

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.

Michigan Merchants



Are rapidly learning the advantages offered by giving their customers the benefit of their advertising bill. In years past you have, perhaps, spent hundreds of dollars telling the people you sell goods at cost, etc. They have no confidence in such statements and look upon the old-time advertisement with continued distrust.

Offer the People Something Substantial

as an inducement for their patronage—and you'll get it. Take 3, 4 or 5 per cent. of your sales and invest it in useful household furniture. Offer coupons to your customers with every cash purchase and when they have

bought, say \$20.00 worth of goods, give them an easy folding hammock chair—an advertisement that will make your business grow. Catalogue sent for the asking if you mention Michigan Tradesman.

STEBBINS MANUFACTURING CO., Lakeview, Mich.

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

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.

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.

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.

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.

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.,

Premium given away with Clydesdale Soap Wrappers.

DETROIT, MICH.

McCray Refrigerator and Cold Storage Co.,

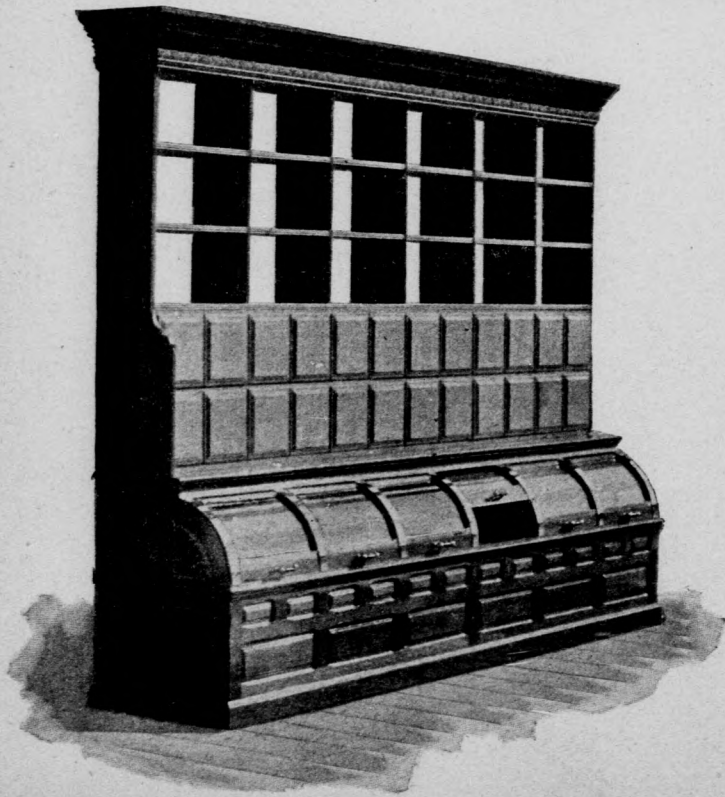
MANUFACTURERS OF

Fine Roll Top Butter and Grocery Refrigerators.

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

KENDALLVILLE, INDIANA.

FINE STORE FIXTURES



Combination Roll Top Counter, Spice Drawers and Shelving.

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,

Grand Rapids, Mich.

We Manufacture Kersey Pants

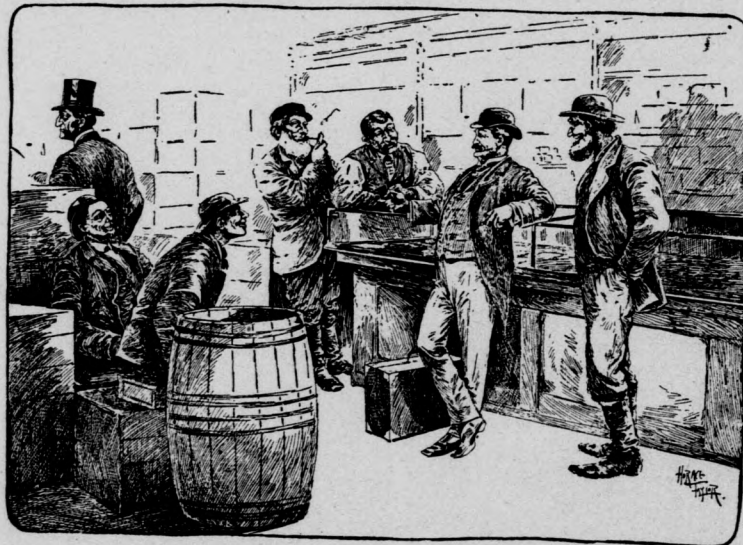
Look over our line before placing your order. Just what you want at prices you can afford to pay. Our salesman will call if you wish it.

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods,

Grand Rapids, Mich.

No Use for Goupon Books



SLOWTOWN, May 3, 1897.

TRADESMAN COMPANY, Grand Rapids:

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

WM. EASY.

MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, JULY 28, 1897.

Number 723

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.
Prompt, Conservative, Safe.
W. F. CHAMBERLIN, Pres. W. FRED MCBAIN, Sec.

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, Mich., on Thursday, Friday and Saturday, July 29, 30 and 31.

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 E. GOODSPEED, Sec'y.



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

No
Capital
Required.

MEN'S SUITS
AND
OVERCOATS
\$4.00 to
\$30.00

WRITE FOR INFORMATION.

WHITE CITY TAILORS,

222-226 ADAMS ST.,

CHICAGO.

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

LAMB IN THE BACKGROUND.

A Commission House Which Will
Bear Investigation.

The Tradesman feels called upon this week to advise Michigan shippers to exercise caution in dealing with Chas. H. Kridler, who purports to conduct a commission business in fruit and vegetables at 326 Broadway, Milwaukee. The concern has men at work in the fruit districts of this State, soliciting consignments from growers on the representation that Kridler is a man of considerable means. As a matter of fact, he is a man of small means—so small, in fact, that Dun's mercantile agency never had occasion to look up his record or standing during the time he was engaged in the saloon business in this city. At that time the Grand Rapids Brewing Co. and the local agents of outside breweries refused to have any dealings with him except on a cash basis, as it was understood that his real estate was incumbered and that he had little if any capital. This, in itself, ought to be a sufficient reason why shippers should be very cautious in dealing with him, except on a cash-in-advance basis.

Aside from the financial irresponsibility of Kridler, his associates in the enterprise are not such as to inspire respect or confidence. The "power behind the throne" appears to be none other than Frank J. Lamb, who is now under indictment in the United States Court here on a charge of fraudulent use of the mails. This man has repeatedly been exposed by the Tradesman, but appears to persist in the work of soliciting shipments without any thought of making returns to the shippers. Realizing that his past conduct—and the repeated exposures of the Tradesman—have made the name Lamb notorious, he succeeds in getting some one else to stand sponsor for him as the nominal owner of the establishment, while he pulls the wires from the background with the "icy eye and stony heart" which are his boast and pride.

It is reported that another attache of the institution is Chester A. Lamb, who is also under indictment in the United States Court here on the same charge as his father.

Still another attache is Benj. F. Striffling, who at one time conducted a saloon of questionable repute on Kent street, Grand Rapids, and who has been uncollectible for years and has the reputation of being a dead-beat net. His career as a commission merchant in Grand Rapids was brought to a sudden termination by the exposures of the Tradesman, a little over a year ago, but in spite of the exposures he managed to secure considerable plunder from merchants who were too poor or too short-sighted to take a trade paper. At this time Striffling asserted that his partner was Chas. White, of 367½ Clark street, Chicago; that he owned a house and lot on Gelock street, Grand Rapids; an acre of land in Benona, Benzie county; three mortgages on farm property, aggregating \$1,825; a section of land in Virginia, worth \$20 per acre; a carload

of lemons in the basement, all paid for, and \$600 in cash—all of which statements were subsequently found to be untrue. In fact, when he was afterwards arrested, in company with Chester A. Lamb, on a charge of larceny, he was unable to furnish bonds and remained in jail for some time.

Two other Grand Rapids worthies—Harry Bedell, who defaulted to the city while acting as Police Court Clerk, and Isaac L. Austin, who formerly conducted a saloon at 50 South Ionia street—are understood to have located at Milwaukee, but what their connection with the concern is—if any—the Tradesman has been unable to ascertain. Pains-taking investigation of the entire establishment and its methods is in progress and further disclosures will be made in these columns as the facts come to the surface.

Chas. H. Kridler may be an honest man and the Tradesman sincerely hopes he is; but if a man is to be judged by the company he keeps, Michigan shippers would do well to have a pretty thorough understanding and a positive guaranty from some responsible party before consigning fruit or produce to such a house. The establishment was visited twice last week by a representative of the Tradesman. On both occasions a dry goods box served as a table on which letters were being written to Michigan shippers. On the first visit the store was bare of stock, but on the second call a solitary crate of tomatoes graced the front door. Frank Lamb was present on both occasions, and wherever Frank J. Lamb is, there is business.

Flour and Feed.

The past week has been a very active one in the flour market. Buyers have been holding off so long that stocks are now exceedingly low. The demand for choice old wheat flour is strong and prices have been well sustained. The city mills are now running all of their plants strong and have a good many orders booked for August shipment. The outlook for winter wheat flour this year is exceptionally good and, in all probability, the mills of Michigan which have an established reputation for their goods will be able to run full time. The conditions are such that prices, no doubt, will be well sustained and at a time when the farmer will get his share of the benefit by getting good prices for his wheat.

Millstuffs are in good demand and worth about 50 cents more per ton than a fortnight ago. Feed and meal, while not in great demand, are worth a little more money on account of an advance in both corn and oats.

WM. N. ROWE.

Brewers will hold their National convention at Boston on Sept. 19. It is quite probable that a resolution will be sprung and adopted favoring independent labor class political action, and that the delegates to the American Federation of Labor will attempt to force the same through that body.

Some Special Features of the Grand Ledge Convention.

One of the interesting features of the annual meeting of the Michigan State Pharmaceutical Association, which occurs at Grand Ledge next week, Monday, Tuesday and Wednesday, will be a capsule filling contest. Each contestant will be supplied with twenty-four No. 2 capsules and enough powdered willow charcoal and calcined magnesia to fill them. The winner must fill his capsules and have none of the powder left on the table; and, of course, be the first one to finish his task. The prize for this event is a fine quarter sawed oak 3 gallon ice cream cabinet. This contest was an event at the Mackinac Island meeting last year and F. W. R. Perry, of Detroit, was the winner of a pair of prescription scales.

There has been some talk among the members of the Executive Committee about a plan to make every registered pharmacist in the State a member of the Association. Should the idea as discussed be carried out at this meeting, it will be so arranged that each registered pharmacist, in renewing his certificate of registration, may include a fixed sum (which will not exceed 50 cents), this money to go into the treasury of the Association. Many of the most successful state associations are said to have adopted this plan.

E. F. Phillips, the present President, is not a candidate for re-election and it is not unlikely that Vice-President Webber will be chosen as Mr. Phillips' successor.

B. Schrouder, who acted as Secretary for the past two years, is not a candidate for the office again and it is reported that Chas. Mann, who is now Treasurer, has his eye on the Secretary's chair. John J. Sourwine, of Escanaba, is a candidate for the honor of representing the Association at the next annual meeting of the National Wholesale Druggists' Association.

These changes will produce a general shaking up among the present officers and will add many new names to the list of 1897-98 officers and committees.

Those buying tickets for Grand Ledge next week to attend the convention should buy them on "the certificate plan" and have the station agent furnish them with the proper receipt, which will (if 100 attend) entitle them to a return ticket for one-third the regular fare, making the round trip at one and one-third fare. This arrangement will be made so that all Michigan railroads will make the same rate. This will apply to all who attend, whether members of the Association or not.

Anticipating the Obsequy.

A poor man lay dying, and his good wife was tending him with homely but affectionate care. "Don't you think you could eat a bit of something, John? Now what can I get for you?"

With a wan smile he answered feebly: "Well, I seem to smell a ham a cooking somewhere; I think I could do with a little bit of that."

"Oh, no, John, dear," she answered, promptly, "you can't have that. That's for the funeral."

Bicycles

News and Gossip of Interest to Dealer and Rider.

At a recent dinner of the National Hardware Dealers' Association, Colonel Albert A. Pope spoke upon the origin and development of the bicycle and of the business method in bringing this industry to its present proportions. He credited the first idea of a bicycle to the brain of an artist, whose conception of a two-wheeled vehicle to be ridden and propelled by the rider was depicted in 1643. In 1819 the wheel took practical form, but not until much later did the building of bicycles become an established industry, the first ones in this country being made by blacksmiths and wheelwrights and being crude affairs. Colonel Pope said that he first saw a bicycle at the Centennial in 1876 and the next year he embarked in the business. About 1886 the safety bicycle began to be heard of, and it resulted in making the bicycle a popular vehicle. The next important improvement was the pneumatic tire, which came into use in 1892.

One of the wedding presents given by the Queen of Italy to her daughter-in-law, the Crown Princess of Naples, was a bicycle, magnificently finished in every respect. The Queen herself possesses the most costly bicycle in the world, presented to her some little time ago, of which all the fittings are of gold. This bicycle is kept more for show than use, much as the Queen was delighted with it. The gold fittings naturally make it heavy, and are therefore not practical. The Dowager-Duchess of Aosta learned to ride much earlier than Queen Margaret, and she may be said to have introduced the sport into Italy for women.

In strange contrast to the rest of the country the bicycle seems to be in bad odor in Montreal, Canada. A tax of \$2 is levied on every wheel ridden within the city limits. Wheelmen are forbidden to ride past street corners at a speed exceeding that of a horse walking, and have been debarred from the most frequented park and summer resorts of the city. And now the Turnpike Trust gives notice of application to the Provincial Legislature for power to levy toll on all bicyclists using any of the country roads leading out of the city. At this rate the bicycle may yet be replaced by the horse in Montreal.

It is good news to wheelmen of London to know that the police have now apparently forsaken the practice of "collaring" the handle-bar of a machine and so throwing the rider over without a chance of saving himself. The method now appears to be for a couple of constables to take their stands on a road, upon the watch for the scorching brigade. In preparing to receive a cyclist, they buckle a couple of capes together and hold them at arm's length across the route. The cape "gives," and it is quite possible for a wheelman to jump off backwards as soon as he runs into the buffer.

