained.

In a word, the ideal hostess must possess patience, long-suffering endurance, charity.

If she has all these she may be rewarded by being permitted to wag her tongue at somebody else's tea, when some other woman is the martyr to social conventions. DOROTHY DIX.

What a Woman Can Do.

The wonderful popularity of the bicycle for the use of women as well as for men calls attention to the physical powers of the (supposedly) weaker sex. In this connection the humorous picture drawn by Bob Burdette, the humorist, is good enough, and has pertinence enough to be reproduced in its entirety. True, she cannot sharpen a pencil, and, outside of commercial circles, she cannot tie a package to make it look like anything save a crooked cross section of chaos; but land of miracles! see what she can do with a pin! I believe there are some women who can pin a glass knob on a door. She cannot walk so many miles around a billiard table with nothing to eat and nothing (to speak of) to drink, but she can walk the floor all night with a fretful baby without going sound asleep the first half hour. She can ride 500 miles without

going into the smoking car to rest (and get away from the children). She can go to town and do a wearisome day's shopping and have a good time with three or four friends without drinking a keg of beer. She can enjoy an evening visit without smoking a half dozen cigars. She can endure the torturing distraction of a houseful of children all day, while her husband cuffs them all howling to bed before he has been home an hour. Every day she endures a dress that would make an athlete swoon. She will not, and possibly cannot, walk 500 miles around a tan-bark track, in six days, for \$5,000, but she can walk 200 miles in ten hours, up and down crowded aisles of a dry goods store when there is a reduction sale on. She hath no skill at fence, and knoweth not how to spar, but when she javelins a man in the ribs, in a Christmas crowd, that man's whole family howls. She is afraid of a mouse and runs from a cow, but a book agent can't scare her. She is the salt of the church, the pepper of the choir, the life of the sewing society and about all there is of a young ladies' school, or a nunnery.

DOROTHY DIX.

The Unwholesomeness of Jealousy.

One of the commonest kinds of a pace that kills is jealousy. A jealous woman, in common with every other creature who dissipates, if she encourages that jealousy, defeats her own object. Take the woman who by habit is suspiciously watchful of her husband and the women he meets. She fears these other women may usurp her place in his admiration, respect, affection, etc. And if she is unwise, as many jealous women are, she thinks and says irritating things reflecting upon the man's probity and the women's looks, tempers and characters. The physicians say that the entertainment of jealousy really has a disorganizing effect upon the body and certainly it is disturbing to the mind. A jealous woman, who may have been lovely as a May morning, through indulgence of her fears begins to become, from the moment at which she first suspects, the very object which will drive away her husband's regard. Jealousy guarantees biliousness. Biliousness makes bad temper, cross words. These, too, are disturbing to the cook, and she sends bad food to the table. The man can't eat it, and his business goes wrong all day. A jealous, bilious woman is a bad mother. She upsets the children, and money has to be paid out for medicine for them. Domestic jealousy is a pace that kills. Professional or business jealousy kills. The woman who whispers a convenient detrimental word about an associate into the ear of her patron or employer may benefit for a day. In the end, he concludes that she is untrustworthy.

Women's Way.

"But," persisted the reformer, "you must admit that women have never bought legislatures and common councils as men do."

The man laughed a hard, mirthless laugh.

"No," he gloomily replied after a moment; "women just go around prying things."

At the China beet sugar factory in Riverside county, Cal., work has been begun on what will be the largest mill in the world. It will be 1,600x40x20 feet, and it will hold enough salted beet pulp to stall-feed 7,000 head of cattle. It will have the largest silo in the world. The pulp will be carried from the factory to the silo by a motor engine.

Curiously enough, neither in classics nor in mathematics this year have the women students at Cambridge won a place in the first class. It is the first for many years that there have not been both women wranglers and also first classes in classics.

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Valley City Milling Co.,
Grand Rapids, Mich.

JANE CRAGIN.

Jane Is Obdurate in Her Determination.

Written for the TRADESMAN.

"I cannot tell you, Cy, how sorry—how very sorry—I am for you. I did not know—I could not know—that this idea had so taken possession of you until now. Long ago—so long ago it seems to me now, when you asked me this same question, I told you—and I thought you believed me—that such a thing never could be. Since then, except when it has been forced upon me, I have given it no thought, and I have supposed that it was settled forever. That I have for you a regard, an affection if I may call it that, deep, lasting and unchangeable, I shall not deny, for I have never tried to conceal it. In season and out of season, it has been my constant aim and pleasure to think of you and do for you, in every possible way, whatever I could to repay, so far as these things can be repaid, the great obligations which I gladly and freely acknowledge. But, Cyrus, I have not intentionally done these things except with the desire to let you see how grateful I am to you for your unlimited kindness to me. I can see now how easy it has been, feeling as you do, for these attentions on my part to be misunderstood and—misconstrued; but I am sure you will not be so unjust as to attribute them to anything but the one great desire to make your coming and your stay here a constant enjoyment. You will admit this much, won't you?"

"Why, yes; but, Jane—"

"Don't interrupt me, Cy. If, after all these years, when I thought we were reading each other like so many open books, we have been deceived, let us understand each other at last. I, more than anyone else, know that you have some of the noblest qualities a genuine manhood possesses. I need not run through the long list. I need not say that I never expect to find them again so fairly embodied; but, Cyrus, do you not see—do you not know—that, unless all these qualities appeal to my heart, they awaken in me only a great admiration for them and for you. The fault must be in me that they do not; but that they do not prevents me from being to you more than the dear friend I have been trying to be for so many years.

"With only this admiration you must see how your treatment of me here has shocked me—I cannot reconcile it with the great love you say you have for me. Does great love so change all that is noble in a man as to make him forget his honor and, worse than that, to make him believe that the object of his love is equally forgetful of hers? Since my own engagement to Dr. Day and yours to Miss Marchland, I am conscious of less restraint in my manner towards you, because I have had a right to believe that those pledges on your part and on mine were equally sacred to both. In the eye of Heaven the wedding ring is on my finger, as it is on Marjory's; and yet her husband has made proposals to me to-day which he could not repeat in her presence without hanging his head in shame, and he has done this in the belief that I could be as faithless to my vows as he has been to the woman whom he pretends to love. O, Cy, how mistaken I have been in you! I have believed you to be the soul of honor and of all uprightness, and have tried, in my daily living, to be your equal in these, only to find that I am as base, in your opinion, as you have

proved yourself to be in mine!" More she would have said but the rushing tears stopped her and she threw herself sobbing upon the cushions in the window.

Only once had Cy made an effort to stay the storm; and, when he found it useless, he listened quietly until he was startled and stung by the cruel words of the offended woman. Then, with a composure hardly in keeping with what was going on within, he stood with folded arms listening until Jane sank sobbing in the window.

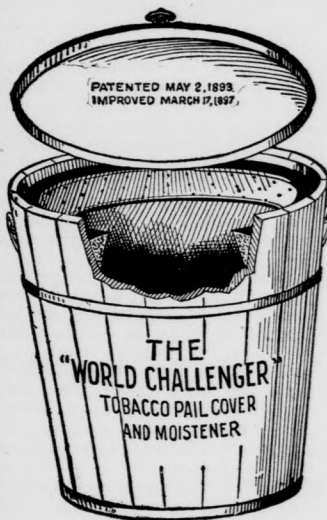
He waited until the sobs ceased and then, with a gasp in his voice he could not control, he said: "Jane, I did not think that loving you could ever be a crime—I do not think so now; and, even if I have sunk so low in your esteem as you say I have, the fault lies not in the love, but in the abuse of it. There, if it be one, is the crime, and even you, my accuser, shall be the judge whether the temptation has not been too great for mere mankind to resist; and I am only that. I need not tell you when my love for you began, nor need I tell you how it has grown with my growth and strengthened with my strength during all these long, long years—so many, Jane, that it wearies me to count them—until it mastered my judgment, my reason—me—and has made me as helpless as a child. While there was no danger of losing you, it was easy for me to believe that sometime—even years counted as nothing then—I should have my heart's desire; but, when I saw all that I care for drifting away from me, and that somebody else could have for the asking what I would go through fire and flood to have for my very own, it has been, it is—more than I can endure. It is no wonder, when hope was giving way to despair, that, forgetful of everything that should have held me back, I should have turned my back upon 'honor and all uprightness' to make one last appeal for what God knows is mine and ought to be mine! This, Jane, is the sum of my offending; and, even if there were more, I know that your own heart tells you that for me to have said less, done less—yes, wanted less—would have been a greater wrong to us both; and, in spite of what you have said, in spite of your vows and of mine, I tell you, Jane, that love, like virtue, like godliness, is never so fierce as when grappling with despair. Where this is to end, God only knows; but, O, the worthlessness, the aimlessness, of life without you, Jane! And the living, as I must live, to 'see my happiness through another's eyes!' Perhaps I have deserved this. Perhaps my over-weening conceit has needed just this humiliation—and above all the accusation—of being faithless to my vows and believing you to be as 'base' as I. But we will leave that question to the Reader of Hearts. I shall not fear His judgment. 'Greater love hath no man than this, that a man lay down his life for his friends'; and, Jane, remember that mine is ready for you when that time comes."

He could go no further. The glance at Jane, whose face was still buried in the cushions, had in it all the loving tenderness that filled his heart to overflowing; and then, with a sadness which a man never feels but once, he went to his own room.

RICHARD MALCOLM STRONG.

Air can now be easily liquified, but according to the American Machinist, the difficulty of putting it to any practical use lies in the fact that it must be stored and transmitted at a temperature of more than 200 degrees below zero.

"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.

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10 Boxes in a Case
30 cents per Box
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15 Boxes in a Case
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MANISTEE SALT.

How It Is Made—Magnitude of the Industry.

Sylvan Beach, July 4—If any question still exists as to the exact location of the Garden of Eden, I am now prepared to settle it. Of course, it has long been conceded that somewhere within the boundaries of Michigan lay this ideal spot, in which the young couple whom we call our first parents set up house-keeping, but just where has never been definitely determined, Mackinac Island, Niles, Harbor Point and Traverse City each laying claim to the honor. Now, however, all doubts are dispelled, for I am ready to prove that it was here at Sylvan Beach that Father Adam and Mother Eve spent their honeymoon. Certainly, a more romantic or picturesque spot could not be imagined. Grand old Lake Michigan washes the beach upon the one side; upon the other, White Lake ripples in tender curving lines of creamy spray. The point of land lying between the two lakes is about two miles long and hardly more than a quarter of a mile wide. This point rises above Lake Michigan some seventy feet and declines gently to the beach of White Lake. The crest is crowned with towering pines, through whose glossy plumes the winds sigh softly, and on the slopes toward White Lake wide-spreading elms and beech trees make long cool tunnels of living green. The sun is winnowed through the heavy foliage until it falls cool upon the carpet of brown leaves under foot. As one gazes out over Lake Michigan it seems to melt away in the far distance and become absorbed in the sky. Looking across the little space, one sees White Lake glittering in the morning sun; the green fields which line its banks are tender and cool looking; gentle slopes rise and fall in the distance, the perfume of thousands of wild flowers greets the nostril; a quiet pervades all—a friendly silence—which seems comprehending and in harmony with all the nobler aspirations of one's heart. In such a spot one must leave behind all strife and worry and blind rushing after hateful dollars. The bounteous peace which Nature alone can give to the human heart takes possession of all one's faculties and one readily acquiesces in the old Pagan belief that God is the soul and permeates all creation.