When the cyclist gets into active work he frequently becomes thirsty on the first few rides. Some cyclists advise their friends not to drink at all, but to endure feelings similar to those experienced by Tantalus of old. The temptation to drink something is too strong for the average man, who is not

disposed to become a martyr to anything. The course prescribed by Nature is to drink when one is thirsty. Drink moderately, and slake your thirst with non-intoxicating beverages.

The statement sometimes made that cycling has a tendency to make women immodest is one of the most libelous that could be uttered. Its authors mistake the absence of self-consciousness for the loss of the most prized virtue of the fair sex, and create an impression which has no foundation in fact. There is a vast difference between conventionalities and proprieties, yet a distinction is not always made. The bicycle has made women think of something else than fashions and social obligations, but it has not made them forget their modesty.

There are physicians now who make a specialty of bicycle diseases. They candidly admit, however, that they have been driven to it by the number of patients who have deserted them since the bike fever set in.

Chains may be thoroughly cleaned by removing them from the machine, removing all the dirt and dust from the outside, and immersing them in kerosene or benzine, leaving them in the receptacle in which they are placed overnight. Another good plan is to boil them in a solution of washing soda and water. When the latter plan is used they should be thoroughly dried and well lubricated after washing.

When the saddle is properly adjusted the heel will just touch the pedal at the lowest point, with the leg perfectly straight. The ball of the foot should come in the center of the pedals, and when the saddle is placed correctly there will be a very slight bend in the knee joint, just enough to give transmission to the full power of the leg.

Century riders are often troubled with cramps in the legs and tiring of the wrists. Raising the saddle a trifle and the handlebar considerably will give relief in almost every case. A different set of muscles is thus brought to work, and the tired ones are permitted to rest.

A cyclist who had nothing else to do has arranged the following statistics: If all the miles ridden on cycles last year were totaled they would equal twice the distance between the earth and the sun. The number of revolutions of the pedals would be 150,000,000,000. The oil used for lubricating and illuminating would fill 10,000 barrels.

Bicycles on Towpaths.

From the Troy Daily Press.

Superintendent George W. Aldridge of the Public Works Department has an overweening ambition to be Governor, and one year ago, in his desire to have the support of the wheelmen vote, he generously donated the canal towpaths as bicycle wheelways. As superintendent of the canal system he threw open to wheelmen the use of the towpaths, and they were not slow to take advantage of the offer. Now Mr. Aldridge is being pestered with complaints coming from canal boatmen, who say that their mules shy at bicycles and have, in some instances, fallen into the canal as the result of a glance at a passing bicyclist. The Superintendent is trying to figure out just what he shall do. Two courses present themselves, either to force canal mules to wear goggles and blinders or else compel wheelmen and wheelwomen to wear costumes on the towpaths that will be warranted not to scare the patient but shy mules.

You Can't Make

Every Inch a Bicycle!

We want bright business men to represent us everywhere.

MONARCH CYCLE MFG. CO.

Chicago

New York

London.

Send nine two-cent stamps for Monarch Playing Cards. Regular 50c cards.

BICYCLE SUNDRIES

EVERYTHING UP TO DATE

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

ADAMS & HART,

WHOLESALE BICYCLES and SUNDRIES.

Send for Catalog and Discount Sheets.

12 W. Bridge St., Grand Rapids.

A Child can understand each and every mechanical point embodied in the Business Clippers. Our aim has been to produce a bicycle with the least possible number of parts. We know, from an experience of almost 10 years devoted to the manufacture of safety bicycles only, that the fewer and simpler the parts the more satisfactory the bicycle. A Business Clipper



Is Simplicity Itself.

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

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

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids.

MEN OF MARK.

F. C. Larsen, the Manistee Jobber and Retailer.

The sandhills which indicate the location of Manistee mark the spot where immense fortunes have been made in the lumber and salt business. Not all the money that has been made in the Salt City, however, has been made in pine and salt; and to-day, when lumbermen are complaining that there is no money in lumber and scarcely any in salt, a wholesale grocer of Manistee is frequently pointed out as the man who is making the most money of any man in the town.

F. C. Larsen is an example of a man who, by strict adherence to strong business principles and an unfailing attention to business, has advanced in a few years from dealing in a limited way in second-hand goods to be the head of a business which amounted last year to more than \$300,000, that occupies two large stores and keeps sixty employees busy.

Fred C. Larsen was born in Denmark early in the fifties. When he was less than a year old his parents brought him to America and settled in Milwaukee. In 1868 they moved from Milwaukee to Manistee and there Mr. Larsen has spent the major portion of a busy and eminently successful life.

In 1874, when the panic had brought prices down to rock bottom, the three Larsen brothers, Fred C., Albert and H. B., started in business under the name of Larsen Brothers. Three hundred dollars was the amount of their capital, and it was a very modest business that they carried on at first in a little store 20x40 feet in dimensions. In 1879 H. B. Larsen withdrew and in 1885 Albert did likewise, leaving Fred to manage the business alone. Before Albert withdrew, the brothers moved three times and in 1881 they took possession of the 40x90 building at present occupied by the retail department store of Fred C. Larsen. In 1878 they dropped the second-hand business and put in a stock of clothing, boots and shoes. A year later they added dry goods and notions, and millinery and carpets were taken in soon after. In 1886 Mr. Larsen purchased the building and, using only the ground floor, rented the second and third floors for offices and living rooms. In 1889 he put in a stock of groceries and increased the size of his store by taking in the second floor. In 1893 the business demanded more room and the third floor was added to the already large store. In 1894, by adding to his business a stock of meats and provisions, Mr. Larsen became prepared to supply his customers with everything that comes under the head of household needs.

In 1894 he built a 40x80 brick building within a stone's throw of his retail building, to accommodate a wholesale grocery business that had grown to considerable proportions without any particular effort being made in that direction. Mr. Larsen found that the merchants of smaller towns in Northern Michigan were attracted by the low prices he was enabled to make by buying in large quantities and this trade grew spontaneously to be such a factor in the business as to demand special attention and a wholesale department. It was this circumstance that led to the erection of the large brick building on Filer street, known as the Larsen wholesale grocery establishment.

Both of the Larsen stores have three

stories and a basement. The first floor of the wholesale building contains the offices and storerooms for flour, soaps and sugars, with a 20x40 refrigerator in the rear. On the second floor is the fancy grocery stock and the third is given up to woodenware, tinware, crockery and glassware. The basement is utilized for the storage of provisions and canned goods.

Mr. Larsen is deep rooted in the belief that low prices must bring customers, and fully as firm in the opinion that credit and low prices are incompatible. His department store is conducted strictly on a cash basis, and he carries the same principle into his wholesale business probably farther than any other wholesaler in Michigan. A conservative estimate is that one-third of his wholesale trade is cash business and credit is given only to customers of unquestionable standing. The cash system is extended even to the clerks of the department store and none of them



ever ask for credit. Further than this, no clerk is permitted to wait on himself if he wants to buy anything in the store. The clerks seem to appreciate the businesslike manner in which the store is conducted and take noticeable pride in the success of the business. They are unswerving in their loyalty to their employer.

At the department store one side of the ground floor is devoted to dry goods, notions and ladies' furnishings, while opposite is the department for clothing, boots and shoes and men's furnishing goods, and at the rear is the main office. On the second floor are the meat market and the grocery department, and on the third floor are found carpets, cloaks, millinery and house furnishings. The basement is used for storing surplus stock.

Probably no more striking record of the growth of Mr. Larsen's business is found than in the number of clerks employed at different times in the history of his department store. In 1877 he employed only two clerks; in 1881, ten; in 1885, twenty-five; at present sixty clerks are necessary to handle his large business. Five wagons are kept on the street constantly, delivering goods and taking orders.

Among the clerks many nationalities are represented and customers entering the stores are directed by the floor walker to a clerk who speaks the language of the customer, whether it be French, Polish, Norwegian, Swedish, Danish, German or English. Mr. Larsen himself converses fluently in French, German,

Polish and Danish. He is always at his stores when in the city and carefully watches every detail of the business. When not busy in his office, he acts as floor walker and is expert at detecting the needs of a customer of any nationality the moment he enters the store.

Mr. Larsen avers that his success is mainly due to selling for cash at a small profit. He says that many merchants pay too much attention to their expenses and probable profits, marking their goods up to correspond to a carefully-estimated schedule of expense and profit. His idea has been to attract customers by low prices, to buy with care in the best markets and to hold prices down to a point where they must draw trade, depending for profit on the number of sales rather than on the percentage of profit on each article sold. Formerly he patronized the jobbers liberally, but of late he has been able to buy in such large quantities that he finds he can deal to better advantage with manufacturers and importers. He takes a ten day trip East about every three months and keeps in close touch with the Eastern markets, doing most of his buying there.

Mr. Larsen was a small lad when he first set foot in the Salt City and the familiar appellation of "Fred," which seemed to become him then, has followed him from childhood until now the successful business man is frequently referred to as "Fred" in a tone of voice that would give a stranger the old picture of a popular young man struggling to earn by hard work and close attention to business a place in the commercial world. Although Mr. Larsen has earned for himself in the prime of life an established place in the mercantile arena, he still clings to the business habits formed in his early days and is the first to appear in the morning and the last to leave the stores at night, the same as was his custom in the days when his business was in its infancy.

Looks Forward to the Good Time Coming.

Bliss, July 22—I read what E. A. Owen has to say about the department stores of Toronto in the Tradesman of July 7. I am not at all in a controversial mood nor fairly in a writing mood this morning, therefore I cannot consider his conclusions in detail. What spirit prompts his utterance? Does he desire to see the good of the whole people prevail or only the class known as dealers? His article has the class ring in it. How much better off would the consumer of the wares of the merchant be if the plan advocated by Mr. Owen were adopted? The true American, whether he be hawker, doctor, farmer, blacksmith, bootblack, or newsboy will have to rise above every class consideration and evolve a system, political and economic, that will render obsolete that maxim of antiquity—"The greatest good to the greatest number"—and vouchsafe to every one his exact rights and privileges. We are gravitating toward a higher civilization, but the grasping-class nature of man may precipitate a most fearful revolution before it is accomplished; but it is coming.

GIDEON NOEL.

Very Considerate.

"Yes, Mildred is going to be a very economical wife."

"How do you know?"

"Why, she consented to be married along in the middle of the day, just to make it unnecessary for her husband to get a new dress suit."

Happy Innocence.

The Wife—What a sweet smile there is on the baby's face, John.

The Husband—Yes, he's probably dreaming that he's keeping me awake.

Why Some Merchants Miss the Mark.

Written for the TRADESMAN.

I am often astonished that a merchant is so blind to his own interests that he deliberately drives a good customer—rich or poor—entirely away from him by his crustiness to them, and jealousy of his brothers in business. He little thinks that, as every person has more or less influence, he also often drives a dozen others away who listen while one relates his experience at that store. He imagines that his goods are superior to those of his competitors, and plainly tells his customers that this is the reason he is obliged to get more for them, also that he will not deal in cheap goods, and that those who purchase goods at less than his are fools, etc., etc. And quite often the acts of such merchant are not from any forethought or malice, but simply because he has noticed his sales have in the aggregate fallen off; yet from what cause he neither knows nor cares to enquire, but exhibits his ill nature in many ways too plainly to escape notice.

I am well acquainted with a grocer of this kind, who was formerly doing a large and thriving business, but who is to-day without a single clerk except his own son; and, while other stores beside him are busy, his own is bare of customers, and yet, strange to relate, he cannot—or will not—see the reason and is as cross and crusty as ever when a customer occasionally drops in rather than go one or two blocks farther, and even then he is met with a countenance containing enough acidity to turn sweet milk sour, and the ill-natured remark that "you had lately dealt with Jones & Co. so long, you probably wanted a good article again." In justice to this man I will say that his goods are of excellent quality—yet no better than other dealers sell daily, at the same prices for the same stock.

It bodes no good for any merchant when he really believes that he knows more than any others concerning the quality and value of merchandise, and better how to conduct the business than they.

FRANK A. HOWIG.

Always keep the store neat and clean.



Around the State

Movements of Merchants.

Hart—Chas. J. Kobe succeeds Kobe & McManamy in general trade.

Sault Ste. Marie—H. Hutton succeeds Andrew Hutton in the meat business.

Homer—Horace Lee succeeds Sinclair & Lee in the drug and grocery business.

Thompsonville—O. L. Lovejoy succeeds Lovejoy & Hart in the grocery business.

Saginaw—N. Sheyer has removed his clothing and boot and shoe stock to Shepherd.

West Olive—Noor & Yonker, general dealers, have dissolved, Wm. Noor continuing the business.

Sherwood—F. M. Aunks continues the drug business formerly conducted by Kitchen & Aunks.

Monroe—Herzog & Jelsch, grain dealers, have dissolved. The business will be continued by John Herzog.

Hillsdale—The Hillsdale Grocery Co. is closing out its stock and will retire from the wholesale grocery business.

Port Huron—The grocery stock of E. N. Akers has been sold on a chattel mortgage to Fred J. Dixon for \$1,334.

Osego—Mrs. Chas. E. Webster has decided to continue the restaurant business established by her deceased husband.

Union City—Samuel Corbin has sold his grocery stock to Sol. G. Newman. He will continue in the grain and wool trade.

Sault Ste. Marie—Will J. Condon has retired from the boot and shoe business of Condon Bros., Robt. J. Condon succeeding.

Amber—M. Moore has sold his grocery stock to Miss Villa Parmalee, who will continue the business at the same location.

Stanton—Geo. C. Prevette will continue the furniture and undertaking business formerly conducted by Howe & Prevette.

Scotts—H. Wilson has purchased A. H. Snyder's feed store and will continue the business. Mr. Snyder will go to Chicago for a time.

Coldwater—N. E. Yesner, of Kalamazoo, has leased a store building here and will open a new clothing and furnishing goods stock about Aug. 1.