To be permitted to spend a few days in this ideal spot is, indeed, a privilege, and that one of those days should be the blessed Sabbath, and another that one almost as sacred to every American heart, makes my little vacation doubly appreciated. I would have gladly devoted every moment to gazing lazily out over the lakes, but dear friends had many plans to crowd into my brief stay all the happiness possible: a hop at the new hotel, a row up the old channel after pond lilies, from which we returned laden with those most beautiful of all flowers; an excursion to Mich-illind-a, another resort a couple of miles up the beach, occupied by people from Michigan, Illinois and Indiana, who

have named their summer resting place in equal honor of the three states, using the abbreviation of each, thus making a very pretty as well as high-sounding name; then, last, a fishing trip, from which all save myself came home with long strings of black bass and perch, while I, who sacrificed a dozen minnows and poor worms beyond number, never even got a nibble. I was reminded of the startling resemblance a fisherman bears to a traveling man—and, also, how like business is to fishing.

Speaking of business, reminds me also that it has many bright sides and considerable profit outside the exact results; and even though one doesn't catch any fish, one may at least learn how others catch them, if one takes advantage of opportunities. Apropos of the above wise remark, I want to relate a pleasant and profitable experience I had last week, the result of my wish to see how other "fishermen fished." I was in Manistee—that city of which so many good things could be said—and my search for orders led me to the store of Buckley & Douglass. While waiting for the buyer, I listened dreamily to the throbbing of the great pumps which draw the brine up in the salt wells. Suddenly the thought came, How is salt made? Here was an opportunity to learn, and glad I am that I took advantage of it. My request to be shown through the salt block—just why called block I am unable to say—was graciously granted by Mr. Peterson, who placed at my disposal the foreman, who was most obliging and courteous. I had exceedingly vague ideas as to where this plentiful and useful commodity came from or how it was produced. To me salt had always been just salt, and dreadful bad luck to spill, and a thing into which overly curious women were likely to be turned, like Lot's wife. Then, in my childhood I thought it good to catch birds with, my old nurse having told me that, if I could put salt on the bird's tail, I could easily catch it. I remember many a long chase I've given the birds with a pinch of salt between my fingers. Now, however, I have learned more concerning this mineral than I ever dreamed to know, and an interesting study it was. I was first shown the pumps which draw the brine from the wells, which are from 2,000 to 2,010 feet in depth, being driven for about 700 feet through sand and hardpan. At this depth small pockets of oil and veins of gas are found. Next, a solid rock a thousand feet in thickness must be drilled through. No piping is required through the rock, which, I presume, compensates in a measure for the extra labor required to penetrate it. Below the rock is encountered what is known as "caving rock" which is porous and full of cracks and causes much trouble. Passing this, the strata of salt is reached. This varies in thickness from twenty to thirty feet. Water is then pumped into the well to wash out or form a pocket. After this, however, the natural flow of water on the sides of the well is sufficient to keep the pumps going twenty-four hours a day, pumping up a brine that contains in solution

33 per cent. of salt. This brine is pumped into vast tanks called "settlers," some of which will hold 3,000 barrels. From these tanks the brine is conveyed into pans, through which steam pipes are run, raising the temperature to 170 degrees. This heat precipitates the salt to the bottom of the pans. When full the salt is drawn out by great hoes in the hands of men who work stripped to the waist—so intense the heat and heavy the task—and after being taken from the pans it is loaded into small cars and drawn to great storage bins, where it lays white and beautiful as snow. The tank room was filled with steam that almost blinded me, and was so hot that the perspiration dripped from every pore, strong with the odor of sulphurous gases. The forms of a hundred half-naked men, flitting about in the misty white steam, brandishing their hoes, which one could imagine to be the pitchforks with which the laborers in hades are presumed to be armed, made Dantes' Inferno seem an easy possibility and I was not sorry to quit the scene, interesting as it was.

My kind guide next conducted me to the cooper shop, where things looked more everyday but were hardly less interesting. Here are made the 2,000 barrels daily necessary to pack the product of this block. The staves and heads are also made here, the hoops only being procured elsewhere.

Emerging from the cooper shop and looking back over this mammoth plant which covers nearly two acres, I felt how little I knew and how much there was yet to learn, and I determined to master every salt well in Manistee, so I took a car to Eastlake, where are located the five wells of the R. G. Peters Salt & Lumber Co. This block is said to be the largest in the world, covering over two acres, employing nearly or quite 1,000 men in the different departments of the business. Mr. Henry W. Carey, the Secretary and Treasurer of the company, gave me much interesting information concerning salt in general. Among other facts, he stated as his opinion that the salt strata underlying Manistee was the bed of an old ocean which existed in some pre-historic time. He also explained the different processes of making salt and gave me some statistics as to the amount of salt produced in Manistee. The grainer process is that I have described, only that I was told, butter or cotton seed oil is spread over the surface of the brine to break the coating and precipitate the salt faster, this making it finer. The more slowly it is made the coarser the grain or crystal. This process is more costly, as it requires more steam, hence many of the blocks are putting in vacuum pans, in which it only requires 125 to 130 degrees of heat to precipitate the salt, while in the open grainer pan it requires 170 degrees. This vacuum pan is difficult of description to one not learned in mechanics. It looks to be a great iron drum, in which the brine is kept in constant agitation and the salt is precipitated into a hopper in the bottom of it. Through this buckets on an endless chain arrangement run, carrying

the salt directly to the storage bins, thus saving labor as well as steam.

The solar process consists in exposing the brine in the sun in bright weather and keeping the vats closed during rainy weather. This process is not used in Michigan at all, except in Saginaw county by two companies.

Worthington D. Hooker, in his Mineralogy and Geology, says: "Salt is composed of chlorine and sodium, two elements which never appear uncombined." This mineral is very thoroughly diffused in the earth, mostly, however, in solution, nearly one-thirtieth of all the water in the seas being common salt, especially Salt Lake and the Dead and Caspian Seas. One-fifth of the water of Salt Lake is pure salt and the proportion is even greater in the waters of the Dead Sea.

In Poland, Hungary, Sicily and Switzerland there are many salt mines where the solid mineral is found. The extensive mines at Cracow are celebrated for their magnitude, and away below the surfaces chapels and halls are made from the salt, the pillars and altars being hewn from the salt, which, when illuminated, must present a magnificent appearance. In Northern Africa there are hills of salt.

In America most of the salt is procured from wells, the salt lying too deep to be mined. The states producing salt are Illinois, Louisiana, Texas, New York, Ohio, Kansas and Michigan. Our State ranks second in the amount produced, the output of 1895-96 being 3,343,395 barrels, valued at \$1,048,251, while New York's output was 6,832,331, valued at \$1,943,398. Thus it would appear that Michigan salt averages a higher grade than any in the United States, as our income is proportionately greater than New York.

The principal exports of salt pass through the port of San Francisco to Central America, Mexico, the Hawaiian Islands, Japan and Asiatic Russia. The leading imports come from Italy and England. These, however, have shown a steady decrease since 1881, remarkably noticeable in the imports of refined salt, due in a great measure to the improvements recently inaugurated in the manufacture of table and dairy salt by American producers, which have placed the domestic product on a line if not ahead of the salt of foreign makers. This fact is now recognized by most of the leading dairymen, and the idea which the Thurburs and other Eastern jobbers tried to promulgate—that no salt save English was fit for butter—is proven a fallacy. Salt was placed upon the free list in 1894. The act provided, however, that while the salt was free, when shipped in bags or other package, the covering should pay duty; also that salt imported from countries imposing a duty on salt should likewise pay a duty on that which they sent us.

In looking over the enormous amount of salt produced, and considering the small amount I consume, I was filled with wonder as to what becomes of it all. The R. G. Peters Salt & Lumber Co. alone produces 2,000 barrels per day; Buckley & Douglass a like amount;

THE "PEERLESS" IS THE BEST

GEORGE L. MOODY,

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Fancy Family Groceries, Teas and Coffees,

N. W. Corner Washington and Market Sts.

Petersburg, Va., June 24, '97.

FOLDING BATH TUB CO.,

Marshall, Mich.

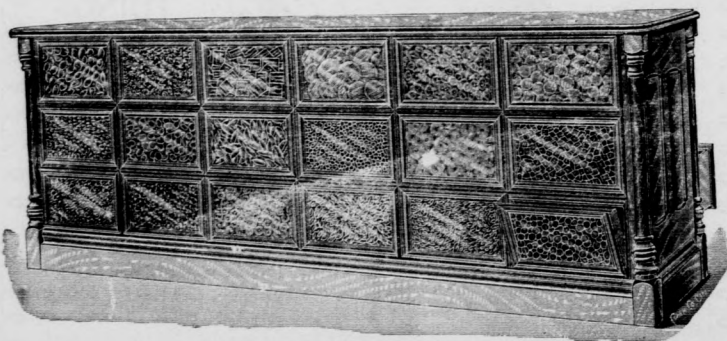
GENTLEMEN: The three Peerless Counters have been in use just one week and are the cynosure of every person. I am satisfied that they will pay for themselves in a few months, as now it is impossible to overlook a box of cakes, etc. The saving from pickers and loss from flies and dust are a thing of the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



Louis Sands from his six wells produces as much, Manistee alone having put out 1,416,709 barrels per annum. In reply to my enquiry as to the uses to which salt is put, aside from the ordinary, I was told that large quantities are used in curing hides and skins and in making glass, and the encyclopaedia gives about twenty different uses, which I was unable to look up. One gentleman to whom I propounded the question assured me that in Abyssinia salt is used for money, so one need not be surprised to hear of "free salt" becoming an issue at some of their elections over there.

EMMA L. ALLEN.

How a Good Deed Was Rewarded after Many Days.

Written for the TRADESMAN

"I want a sack of flour and I want to pay the money for it."

I knew it was a woman's voice, but my head was inside of a nearly empty cracker barrel, from which I was attempting to fill a paper bag. I raised up and glanced toward the speaker. She was plainly dressed and a weary, careworn expression was noticeable upon her face. I knew the woman, who was a widow with one child and resided in the village. She had been a customer of ours for a year or more, not always paying spot cash, however, but was nearly square on the ledger at that time.

I was only a boy in my teens, and had been told by my employer not to credit her "if I could possibly avoid it." It was somewhat doubtful just what those last words meant, as I did occasionally exercise my personal judgment in the matter of credits, and thus far had never been censured for it.

"How much flour will you have, Mrs. Jones?" I asked.

"As I will carry it home myself, twenty-five pounds will answer at present," was the reply.

I placed on the counter a sack and the woman at once threw it over her shoulder and started toward the door.

"I thought you said you wanted to pay the money for that flour?" I called out.

"I do want to pay it—never was more anxious to pay for anything in all my life—but the truth is I have no money to-day and you will have to charge it to me this time."

"You know we are not giving any credit now, Mrs. Jones," I said kindly.

"I know that," the woman answered, as she removed the bag from her shoulder and placed it on the floor, while her eyes were suffused with tears, "but there is just this about it—my child and I, without food any longer, will starve to death, and I must have a sack of flour, and you must give me credit, or I will steal the flour!"

"I would not like to hear of your doing that, Mrs. Jones," I answered, "and therefore you may take the flour home."

Did she ever pay for it? Listen, while I tell you what occurred: I made the debit entry of that flour to myself instead of the woman, that I might avoid blame for disobeying orders, and a few weeks afterward found that the woman had received a letter from the postoffice, and then almost immediately disappeared, no one knew where.

I was the victim of misplaced confidence! I paid for the flour when I settled with my employer.