Kalamazoo—C. L. Gold has sold a half interest in his drug stock to a man named Galligan. The new firm will be known as Gold & Galligan.

Battle Creek—W. C. Henry has sold his boot and shoe and grocery stocks here and at Tekonsha to Hobbs & Russell, who will continue the business.

Negaunee—Richard Skews, who has conducted a notion store here for the past few years, will soon pull up stakes and move to the copper country.

St. Johns—Geo. Hoerner has purchased an interest in the meat market of his father and the firm will hereafter be known as H. M. Hoerner & Son.

Charlotte—Fred H. McGrath has purchased the interest of his partner in the grocery firm of McGrath & Harlow and will continue the business in his own name.

Marquette—F. L. Herlich & Co. are out with a card announcing that cash and coupon books only will pass current in their grocery store on and after Aug. 1.

Brown City—Wesley Schlichter has sold his meat market to Wm. Holden, of Yale, who will remove to this place and take possession of his purchase Aug. 15.

Orange—O. W. Bliss has sold his interest in the general stock of Harwood & Bliss to his partner, who will continue the business under the style of Riley Harwood.

Colon—Chas. H. McKinster has purchased his partner's interest in the drug and grocery stock of C. Wilkinson & Co. and will continue the business under his own name.

Albion—Mortimer Talmage, who has been employed for fifteen years by Geo. Howard, meat dealer, has purchased the market of Saunders & Calkins and will continue the business.

Union City—F. T. Boise, of Nashville, has purchased the hardware stock formerly conducted by Buell & Spring and is also figuring to buy the ground on which the Ewers drug store used to stand.

Manton—Wm. G. Phelps will shortly retire from the hardware firm of Ballard & Phelps. The business will be continued by the remaining partner at the same location under the style of Robert C. Ballard.

Altona—Eli Lyons, dealer in drugs, dry goods and groceries, has sold his stock to M. B. Armstrong of Grand Rapids, who will continue the business at the same location. Mr. Lyons will retire to his farm.

Escanaba—N. C. Gallagher's general store was closed July 27 upon an attachment for a bill of \$400 issued by the John P. Dousman Milling Co., of Depere, Wis. Mr. Gallagher insists that he is perfectly solvent, but disputed the correctness of the bill against him.

Saginaw—Deputy Sheriff Wilkinson has attached a portion of the clothing stock of Kalman Deutsch to satisfy a judgment for \$250 obtained by the Nonpareil Manufacturing Co., of Detroit. The attached stock was removed to 308 Court street, just cross the road from Deutsch's place of business.

Holland—Johannes Verhulst, the grocer, disappeared from his home Monday morning and no trace of him could be found until Tuesday morning, when he was found wandering in a field near Graafschap. He was brought to the city and has about recovered. It is thought that his mind was affected by brooding over the mental condition of his brother, who was recently taken to the asylum.

Manufacturing Matters.

Bay City—C. Mangold succeeds Mangold & Fisk in the cigar manufacturing business.

Ovid—The Ovid Elevator Co. is replacing its old elevators with new ones of improved design.

Lum—The cheese factory here is now doing a good business under the management of Abram Fox.

Middleville—The J. E. Ackerson Harness Co. is manufacturing a line of non-elastic suspenders for the trade.

Mesick—L. J. Tripp, proprietor of the Mesick Turning Works, is shipping 60,000 maple broom handles and 5,000 mop handles per week.

Nadeau—Farmers in this vicinity have organized a company to engage in the manufacture of cheese. They expect to begin operations in their factory about Aug. 1.

Keno—H. A. Mathieson has bought the slabs and edgings that were left when Hart & Horning's mill ceased operations here. There were about 4,000 cords of the stock and Mr. Mathieson has a wood mill at work cutting it into lengths for shipment to Grand Rapids, Kalamazoo, Muskegon and other cities.

Plainwell—The Merrill Milling Co., of Kalamazoo, has purchased the Bartley flouring mill, and the millwrights are already at work adding substantial betterments.

Morenci—The firm of Clark Bros., composed of James F. Clark and Willis Clark, has succeeded to the business of the firm of E. Clark & Son, brick and tile manufacturers.

Adrian—The Lamb Fence Co., builder of wire fencing, will build a factory here 140x40 feet in dimensions. It will employ 50 men. The firm is now operating in Tecumseh.

Owosso—Castree & Shaw have merged their foundry business into a stock company under the style of the Castree & Shaw Co. The corporation has a capital stock of \$25,000.

Fennville—The Fruit Growers Co. is erecting a packing house, 44x60 feet in dimensions and two stories high. The Fennville Fruit Co. is erecting a similar warehouse, 32x60 feet in dimensions.

Three Rivers—The Initial Toe Pad Co. has filed chattel mortgages aggregating \$30,000 to secure its creditors, but arrangements are being made which are expected to result in continuing the factory in operation.

Frankenmuth—The Frankenmuth Cheese Manufacturing Co. is having one of the most successful seasons in its history, making forty cheese per day. The steam heating apparatus in the curing room works very satisfactorily.

Kalamazoo—The name of the Celery Medicine Co. has been changed to the P. L. Abbey Co. This change in name was necessary because of the similarity of the old name with a local concern called the Celery City Medicine Co.

Detroit—The Barnes Novelty Co. has incorporated with a capital stock of \$5,000, of which \$3,000 is paid in. The incorporators are Alfred C. Bowman, H. C. Hall and John S. Barnes, each of whom holds 100 shares of the capital stock.

Matherton—Edgar Mather, who owns two dams on Fish creek—one at Hubbardston and one at Matherton—proposes to father an enterprise having for its object the lighting of Hubbardston and Carson City by electricity. It is proposed to interest Grand Rapids and Detroit capital in the enterprise.

Bronson—The Monarch Portland Cement Co. has its big factory buildings completed and a part of the machinery is placed already. The buildings occupied eighty-three days in constructing and over 260 tons of steel and iron were used. The manufacture of cement will commence about September 1.

Muskegon—The Carl Junge Tannery Co. has about finished its new plant in the Eighth ward. Within two weeks now Mr. Junge expects to be at work tanning hides. A large quantity of hides has already been bought and a shipment of one carload is expected here in eight to ten days. This tannery will for the present at least make dongola leather exclusively, and for this bark is not used. The tanning is done by means of chemicals which will be bought in bulk. To operate the tannery on its present basis will require ten workmen. Mr. Junge's plan is to proceed cautiously and as the business prospers to expand it and increase the force of workmen as needed.

Houghton—About \$10,000,000 worth of copper shares are owned by residents of the copper district and the steady dividends received from the mines by local shareholders have done much to keep hard times away from Houghton

county in the last four years. The volume of business done here in copper shares is surprisingly large. There are two brokerage concerns in the city which make money on dealings in copper shares; the banks handle an even larger amount of business, and many speculators deal direct with members of the Boston stock exchange. It is largely due to the great amount of trading in copper shares that the Houghton office of the Western Union Telegraph Company is the fourth in the State in business handled, being exceeded only by Detroit, Grand Rapids and Saginaw. In Houghton county alone there are nearly 2,000 stockholders of Lake Superior and Montana copper mines. The miners save their wages and invest in stock, which in most cases pays them handsome dividends. In the village of Red Jacket there is a saloonkeeper who saved his first money from wages received as a day laborer for the Calumet and Hecla mine twenty-five years ago. Being frugal he amassed sufficient to buy a one-horse dray and from the profits of his dray he saved the price of another horse, after which all his surplus earnings were invested in Calumet and Hecla stock, then selling for less than \$20 a share. Sauer eventually sold his dray and opened a modest saloon, where he still does business, with a bar and furniture that when new must have cost nearly \$50, but which, by reason of twenty years' use, could not now be consistently valued at more than \$5. During all this time whatever money remained after paying business and personal expenses was invested by the shrewd old German in Calumet and Hecla stock. Dividends were reinvested in the stock as fast as paid and his order to buy Calumet and Hecla is always "unlimited," being simply to buy so many shares at the market price. At present Mr. Sauer holds nearly 500 shares of the stock, which is selling very close to \$400 a share, his holdings being worth nearly \$200,000.

Detroit Grocers Commend the Abolition of the Rebate on Oil.

Detroit, July 26—At the regular meeting of the Detroit Retail Grocers and Butchers' Association, held July 21, the special Committee on Solicitor reported that it had been successful in securing a competent man. An agreement had been made as to terms which were satisfactory to the Committee. The terms were approved, the report was accepted and the Committee was instructed to make arrangements with the gentleman to enter upon his duties at once.

The special Committee on Oil reported that the rebate plan had been discontinued by the Standard Oil Co.'s tank wagons and that the company was giving a reduction of $\frac{1}{4}$ cent per gallon only at the works. The report was accepted and the Secretary was instructed to communicate to the company the following resolutions:

Resolved, That the members of the Retail Grocers' Association approve the plan outlined by the Standard Oil Co. for distributing oil in Detroit.

Resolved, That the members of this Association encourage the sale of oil and gasoline at the present low prices, to enable the dealers to regain some of their oil trade.

The Excursion Committee reported progress, with a request for more time, which was granted.

The Secretary was instructed to insert a notice in the daily papers and let it be known that Aug. 18 would be Grocers' and Butchers' Day and extend an invitation to all dealers to join in celebrating the event.

E. MARKS, Sec'y.

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

Grand Rapids Gossip

Jos. W. Crater has opened a grocery store at 19 West Bridge street. The Lemon & Wheeler Company furnished the stock.

G. Heyt has embarked in the grocery business at the corner of Wenham and Jefferson avenues. The Ball-Barnhart-Putman Co. furnished the stock.

B. Laubach & Son have sold their hardware stock at 36 West Leonard street to Glendon A. Richards, who will continue the business at the same location. Mr. Richards still retains his interest in the hardware stock of Barnett & Richards at 66 West Bridge streets.

At last the market situation is assuming a shape which promises a change from the village street methods at an early date. The work of grading and improving the streets is so far advanced that the walks have nearly all been laid. The filling of the approach is rapidly nearing completion and will doubtless be out of the way before the other work is done. The office and scale house, 26x35 feet in dimensions, is enclosed and painted, and the restaurant, 24x55 feet in dimensions, is nearly as far advanced. Two sheds for hay—each 24x76 feet in dimensions—are yet to be built, but these will require but a few days. Alderman Gibson, chairman of the Committee on Market, informs the Tradesman that, as the work is now progressing, the market should be ready for use by the middle of August. The part of the work most likely to hinder is the improvement of the streets; but this is being urged and it is hoped will be out of the way. It is Mr. Gibson's idea that the opening of the market should be accompanied by some kind of a demonstration in the way of a celebration. The matter has been discussed, but has not yet assumed any definite form. The only suggestion has been that the military take part by drill and evolutions, but, unfortunately, they will be away at the time named for the completion of the work.

The Grain Market.

The wheat market the past week has been fluctuating materially—sometimes 2c and 3c within a very few minutes. The longs and shorts have had a very lively time, which was caused by the European demand and changeable cables. Reports from threshers are very favorable for a good sized crop of fine quality. My prediction that Michigan would have an 18,000,000 bushel crop is being verified and the final returns may show a crop in excess of this amount.

New wheat is coming to the market very slowly in this State, owing to the rains we have been having of late. Threshing has progressed very slowly and a great majority of farmers have stacked their wheat or hauled it to the barns, instead of threshing from the shock. Besides, many are unwilling to accept the present low ruling prices with Argentine having no wheat to export, the French crop being also short over 40,000,000 bushels, Russian and Danubian crops also short and India importing wheat; yet, in the face of these facts, wheat has declined from the highest price about 4c a bushel. New wheat has made its appearance in farmers' wagons, as well as in carlots, and it is of excellent quality. Contrary to all expectations, we had an increase of 708,000 bushels of wheat where there was a decrease of about 250,000 bushels

expected. This and other bearish news caused a sharp break at the closing time in the market yesterday. It is very unfortunate at this time to sell the market below its normal value.

Corn has been rather strong, with an upward tendency. As has been stated before, the crop is going to be about 400,000 bushels less than last year.

Oats, like corn, are working towards higher prices, as the oats headed out very short and the crop is not at all promising in many sections.

Receipts during the week have been rather small, being only 30 cars of wheat, 9 cars of corn and 11 cars of oats, which is rather a large amount of oats for this time of the year.

The millers are paying 71c for old wagon wheat at their doors.

C. G. A. VOIGT.

Probably Finds Milwaukee a Fertile Field.

Thirteen months ago Frank J. Lamb remarked to a representative of the Tradesman, as a result of the exposure of his methods:

"The jig is up. We may as well shut up shop and quit the town, for the day of fake commission houses, so far as Grand Rapids is concerned, is past. We may as well pull up stakes and remove to Chicago, where half the people are fakirs and where there are no Tradesmans to camp on our trail and hound us to death, simply because we catch a few suckers."

Mr. Lamb was as good as his word. He "shut up shop," but instead of locating in Chicago, he has pounced down upon Milwaukee in company with some men whose reputations are scarcely less savory than his own.

Mr. Lamb has taken special effort to keep his whereabouts from the knowledge of the Tradesman, having instructed one of his henchmen here to inform the Tradesman that he was located in Detroit, which was done. Within a day, however, the Tradesman learned that the urbane old deceiver had gone West instead of East, and a representative was immediately dispatched to Milwaukee to investigate the situation. The result of his investigations is set forth in detail elsewhere in this week's paper. If the Milwaukee papers are as chary of the reputation of that city as the Tradesman is of Michigan markets, Mr. Lamb and his associates will have to find a more fertile field—perhaps Chicago, which Mr. Lamb describes as a paradise for fakirs and swindlers.

No More Prizes with Tobacco or Cigarettes.

The Dingley tariff law puts an end to the giving of prizes with manufactured tobacco of any kind, the paragraph covering this prohibition being as follows:

None of the packages of smoking tobacco and fine cut chewing tobacco and cigarettes prescribed by law shall be permitted to have packed in, or attached to or connected with, them any article or thing whatsoever, other than the manufacturers' wrappers and labels, the internal revenue stamp and the tobacco or cigarettes, respectively, put up therein, on which tax is required to be paid under the internal revenue laws; nor shall there be affixed to, or branded, stamped, marked, written, or printed upon, said packages, or their contents, any promise or offer of, or any order or certificate for, any gift, prize, premium, payment or reward.