* * *

Sixteen years more were added to my length of life and, with the money I had earned and saved, together with \$1,500 bequeathed me by a near relative, I found myself sole proprietor of a dry goods store in a distant state. Times were good, prices of everything

inflated and all kinds of business prosperous. I was doing well. But youth is apt to be overconfident and grasping. I was in haste to amass wealth and had drawn upon my good name and credit to the farthest limit, packing my store with goods at their highest tide, when suddenly, and almost without warning to the financial world, the markets changed and everything tended downward, daily sales fell to one-third the former amount, and within the short space of six months I could not obtain more than 40 per cent. of the original cost of my stock. I was practically bankrupt unless relief came from some unexpected quarter. Providentially, it came.

* * *

"Your name is Fletcher, and you formerly were from Mapleton, Vermont, were you not?" asked a bronzed and bearded middle-aged man whom I recognized as an occasional cash customer for two or three months back.

"You are right," I answered, smilingly; "and I have also learned that yours is Jones, although our acquaintance is only a business one."

The man had turned toward the front door and was beckoning to a lady to come in. Under any other circumstances I should not have recognized the lady as my customer of years ago, now richly but plainly attired, and evidently much agitated by conflicting emotions, as her husband said, "Mr. Fletcher, allow me to introduce you to my wife, Mrs. Jones. We are indebted to you for her life and that of our child years ago when I was in Australia and she a resident of Mapleton and a supposed widow. Fortune favored me and to-day I am an independent capitalist. We have learned of your present financial straits, and beg you to accept our check for \$5,000, which we hope will tide you over and cause you to remain our neighbor and friend the balance of our lives. We shall not even miss this—to us—trifling sum of money, and may God bless you for befriending the starving and fatherless!"

I was the guest of Mr. and Mrs. Jones and their daughter—now a young lady—that evening, and will say that I signed a note of hand drawn by Mr. Jones for the sum of \$5,000, without interest, payable to his lawful heirs sixty years after date! Verily a good act brings its own reward.

FRANK A. HOWIG.

A French paper tells of a tradesman who wrote to one of his customers as follows: "I am able to offer you cloth like the enclosed sample at nine francs the meter. In case I do not hear from you I shall conclude that you wish to pay only eight francs. In order to lose no time, I accept the last-mentioned price."

A Western hotel keeper had added the following to the usual rules and regulations found in hotel rooms: "No murdering or suicide allowed in this room. Guests breaking this rule will be requested to leave. All dying strictly forbidden on these premises."

It is safe to assume that the dealer who cannot get enough profit out of his trade journal to pay him for the subscription price, is unable to get enough profit out of the goods he buys to pay him to remain in business.

The only people who never seem to get hold of anything valuable are those who take things as they come and those who accept things as they find them.

**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.

**The Universal
Verdict**

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

The Albert Landreth Co.,

Manitowoc, Wis.

Worden Grocer Co., Agent.

Shoes and Leather

Pertinent Points for Shoe Dealers.

Calf shoes promise great things this coming winter in the ladies' trade. The innovation has proved a decided success.

Indications favor higher prices on soft-soles. This is due partly to tariff and partly to scarcity in the India stock so largely used in these goods.

Said a shoe salesman, "One reason why oxfords are not being sold more this season is that there are so many handsome patterns of colored high cut shoes on the market that women are attracted by their beauty and prefer the high shoe on that account."

A device designed to prevent the tongue of low cut shoes from slipping down has been brought out. It consists of a curved bar which is fastened across the top of the tongue and which is provided with two eyelet holes through which the laces are run before being run through the top two eyelets in the shoe.

One of the best improvements in shoe dressings this year is the change in ingredients which makes the brown cleaner a stain as well as a cleaner, which serves the purpose of helping the leather to hold its color uniformly and is especially commendable because it hides scuffed spots, making them uniform with the rest of the shoe.

Spring heel bicycle boots are the latest. A good many of the bicycle boots made heretofore have been equipped with heels out of all keeping with the character and uses of this style of footgear. A high heel is out of place on a bicycle boot and a spring heel would seem far more sensible, as it is lighter and not in the way. However, it is a question if lady riders will prefer the spring heel, its appearance being against it.

About the only thing that will draw trade at this time of the year is a mark-down sale and this plan is being pushed by a large majority of retail merchants. It is the most commendable plan to work off hot weather stock while the weather will admit of it and to make the price right so that it will move. But it is of prime importance that the stock be what it is claimed, otherwise the merchant's reputation will be injured in direct ratio as his pocketbook fattens.

Builders of shoe machinery complain bitterly of the way foreign houses steal the ideas of American shoe machinery inventors. American shoe machinery men say that even when they are protected by patents they can sell but a few machines in foreign markets, for they are at once duplicated by foreign machinists, who use the purchased machines as patterns. Of course, with the more expensive machines, which warrant the expense of a foreign agent to watch for infringements, the case is different and a business profitable to the American builder is done.

A good many slow moving shoes are hustled along these days by the PM plan, which consists in offering cash premiums to the clerks for selling the stickers. The average clerk will sell the newest goods in preference to the oldest when there is no necessity for it, and the bonus offered on the slow movers is a successful inducement in the way of turning his attention to the stock that has been in store for some time and is gradually slipping out of style. There are a vast number of people who care

little or nothing for style and who are equally well satisfied with old as with new goods. It only requires attention on the clerk's part to keep the slow movers going.

Now that the Fourth of July is past, it is high time to push out the summer goods that will soon be unseasonable. It looks now as if ox-bloods would not be in favor another summer and it is advisable to clean out the stocks of these goods by fall, except in the heavier weights which are suitable for winter trade. The tendency seems to be toward a lighter tan, in medium toes, and goods of this description will be staple next year. The chocolates will sell to some extent, and probably the dealer who is obliged to carry over a stock of them, in the toes now prevailing, will lose nothing more than the use of his money. However, it is good business to push out the light-weight stock now, in preparation for the season that is about to commence. Clearing sales are always popular at this time, and the merchant without one is not going to do all the business that he might.—Gazette.

Had the Advantage of Coming Last.

A local traveling man was explaining to a group of interested listeners how one of his inventive friends had hit upon a scheme to catch fish.

"He has fixed up an incandescent electric light," remarked the drummer, "which can be made to burn under water. At night he goes out to Reed's Lake, sinks his electric light to the bottom and turns on a storage battery current. The whole bottom of the lake becomes distinctly visible around the light. The fish swim up to the lamp and it is an easy matter to hook them with an ordinary line, using no bait at all. All the angler has to do is to pick out the fish he wants, sink the hook under him, give a jerk and pull him in. It is great sport. And it is particularly advantageous, too, because it enables the angler to fish for just the game he wants. If he is after bass he pulls up nothing but bass. If he prefers pickerel he catches nothing but pickerel. And he is also able to choose the size of the fish he hooks. Great scheme, isn't it?"

"And all this happens at Reed's Lake?" enquired a sad-eyed drummer from Toledo.

"Yes, sir," said the local salesman. "It is going on there now every night."

"That accounts for it then," remarked the Toledo man. "I spent Sunday at the Morton House and went out to Reed's Lake myself. Had pretty fair luck. And, do you know, every blamed bass we caught had on a pair of blue goggles!"

Silently but suddenly the local drummer led a small procession to an adjoining wet goods dispensary.

A Fellow Feeling.

"My brethren," said the minister, "you don't know how happy you would be if you only had a fellow feeling in your bosom."

"Humph," said one of his hearers, "I had a fellow feeling in my bosom last night, and I've got no diamond pin this morning."

A Canadian sea captain has invented an apparatus with which he thinks whales can be killed by electric shock. A harpoon is fixed at the end of a long metallic cable, properly insulated, and which serves in place of the usual rope. Through this cable an electric current of 10,000 volts is to be sent by means of a dynamo carried in the whaleboat.



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.

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.

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.

The Fitting of Shoes.

H. F. Ebbs in Shoe and Leather Gazette.

Few clerks there are who fit shoes properly. Nine out of ten take a customer in hand, remove his shoes, ascertain their size and width and bring him another pair of the same proportions. It is a matter of no importance to them whether or not the previous pair fitted in even so much as a passable manner. They assume that the customer was satisfied and that the same size and width will satisfy him again.

This is all wrong. The clerk should study the customer's foot and the style of shoe it is proposed to purchase. Because the customer has been wearing an 8 D is no argument that an 8 D is what he will require in another pair. It all depends on the shape of the shoe.

A shoe may have a comparatively wide toe and still require fitting much longer than most clerks would fit it. If the toe is cut off abruptly at the outer side of the foot, for instance, it will stand as great length as is needed for a Needle toe. The average clerk, however, would fit this shoe short and cause unnecessary trouble for the customer.

Shoes that are too short for the wearer cause one-half of the complaint that is made against the comfort and even the wear thereof. A short shoe requires breaking in that is positively terrifying to the man or woman with tender feet. To secure comfort a shoe must have plenty of length, although there is an extreme in this particular also that must not be overlooked.

The clerk who is a good fitter of shoes can fit any foot that is not abnormal, in any style of shoe desired. He will allow ample length as the first and foremost point to be considered. He will fit the shoe across the instep snugly to prevent wrinkling and shucking of the shoe after the leather has shaped itself to the foot. He will allow plenty of width at the ball in order that the movement of the foot may not be impeded. These are the important points to be considered in correct fitting and any clerk who will follow them intelligently will find his customers more satisfied and pleased with the goods they buy than they have been in the past.

I am aware in the majority of country stores the salesman has little opportunity for exercising his talent in the direction of fitting. The stock is composed almost wholly of the broadest widths and accurate fitting is absolutely impossible. Still, there is an opportunity for giving the customer plenty of length, adding thereby to the comfort of the shoe and the satisfaction of the purchaser.

A few days ago, I waited on a customer who had always worn 8 EE. For forty-five minutes I tried to induce him to allow me to fit him with a 9 1/2 D; the attempt was unsuccessful and the customer left the store with what he wanted. Two days later he was back again and he said to me, "Young man, you were right; this 8 EE was not what I wanted; now wrap me up a pair of 9 1/2 D's and I will test your statement thoroughly." To-day he was in again and he said "he never in all his life had purchased a pair of shoes that gave him the satisfaction and comfort at the first wearing that the 9 1/2 D's did; yet for years this man had been wearing a shoe too short and too broad until he believed that nothing else would fit him.

Not long ago, a gentleman came into our store complaining that he had great difficulty breaking in new shoes and asked why it was. I looked at his shoes and told him that the trouble was that they were too short. He ridiculed the idea, but by spending considerable time with him, explaining matters to his satisfaction, I finally convinced him that there might be something in my argument and sold him a longer and narrower pair than he had ever worn before. Not long after he bought the first pair, he came in for a second, saying that the shoes were so comfortable and such a splendid fit that he wanted another pair just like them. That man had been clumping around in shoes too short for him until he did not know

what a really well-fitting shoe would feel like.

I thoroughly believe that the shoe merchant who employs inexperienced clerks, thereby saving the difference in salary between a good clerk and a cheap one, adopts an expensive policy. I believe that good fitting—correct fitting—is one of the best drawing cards that an up-to-date shoe store can possess. If a man or woman gets a shoe that is comfortable, he or she is bound to return to that merchant for future pairs. It will pay the merchant, then, to employ salesmen who understand thoroughly the art of fitting and make this as strong a feature of his business as quality or style.

Let Bargains Be Bargains—Necessity of Truthfulness.

The bargain buyer does not forget where she bought the cheap thing, even if she forgets what she paid for it.

That is one of the most important things for the retail storekeeper to bear in mind. It is not easy to overstate the drawing power of "bargain merchandise." Women, especially, will travel miles, wait patiently and often exert themselves very much physically to get at a counter of underpriced things.

I have nothing but words of endorsement for the bargain idea in storekeeping. Used with judgment, it may be a source of great advantage to the business.

The danger comes in selling things that are below the grade that a store ought to sell—that customers ought to buy. The more successful establishments are very careful not to cross this line. Of course, they do get across it sometimes; if not with large lots, certainly with small ones. But no wide-awake, worldly-wise merchant who expected to remain long in business at the same stand would knowingly permit mean goods to be sold, no matter how little the price.

The point of my opening remark is right here: if the goods bought proved to be of improper quality, or unsatisfactory in any way, the thing that will rest in the purchaser's mind is simply that "I bought those gloves of Box & Box." Nine times in ten she won't remember that she paid an absurdly small price for the shoes, for instance. Even if they were to wear well the money-paid part will not be the one that clings to her memory. If the merchant will never lose sight of the fact that goods sold will always be recalled as from his store, he will have one of the best possible danger signals up.

I recall an instance where a great store made a great hit for a little time by selling "linen handkerchiefs" at five cents each. The advertising announcement told of them as "large size and ever thread pure linen." The advertising was true. They were pure linen. They were of large size. But they were coarse, loosely woven, all askew as to shape and so flimsy that when the starch in them had once been washed out no one would think of buying them. Now the prominence of the store, and a certain finish which these handkerchiefs had, caused them to go off with a rush. The merchant thought he had made a great hit. When I heard of what he had done, I told him that he had made a grievous mistake. He would not see it that way; he insisted that it was "good advertising." I told him it was very bad advertising. He persisted in his opinion and succeeded in getting another large lot of these practically worthless goods. They went very slowly; some of them did not go at all. His other qualities went slowly. His whole handker-

chief business had been permanently injured by the first transaction. People had lost confidence in his judgment, if not in his truthfulness though, as a matter of fact, there had been no untruthfulness in the original announcement; it was a case where less than the truth was a deception.

The evil effect on that unfortunate handkerchief department was manifest for two seasons afterwards. Very likely it's operative now.

It not only pays to be truthful in storekeeping statements, but it pays to look out for the real interest of your customers.

Let "bargains" be real bargains.

I know two stores in New York that have a high reputation for that very thing. If either of them says "women's coats at \$5 that have been \$10," those who know the stores know that the statement is not only true in letter but in spirit. They know that those coats were \$10 at the last mark before they were made \$5.

It is a too common thing to claim reductions such as this, when as a matter of fact the \$10 period in the coat's career was a season before and when

the price had been at \$8, \$7 and \$6 successively. "Originally \$10" would not be so bad. I've gone that far myself—but never with much cheerfulness. The plain truth is much better.

MANLEY M. GILLAM.

Persuasive Arguments.

There's nothing like putting a man in a good humor and then reasoning with him," said the improvident citizen. "That bill collector was inclined to doubt that times are as hard with me as I represented. But I easily convinced him."

"How?"
"Gave him a 10 cent cigar and told him to put three or four in his pocket."

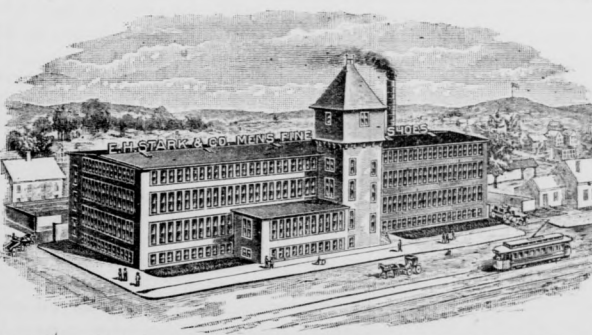
The Retort Sufficient.

"Well, little chap," said the stranger in the family, picking up one of the children, "what are you going to be when you're a man?"

"Nuffin'," said the child.
"Nothing? Why so?" asked the stranger.
"Because," said the child, "I'm a little girl."

You know business always picks up "after the Fourth." This year isn't going to be any exception.

Represented in Michigan by
A. B. Clark,
Lawton, Mich.,
who will promptly reply to any enquiries concerning the goods manufactured by this company at Worcester, Mass.




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



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.

Clerks' Corner

Politeness Must Come from the Heart.
Written for the TRADESMAN.

I had a little fun the other night. I had just finished reading MacAllan's article in a late number of the Tradesman, "The Lady with the Empty Purse;" and, concluding that I had a point against the clerking fraternity in general—I wish there were only one—and against my young friend over the way in particular, I slipped the paper in my pocket and sauntered over there the next Blue Monday evening to hear the usual tirade against the day's customers and then, for a wind-up, to bring out some of my condensed wisdom. This has to be done with the utmost of care. Not that the wisdom or its author is not treated with due respect, but there are times when too much of either proves a superfluous quantity, and Blue Monday night is sure to be one of the times.

I had chosen my time well. My entrance was greeted with silence—a sure sign that the barnyard of trade had been filled all day with the most exasperating of superannuated hens who had "quirked at" and pecked my clerk until human endurance could stand no more, not even a drop of wisdom however adroitly brought forward. The very puff at the cigar was ominous; that I was not offered one, more so; but I was prepared for "a little thing like that" and lighted a better one and was soon ready to begin.

"Mighty fine idea MacAllan winds up his last article with: 'Boys behind the counter, never be curt or indifferent with any one. It doesn't pay.' Seen it?"

"D'ye know, I'm beginning to get onto that feller. He may be behind the counter all right enough, but I'll bet five dollars there is a screw loose somewhere. Either he doesn't know what a genuine 'hen-day' is, or else the hen in his locality is a different sort of breed."

"What is there about the article you don't like? I had made up my mind it was one of his best. I'd like to shake hands with him anyway."

"Why, his never being rude because 'it doesn't pay.' That's a mighty poor reason for being polite," my young clerk sniffed. "Now just hear that! As if there could be any other reason for a man behind the counter to be eternally on his best behavior! This doing the grand polite from morning till night month in and month out is pretty tiresome work, especially with people you may never see again and pray with all your might and main you never may. Do you know, I think I'd like to be an undertaker for about three months in the year! It must be a mighty consoling thing to turn the last screw tight and fill up the bottom of holes six by two and six feet down with shop-bluffers and sample-gatherers. Of course, the undertaker is the very last man anybody wants anything to do with; but, many and many a time he must go to sleep feeling that he is a public benefactor!"

"What has being behind the counter to do with a sham politeness? A clerk is a man no matter on which side of the counter; and manhood, wherever it is, is the genuine thing only when it is genuine from principle. Here is a customer whose very appearance, let alone manner, proclaims her 'a haughty, stuck-up thing.' She orders the clerk about as if she were a slave owner and he one of her 'niggahs.' His first im-

pulse is to give a Roland for an Oliver at every opportunity; but policy whispers in his ear, 'Careful, boy, careful; you want to sell her a dress; and, for the sake of the pecuniary profit, better be polite to her.' So the clerk thinks d—n in capital letters, shuts his teeth, sells his goods and confirms his reputation of being a first-class salesman. That's all right, I suppose, from the trade standpoint?"

"You bet it's all right! And the clerk gets even with her by letting out the d—ns after she has gone. I've been at it since 6 o'clock; and, if you don't mind, I'd like to unburden myself of some five hundred more before I can settle down to a peaceful evening. 'D—n!' What a comfort! Now go on with that funny idea of being 'polite from principle!'"

"There is little to go on with. This mercenary politeness is politeness only in name; and what I want of the clerk, in common with the rest of humanity, is to have his politeness come from the heart. I am willing, at the start, for a clerk to assume this virtue if he have it not; but, when it is once assumed, I want him to make it so thoroughly his own that he will, finally, be polite to his rudest customer because he has succeeded in cultivating his heart to be polite. Then—"

"You needn't go on. That old straw has been threshed over time and again by your sort of folks until nothing is to be gained by it. A clerk is no different from the rest of humanity. He will be polite if it is for his interest to be so—it is a mere matter of business. It is the same principle which controls affairs in the office, and you can't expect the water to rise higher than the fountain. Politeness from principle is all well enough in theory—business theory, if you please; but a sassy, impudent woman, old or young, is a condition and must be treated as the exigences of the occasion demand."

Then he invited me to "get down from my perch," to stop "talking through my hat," and to "take a class in Sunday School," none of which I propose to do; but, conditions to the contrary, it is the heart only which can lead to the genuine politeness, and the clerk who depends upon that will find that that is the only politeness which, in the long run, ever pays.

RICHARD MALCOLM STRONG.

A Department Store.

"I want something nice in oil for a dining-room."

"Yes, madame. A landscape or a box of sardines?"

The Pennsylvania Railroad has placed orders for sixty-five new locomotives and a large number of new cars. The managers of that road evidently believe that it's a wise policy to be ready to meet improved business half way.

If you dislike being dunned, write a letter to your creditor explaining the situation in detail, fixing some date when you can make a settlement, and the chances are your prayers will be answered.

If you do anyone a good turn, always remember to forget it; but if anyone does you evil, always forget to remember it. This is one of the many roads that lead to happiness.

There is not much difference between the amount of effort necessary to succeed and the amount which brings failure—the difference lies in the manner the effort is directed.

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.

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

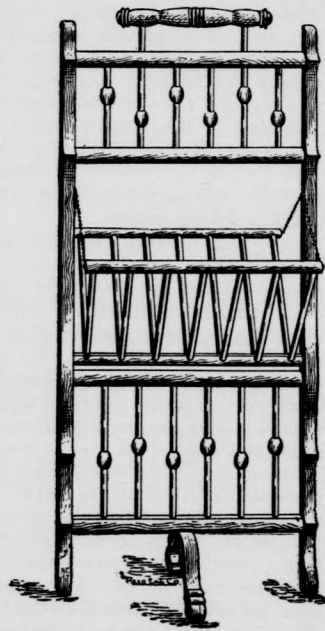


Yellow label and signature.

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.

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.

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

Don't leave your conscience or good habits at home. You need them in your business.

The traveling man who skips a town to get ahead of a competitor is making a big mistake.

Some fellow may be ahead of you on your route selling the same line, but there are a hundred behind you.

Don't allow jealousy of your competitor to take hold of you or you will rapidly become acquainted with misery.

The traveling man who is always hunting up somebody's record would run like a scared dog if confronted with his own.

P. M. Van Drezer (Olney & Judson Grocer Co.) is erecting a new residence at Saranac, which is pronounced a model in point of beauty and convenience.

S. L. Wells has resigned his position as traveling salesman for John M. Locke & Co., of Chicago, to assume the management of a dry goods store at Watervliet owned by Enders & Young, of Benton Harbor.

Frank H. Manchester, traveling representative for Godsmark, Durand & Co., of Battle Creek, was married last week to Miss Mabel Parker, an estimable young lady of Battle Creek. The happy couple will reside at 436 Maple street.

W. J. Luck, the well-known Adrian traveling man, has just pulled through a severe two weeks' illness that was due, indirectly, to a confounded cat. The cantankerous feline fell down a well, and in letting his son down to pull the cat out, Mr. Luck strained himself to such an extent that serious complications resulted. The cat's health was not affected in the least.

Hillsdale Leader: Mark Grant, a traveling man, well known in Hillsdale, while stopping in Covington, Ky., one day last week, went to the postoffice and was banded three letters from his Michigan home. Upon opening the first, he read of the death of his grandmother; the second told of the burning of his home, and the third announced the death of his only child.

Wm. Canham, Jr., son of Wm. Canham, the Port Huron commission merchant, is missing, and has not been heard from in a week. He was employed as traveling salesman for his father's establishment, and the last order sent in by him was dated at St. Clair. Since then no word has been received as to his whereabouts and his family is much distressed over the affair. The missing man is about 26 years of age and has a wife and one child residing at Port Huron.

When you become enamored of the sound of your own voice, you are usually kept too busy to do much profitable thinking.