Frank Jewell (Clark-Jewell-Wells Co.) is spending a week on the Little Manistee in the attempt to allure the finny tribe from their accustomed haunts.

The Grocery Market.

Sugar—The expected advance came Monday. The market is strong and steady, with no indication of further changes in the near future.

Coffee—There has been a decidedly improved tone to actual coffees, accompanied by a good demand. The demand has been more general, seeming to indicate a degree of confidence among buyers not hitherto shown. Mild coffees have been in fairly good demand and desirable qualities readily disposed of at full prices.

Tea—What little business is doing does not extend to the entire line by any means, but is confined solely to a few select lines which people want. As there is no general attempt to buy, so is there none to sell. Holders of large stocks of tea are at present feeling very melancholy, but are still holding their stocks, not for higher prices, but for a more active demand.

Dried Fruits—New apricots are now in market, but the price is downward, owing to the large crop. There is practically no old stock of prunes left on the Coast. Reports from certain sections say that the prunes are dropping, but the general situation shows a better yield than last year, with a probability of a large crop of good quality. The visible supply of currants is reported to be about one-third of that of a year ago.

Syrups and Molasses—The advance in glucose has not affected compound syrup to anywhere near the extent that would be the case in winter. All told, although glucose has advanced 9@10c per gallon, syrup has gone up only 2c. Stocks of compound syrup are comparatively scarce, although fully equal to the demand for sugar syrup, chiefly from mixers and exporters, and, in consequence, all of the refiners' stock is absorbed and prices are 1c per gallon higher. There is no demand for molasses, which rules at unchanged prices.

Canned Goods—Quotations on future corn are arriving, but some packers are declining orders, either because oversold, or because of shortage of corn in prospect. The season has not been good for corn thus far, the late frosts and wet, cool weather having held back the season and damaged the stand of corn materially. The prices now asked are higher than those of a year ago. Packers of tomatoes are refusing to name prices as yet for futures. The season has been so late that the tomato crop is not promising as well as usual at this season. The salmon situation is fairly firm. The catch of Columbia River salmon is not as good as usual and the season will be over early in August. The low prices named on red Alaska salmon are attracting buyers. The Columbia River pack is said to be but about 50 per cent. of last year's output.

Provisions—With the great increase in supply of hogs the past year, encouraged by the relative good prices realized for such stock, there has been such an absorption of product as to make it appear marvelous as to what has become of it. While the prices of hogs have yielded good returns for the material on which they were fattened, in comparison with its marketable value, the product has been available for consumption at comparatively low cost, which has favored an extension of demand. With the lessening supply of hogs there have been stronger markets, and the average price is 25@30c per 100 pounds higher than a week ago. This condition has manifestly had an influ-

ence in advancing prices of leading articles of product, for which there is a liberal current demand for shipment, and also considerable speculative interest.

Pickles—The price has advanced about 10 per cent. and the local market is practically bare of stock.

Corn Syrup—As a result of the organization of the new combination among manufacturers of glucose, the price has advanced 5c per gallon.

Fish—John Pew & Son (Gloucester) write the Tradesman as follows: The New England fleet have landed to date 4,735 bbls. salted mackerel. For the same period last year the fleet landed 23,444 bbls., being this year 18,709 bbls. less. The result has been a grievous disappointment, as the catch in the South Atlantic waters showed a large increase over any catch made there for a number of years, and we expected a fair catch in June and July off our Coast. Most of the shrinkage above indicated was caused by the failure of the Cape Shore catch. This season it was only 2,500 bbls. against 18,000 bbls. last year, a difference of 15,500 bbls. From the reports we get from experienced fishermen there are large bodies of mackerel off our New England coast. The fishermen have had almost continuously so far this month a spell of unusually foggy weather to contend with in the pursuit of their business. At times it has been impossible to see the mackerel schooling and the men have had to wait over and over again for a clear atmosphere. June also was an unusually stormy month and seining operations were much restricted in consequence. The mackerel taken off our coast have been nice in quality and of mixed sizes, ranging between 675 to 140 in number to the barrel. We hope for a reasonable catch for the balance of the season if the weather is good, but there cannot be a large catch. The season is too short and the mackerel fleet too small in number to bring it to pass. The Canadian catch to date is practically a failure. Thus far there have been only four arrivals from the Grand Banks with 900,000 lbs. of salt codfish. Last year for the same period there were 14 arrivals with 3,458,000 lbs. The stock of codfish on hand in this market to date is the lightest for a number of years, and any marked improvement in the demand will inevitably cause a sharp advance in prices on every grade of dry fish. The present price on some grades is very low and does not give the fishermen enough for his toil and risk. In shipping fish to the markets of South America and West Indies, we have to compete with the French codfish, which are supported by the French Government at the rate of \$2 per quintal bounty allowed to their fishermen.

Better than the Tradesman Stated.

Hancock, July 24—I wish to call your attention to an error in statement which appeared in a recent issue of the Tradesman. The dividend of \$4 per share, declared by the Quincy, means a distribution of \$400,000, and not \$160,000 as given in your paper. The Quincy Mining Co. has now 100,000 shares of stock and a dividend of \$4 would be as stated above, and not as you have it. A paper so valuable as yours wants things as they are, I feel sure.

A. F. MACDONALD.

Some of the biggest fish stories have been told about the smallest fish.

A debt of honor is one that may have been dishonorably contracted for.

Fruits and Produce.

How Roquefort Cheese Is Made.

Of the numerous varieties of cheese which the peculiar characteristics of certain places and the special skill of the inhabitants have placed at the disposal of the epicure, none holds a more assured place than Roquefort, which, it may not be generally known, is the very patriarch of cheeses, which, unchanged in character, has been made in the village whence it derives its name for at least twenty centuries. As, two thousand years ago, oysters were sent from the shores of Britain to grace the table of the Roman epicure, so the remote ancestors of the Roquefort villagers of to-day sent off their cheeses to the same enlightened patron of good things. So remote, indeed, is the antiquity of the Roquefort cheesemaking that a speculative philosopher has even suggested the possibility of the aboriginal man of the region whose bones, with those of his sheep and dogs, are sometimes uncovered below the caves of the mountains of Larzac, having milked his ewes and made of their milk just such cheese as the Frenchman of to-day knows how to make. But this were to speculate too curiously.

The secret of the unvariable character of the Roquefort cheese product is to be accounted for on purely geographical grounds. Ages ago, before Romans or Roquefort were, the South of France was convulsed by gigantic volcanic disturbances. The ancient granite rocks were split and torn apart, and from the bowels of these floods of lava were poured forth, which flowed in great streams and buried the ancient surface under hundreds of feet of curious basaltic rock. In turn this rock must have been broken up and fissured by repeated outbursts, and thrown up into a mountain range, in which are caverns whence issue hot springs, sulphurous and bubbling with gases, which bear testimony to the fires which exist still in the depths below. Upon one of these mountains, known as Larzac, is situated the village of Roquefort. Larzac is nearly twenty-five miles in length, and about 3,000 feet high. The soil is chiefly limestone, and the fertility is moderate, but it affords pasturage for about 300,000 sheep, which are bred especially for milk production for cheesemaking. But the interior of the mountains is hollowed by the volcanic forces into a series of caves formed of vast masses of rock thrown together as if dropped from a great height, and all connected with each other, and with some subterranean outlet by which constant cool currents of air, always of the same temperature and degree of humidity, flow in a never-interrupted stream. Hardly by any means known to man could there have been devised so perfect an arrangement for a chemical laboratory of even temperature and moisture, and free from every impure influence, and to the system of curing in these caves—a system which has been pursued for countless generations—is due the distinctive character of Roquefort cheese.

The sheep have been bred always for their milking quality, and the bulk of the cheese is yet made of their milk, but of late years, as the demand has increased, some cow's milk has been used, without any material difference in the quality of the product. It is not the milk, nor any special preparation of it, upon which the character of the cheese depends, but upon the unique process of curing, so that whether cow's, or sheep's, or goat's milk be used, the cheese is always Roquefort. It is to-day just what it was when the Romans found it, and what it was when the Gauls strove ineffectually against the superior civilization of their conquerors. After the preliminary stages of manufacture the cheeses are taken into the caves for the special treatment to which they are subjected, which has the effect of giving to the raw curd a delicate flavor and mellowness. The caves are made up of an intricate labyrinth of open spaces and narrow passages, through which currents of cold air are continually passing. These air currents are controlled

by closing up some of the passages, leaving openings which may be closed or shut altogether, as the wind outside may make desirable. Some of the spaces are arched with masonry, but all are profoundly dark, and the visitor sees only the little glimmering lights flickering in the darkness, as he passes the open portal of one of the caves where the women, dimly seen, are scraping the mold from the cheese, or turning and moistening them, and in their curious ways aiding the wonderful germs at work to effect the slow changes in the curd. The temperature of the caves is kept at 60 degrees by the use of ventilators, and the moisture is sustained at a humidity of 48 degrees. Day after day the turning and sorting and scraping of the cheeses continues, until a change in the character of the constantly gathering mold indicates to the expert that the condition of the curd has changed. First, the red mold that appears on cream in damp dairies, and then a dense blue mold covers the cheeses and announces the completion of the curing. The cheeses are then finally scraped, wiped, and wrapped in tinfoil, which excludes the air, and are then ready for market. The whole process is long and intricate, but it is an outcome of the experience of countless generations, and its results are unerring.

Does Not Agree with the Assistant Attorney-General.

Holt, July 24—My attention has been called to an article in the Tradesman of July 14, entitled "Notice of the Existence of the New Peddling Law;" also the letter of the Deputy Attorney-General, stating that he thought it a mistake to give the law immediate effect. The friends of the bill in the House and Senate did not think so, and I am sure the most of us have felt the good effect of the law already.

One of the first acts of the last Legislature, passed and approved Feb. 24, reads like this: "It shall be the duty of the Secretary of State, at least once in each month, to cause to be printed in pamphlet form all laws of a general or public character which shall be passed, given immediate effect, and have received the approval of the Executive during the continuation of the legislative session."

This, I believe, was done; and if parties wishing a copy of the law will write to the Secretary of State, they will be supplied. I called at the office of the Secretary of State about ten days after the adjournment of the Legislature and was told by the clerks that they had already received over one hundred letters from all parts of the State asking about the new peddling law. S. W. MAYER.

Farmer's Eggs Begin to Hatch at a Commission House.

Cleveland, July 24—A successful shell game of a new brand was worked on Cleveland egg consumers here lately by an honest Ohio farmer, who lives down on the Cleveland, Akron and Columbus road, seventy-five miles southeast of this city. This time the farmer came near victimizing his city cousin, and all but succeeded.

A case of eggs reached the commission house of Will & Stateler, 44 Huron street, this afternoon. When opened, it was found that one of the eggs had hatched, and fifteen minutes later, when the eggs were exposed to the air, a dozen chickens were peeping.

The eggs in the first two layers contained chickens, most of which were dead. The commission merchants reported that as soon as the eggs were exposed to the air chickens were hatched. The temperature in which the crate of eggs had evidently been since the shipment will not be changed, and all the eggs will be given a chance to hatch.

The commission merchants decline to give the name of the consignee, and agree that they now have a good start in the poultry business. The eggs which are hatching must have been in a temperature of over 90 degrees for the last three weeks.

Always be ready for trade.

"De Breed am Larger now."

"Sweet Heart" Watermelons

Sweet clear to the rind, weighing 25 pounds and over, now here in car lots.

Osage melons are with us but they will be cheaper and better next week.

Florida pineapples are vanishing.

Red and Black Raspberries, Blackberries, Cherries, Currants, Gooseberries, Whortleberries, Bananas, Oranges, Lemons, Onions, Spinach, Radishes, Lettuce, Cucumbers, Tomatoes, New Potatoes, Summer Squash, Wax Beans, New Peas, Cabbage. All seasonable vegetables.

BUNTING & CO., Jobbers,

20 & 22 OTTAWA STREET,

GRAND RAPIDS, MICH.



The Vinkemulder Company,

JOBBER OF

Fruits and Produce

MANUFACTURER OF

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

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

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

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

THE VINKEMULDER COMPANY,

Successor to Michigan Spice Co.,

Citizens Phone 555.

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

We are receiving, daily, car lots

Established 1876.

NEW SOUTHERN POTATOES, ONIONS, CABBAGE, WATERMELONS

SEEDS: Crimson, Alsike 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.

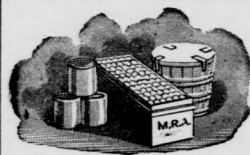
SUMMER SEEDS

Crimson Clover, Alfalfa, Timothy, Red Top, Orchard Grass, Blue Grass

TURNIP SEED

Garden Seeds and Implements, Lawn Supplies.

ALFRED J. BROWN CO., Grand Rapids, Mich.



50,000 Pounds Butter

Wanted to pack and ship on commission. Good outlet.

Eggs on commission or bought on track.

M. R. ALDEN,

98 S DIVISION ST.

GRAND RAPIDS.

Ship your Butter, Eggs, Produce and Poultry to

HERMANN C. NAUMANN & CO.

Who get highest market prices and make prompt returns.

Main Office, 353 Russell St.

DETROIT.

Branch Store, 799 Mich. Ave.

BOTH PHONES 1793.

Special Attention to Fruit and Berries in Season.

Correspondence Solicited.

REFERENCES: Detroit Savings Bank, or the trade generally.

GOTHAM GOSSIP.

News from the Metropolis--Index to the Market.

Special Correspondence.

New York, July 24--Every day the outlook grows more favorable among grocery jobbers. There is a more cheerful feeling than has prevailed for at least four years. Buyers are coming from all points, whether they take advantage of reduced rates or not. The reports of big crops are likely to be verified, and, altogether, New York is getting ready for a regular old-fashioned fall trade like we used to have.