Governor Black, of New York, has signed the bill under which commercial travelers and others whom business calls frequently away from home, may go to the board of elections, or other places corresponding thereto, and have their names registered, between July 1 and the day prior to the first day of registration. The name is then certified to the registrars in the districts, and the same is put on the list.

Notice of the Existence of the New Peddling Law.

From all over the State come reports indicating that the township boards are awake to the desirability of giving the new law enacted by the last Legislature—transferring the taxing of peddlers from the State to the township—intelligent interpretation and energetic enforcement. Unfortunately, only a small portion of the township officers have as yet received copies of the law and, judging by the following letter, written to the Tradesman by the Deputy Attorney-General, no very effective effort will be made by the State officers to get copies of the law into the hands of the township officers in advance of the regular publication of the public acts, which will occur this fall:

Lansing, July 10.—In reply to yours of July 8, will say that there is no express provision in the hawkers and peddlers' act which provides for the notification of the township officers of the law and its provisions. However, as soon as the laws are printed by the Secretary of State, they will be distributed among the different public officials, in accordance with law, and they will receive notice in that way. The only mistake that was made was in giving the law immediate effect. If the law had not been given immediate effect but taken the usual ninety days' time, it would have been printed and circulated before it went into effect, and then this difficulty would not have arisen. I have suggested to the Deputy State Treasurer that a copy of the same be sent to every township clerk and supervisor in the State.

HENRY E. CHASE,
Deputy Attorney-General.

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

Shopping.

Past samples of the latest styles
She makes her way along the aisles,
And often, backward turning, smiles;
With heart astir,
From room to room, from place to place,
Mid hats, and gowns, and furs, and lace,
The endless labyrinth I trace,
Following her.

I take small interest, I confess,
In tiffetas, and even less
In chiffons, but I acquiesce
And sympathize;
For, since the fates have let me win
Her heart, there's romance even in
The spool of silk or humble pin
That Dolly buys.

I sagely say, "I am afraid
This will not wear," or, "That brocade
Is almost certain, dear, to fade,"
And so would you
If, handling thus the fabrics shown,
Sometimes her fingers touched your own—
If Dolly, trusting you alone,
Should ask you to!

Oh, busy throng that past us moves,
Pricing the ribbons and the gloves,
You cannot see the troop of loves
With laughing eyes
Who hide among the rolls of lace,
Who peer from counter and from case,
And make Arcadia of the place
Where Dolly buys!

Maine has abolished days of grace, the law to that end going into effect July 1.

The Smyrna crop of opium is estimated at over 10,000 cases.

OUR FOREIGN POLICY.

All the nations of the earth that have become great and powerful have done so through conquest or the control of the commerce of foreign nations. In earlier times the conquest and plundering of foreign peoples were the means adopted for the aggrandizement of nations. They were pursued by Rome, afterwards by Spain and England. Rome conquered and plundered the nations of the Old World. Spain did likewise to the countries of the New. England adopted that policy towards India; but, happening to pass from the age of conquest to that of commerce, England became foremost in colonizing and trading with all sorts of foreign peoples and, as a result of this policy, is the richest nation on the globe.

The American people, indifferent either to any system of colonizing or of trading abroad, have abandoned both to other nations, and chiefly to England. The Americans prefer to concentrate their energies at home. When they resort to war it is with their own people. When it comes to the acquisition of money, the every dream and the every scheme of the American people is to get money, each out of the others of his fellow-citizens—and not a few propose, by the use of some sort of magic or other, to create money out of nothing; but no active effort is made to bring money into the country, although the chief business of the Americans seems to be, as soon as they can get hold of their countrymen's money, to spend it in foreign countries.

This sort of thing seems to embody the real American idea, which, unfortunately, meets the views of a great body of the American people. It is astounding to foreigners and to those intelligent Americans who have resided abroad long enough to understand the effect of the remarkable commercial policy that has for so long characterized the American people. The abandonment of the vast carrying trade of the United States to foreign ships is one of the strangest facts of modern commerce; but it is a part of the American policy, and, when that is understood, all its remarkable manifestations are made plain and simple enough.

These peculiar notions appear most strange to Americans who reside abroad. They see the enormous competition for the control of the commerce of the world wholly abandoned by their countrymen at home, and they are amazed that, in an age when the chief object is to acquire wealth, the Americans should confine themselves to the policy of swapping jackknives at home, while all the other nations are struggling for dominion over the world's commerce.

A Frenchman has devised a means for converting grain into dough at one operation without milling, an invention which, if the claims of the originator are verified, will not only effect a revolution in breadmaking, but also make the miller's occupation, like that of Othello, only a memory of the past. The grain, which is first soaked, enters one end of the machine, where it is crushed and disintegrated, the paste passing to the kneading machine in the other end of the apparatus, where it is aerated and kneaded into dough which may be preserved indefinitely without injury. All the nutritive qualities of the grain, the bran included, are preserved, and the bread possesses greater nutrition and is more easily digested.

He that wins by wrong-doing is still a loser.

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.

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.

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.

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

TRADESMAN COMPANY

GRAND RAPIDS.

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

S. E. PARKILL, Owosso	Term expires
F. W. R. PERRY, Detroit	Dec. 31, 1897
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1898
GEO. GUNDRUM, Ionia	Dec. 31, 1899
L. E. REYNOLDS, St. Joseph	Dec. 31, 1900
	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. SCHROEDER, Grand Rapids.
Treasurer, CHAS. MANN, Detroit.
Executive Committee—A. H. WEBBER, Cadillac;
H. G. COLMAN, Kalamazoo; GEO. J. WARD, St. Clair; A. B. STEVENS, Detroit; F. W. R. PERRY, Detroit.

Push the Sale of Soda.

U. G. Manning in American Druggist.

Push your soda. There is little use in selling soda unless you avail yourself of all its advertising power.

Good soda is a good advertisement, and no one any longer doubts it, except the man who has never made good soda.

It is easy for you to tell whether your beverages are as good or better than your neighbor's—watch the crowd. There is usually one man in every town who has more than his apparent share of the soda business, and he has it because he deserves it, or because he has attracted trade by right advertising, or because both service and advertising have brought his fountain into favor.

If you deserve the trade and want it you can have it. Soda advertising is easy. All you have to do is to tell all about the little details of your service. If you make good soda there is plenty to say.

Tell about your drinks, your fountain, the ice, syrups, fruits, etc. Have special drinks, and push them. Tell people how much you sell, what customers say, how much your trade has grown, and what has made it grow.

Change your newspaper advertisements just as often as you can, and put live, vital, everyday facts into them.

Use window signs, and change them every day. Have a booklet or folder at the fountain that will call attention to all the features of your service that deserve being told of, and in the booklet have a list of all your beverages, together with prices. Distribute the booklet over your town several times during the season.

Booklet, signs, newspaper advertisements—this is a formula that seldom needs changing in soda advertising.

The Drug Market.

There is very little change in the market this week. The passage of the tariff bill by the Senate did not influence the market.

Opium—Very firm and a trifle higher. There will be a very large crop this year and no scarcity.

Morphine—Is as yet unchanged. The market is quiet.

Beans—Tonka are firm. The tariff bill places a duty of 50c per lb. on them. Vanilla are firm and will be higher under the new tariff.

Oils—Anise is advancing and higher prices are looked for. Bergamot is higher under light stocks and good demand.

There will probably be a good many changes by our next issue, as the tariff bill will doubtless be completed by that time.

Double Taxation of Spirits.

Judge Grosscup, in the United States Circuit Court at Chicago, has rendered an important decision on the subject of the taxation of spirits extracted from the wood of old barrels. A year ago Corning & Co., of Peoria, invented a process of extracting from old whisky and spirit barrels all of the spirits that had soaked into the wood. From an

ordinary barrel, from one to two gallons of spirits were extracted without injury to the wood. The Collector of Internal Revenue attempted to enforce the collection of the tax of \$1.10 a gallon. On an appeal to Judge Grosscup he held that there were no regulations of the law by which any such tax could be enforced, by reason of the fact that the spirits paid their full tax when placed in the barrels.

Canaigre Cultivation in California.

California papers say that nearly two thousand acres of Canaigre will be in cultivation on the big plantations of the Anglo-American Canaigre Company, near Rialto, in San Bernardo county. This is a native plant of the dock family, whose roots are rich in tannin, and it is expected that 8,000 acres will be planted at the beginning of the next year. The plant is indigenous to many parts of the State, and wild roots are gathered, planted in rows and cultivated like sweet potatoes. It is said that tanning with Canaigre can be done much more rapidly than with other material, and requires only days where weeks and months are needed with barks.

A Peculiar Compound.

A German chemist is responsible for the introduction of a compound which liquifies with cold and solidifies with heat. It does not remain solid after heating, but becomes liquid again as it cools. It consists of equal parts of carbolic acid, camphor and saponine, with a small proportion of oil of turpentine.

New Use for Fly Paper.

From the Lockport (N. Y.) Journal

A Main street grocer who uses Tanglefoot to catch flies opened his store this morning and found a couple of sheets of it rolled up on the floor and within them was a large rat, which had gotten fast in the paper and was unable to loosen itself.

The output of otto of rose this year is estimated at 63,000 Turkish ounces. Up to a month ago a very large crop was expected. The recent rains and storms have, however, materially reduced same. A Bulgarian correspondent writes under date of June 11: "The otto of rose distilling season commenced the last week in May under most favorable conditions. In the beginning everything was going in favor of a very rich crop, but within the last two weeks the abundant rains which have fallen every day have damaged the rose trees, so that, instead of a rich crop, we shall only have one of about 20 per cent. less than last year's. Taking into consideration the very large crop of old otto of rose which remains in the hands of exporters and distillers in the different villages of the rose valley, we are almost sure we will have almost the same quantity of otto to dispose of as last year. In about a week the distillation will be over, and full information about the crop will be forthcoming."

A London correspondent states that the demand for citric acid is so great just now that, if it continues (as it probably will during the summer), there will be much difficulty in executing orders, irrespective of price. There are two tartaric acidmakers left in England. In France there are far fewer now than there were twenty years ago, although their total production has probably remained about the same.

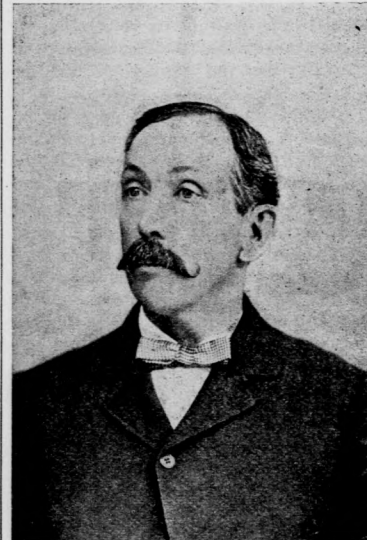
"When a London patent medicine dealer was sued for a newspaper advertising bill he pleaded that he was heavily in debt, and could not possibly pay the claim. It appeared, however, that his shop was on the route of the jubilee procession, and his plea of poverty was ruled out.

According to the report of the British Consul, the entire bismuth industry of Bolivia is in the hands of one firm, which has been acting in concert with European producers for the purpose of establishing a monopoly.

SUCCESSFUL SALESMEN.

R. P. Bigelow, the Veteran Traveling Salesman of Owosso.

Rolla P. Bigelow, the subject of this sketch, was born in Ellisburg, N. Y., Feb. 27, 1849. When about 4 years of age he removed with his parents to Ypsilanti, Mich. Here he received his early education in the city schools, working during vacations on the farm with his father, thus making his first teachings practical as well as useful. While still a youth he acquired those habits of patient industry and perseverance which have ever since marked his business career.