Prices show little variation. Certainly there has been no advance, and perhaps it is just as well that no violent fluctuations have taken place. The one notable advance has been in the stock market. But that "has nothing to do with the case."

Seven and one-half cents is the prevailing quotation for cargoes of Rio No. 7. The market is flat. The demand is very, very light, the business from the interior being confined to a few straggling orders. Reports from abroad contained a little encouragement, but, as a rule, transactions were for future delivery, and the general opinion seems to be that one time will be as good as another to buy coffee during the next twelve months, notwithstanding the fact that it has gone up to \$30 a pound in the new gold regions. Afloat and in store there are about 700,000 bags, against 440,000 bags at the same time last year. Mild coffees are quiet. Supplies are seemingly ample to meet all demands and prices are unchanged.

In teas the business done has been chiefly in new lines and buyers have things pretty much their own way. Supplies are large and prices are low enough, in all conscience, to satisfy the most chronic seeker after "bargains."

During the week a good many orders for sugar have come to hand from all parts of the country--not large in any one case, but together forming a very comfortable total. Prices of refined have advanced on a few soft grades.

The rice market is strong. Enquiries have come in from all parts and foreign sorts especially are in request. Domestic grades are steady. Supplies of the latter are small and stock that would grade as fancy head is in excellent request. The future seems bright and holders are very confident that we shall have a well-held market all the season. It is probably as good a time to purchase as will be found this fall.

Aside from a few transactions in Singapore pepper, the spice market has been very quiet. Prices are low and the seller seems inclined to make still further reductions if necessary. Of Singapore pepper, 25 tons were sold at 67c.

An advance of about 1c per gallon has taken place in molasses during the week. The market closes in better shape than for some time. Enquiries have come in in fairly satisfactory number and dealers are much more cheerful. In sympathy with molasses, syrups

are showing up better and a strong tone characterizes the market. An advance of 1c was paid over last week's rates for a small lot of table syrup, it working off quickly at 13 1/2c.

In canned goods a light enquiry has prevailed during the week and the situation is not much, if any, improved. The demand has been light and goods have sold on a very low basis. Quotations are very variable and one can get just what he wants as to price. New York tomatoes are worth from 60c to 70c, the former not very good.

The dried fruit season has hardly opened and quotations vary. Prices are low and show very little profit. The demand is very moderate and dealers are taking only present supplies and leaving future wants out of consideration. Raisins have advanced 1/4c from the opening prices made last week for Californias, 2, 3, and 4-crown selling respectively at 2 1/4c, 3c and 3 1/2c. There is little call for evaporated apples and small fruits. Nuts are selling in the usual summery manner, with unchanged quotations.

There seems to be very little animation to the butter market. The supply of really desirable stock is not much in excess of wants, but there is so much butter here that will not grade up to standard that the line is drawn very sharply. The quotation of 15c for best Western creamery is still maintained. There is a lot of stock which shows the effect of heat and which is very hard to dispose of.

Trading in cheese is hardly up in amount to last week. Very little seems to be doing by exporters and, while the accumulation here is not excessive, there is still enough to meet all demands. State full cream, large, colored, is held at 7 1/2c to 7 3/4c, and from this the range is down to 5 1/2c to 6c for common.

Strictly desirable eggs sell readily at 14c to 15c; best Western, 12c to 13c. The supply of fresh eggs is small and the recent few days of excessive heat have affected a large part of arrivals.

Beans are selling with rather more freedom. Marrows are very firm at \$1.30 and in some cases a trifle more. Choice pea, 87 1/2c to 90c.

The engagement of the New York business woman who put her family coat-of-arms on the window of her shop and in the bonnets she sold seems likely to end another enterprise undertaken by a woman who had been in society, or, at all events, unaccustomed to business. Another attempt in just the same line ended a few years ago very suddenly after attracting a great deal of comment at the outset. This particular bonnet shop shut up for very unusual reasons. The young woman in charge of it demonstrated a fatal lack of tact and expressed her opinion of the way her patrons looked in the hats they tried on with a frankness that overwhelmed them. "My! that hat's entirely too young for you," or, "You look like a perfect fright in that bonnet," were comments of a sort to which her intending purchasers were entirely unaccustomed. Evidently they had no desire to harden themselves to such outspoken

criticism, for they deserted the shop to a woman, and it had to go out of business, for the proprietor found it impossible to keep from saying what she thought. But there are several New York girls who are prospering in this business so well that they have branches in other cities. The most profitable, and at the same time one of the most agreeable, means of earning money seems to be that devised by the young woman who discovered how great was her talent for landscape gardening. She is said to have realized as much as \$3,000 or \$5,000 for single achievements in this new field.

Is the Law Enforced

In Your Township?

Under the new law the operations of country peddlers can be considerably curtailed--in some cases abolished altogether--by the energetic enforcement of the statute. It is the duty of the merchant to see that the township board of his township enforces the law. The Tradesman has had drafted by its attorney blank licenses and bonds, which it is prepared to furnish on the following terms:

LICENSES,
10 cents per dozen;
75 cents per 100.

BONDS,
25 cents per dozen;
\$1.50 per 100

Please accompany orders with remittances.

TRADESMAN COMPANY,
Grand Rapids.

Elgin System of Creameries.

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

R. E. STURGIS,

Allegan, Mich.

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

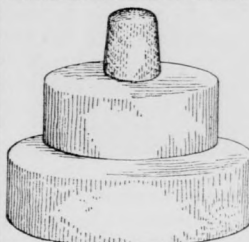


R. HIRT, Jr.,

Market St., Detroit.

✿ Butter and Eggs wanted ✿

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



Consign your Butter and Eggs to

HARRIS & FRUTCHEY,
DETROIT, MICH.

and receive quick sales and prompt returns at market prices.

Do you want to know all about us?

Write to

Corn Exchange National Bank,
Philadelphia, Pa.

Fourth National Bank,
Grand Rapids.

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

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

W. R. BRICE.

Established 1852.

C. M. DRAKE.

W. R. Brice & Co.,

Commission
Merchants

Butter, Eggs and Poultry

23 South Water Street, Philadelphia, Pa.

SPECIAL NOTICE.

We want
Live Poultry
in
Car Load
Lots.

Write for Information.

MICHIGAN TRADESMAN

Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

ONE DOLLAR A YEAR. Payable in Advance.

ADVERTISING RATES ON APPLICATION.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - JULY 26, 1897.

PRACTICAL EDUCATION.

The record of the Mechanical Trades School maintained by the Master Builders' Exchange in Philadelphia is worth wide-spread public attention. It has been in operation, it seems, some seven years, and has turned out in that time three hundred skilled young workmen, many of whom are said to be already in business for themselves.

The graduates last June were twenty-nine, all boys, who were ready to take up their work in the trades of carpentry, bricklaying, plastering, plumbing and painting. According to the authority for these facts, many of the graduates of this school are now master mechanics in the employ of large firms or corporations. Here is the kind of school that ought to be found in every community. The technological and manual training schools do not generally teach specific trades and are projected upon a more costly and ambitious basis than this mechanical trade school. The ordinary schools of the day, to be found everywhere, are able to equip the poor boy, dependent upon his own exertions for a living, with a good English education. The only fault with the public schools of the cities is that they, too, are run upon a too ambitious plan and consume too much of the scholar's time in instruction which will never be of any practical use to him and which he has not the time to learn.

Education, to reach and become profitable to the masses, must be more practical and the idea must be discarded that a poor boy has eleven years to spend at school. From 7 to 17 a lad ought to be able to acquire not only a fair English education but learn a good trade. Six or seven years at the public schools and two or three years in the mechanical trades school should equip a boy with independent means for a livelihood and for making his way to responsible positions, if there be anything whatever in him worth developing.

It is doubtless true that if the time and money now expended by cities of the size of Grand Rapids and larger, upon the common schools, were more practically and intelligently divided, so as to give practical results in the way of equipping both girls and boys for some specific occupation or trade as well as to confer a fair English education, such objects could be easily accomplished. What the Master Builders' Exchange is accomplishing in Philadelphia could just as well be done by the community at large in connection with, or as a part of, its public school system.

The trouble is that the majority of our pedagogues are simply book men with few practical schemes and that the public at large are content to let such instructors organize the schools and courses of study along the old lines, with an added book or a newfangled drill of no practical utility thrown in from time to time. Naturally, the results rarely measure up to full value received for our money and the poor, who should be the chief beneficiaries of a public system, get the least practical returns. Our public schools are good enough in their way and for the well-to-do classes, but they ought to accomplish more for the masses.

THE FRANCHISE IN RUSSIA.

The world is certainly moving when the Czar of the Russias voluntarily extends the franchise to the people of his provinces to enable them to elect their own councillors general! The move is said to be an effort on the part of young Nicholas to strike down, or at least weaken, the system of bureaucratic government which has so long prevailed in Russia to the annoyance of both Czar and people.

The franchise which is to be granted is, of course, a limited one at present. The masses of Russia are no more capable of intelligently exercising the right of suffrage or of governing themselves than the most ignorant classes in this country, but this concession will be an opening wedge both to intelligent appreciation of their power and to the growth of greater liberty for the people of Russia. It will undoubtedly mark the beginning of the end of bureaucracy and irresponsible government in that vast empire. Knowing this, as the Czar must, his concession is particularly creditable to him as an evidence of unselfish enlightenment and liberality.

Already Russia is making giant strides in material progress. Her population is increasing as rapidly as that of this country, railways are being built throughout her whole vast territory, industries are multiplying, revenues and finances are being reformed and development is apparent in all directions. This limited franchise is for Russia a great step forward from a political standpoint also. An intelligent correspondent recently in St. Petersburg has found in this steady and pronounced material expansion a reason for the peace policy which the Czar and his ministers have pursued for several years past. The Russians are too busy to fight—they are growing so fast in power and resources that they see great conquests and advantages without going to war for them. By and by, when Russia wants anything in Europe or Asia it will only have to ask for it to get it.

It is natural for the pendulum to swing from one extreme to another. Absolutism and centralization in the Old World are slowly giving away to democracy; in America democracy is rapidly being supplanted by an oligarchical and centralized form of government where plutocracy is taking the place that monarchy and bureaucracy occupy in Europe. Selfish and corrupt politics is undermining the strength of our institutions and if the people do not soon take the alarm and right matters it would not be surprising to see Europe at last with better forms of popular government than we possess here.

UNIONISM IN THE GREAT STRIKE.

It is now pretty well determined that the great strike of the coal miners of the country is to end in failure as to the main objects sought to be gained by its leaders. It has served the wishes of the great proportion of mine owners in that opportunity has been given for the disposal of surplus stocks to good advantage, and in the opportunity for general advance in prices, and many are willing to concede the demands for increased wages. But the efforts of the leaders have been devoted mostly to the work of securing recognition of the fundamental doctrines of unionism in the demands for "true uniformity," and to secure the acknowledgment of the union as the universal and supreme authority in all labor matters. It is natural that these leaders should thus work for the success of the order, which secures their own leadership, and thus this supreme object is placed above any practical good to be gained by such movements.

That the strike was doomed to failure early became patent to those who were observing the aims of the leaders. If these had confined their efforts to the work of securing an advance in the cases where wages were too low, by the calling out of those concerned, that object might have been attained as soon as the effect of diminished output upon the market should warrant it. But this was made a secondary consideration. The "sympathetic" principle—an excellent one in theory—must be called into action, and those whose wages and positions were entirely satisfactory must cease work, even at the expense of the violation of contracts entered into with their employers. There is, in the theory of the sympathetic strike, in the idea of standing by each other in trouble, that which appeals strongly to the minds of the workmen, and it is not strange that those whose intelligence is not sufficient to penetrate the thin disguise of the leaders, who are thus "stealing the livery of heaven in which to serve the devil," should heed the call to strike, at the sacrifice of all other interests.

Naturally, such occasions are taken to test the power of leadership of those who are thus given an opportunity. In this strike the response was pretty general except among the better informed workmen of West Virginia. So it was quickly determined to send the most celebrated and capable leaders to bring that field into subjection. These flocked to the recalcitrant State in great numbers and the most desperate efforts were put forth to bring the miners out. Of course, these efforts were responded to here and there; but it was soon decided that the miners, as a whole, were too intelligent to be thus duped.

Among the leaders sent to the Mountain State was the celebrated Debs. This most notorious of the apostles of strikes and anarchy put forth the greatest and most desperate efforts to gain a hearing. But, in spite of his celebrity, he only succeeded in demonstrating his utter impotence as a leader, thus bearing out the proposition that it was not through any great qualities except audacity that he was successful in gaining his notoriety four years ago by taking advantage of the fact that he was in high office among the strikers at that time. That proved to be one of the instances when circumstances made the man; but, when he attempts to govern circumstances, as in West Virginia, he only demonstrates that he is utterly lacking in all the elements of greatness.

The fundamental theory of unionism is expressed in the term they have used in announcing the object of this movement. "True uniformity" means the leveling of everything to one common plane and the destroying of all individuality. The theory of universal brotherhood is attractive to the great mass of those who have no hope or ambition to change their condition; but the more intelligent are coming to know that there is nothing inimical to the interests of all that some should rise from the ranks, and such are unwilling to subscribe to the theory which robs them of their birthright, even although it be urged in such plausible guise. It must be recognized, in a great country like ours, that conditions vary, and that differences according to locality must be recognized, and no less the conditions of varying individuality.

It has been suggested that the opening of the new market in this city be made the occasion of some sort of demonstration in the nature of a celebration which shall serve to advertise the change and afford an opportunity of interesting the farmers and growers in the new enterprise. In the opinion of the Tradesman there is that in the suggestion which is worthy of attention, although it is inclined to regard the suggestion that the military companies be invited to participate in the event as about as absurd as could be offered. This would seem to be one of the occasions where "peace bath her victories," where the occasion and its participants, as to the principal features, should be the representatives of the business interests concerned. The Tradesman would suggest as one suitable feature that speeches be made by some representative business man, like S. M. Lemon, and some prominent grower, like Hon. C. W. Garfield. The Tradesman is heartily in accord with the suggestion for some movement of this kind and trusts the occasion will not be permitted to go by without a formal demonstration which shall mark the transition from village to city methods.