When 21 years of age, he was married to Miss Lottie H. Pratt, of Fenton, who, with a bright and happy family of four children—three sons and one daughter—graces the circle of one of the coziest homes in the city of Owosso.

In 1871, Mr. Bigelow entered into copartnership with Wm. H. Easterly, of Ypsilanti, and engaged in the grocery business, which proved a financial success. On account of failing health, however, he was again compelled to seek out-door employment, and after closing out his interests in the mercantile line, engaged with C. H. Bennett, of Plymouth, to sell fanning mills. Here, again, as a salesman his tact was many times put to the severest test and he justly earned the title of hustler.

In 1880 Mr. Bigelow entered the employ of C. W. Inslee & Co., wholesale grocers of Detroit, and made the acquaintance of the grocery trade in Central Michigan. He remained with this firm several years, resigning this position to accept a similar one with Berdan & Co., of Toledo, continuing, in their employ until August, 1895, since which time he has acted as general agent in the State of Michigan for the Stimpson Computing Scale Co. He has enjoyed a very pleasant and successful business thus far, employing at present four men in various parts of the State, who are meeting with good success in placing large numbers of the scales with the trade.

Mr. Bigelow has been for many years a prominent Knight Templar and has always been a supporter of the Republican party, believing in the McKinley promised prosperity. He is a member of the Michigan Commercial Travelers' Association and a charter member of the Knights of the Grip, at present holding the office of Chairman of Post O, Owosso, and Vice-President of the Michigan Knights of the Grip for the Eighth Congressional District.

Mr. Bigelow is a man of sterling integrity and uprightness—one whose word is considered as good as his note in any business transaction. His heart beats in unison with the traveling fraternity, he entering with zest into all matters of interest pertaining to the drummer's life. He enjoys a good joke immensely, especially when the laugh is on "the other fellow." He is one of the oldest and best-known commercial men in the State.

An English judge has decided that false teeth do not come under the head of "necessaries." He probably has never tried to eat corn on the cob with bare gums.

It's no use moving, if you don't know what your move is; you'd better by far keep still.

PATENT MEDICINES

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

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

"MASTER"
"YUMA"

The best 5 cent cigars ever made. Sold by
BEST & RUSSELL CO., CHICAGO.
Represented in Michigan by J. A. GONZALEZ, Grand Rapids.

HANDLE
S. C. W.
CIGARS

For sale by all first-class jobbers and the

G. J. JOHNSON CIGAR CO., GRAND RAPIDS.

WHOLESALE PRICE CURRENT.

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

Table listing various commodities such as Acetium, Benzoin, Boracic, Carbolium, Citricum, Hydrochlor, Nitrochum, Oxalleum, Phosphorium, Salicylicum, Sulphuricum, Tannicum, Tartaricum, Ammonia, Aniline, Black, Brown, Red, Yellow, Bacca, Cubese, Juniperus, Xanthoxylum, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Herba, Magnesia, Oleum, and Syrups, with their respective prices.

Table listing various commodities such as Morphia, Sinapis, Myristica, Nux Vomica, Pepsin Saac, Picis Liq, Aconitum Napellis, Aloes, Arnica, Assafoetida, Atropine Belladonna, Aurant Cortex, Benzoin, Benzolium, Camphora, Cantharides, Capsicum, Cardamon, Cardamon Co., Castor, Catechu, Cinchona, Cinchona Co., Columba, Cassia, Cassia Acutifol, Digitalis, Ergot, Ferri Chloridum, Gentian, Gentian Co., Guaiac, Guaiac ammon, Hyoscyamus, Iodine, Iodine, colorless, Kino, Lobelia, Myrrh, Nux Vomica, Opil, Opil, camphorated, Opil, deodorized, Quassa, Rhatany, Rhei, Sanguinaria, Serpentina, Stomonium, Tolutan, Veratrum Veride, Zingiber, Miscellaneus, Ether, Spts. Nit. 3 F, Ether, Spts. Nit. 4 F, Alumina, Annatto, Antimoni, Antimoni et Potass, Antipyrin, Antifebrin, Argenti Nitras, Arsenicum, Balm Gilead Bud, Bismuth S. N., Calcium Chlor., Calcium Chlor., 1/2, Cantharides, Rus. po, Capsici Fructus, af, Capsici Fructus, po, Caryophyllus, po. 15, Carmine, No. 40, Cera Alba, S. & F., Cera Flava, Coccus, Cassia Fructus, Centaria, Cetaceum, Chloroform, Chloroform, squibbs, Chloral Hyd Crst., Chondrus, Cinchonidine, P. & W., Cocaine, Corks, list, dis. pr. et, Creosotum, Creta, Creta, prep., Creta, precip., Crocus, Cudbear, Cupri Sulph., Dextrine, Ether Sulph., Emery, all numbers, Emery, po., Ergota, Flake White, Galla, Gambier, Gelatin, Cooper, Gelatin, French, Glassware, flint, box, Less than box, Glue, brown, Glue, white, Glycerina, Grana Paradisi, Humulus, Hydrag Chlor Mite, Hydrag Ox Rub'm, Hydrag Ammoniat, Hydrag Unguentum, Hydragrum, Ichthyobolla, Am., Indigo, Iodine, Resubl., Iodoform, Lupulin, Lycopodium, Macis, Liquor Arsen. et Hydrag Iod., Liquor Potass Arsimit, Magnesia, Sulph., Magnesia, Sulph. bbl, Mannia, S. F., Menthol.

Hazeltine & Perkins Drug Co. Sundry Department. We invite examination of our remodeled and handsome sundry department now in charge of Mr. J. H. Hagy. We display in sample show cases complete lines of the following goods. Perfumes Soaps Combs Mirrors Powder Puffs Tooth, Nail, Hair, Cloth, Infant, Bath, and Shaving Brushes Fountain and Family Syringes Tweezers Key Rings Cork Screws Razors Razor Stropps Violin, Guitar and Banjo Strings Atomizers Suspensory Bandages Toilet and Bath Sponges And many other articles too numerous to mention. Goods are up to date and prices right. Hazeltine & Perkins Drug Co. Grand Rapids, Mich.

Hardware

The Hardware Market.

General trade, as is usual at this time of the year, is very quiet, as jobbing houses as well as factories have the majority of their traveling men away on their summer vacations, and in the smaller towns farmers are busy with their crops, so the volume of business is very light. There is but little change to note in prices, as few of the factories seem disposed to make any advances at the present time and they certainly do not feel like making any decline, as they claim values have reached the bottom notch. We should not be surprised, if the present strike in the coal regions continues any length of time, to find that it produces more or less effect upon iron and steel products and all kindred goods that are made from them. If factories are compelled to close down on account of lack of fuel, it certainly will produce a scarcity in many lines of goods. It is not believed, however, that the strike will continue for any lengthened period.

Wire Nails—The demand continues very light and prices remain quite firm, although anyone desiring to place a large contract could, no doubt, secure concessions from the ruling market rates. Jobbers, however, are not making any special change from stock, while they might be disposed to quote lower prices if shipped direct from mill.

Barbed Wire—Very little moving and no change to note in price.

Rope—The demand for certain sizes of rope which is used in the construction of haying tools has been quite large and it has been quite difficult for jobbers to keep fully supplied, as a scarcity in all markets has been quite general. Notwithstanding this great demand, however, there has been no material change in prices, and rope, if anything, continues weak.

Window Glass—All window glass factories are at present closed down and will remain so for from two to four months. It is believed that stocks are not as large as last year and that it is but a question of time before certain sizes will be very scarce and prices will be advanced, even from the present figure.

Files—All manufacturers of files have adopted a new list which was to take effect July 1. The discount remains the same as before, but, with the changes that are made in the list, it averages an advance in files of about 10 per cent. As soon as jobbers secure a supply of the new list they will supply any and all of their trade with them that desire.

Hay Tools—There has been a great scarcity in almost everything in this line, especially in scythes, snaths, cradles and rakes, and jobbers and dealers have been obliged to pick these goods up wherever they could find them and in many cases paid advanced prices in order to get them. General crops in this part of Michigan seem to be very large, which has accounted for the great demand for all kinds of hand tools. This scarcity will continue until the season's trade is over.

The Dictionary on Nails.

From Hardware.

What can be said about a nail? The new "Century Dictionary," whose remarks on saws we discussed in the issue last preceding, manages to devote nearly two pages to this little article of the hardware trade, and things connected with it. The first definition is devoted to the fingers and toes of humanity, with

which we have little to do in this connection—unless, for the benefit of careless clerks, we make a quotation from the ancient Babe's Book, where is found the valuable advice to all who wait upon customers: "Pare clene thy nailes."

In the hardware line, the nail is defined as "a pin or slender piece of metal used for driving through or into wood or other material for the purpose of holding separate pieces together, or left projecting that things may be hung on. Nails usually taper to a point (often blunt), are flattened transversely at the larger end (the head), and are rectangular or round in section. Very large and heavy nails are called spikes; and a small and thin nail, with a head but slightly defined, is called a brad. There are three leading distinctions of iron nails as respects the mode of manufacture—wrought, cut, and cast. Nails are said to be seven-pound nails, eight-pound nails, etc., according as 1,000 of the variety in question weigh seven pounds or eight pounds, etc., hence such phrases as six-penny, eight-penny, and ten-penny nails, in which penny, it is said, retains its old meaning of pound weight."

To nail a thing is to fix or fasten with a nail or nails; to drive nails into for the purpose of fastening or securing, such as to nail up a box, to nail a shelf to the wall, to nail down the hatches, etc., to stud with nails. Figuratively, to nail a thing is to pin it down and hold it fast, such as to nail a bargain or secure by prompt action. It was Burns who said:

"Ev'n ministers, they ha'e been kenn'd,
In holy rapture,
A roosting whid at times to vend,
An' nail 't wi' Scripture."

Passing into the colloquial, to "nail to the counter" is to put a counterfeit coin out of circulation by fastening it with a nail to the counter of a shop; hence, figuratively, to expose as false.

Other definitions referring to the nail are nailer, one who nails, who makes nails or who sells them, while a female nailmaker is referred to by Hugh Miller as a naileress. A nailery is described as an establishment where nails are made. A nail head is the head of a nail, and anything is said to be nail-headed when so shaped as to resemble the head of a nail.

A nailing-machine is one for forcing or driving nails into place; in carpentry, a feeding-tube for the nails, connected with a plunger or reciprocating hammer; in shoe-making, a power-machine closely allied to the shoe-pegger, used to drive small metallic nails or brads into the soles of shoes.

The nail-machine is a power-machine for making nails, spikes, brads, or tacks.

A nail-maker is one who makes nails; a nailer; a person connected in any capacity in the manufacture of nails.

A nail-plate is plate of metal rolled to the proper thickness for cutting into nails.

A nail-rod is a strip split or cut from an iron plate, to be made into wrought nails. A nail-selector is a machine, or an attachment to a nail machine, for automatically throwing out headless or otherwise ill-formed nails and slivers.

A countersunk nail is one having a cone-shaped head, like that of a screw; a cut nail, one made by a nail-machine, as distinguished from a wrought or forged nail.

"On the nail" means on the spot; at once; immediately; without delay or postponement; as, to pay money on the nail. This phrase is said to have originated from the custom of making payments, in the exchange at Bristol, England, and elsewhere, on the top of a pillar called "the nail."

Bicycle Sales on the Installment Plan.

Written for the TRADESMAN.