It is not a pleasant duty for the Tradesman to expose the wrongdoings or shortcomings of Grand Rapids men, as it feels impelled to do this week as the result of the Lamb gang resuming operations at the Milwaukee market; but, however unpleasant the task, the Tradesman does not shrink any responsibility in the matter, believing it to be the duty of the trade journal to condemn the wrong as well as commend the good in commercial transactions. It is not often that a trade journal is called upon to raise its voice and use its influence against fraud and deceit in trade, but when called upon to do so, the trade journal which does not do its duty, promptly and effectively, is unworthy the name and not entitled to the support of the mercantile fraternity.

An amateur who does not know how to sail a boat has a right to go out alone in one and drown himself; but it is criminal for him to take a pleasure party out and sail some of them to death.

The sugar trust is not working its sob machine overtime on account of the alleged victory of the House in the conference committee.

If any of that gold up there in Klondike is on disputed ground, we want it distinctly understood that it belongs to us.

THE ALASKA GOLD MINES.

The reigning sensation of the day is the interest excited by the rich gold mines of Alaska. It has long been known that there was gold in Alaska. There was good reason to assume the existence of gold there from the fact that the Rocky Mountain range, which is known to contain the precious metals wherever it had been explored, extends through the continent to the shores of the Arctic Ocean. More than twenty-five years ago miners from Idaho and Oregon voyaged to Alaska and up the Stickene River, and found gold in paying quantities, but the rigors of the climate and the difficulties of securing supplies drove them out.

Later explorations have developed mines of extreme richness on the Upper Yukon River, still farther north and still farther from the coast. It appears from the maps that are extant, none of which are accurate, that the richest mines are not in the United States, but in British America, just beyond the United States line; but, as no survey of the country has ever been made, it is impossible to have any certain knowledge of the international boundary, although England is claiming the country, in accordance with her usual custom.

The reports from the gold region are of the most extravagant nature, but there is much reason to believe that, however exaggerated, there is a good foundation of truth in them. The wealth of the placers, or diggings, is established by the fact that the season in which work can be carried on is very short, and the difficulties of mining very great. Mines which, under such conditions, will yield great finds must be rich indeed.

It must not be imagined by persons inexperienced in such matters, but who are attacked by the gold fever and want to go right away, that even in the richest mines gold is to be picked up at every step, or that it is easy to find work, or to maintain one's self there unless the adventurer be well supplied with money.

The mines are only to be reached by a sea voyage from San Francisco, or some port of the United States on Puget Sound, to the mouth of the Yukon River. This river, which is as big as the Mississippi, must be ascended in a steamboat for 1,000 miles, when the adventurer is landed in a wild and mountainous country, which, with the exception of a few scattered mining camps, is a howling wilderness. Prices of all the necessities of life are exorbitantly high. Bacon and flour are worth each 25 to 30 cents a pound in summer, and in the winter go up to 40 and 50 cents. Coffee is worth 90 to 100 cents and sugar sells at 60 to 70 cents. A pair of rough miner's boots will cost \$25, a pick will cost \$10 and a shovel \$5. The man who knows how to work with these tools is accomplished, while such mechanics as blacksmiths and carpenters, when they can find employment, can earn \$20 a day. Ordinary wages are \$12 to \$15, but the difficulty is to find work, because the summer season, when mining and building can be carried on, lasts less than four months, while during the long winter the chief business is to keep warm.

The mines are north of the Arctic Circle; that is, they are less than 23 degrees from the north pole. The winter season, which lasts from September to May, is very rigorous, with heavy snows, the temperature often falling 40 to 60 degrees below zero. Not only does the water in the rivers freeze, but the

ground becomes solid to the depth of 6 to 8 feet. Then the camps are shut in from all communication with the outer world and the people in the camps are virtually imprisoned for the season. Rents are very high, and it is usual for every settler to build himself a cabin. Fortunately, timber and fire wood are abundant. Gambling is the chief indoor amusement in the winter.

Unless a man can go well fixed in money or supplies he will take a great risk, particularly if he be inexperienced in mining camps. His living will cost him from \$25 to \$50 a week, according to style. Mining is a lottery, and but few win prizes. Occasionally a "greenhorn" or "tenderfoot" makes a big strike, but such cases are rare. Experience and judgment are worth just as much in the mines as in any other situation, and inexperience is a great disadvantage.

It has been estimated that every dollar's worth of gold taken out of the earth has cost ten dollars in labor, privation and suffering, and there is no doubt that the estimate is not exaggerated. The greatest fortunes are not made, as a rule, in placer mining, but in business in the mining camps, provided the merchant or tradesman can avoid giving excessive credit. The trouble is that every man with a piece of ground, which is denominated a mine, seldom has enough to live on while he is opening his mine, and he can often get credit on the faith of what he is going to find. Too often he finds nothing, and is not able to pay his debts. This sort of credit is extremely dangerous.

In all likelihood there will be a large emigration from the various States to the Alaska mines. It will be a risky business, and many will repent it. A few may be successful, but nearly all will fail.

We all remember the hue and cry raised by the press of Chicago a short time ago about the dangerous condition of the Government building. It was sinking and cracking, and every man working there took his life in his hands when he went under its roof in the morning. The building was considered too small, and the walls cracked a little and ceilings got to looking blase and the Chicago atmosphere made the exterior look like a relic of the Middle Ages. Then the newspapers began to preach the need of a new post office, and did their work so effectively that the whole country breathed more freely when Postmaster Hising and his force were able to evacuate before the whole affair fell into a crumbling ruin. In the meantime, Congress had taken official cognizance of the dangerous condition of the structure and appropriated something like \$4,000,000 for a new building in which the Government business could be done without endangering the lives of hard-working clerks and high-priced politicians. The old building was sold at auction, the purchaser obligating himself under heavy penalties to take away everything but the excavation before April 1, 1897. It was popularly supposed that it would only be necessary to lean against the walls to bring them down. The Chicago House Wrecking Co. secured the contract and began work more than a year ago, but it was soon found that there was a miscalculation somewhere. The building wouldn't crumble according to expectations. In fact, it couldn't be torn apart without tremendous effort, and the contractors fell so far behind with their work that the Government is preparing to bring suit for violation of contract.

Still the Leader



Clark-Jewell-Wells Co.,

Western Michigan Agents,
Grand Rapids, Mich.



A little late in arriving this year, but we delayed purchasing till Mr. Jap got down off his high horse and met our ideas of value. The proposed duty "bluff" did not excite us; while many importers were buying everything in sight at an advance of 25 per cent. over last year's prices, we laid low.

RECAPITULATION

Jewell Chop Teas in quality fully up to the high standard of former years. Prices right.

Clark-Jewell-Wells Co.,

Sole Owners.

KILL OR CURE.

How Drugs Were Dispensed in a Pioneer Drug Store.

M. Quad in American Druggist.

We had four or five saloons and one grocery at Cedar Hill, when the outfit of a man named Dayton arrived. He had seven pack-mules, loaded with goods, and after a day or two he unpacked and set up for business and hung out a sign reading, "Dry Goods, Clothing, Hardware, Groceries, Boots and Shoes and Tinware, also Drug Store." The shanty which he occupied for a store was about 14 feet square, and he had everything packed in a heap.

The drug store was an innovation. It was not only the first to be established at Cedar Hill, but the only one for 200 miles around, and we were inclined to look upon the druggist with awe and respect. We were a very healthy lot up there, and, aside from accident, no man had lost a day for six months. No sooner was that drug store opened for business, however, than most of us felt a yearning. Hiram Davis hit the nail on the head, when he said to the crowd: "Boys, that drug store reminds me of home and of the old woman and children. Jest think of pills and salts and calomel and quinine! Civilizashun has come knockin' at our doors, and it's our solemn dooty to feel bad and buy sunthin'."

Plenty of us began to "feel bad," but when we came to buying "sunthin'" we found that the druggist was doing business on a line of his own. When Abe Smallman dropped in to get a dose of calomel for his liver, which was doing business seven days in the week and in need of no encouragement of any sort, Mr. Davis said to him:

"I bought this drug store outfit of a tenderfoot down at Grass Valley. He was sick and discouraged and wanted to go back home. I don't know much about the business myself. I'll hunt up the calomel and sell it to you, but I won't be responsible for the results."

"What d'ye mean by results?" queried Abe.

"Wall, I've got calomel, arsenic, salts and a lot of other things all mixed up here, and I'm not going to guarantee anything. Mebbe it'll be calomel and mebbe not."

We all shied off a day or two at that, but when we came to think it over we rather liked the uncertainty, and the druggist was kept busy with our purchases. Some of his liquids and powders were in bottles or papers, duly labeled, and some of the powders were in parcels without a label on them. If anybody asked for Epsom salts, for instance, the druggist would fish around under the heap of boots and shoes and clothing till he got hold of a box or parcel, and, bringing it out, he would say:

"All I know about this stuff is that it ain't coppers. I took a parcel of coppers on a debt once, and so I know the stuff when I see it. If you want to run chances you can take it along."

Most everybody was willing to run chances, and for two weeks all went well. If nobody was made any better, nobody was made any worse, and the druggist did a rushing trade. Then came an afternoon on which old Joe Crosby laid down his working tools and announced that he was "off his feed" and had got to have something to ward off a bilious attack.

"I can't say what's good for it," said the druggist, "but I'll fish up a lot of packages and you can take your choice."

He laid out ten parcels on the counter, and old Joe wet the tip of his finger and tasted the contents of each in succession. He finally found one to suit his palate, at least, and he bought a dollar's worth and went off to his shanty to dose. Half an hour later he was taken with violent cramps, and inside of two hours he was dead. A move was made on the druggist, but the smiling and urbane Mr. Davis replied:

"Gentlemen, it might have been powdered borax, or it might have been arsenic. I can't tell the difference between the two, and I have been free to

say so. I gave him good weight and he took his chances."

Our purchases were light for the next week, but in time we got over the scare and went to buying again. A fortnight after the death of Crosby a man named Healy was made terribly sick for two or three days by a dose of some unknown stuff, and the next day Sile Warner entered the drug store to say:

"I ain't feelin' jest as I orter, and I want sunthin' to brace me up. Kin ye recommend a bracer?"

"I never recommend," was the reply. "Here's the bottles and here's the packages. They may brace or they may lay you out."

"Wall, this is a world of chance," continued Sile as he pawed the stuff over, "and I'll take a dollar's wuth of this stuff in the bottle. It'll wet the throat when it does down, anyway."

The stuff was probably laudanum, for Sile never woke up from that night's sleep. His chum went over to give the druggist fits about the matter, but Mr. Davis headed him off with:

"Dead, eh? Sorry to hear it, but he took his chances. I will now label that bottle 'Poison,' and should any of you wish to commit suicide you will know what to ask for."

We tried to brace up after the second calamity, and were gradually getting our confidence back, when a man named Grimshaw got something for chills. The druggist wouldn't recommend it, as usual, but it had been marked by the tenderfoot as "Good for Chills." It proved to be. One dose removed Mr. Grimshaw from this chilly world, and over his grave we held a public meeting, and—

"Whereased—It bein' only a question of time when our drug store will kill off every man in Cedar Hill; and

"Whereas—We owe a dooty to ourselves and them as has gone; now therefore

"Resolved—That one or the tother of us has got to git."

The "tother" was the drug store. After a general consultation, we made up a shake purse of \$50 to buy all the drugs left on hand, and, after everybody had given himself one last dose of whatever he fancied, the remainder was thrown into a ravine and Mr. Davis turned his attention entirely to other lines.

The Proportion of Those Who Fail.

An examination of the records of the number of firms, individuals and corporations in business, together with the total number of failures in years preceding 1893, indicates that the total number of failures in business of both kinds—that is, those failing to pay what they owe and those which merely fail to succeed—amounted to about 11 per cent. annually of the total number of concerns recorded as having an established place in business, while the total number of those failing, owing more than they could pay, was only a fraction more than 1 per cent. annually. From such interesting and valuable statistical discoveries is made plain the untruthfulness of a statistical lie which has traveled so far and wide for many years, that "95 out of every 100 concerns or firms in business fail." As has been pointed out, the total number of concerns failing in business annually, unable to pay their total indebtedness, is a fraction over 1 per cent., or, we may say, 1.15 per cent. or 1.20 per cent. This being the annual "commercial death rate," who shall presume to say what the "commercial lifetime" is? If one chooses to arbitrarily define a "commercial lifetime" as twenty-five years, it would follow that the proportion of failures during the commercial lifetime in question would be about 30 per cent. of the total number in business, or thirty in one hundred of those having an established place in business.

Pineapple gardens planted two years ago at St. Petersburg, Fla., have proved so successful that the acreage given to them has been increased largely by different investors. Varieties of the pines have been imported from the Azores for culture there.

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.

TANGLEFOOT

SEALED
STICKY FLY PAPER

SAVES
LOTS
OF
WORK
—
SAVES
LOTS
OF
GOODS

PRICES

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



IS
ONE
OF THE
MOST
PROFIT-
ABLE
THINGS
TO SELL

1897

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

The Rise and Fall of Combinations.

Combinations have their cradles and coffins. They drink milk and feed worms. They are the progeny of certain conditions and they close their biography as did their parents. What in one set of circumstances was a necessity, in another is a nuisance. Gum boots are good in a swamp, but are useless on a bridge. Noah's ark was salvation in the deluge, but only a relic when the planet emerged from its cold bath. Balaam rode on an ass; to-day he travels on a bicycle. The pioneer went West in a wagon; his children come East in a Pullman. In the law of change, we have the stimulus of progress. We cannot avoid the one, and we have to keep step with the other. Combinations trudge behind the same drum. They make their march and get their discharge. They are not accidents, as some suppose, nor always such conspiracies as some allege. They have their causes, as every oak has its acorn, and every mustard tree its seed. They are productions and not creations. There is a bat behind the ball. Conditions have led up to germination and development, and with these conditions they rise and fall. Severally, they have their limit of existence. It may be that of Methuselah, or it may be that of a kitten doomed to the water pail. Apprehensions as to their immutability are simply groundless. The bone pile denies their immortality. Icebergs form in Greenland, but thaw out in the gulf stream. If anyone imagines that combinations will crack up the planet, he is mistaken. When they are not what they ought to be, the cracking will be upon the other side. As it is, combinations as originally conceived were simply protective. They kept the razor of competition from the throat of business. They economized expenses, centralized facilities and made enterprises possible that otherwise would have been as a melon is when a mouth is absent. That in some instances they have degenerated into agencies of cupidity and conspiracy, and if suckled at the public breast and kept in flannel will become a great menace to the public, is a deplorable misfortune, but it is a stupid mistake to charge an economic principle with its abuses. A tadpole in a stream is not a libel on the spring. Hemp is not a Calcraft because the fatal necktie of a gallows is made of its fiber. The devil was once a gentleman, although he has no claims to that distinction at the present date. In the somewhat free and unlicensed abuse of combinations we have overlooked the distinction between the good and the bad. We are more careful in buying a necktie or disposing of a potato, and in the discussion of public questions it would be well not to forget the difference between what is white and what is black. When, however, combination develops into monopoly, it is time to turn the hose on the fire. When it corners potatoes and pork, the output of the mine and the produce of the field, it is well onto the danger line. It has, however, its limits. So far and no farther, is the edict. Canute opposed this law with his royal toes, but to escape a chill he moved his chair.

All evils carry their own coffins, and this is as true of a combination organized to force up wages as of a combination to get them in the lemon squeezer. Experiences of this nature have been continuous, since the builders of Babel lost their memories and broke their contracts. Lessons, however, are sometimes forgotten. The cat that eats

a canary to-day, and is punished by a protracted bath in a pail, leaves a kitten to repeat the same act to-morrow. We agitate and legislate but, under a new name or in a new form, the Thomas we kicked down the front steps comes back as Peter at the side door. The record is one of births and deaths, cradles and coffins, and will continue to be so. Competition and combination will act and react. It may be in iron to-day and leather to-morrow, but until the mouse is dead it will simply be on a scout from one cheese box to another. When one dies, two attend the funeral. We live in an age of hurry and greed. The craze for wealth at a short notice is inordinate and insatiable. Anything to get there. The multitude that are eager to accumulate and unable to administer continually increase. Competition is astute and implacable. It shaves its neighbor and sells the hair. The good of the many is discounted for the benefit of the few, and the result is that any form of combination, however outrageous or hurtful, is tolerated. Until human nature is improved and the whole industrial situation is changed, and we have more of co-operation and less of competition, combinations of a nefarious character will continue to clip wool and monopolize the mutton.

FRED WOODROW.

The Grocer Knew His Customer.

"This maple sugar," began the mild-looking customer—

"Is a fraud and an imitation, of course," interrupted the irritable grocer, "but I manage to get 16 cents a pound for it all right. When a man begins to talk like that I know exactly what he's going to say, and I've got tired of having the same speech slung at me a hundred times a day!"

"I was about to say," resumed the mild-looking customer, "that this maple sugar is the finest I have seen on the street, and I am something of a judge of the article, having dealt in it myself. I wanted fifty pounds of it, but as it's a fraud and an imitation, why, of course, I haven't any use for it. I bid you—"

"Hold on!" said the grocer. "Where did you ever deal in maple sugar?"

"I used to have an extensive grove of maple trees in Ohio."

"What part of Ohio?"

"In the edge of the little town called Hunkersville."

"How many trees were in the grove?"

"I think there must have been over a hundred."

"How much sugar did you make from them?"

"Well, some seasons I turned out as high as 750 pounds."

"You don't live there now?"

"No."

"When did you move away?"

"About nine years ago."

"I think that's right," rejoined the grocer, after a brief mental calculation.

"I lived in that town myself when I was a boy, and I've been back there several times since, and I happen to know there isn't a sugar maple tree within fourteen miles of the place. Your name is Higginside, and I know you from away back. You hadn't any more idea of buying fifty pounds of this sugar than you had of going to heaven in a chariot of fire. You only wanted 5 cents' worth to eat, and you know it. You're the same old liar you used to be, and—going? Well, good morning!"

Considerably Mixed.

A man called the other day at a country store where memorandum books and stationery are kept and puzzled the proprietor with this strange order: "I want ter git a conundrum. I've got ter go ter the corner ter serve an interjection on a man, and I want ter make an atlas of it."

Mrs. Jones' Home Made Catsup

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



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.

Take no Chances and Sell Mrs. Jones' Uncolored Catsup.

At wholesale by **Clark-Jewell-Wells Co., Ball-Barnhart-Putman Co., Grand Rapids,** and the best jobbers everywhere in the United States.

WILLIAMS BROS. & CHARBONNEAU, Detroit, Sole Proprietors.



You Will Look in Vain

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

"Lily White"

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

Valley City Milling Co.,
Grand Rapids, Mich.

JANE CRAGIN.

Cy Begins to Carry Out His Good Resolutions.

Written for the TRADESMAN.

The utter contempt which Cy had entertained for himself did not vanish in the night. The morning found it stronger than ever, and after the expression of considerable regret that circumstances over which he had no control had forced upon him that sort of bedfellow, it pleased his fancy to go on with the discourse where he had dropped it when he finally went to sleep.

"There are two good jobs that you are going to do to-day, my man. There will be something of a sameness about them and I've an idea that there will be an attempt made to do some pretty tall shirking. I'll make it a point, though, to look after that part of it and I especially recommend that you have your interview with Dr. Day just as soon after breakfast as the Lord will let you. You'd go now, if my regard for the Doctor didn't compel me to wait until the man has something to stay his stomach; and I want you to understand right here that there ain't going to be any keeping back. You've been making believe that you were his friend—that kind of friend, you know, that stabs a man in the back when he has every right to believe that you are going to pat him! 'Take him to ride and give a him a cigar and then tell him? It will be easier that way?' Oh, no. We're going down to breakfast now. As soon as you see the Doctor you'll say to him that you want a little talk with him in his room right after breakfast. D'ye hear? Then you'll go. D'ye mind that? And, by the Lord Harry, you'll make a good job of it, or the Milltown store will have a new partner in Huxley's place. Now come along."

As luck would have it, a sleepless night prevented the Doctor from coming to breakfast, which Cy's baser self exalted over; but the meal was no sooner disposed of than the man within him seized the craven by the collar and led him, so to speak, to the Doctor's chamber.

"May I come in, Doctor? I have something to say to you and I want it over with."

The door was soon opened by its inmate, who had hastily donned his dressing gown, not a little surprised at his caller's tone and earnestness. There was no ceremony; and the door was hardly closed behind the visitor when he said:

"Doctor, you have been thinking all along that I was a friend to you. I ought to have been, but I haven't been.

I haven't been true to you nor to myself. To my everlasting shame I so far forgot all sense of honor as to try to rob you of the woman who has promised to be your wife; and I knew it when I made the attempt. I confess to you that it was underhanded and mean, and I have come to say to you that I am ashamed of my conduct and sorry for it. I should have come to you and have told you that in spite of your engagement with Miss Cragin I would win her if I could; and I have come to say that now. While the odds are all in your favor, I tell you plainly I will win her if I can. That I was wrong, all wrong, in my method I admit; but I do not admit that I am wrong in wanting her and I do not regret the motive that has prompted anything I have done. What I am saying may, or may not, mar the relations which have existed between us. With that I have nothing to do. It is a fair field and no favor and with that for an understanding let the best man win."

"Huxley, isn't it a little late in the day for you to be saying this?"

"Is it ever too late to right a wrong? I didn't come out like a man; that's what sticks me. I wasn't aboveboard and honest. Now I am; and if I should marry Jane Cragin to-morrow, I could look you straight in the eyes and feel that neither of us had anything to complain of. That's my point. Do you admit it?"

"I don't see why I shouldn't; but don't you see that there is another side to this? Now, Huxley, see here. You are too good a fellow to be led away by any such fancy as has control of you, and I like you too well not to caution you, if I may. Miss Marchland—"

"You needn't go on. That part will be taken good care of. The only thing to be settled with you was what has been settled; and now, with thanks for your kindness and ten thousand pardons for intruding so early upon you, I will leave you. Good morning."

"Well," said the Doctor, with several exclamation points in his voice, "he's odd, but he's honest, with courage enough for a dozen common men, and, by jingo, I like him all the better for it. So far as the other matter is concerned, I'm sorry. I know Marjorie thinks her life of him, and that fellow is going to tell her the whole story. He isn't the one to keep things back and wait for the cyclone later on. I must talk that over with Jane. He headed me off all right—there's where I forgot myself—but I'm going to do him a good turn if I can, even if he did tell me to mind my own business. We've got to get our fingers into other people's affairs sometimes, if

we are ever going to do them any good, and I'd be willing to get mine in up to my elbows to shield these good friends from the trouble ahead."

From the Doctor, Cy went to his own room. "There!" he exclaimed, keeping up the whimsical idea of taking himself in hand, "you've done your duty and that's never anything to be proud of. The other fellow now knows where to find ye and that's all that's necessary. The worst, though, is to come. A man rather expects to be taken advantage of and so is prepared for it; but it's different with women. I'm free to tell ye that I don't know where you're coming out. I'm mighty certain that Marjorie is high-strung and that there's going to be the devil to pay. Now whether it's going to be best to—I've heard Jane say time and again that women folks rather like to be fooled by a man once in awhile; but when you come right down to the point, I'd a leetle rather have the other do it. Now, if Marjorie—"

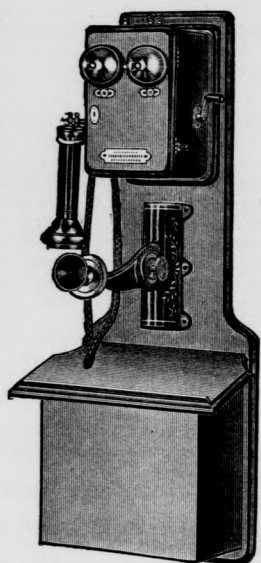
The man had forgotten his baser self as he pronounced the name that had been growing dearer to him as the weeks had been speeding by. He went back to that evening when he had met her first, with the rose in her raven hair, and recalled the sweet picture she had made as she leaned towards him in that graceful attitude. Then followed the rest of the pleasing story, with the vows they had exchanged and sealed with love's own seal. For a while he forgot every-

thing but that; and, under the spell, it seemed best, by far the best, to let things take their course, to wed the woman whom fate and his own mistake had chosen for him, to make her happy and in time to love her as she thought he loved her now. Fate read his thought and smiled approval; but the smile faded when the old harsh tone came back and said: "Remember, you are going to let that blessed woman see just what sort of a man you are without any covering up or keeping back, and you're going to do it this afternoon. Then if she'll have you, well and good, and if she won't, you'd better—go to the devil and shake yourself!"

RICHARD MALCOLM STRONG.

English Grocers and Co-operative Stores.

It appears that English grocers are holding their own with the co-operative stores, and have proved conclusively to the public that they can give better goods for less money. The management of these co-operative stores lacks the spur of self-interest in the same degree possessed by the retailer, and in the attempt to obtain patronage and hold it permanently, the bait of high dividends is too much depended on. The London Grocers' Gazette recently published a circular in which a list of co-operative prices were compared with a list of retail prices, showing that the co-operative prices are 22 per cent. above the current prices of the retailer.



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 NEW YORK BISCUIT COMPANY

GRAND RAPIDS, MICHIGAN.

BELLE ISLE PICNIC

QUALITY
OUR
MOTTO

THE FINEST OF ALL SUMMER DELICACIES
FOR PICNIC PARTIES, OUTING PARTIES, FAMILY USE.

Is There a Grocery-Clerk Problem? Stroller in Grocery World.

You always hear the "servant-girl problem" talked about. It seems to be generally admitted that the getting of first-class servants is the hardest nut which confronts the housewife. I never yet have heard of the "grocery-clerk problem," and yet if one experience I listened to last week can be regarded as a general sample, the grocery-clerk problem is just as much to be dreaded as the servant-girl problem.

I was talking with a grocer in a little Delaware village. His store is quite a large general store and caters to the trade of the whole county, in the county seat of which it is located. I spent the hour from 12 to 1 with the grocer, and among a hundred and one things we talked about was that of the difficulty of getting first-class clerks.

"I had no idea," said this grocer, "that the getting of a clerk was such a serious matter until I had occasion to try. Why, I've had more trouble getting a clerk for my store than I would have to get almost anything else you could mention."

"How many clerks do you keep?" I asked.

"Two always," he replied, "and occasionally three. It is absolutely necessary for me to have two, however, and when one of my regulars got a job up to the city I had to look about me. The young fellow who occasionally comes in to help me out was at school and couldn't leave, so I advertised in one of the Philadelphia papers. I put it in in a way that I thought would get me a good class of answers. Here's the advertisement here."

He got a copy of the Philadelphia Inquirer of four or five weeks ago and showed me this advertisement:

WANTED—A GROCERY CLERK FOR A country town in Delaware. Only one with experience desired. A good place to the right man and a permanent situation. Wages, \$8 to start. Address—, Del.

"Well, did it get you any replies?" I asked.

"Did it!" he repeated. "Well, the postmaster had hard work handling my mail for several days after. Why, actually, I got replies from as far West as Wisconsin. All told, I got thirty-six letters, all from men claiming to have had experience. Some of 'em enclosed their photographs, and their ages ranged from 17 to 58. The 58-year-old I pitied. He said he had lost his job, and didn't know anything but grocery clerking, and had an old wife to support. He was too old, though, and could hardly write, so I couldn't touch him. I picked out six of the likeliest, and put 'em away separate. Then I wrote to the fellow I considered the best and told him to come down here. He was a young fellow, not over 32 or 33, but he had a wife and four children. He was an intelligent fellow and seemed eager for the job, so I set him to work. I wondered how the mischief he could keep a family on \$8 a week, but that was none of my business, so I said nothing.