Justice Stevenson, of Flint, has decided that a replevin suit to recover a bicycle sold on the installment plan for payments past due under an ironclad contract is no good, upon the ground that a bicycle is exempted property under the Michigan statute, the owner proving that the wheel was a convey-

ance to his work, and that he was financially injured by being deprived of its use. The sheriff returned the wheel and paid the costs. If this decision is found to be good law, after passing the ordeal of the higher courts, it is going to put a check upon the indiscriminate sale of bicycles to unscrupulous persons who are liable to leave their merchant's bills unpaid and use their earnings to protect their bicycles from legal process. They can now pay their grocery bills and snap their fingers in the face of bicycle dealers and coolly enquire, What they are going to do about it? The installment plan adopted by the dealers in wheels is working untold mischief to the credit trade in other lines of business. Wage earners who have long relied upon the grocer or clothing dealer for credit from week to week or month to month are often coaxed into buying wheels for their wives or daughters, and then leave their bills for family necessities either unpaid or only partly paid. They don't seem to realize that they are impairing their own credit and, perhaps, distressing their best friends. A case in point recently came under the writer's notice: A young man with a small family, enjoying a fair salary, who was in the habit of paying monthly for his supply of family

groceries, had the cheek to tell his grocer that he could not pay his monthly bill because he was obliged to pay installments on two bicycles used by himself and wife, at the same time asking for a full month's credit besides. The grocer politely told him that his line of credit was full until the last month's bill was paid, giving as a reason the conclusion that he would be no better able to pay when his next bicycle installments came due than he was then. If every merchant would adopt the same course, it would, in a measure, put a check upon the unbusinesslike method of selling bicycles or any other property on the installment plan under ironclad contracts, drawn for the express purpose of giving the holders of such contracts a preference over other classes of creditors. W. S. H. WELTON.

Owosso, Mich.

Nerves that never relax, eyes that never flinch, thoughts that never wander, are the harbingers of victory.

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.

BROWN & SEHLER,

MFRS. OF **HARNESS** OF ALL KINDS

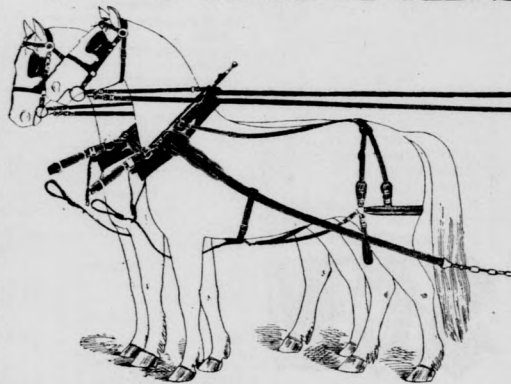
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West Bridge St.,
GRAND RAPIDS.



SAVE YOUR POTATOES

We have
The Eclipse Sprinkler
The Globe Sprinkler
The Bartholomew
Sifter



Get
in
your
orders
now.

FOSTER, STEVENS & CO., Grand Rapids.

Relation of the Hardware Trade to the Bicycle Business.*

That I should be called upon to tell you what I know about the bicycle is no small surprise to me, and cannot be explained away unless it is that I am often taken for—and frequently called by the same name as—the part that the pedal and axle are attached to. If this is the part—and I believe it is—that makes the wheel go round, and we as hardwaremen are the legitimate handlers of them, let us look at the future in store for us.

Is it not a fact that the wheel has never been handled by the manufacturer and jobber to the interest of the hardware trade, or to the seeking of the establishing of a trade that is to be something for a future business, the same—as a matter of comparison—as we take up a line of stoves? Run them, stay by them, sell them. This is the history of the stove business, but it is not so with the bicycle, for we all know that any man, woman or child can send off and buy a wheel as cheap as any of us, and then, as a matter of accommodation to us, tell everybody the cost of same. Has this not had much to do with the reduction in price, and is it not a fact that the profit on the wheel business will soon be brought to the level of other goods? Then, in my opinion, is when the hardware dealers will be drummed and bored to death by the manufacturer and jobber, to handle their particular line and make, and for an order of from ten to fifty will give us exclusive sale and, possibly, make as low a price to us as they would to the party outside on one wheel.

I am led to believe that the only way wheels can be handled, and do it safely, will be with a stock not to exceed five wheels, and this number only in the early season, and then with samples of each kind only on the floor.

I am looking forward to the time when the exchange business will be abandoned, and it surely will. The exchanging of the coal stove will be no comparison. Even though we oftentimes wonder how some people are able to own a wheel, we will be surprised to find that they will be the first to have the new ones.

With the decline in price, are not these things noticeable? The manufacturers withdrawing their racing teams, cutting down their advertising schemes, and, in fact, placing everything where the local dealer can do all he cares to, to sell his particular make of wheel; and is it not plain that it has never been in construction that the cost of bicycles were so high? And is it not also a fact that, with these high costs removed, the manufacturer has still a handsome profit? Yet what amount of sympathy do they show to the retailer when he is obliged to meet the prices he sometimes has to of the butcher, the baker and undertaker? And now the pawnbrokers are entering the field, and this simply means the demoralizing of the bicycle business.

Another pleasant feature that is already making its appearance is the selling of bicycles by our local railroad station agents, and selling them at first cost, with just the freight charges added. I suggest that, when an agent has not enough to do to be kept busy by the company, without soliciting business outside, it divide up his time at some other station, and, if that does not keep him employed, give him one more station.

Has the thought ever occurred to you that never has a craze been taken up with so universally as the use and necessity of the bicycle and the apparent accommodation given the users of them! Go in any city you like and you will see the same familiar signs: "Ice Cream—10 Cents"—"Wind Free"—"Hold you for Nothing"—"Pump Yourself"—and such like. Already in the construction of large buildings are separate rooms being provided for the keeping of the bicycle, and now racks are being constructed to accommodate as many as twenty or more wheels.

* Paper read at annual convention of the Michigan Hardware Association by H. W. Weber, of West Bay City.

Imagine my surprise, upon coming to my place of business the other day to find that a rural friend had quietly taken possession of my frontage and had placed his little bundle of hay back of the rack, with the oxen peacefully enjoying their midday meal without being tied, and feeling perfectly at home. Upon another occasion I was called to the front to answer the enquiry of an intelligent looking individual as to the price of a front for a dog house, he having seen one in front of an empty dry goods case with the side off. Is it not laughable the uses some people put some things to?

In strict confidence, I am going to take my fellow hardware dealers into a secret scheme of mine, with this obligation on your part, to say nothing of it, and as this may never appear in print, "the world will be ours," and as this is not a "wind affair," will submit it to you. My invention, as the patent right man says, is the construction of an outer casing with a flap-tight opening, the casing to be filled with dried sponges, dried apples, or corn, and the same to be packed and driven as close together as is possible, and after this is done, pump full of water; wait until the tire fills, jump on and ride away, and if, peradventure, you puncture your tire, you can find it at once, and patch it, or if on a dusty country road, you can sprinkle the road ahead of you, and make wheeling a pleasure. If the casing is filled with corn, there need be no long time between drinks, and for a chaser—tell the Government.

Now let us, if you please, separate a bicycle and put it together after this manner. Let us frame our business relations, one to another, as our interests are identical, and in such a way as to rim-ember a competitor's welfare as well as our own, and we will never handle, bar-ring reliable makes, any wheel sold by others than the legitimate trade, and we will bawl, bearing such information to the people continuing to supply the same, and we will willingly fork over any reasonable amount to promote this object, and if spoke unto upon this subject, we will not saddle the burden upon our neighbor, but will pedal our own canoe, and let us never tire in well-doing; and may the meetings of this Association forge a chain never to be broken and finally, after this life, may we have a double front crown and a diamond frame of mind.

Collapse of the New Door Trust.

The Western Door Company, which promised to embrace the prominent sash, door and blind factories of the Mississippi Valley, and for which articles of incorporation were recently filed at Springfield, has collapsed. The company, which represented the consolidation of seven lumber manufacturing industries, had been incorporated under the laws of Illinois, with a capital stock of \$1,000,000, all of which had been subscribed. The plan was severely criticised by the public as another gigantic trust. The manufacturers say they were accused of conspiring to reduce the wages of their workmen and advance prices. The result was that one by one the leading members of the combine withdrew, and hence the collapse.

Many a man works his way up from the bottom in order to give his son a chance to play his way down.

Bay View Rates:

Tickets will be sold via the Grand Rapids & Indiana Railway to Bay View and return July 12 to 22, good returning until August 21, at one fare for round trip from all Michigan points. Send for illustrated descriptive matter to

C. L. Lockwood,

G. P. & T. A., Grand Rapids, Mich.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	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.....	17
GAUGES	
Stanley Rule and Level Co.'s.....	60&15
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
NAILS	
Advance over base, on both Steel and Wire.	
Steel nails, base.....	1 65
Wire nails, base.....	1 75
20 to 60 advance.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	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 1/4
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list	40&10

HOUSE FURNISHING GOODS

Stamped Tin Ware.....	new list 75&10
Japanese Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/4 inch and larger.....	5 1/4
Manilla.....	8
SQUARES	
Steel and Iron.....	80
Try and Bevels.....	
Mitre.....	
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com. \$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 & Norion's 70&10&10	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 05
Barbed Fence, painted.....	1 70
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickelled.....	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 1/2
Per pound.....	6 3/4
SOLDER	
3/4 @ 1/2.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
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, Dean.....	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, 1/2 per pound.....	9
14x56 IX, for No. 9 Boilers, 1/2 per pound.....	9

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PIGGISH PEDDLERS.

Detroit Oil Hawkers Claim the Earth.

Detroit, July 12—At the regular semi-monthly meeting of the Detroit Retail Grocers' Association, held July 7, the special committee on Peddling Ordinance reported that a case had been decided in the chancery court which compels the Mayor to accept the bonds now being offered for all the \$5 licenses taken out previous to the enactment of the new ordinance. The committee has been informed that it is the intention of Assistant Corporation Counsel Joslyn to take the matter to the Supreme Court, but has not been advised as to what steps have been taken by that gentleman. It is the opinion of this committee that the Common Council will not interfere with the present ordinance, no matter what may be done with the bond cases.

This same committee, to whom was referred the matter of securing a solicitor for the Association, reported having had several applications for the position, one of which the committee was carefully considering, the applicant being possessed of all qualifications necessary for such work. A final decision will be reached and a report presented at the next meeting.

The special committee on the Milk Ordinance reported having gathered some information on the subject, and in its judgment it would not be advisable to disturb the ordinance at present. The dealers have all paid their licenses for one year, and there would be nothing to gain by taking the matter up. The committee recommended that a petition be presented to the Common Council sometime during the year to amend the ordinance, which could be accomplished without difficulty. The reports were accepted and the committee was relieved from any further work on the milk ordinance.

The committee on Oil made a report of their investigations as follows:

Your committee first called upon the oil peddlers' union, having been requested to do so by some of the officers of the union. After listening carefully to their side of the question, their object was brought out: They desired the company to supply them with oil laid down on track in tank cars, they to do their own hauling from these cars and thereby cut off the cost of handling by the company. They would also make these cars strictly union, so that none but union peddlers could get supplied, and by this means they hoped to compel all oil peddlers to join the union. Your committee next visited the oil companies and had an interview with Mr. Foster, the Manager of the Standard Oil Co., who did not favor the demand of the peddlers. Mr. Foster stated, as one reason that his company had refused the demands of the peddlers, that in all their experience with these men they had found them to be an uncertain quantity. They are here to-day and somewhere else at another time. Mr. Foster called the attention of the committee to the fact that there had been a good profit in oil at all times, and he considered that the peddlers had no grievance, and were acting from selfish motives altogether. He also referred to the investments of his company, representing many thousands of dollars, which he claimed the right to protect. To grant the request of the peddlers would be to reduce the earning capacity of a large portion of this capital, as well as take away the employment of many workmen. The company now furnishing oil in tank cars to the peddlers is a foreign corporation, with not a dollar invested in Detroit. The Greenslade Oil Co. took the same view of the matter as did the Standard Co., and your committee is of the opinion that the oil companies, figuring from a business standpoint, acted wisely. The report was accepted, and the committee instructed to again visit the oil companies and endeavor to do away with all rebates from stand wagons, making one price to all.

The committee on Excursion reported having made arrangements for an excursion to Lashmo Park by the Steamer Greyhound on Aug. 18. The report was

accepted and the following committees appointed:

Floor and Music—Prue, Einfeldt, Harrison, Reise and Ketz.
Refreshments—Schneider, King, Misner, Marks and McPharlan.
Games—Koenig, De Clerq, Villerot, Mattehai and Grewe.
Prizes—King, Villerot, Frink, Koenig and Prue.

The meeting then adjourned.

E. MARKS, Sec'y.

Jackson Grocers To Go To Lake Erie Park.

Jackson, July 12—At the meeting of the Jackson Retail Grocers' Association, held July 6, the principal matter under discussion was the annual excursion and picnic. The general committee recommended the selection of the resort at Clark Lake. Pending action, the General Passenger Agent of the C., J. & M. Railway and the Commercial Agent of the L. S. & M. S. Railway were invited to attend the meeting, for the purpose of stating the inducements they could offer to the different points. After the conference and ensuing discussion, the railway men took their leave. Motion was made that action be deferred, and it was resolved to hold an adjourned meeting on Friday evening, July 9.

The President appointed the following standing committees for the year:

Trade Interests—I. N. Branch, B. D. Legg and J. H. Fuller.

Entertainment—M. M. Whitney, M. J. Cummings, J. F. Helmer and H. Warner.

Transportation—D. S. Fleming, C. G. Hill, B. G. Champlin, Paul Haefner and H. H. Neesley.

Auditing—B. G. Champlin, L. Pelton and H. C. Eddy.

Retiring Treasurer J. F. Helmer made a final report of the business of his office and, on motion, was instructed to surrender the books, papers and funds in his possession to J. L. Petermann, his successor in office.

The adjourned meeting was called to order last Friday evening by President Lewis, who announced that the meeting was held for the purpose of settling the question of location for the sixth annual outing. It was announced that several persons were in waiting to speak for the different points and, on motion, Messrs. Branch, Murray and Champlin were appointed a committee to introduce the visitors. Upon their return, they presented T. C. M. Schindler, of the C., J. & M. Railway; Mr. Lester, of the Lake Erie Park and Casino; F. C. Badgley and R. Tawse, of the Clark Lake Boat Co., and W. W. Howard, of the L. S. & M. S. Railway.

After discussion and descriptions of the merits of the various resorts, the visitors retired and a vote was taken on all of the resorts that had been considered, with the result that Lake Erie Park and Casino was selected as the place and the C., J. & M. Railway as the route.

The chairman of the general committee called a meeting for Monday, July 12, to select the date and lay out the work of the several committees.

W. H. PORTER, Sec'y.

Believes Peddling Will Be Curtailed.

Coral, July 13—Will you please send me a few blank forms for peddlers' license, also bonds, as I see you very generously offer to do in the last Tradesman. I have read in the Tradesman all you have said about the peddling nuisance and think you have had a good deal to do with getting the present law enacted. I think the peddler will not trouble us much now since the new law, as there has not been a license asked for in our town. J. S. NEWELL.

Coffee—Prices are generally low, and the market does not show any inclination toward an advance on Brazils. The milder grades of coffee are firm, and the supply is not large. The war between the roasters of coffee is still on, and the condition of the current crop of Brazils is encouraging to such a fight, for prices are low and the market is rather overstocked.

Preparations for the Druggists' Convention at Grand Ledge.

Secretary Schrouder has returned from Grand Ledge, where the fourteenth annual convention of the Michigan State Pharmaceutical Association will be held Aug. 3, 4 and 5, and says the druggists of that place will greet the Michigan druggists with open arms.

The meetings will be held in the parlors of the Island House. The hotel is beautifully situated on the largest of the famous Seven Islands. Mr. Mudge, the proprietor, has made a rate that will be very acceptable for the visitors—\$1.50 per day—and he says that, if he cannot accommodate all who come, he will arrange with the two other hotels, so that first-class accommodations will be assured to all who go.

A. B. Schumacher, the local Secretary, and A. O. Halstead have appointed Messrs. W. F. Griffith, L. M. Mills, Geo. Wilcox and Charles Hurd to act as a special committee to meet the visiting druggists at the trains as they arrive and escort them to their hotels. The druggists of Grand Ledge have also arranged to have a business men's picnic on Wednesday, Aug. 4. This means a heap of fun, for the town will be in gala attire and the afternoon will be given up to games and festivity. This is the same afternoon that the druggists of the Michigan State Pharmaceutical Association have their carnival of games and contests, to wind up with an apothecaries' grand ball in the evening.

The first business session of the convention will be called at 2 o'clock Tuesday afternoon and will be opened with an address of welcome by Mayor Doherty, to which H. J. Brown, of Ann Arbor, will respond. It is requested that all who expect to attend the convention, whether members of the Michigan State Pharmaceutical Association or not, be on hand by noon of the first meeting day.

Attention is called to the prizes offered for papers, as published in the last week's issue of the Tradesman.

Every pharmacist is urged to bring along his views in written form, so they may be published in the annual proceedings.

Grand Rapids Retail Grocers' Association.

At a special meeting of the Grand Rapids Retail Grocers' Association, held to consider and decide upon a location for the eleventh annual picnic, held at Retail Grocers' Hall Tuesday evening, July 13, Vice-President Wagner presided.

The committee on Location recommended Reed's Lake as the place of picnic, which was unanimously concurred in.

A communication was presented from the H. J. Heinz Co., volunteering to furnish badges for the event, which was accepted with thanks.

A communication was also presented from the New York Biscuit Co., offering to furnish 25,000 handbills announcing the fact that the grocery stores would be closed all day Aug. 5, which was accepted with thanks.

Homer Klap offered the following resolution, which was unanimously adopted:

Resolved—That the retail meat dealers of the city be invited to join with the retail grocers in celebrating the eleventh anniversary picnic of the Retail Grocers' Association, to be held at Reed's Lake, Aug. 5.

Resolved—That all meat dealers and their clerks be eligible to participate in the games and contests, the same as grocers and grocery clerks.

President Winchester was unable to be present, but sent a communication

to the Association, making the following appointments:

Sports—Fred. W. Fuller, John Witters, Jesse Valentine.

Badges—John Smyth, E. A. Kernen, C. W. Mulholland, Cornelius Salie.

Programme—J. Geo. Lehman, A. Brink, Frank Dyk.

Judges—B. S. Harris, J. Frank Gas-kill, E. C. Jenkins.

The report was approved and the committees instructed to enter upon an energetic campaign of preparation.

There being no further business, the meeting adjourned.

The Grocery Market.

Sugar—The whole line of refined sugars advanced $\frac{1}{8}$ c last Thursday, and further advances are in the immediate prospect. It is not expected now that these advances will aggregate more than $\frac{1}{4}$ c, which will carry granulated to 5c, where it is expected to settle for the summer. There is talked of an added tax on refined sugars made out of raws brought into the country during the incubation of the tariff law. If this is done, the price of sugars is likely to be increased to the customer; and although perhaps not the full cent per pound of the tax, yet it will tend to put the price up. There is in this country more raw sugars to-day than ever before at one time in the history of the country. This was done to avoid the added tax on raws, the Trust washing both hands by the operation—making money on these importations of raws and raising the duty on granulated sugars to keep out foreign granulated.

Tea—The importers who were certain of a tax of 10c per pound on teas gave their factories in Japan license to buy at $4\frac{1}{2}$ c above first limits, expecting to make the remainder of the 10c as so much clear gain. On the strength of this hope they have brought to this country more tea than is needed for an average year's consumption, and that at a figure higher than might have been paid had not the tariff rumor ran the market up. There were many importers who did not buy at these prices, being either skeptical of the tariff passing, or not in position to raise their limits, or who had bought before the talk of an increased duty came up. The grocery jobbers of this market are among the more fortunate buyers, and will be able to sell their teas at prices such as would have prevailed had not the tariff scare come about. The trade in tea in this market now is fair.

Canned Goods—No fluctuation in tomatoes is looked for in the near future. Corn is unchanged, the demand being only moderate and the price unchanged. There is some enquiry for corn at a shaded price, but this is not to be had. The demand for peas is not very satisfactory. Jobbers are in a waiting mood, and it has paid them to wait, for while the most of the standard brands have as yet not declined, several packers have made prices under the market. This may affect the whole market a little later.

Fish—The demand for mackerel is very good. The fact that the American catch has been so small, and that the few fish caught have been sold mostly fresh, has stimulated the demand for winter-packed mackerel, and if the present business increases, the supply will probably be well cleaned up. The market is slightly stronger, and advances are expected. Cod is selling to a slight extent and the market is firm. New lake fish are in the market and the quality is very good. Prices have advanced $\frac{1}{8}$ c per pound, as the stock is not plentiful. Salmon is moving well at unchanged prices.

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.

P. Steketee & Sons,

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Brownie Overalls



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

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What makes it? "Selling your goods."

What weighs the goods sold? "Scales." What kind do you use?

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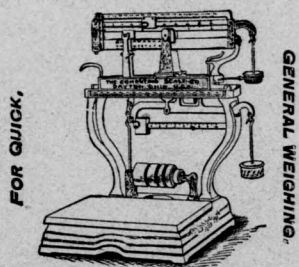
are Moneyweight Scales, that make weighing as quick and simple as counting money—that make yourself and clerks as careful in weighing as when changing money. Our Moneyweight Scales are also the finest pound and ounce scales made, but to weigh in money is far the more profit saving.

Yours for moneyweight and profit saving,

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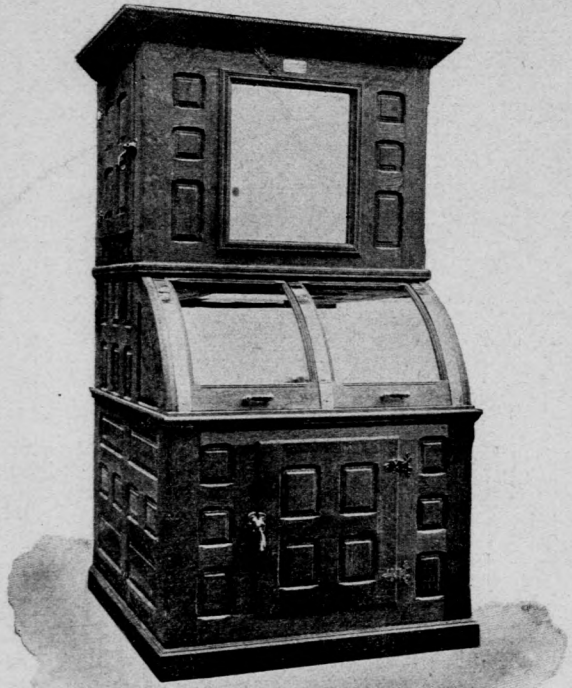
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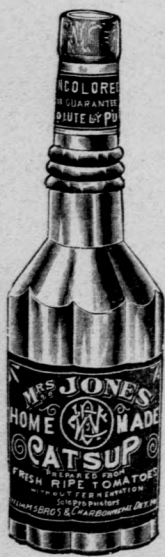
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is prepared from Fresh Ripe Tomatoes and has a Peculiarly Delicious Flavor



Full Pint Size Retail for 15 cents.

This Catsup has been analyzed by the Chemist of the Ohio Pure Food Commission and found to be ABSOLUTELY PURE and in conformity with the rigid Ohio state laws.

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