"Well, things went along for three or four weeks. The fellow's name was Bockius and he did fairly well. He was quick and had an occasional good idea, so I decided that I had got the man I was after. His family looked fairly well dressed, too.

"I go out after the orders myself, so one morning I was out on the street, and about ten squares away from the store, when I came across one of the Bockius boys—a lad about 10 years old. He was puffin' along under a great big basket of groceries, and the thought struck me all at once that there was something queer here. So I stopped the little fellow.

"That's a pretty heavy load for you," I said.

"'Yep, 'tis," he said, "but I ain't got much furdur to go now."

"What have you got there, groceries?" I asked.

"'Yep," he said, "I just been down to the store."

"You order a lot at a time, don't you," I asked. "Must run into a lot of money."

"Oh," said the boy, "my pop he's

down in old man Jones' grocery store, an' he do git his things fur nuthin'."

"That made me hot. I saw it all. 'Oh, he do, do he?' I said. 'Well, I happen to be old man Jones myself, an' you just trot them things right back to my store.'

"The boy was scared to death, and he walked the whole distance back again with his basket. When he walked in the store behind me his father was waiting on a customer, and he turned as white as chalk. He saw the jig was up, and I pitied the fellow. He went that afternoon, and then I wrote to the next best, an' he came down.

The grocer laughed. I looked enquiringly.

"The second one was a funny fellow," he said. "He wasn't a bad sort of a clerk, but he was such a measly hog. Why, I give you my word that that fellow was stuffing something all of the time. He hadn't been in the place a week before he was carrying around the nick-name of 'Stuffy,' and of all the stuffers I ever saw, he went ahead. He would eat anything! Why, I've caught him eatin' crackers and molasses down in the cellar, and he wouldn't think a thing of eatin' pickles and raisins together. I don't believe there was a thing in the place, fit to eat raw, that he didn't get into. He was a pretty good clerk, but I had to let him go. Why, the amount of stuff that fellow eat would have really run into dollars, so I had to discharge him.

"Then I wrote to another of the lot, and he came down. He was a thunder-in' bright fellow—studied for a while for a lawyer, but he got in hard luck and had to look out for what he could get."

"Is he here yet?" I asked.

"No—no," said the grocer, rather hesitatingly, "he's went, too."

"What ailed him?" I asked.

"Well," he said, "I read in a paper the other day an expression that just exactly fitted him! He was an 'argumentative bore!' Phew! That fellow would argue the legs off you! Anything at all that he could hinge a long string of talk on he'd do it, an' he got to be a nuisance. Why, he got several of the customers mad, an' I had to do an awful lot of smoothing down before they'd come back.

"Why, just to show you, he got to arguin' on infant damnation with the 'Piscopian dominie in here one day while I was out. My wife told me afterward. She said they were there for three-quarters of an hour, gettin' hotter and hotter all the time. When customers would come in, she said, the clerk would wait on 'em, but he would keep on firing things at the minister all the time. The dominie got so mad before he left that he called the clerk a 'plague-on'd ripper!' Best swear word he could think of, I suppose! Ha! Ha! 'So he went, and the next fellow I've got yet. I've decided to let him go tomorrow, an' then I suppose I'll write again."

"What's the matter with the last one?" I asked.

"Breaks everything!" ejaculated the grocer. "Greatest butter-fingers you ever saw. This morning he dropped a keg of eggs and smashed half of 'em. Yesterday he knocked over a dozen tumblers an' broke every last one of 'em. Every—"

Smash! Smash! Bang! These sounds just then proceeded from the cellarway.

"By gum!" exclaimed the grocer, "he's busted something else." And he ran to the cellar stairs, where the clerk met him. He was a great big bumpkin with red hair and freckles—one of the sort that always wear their pants about four inches too short. He had broken some more eggs and his great big feet were splashed with the yolks halfway up to his knees. He was the picture of a clumsy gump.

"Well, of all the awkward, clumsy lunatics I ever saw!" began the grocer, angrily, "you're the worst. You can work till to-night and then you git!"

The poor clerk stood the picture of despair, with yellow egg yolks trickling down his legs.

"An' now I've got to go over the

whole thing again!" said the grocer. "Ain't I ever goin' to get a decent clerk?"

And then I left him, face to face with the grocery-clerk problem.

Retail Monopolists.

From the Stoves and Hardware Reporter.

A great many retail merchants, especially in the smaller towns, regard themselves as monopolists. A merchant with this mistaken idea in his head is one who owns the only store of its kind in the town or neighborhood and who thinks that all the nearby trade must come to him because it has nowhere else to go. So he manages, or mismanages, his business to suit himself, and then wonders why he is not successful, as he knows he ought to be. He buys such goods as he pleases, without regard to public wants or convenience, and if he happens to be out of an article which a customer wants he does not worry over the matter, because he thinks he can get it in time and the customer will be

obliged to come back for it. But he is not the only dealer in the trade. There are others, as he may find out to his sorrow. If there are no other stores in the neighborhood where the desired article may be obtained, there are yet department stores and catalogue houses within reaching distance by mail and from which that article may be had in as short time as can be accomplished by the dealer. If the dealer thinks he is a monopolist, he also forgets that there are bigger monopolists than he and that they will probably not only cut under his prices, but take away a great portion of his trade if he only allows them a chance.

A Mississippi paper says that a negro living near Newton, who heard his dogs barking one night, found that they had killed a remarkable animal. It had a head like a bulldog, ears like a mule, legs like a duck, and a tail like an elephant and it was long-bodied like a weasel.



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 Co. Inc.
80 E. Ohio St., - CHICAGO.

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

Shoes and Leather

Reasons Why the Advantage Lies with the Jobber.

I have had an experience of twenty-eight years in the shoe business, during the past sixteen of which I have been running a retail store in Chicago.

Until within a few years it was a comparatively easy matter to keep stock in a satisfactory condition, but since the advent of the department stores with \$5 shoes for \$1.98, etc., and the lightning changes in styles, the case has assumed such serious conditions as to agitate the "think boxes" of the wisest in the shoe world.

There is undoubtedly a great advantage in buying from a jobber of strictly reliable goods—shoes that are made in factories with reputations, and not the kind designated as "bats" by the boys on the road and so often found among jobbers' lines.

I am glad to notice the constantly increasing number of jobbers who are making a specialty of thoroughly good goods—shoes that no retailer need be ashamed to put upon his shelf and offer to his "best customer."

This is one of the reasons why the retailer is passing the manufacturer and buying more freely from the jobbing house.

Another and very important factor in the case is the aforesaid lightning changes in styles. The majority of the road salesmen visit the retailer with spring samples before he has more than started up on fall business. Is he in a position to judge of what he will want for the next season—six months ahead?

I should say "No!" with a big N.

Here is some personal experience:

During the spring and summer of 1896 we had a very satisfactory trade on a line of men's ox-bloods, which we carried from A to E. We bought them from the local agency of a reliable Eastern manufacturer, and found it very convenient to get sizes as we needed them, and it was of great assistance in running the stock down to a low point during the latter part of the season, as the agency (or jobbing house) carried a good line of sizes.

Last November one of the salesmen for the local house called on us and tried very persistently to get us to place an order, to be made up and shipped direct from the factory, offering some special inducements in the way of discounts.

We kept delaying the matter, in the meantime making up a memorandum order, but finally decided to wait and pick up what we wished from the local agency. The result was that in March we bought twenty-four pairs of the ox-bloods to size up lightly, as, by feeling of our trade through showing sample pairs, we found a very evident inclination to the chocolate instead of the "reds," and so, instead of placing the order which we had made out for one hundred and twenty pairs, by holding off we bought but two dozen, and through this same holding off we obtained two new lasts for chocolates, which were "hot sellers" this season; and then the great advantage comes in at the latter part of the season in being able to do business while running the lines down to the smallest possible amount.

Another important point is the individuality of your stock.

All of the best factories are now turning out their goods perfectly plain—devoid of any distinguishing marks, such

as their name or any trade-mark.

They have found out that the best retailers are not buying goods to advertise the manufacturer, consequently it is an easy matter now to get almost any grade of shoes without the maker's name on. The rest is very simple.

Get a steel die with your name on, and two sizes of labels, one 4x6 for men's cartons and the other 3x5 for ladies', both of which sizes allow for a liberal margin all around and extra full at the top where it reaches up under the lid, which gives your cartons and shoes a uniformity and individuality that cannot fail to pay dividends every season.

It is so easy to convert a reliable shoe into a still more reliable one by putting your own name on the shanks, besides the advertising it gives you at such small expense.

The goods are now identified as yours, and are as separate and distinct as if made in some factory especially for you, but the beauty of it is that the jobber is carrying your reserve stock, and if for any of the hundred and one reasons the season turns out poor, you do not have a big stock to "put the knife into," and in these days of "closing-out" sales this is an important item.

In a general talk regarding the situation with one of the best and most successful retailers on State street a few days ago, among other things he said to me: "The shoe business is just in the proper condition to lose big money for the man who buys his goods without a great deal of caution."

With a steel stamp and the labels above mentioned we find ourselves in a position to buy cautiously, in every sense of that term, and still do business on our own individual lines, which gives us a great advantage over the little fellow around the corner who sells everybody's and nobody's goods.

To recapitulate:

The jobber carries the reserve stock, and so reduces our average amount of liability.

Competition forces him to be up to date on styles, which enables us to "feel of the trade" on specialties and still get them in time for business each season, without loading up early and "taking the chances," often to find our judgment at fault later on, and having to perform the surgical operation of "putting the knife into them."

Buying from the jobber, we can hold a customer for any odd size, and make a sale on stock that we never carried.

The small amount of extra expense attached to this way of buying is more than offset by the advantage of lessened liability of old stock and loss in "closing-out" sales, to say nothing of insurance and money tied up in useless goods.

One of the great advantages is in being able to wait until the season actually begins before buying, in the meantime getting a few pairs of different styles and showing them to your customers—to post yourself at the expense of the jobber, I may say, as to which new styles your particular customers will favor during the coming season.

This is worth a great many dollars every season to the retailer, as all the advantage of buying from the manufacturer direct is more than balanced by the added value of delaying until you can get the judgment of the very people you are expecting to sell to, especially as your stamp and labels make the goods yours.

My judgment, therefore, is that the jobber is by far the more advantageous for the average retailer to buy from.—Correspondence Boots and Shoes Weekly.



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.



SHOE THE BABY NEATLY

and you will have gained the friendship of the whole family. To succeed in doing this buy your children's shoes from

HIRTH, KRAUSE & CO., Grand Rapids.

Our Specialties:

Children's Shoes,

Shoe Store Supplies,

Goodyear Glove Rubbers.

New Prices on Rubbers

LYCOPING, 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.

SMEDICOR & HATHAWAY CO., Detroit, Mich.

Also makers of the celebrated Driving Shoes. Grain Creeds and Cruisers.

Michigan Shoe Co., Agents for Michigan.

Not Luck But Hard Work Will Win Success.

Written for the TRADESMAN.

To live on a farm or not to live on a farm was not the question. That had been decided long ago, and the young man making the decision had made up his mind to turn his attention to something else. Not that any fault was to be found with the farm. Like most well-tilled farms, it was large enough and productive enough for those who like that kind of life; but the young man in question didn't, and he had been on the farm long enough to know. Life had begun with him in the Old Bay State, and on the ancestral acres he had learned all he cared to know of what "working on a farm" means. Beginning early, his willing hands had soon seized the shovel and the hoe, and this, continued for fifteen or twenty years, had given him a powerful physique, so that when that fair May morning saw him on the seat of the farm wagon with his trunk behind him and his face turned towards the future, it found a young fellow asking no odds of the world and ready to fight inch by inch for the foothold he was determined to have.

It is contrary to the general idea of luck that the life about to begin did not take the natural drift from the farm to a place in the country store where the farm produce was sold or exchanged. That is more like the work of circumstance—the change which chance so often guides and colors; but to pass at once from the quiet farm to the busiest, thirtieth city in New England and there, unknown and unaided, to leap into the unfamiliar waters of trade, has something in it of the sink or swim, survive or perish element which luck never claims.

Boston, the end of the journey that day begun, was duly reached; but the great fire then raging and later known as the most disastrous conflagration the East has seen gave the newcomer a warmer reception than he cared for, and that same day saw him on his way to New York.

Here, as in Boston, he was a stranger and, alone and unaided, his life began. What was he to do? Anything. He had come to stay, and it made little difference what the work was, provided he could earn enough to pay his way. Life here, as on the farm, had no soft places, the bane of any life worth living, and thankful for that well-learned lesson, he asked for work. He found it where he had every reason for hesitating to take it—in the freight house of the old Stonington depot. What did this country-bred lad know about freight and freight houses, of merchandise and the shipping of goods? Nothing—an idea that cannot be stated too strongly; and yet, from that unpretending farm he had brought a trait of character which served him in this test-time of his life. He found dire confusion in the freight house. Everything had its place, but some other thing got into it and staid there. Heaven's first law had been a stranger there so long as to suggest the establishment at the other end of the road.

A few general directions from the office and the novice pulled off his coat and went to work. It was a day of kicks and curses—that first day—but he lived it. The second day was little better, but he lived it. The third day came and went, but somehow the idea went abroad that kicks and curses were getting to be out of place in the freight house. Things seemed to be settling, as it were,

and it began to be possible even in the freight house to find something which was wanted.

At that time, some of my readers may remember a prosperous coffee and spice house was doing business on Canal street. The proprietors were having no end of trouble at the freight house. Coffee bags might come and spice bags might go, but they seemed to go on forever, with no possibility of return so far as shipping clerk or freight agent was concerned.

"Have you seen anything of any coffee in bags, or bags of spice, in here during the last eight or ten days?"

"How many?"

"That's what I want to find out. We've lost track of them—thanks to a careless clerk—and I thought there might be a bare possibility of finding them down here. By the looks of things, I guess it's good-bye bags. Good morning."

That was during those first few days. Later on word came to the coffee firm that some bags of coffee—the number and kind were given—had been found, and orders for their disposal were wanted. Would some one come to attend to them? Somebody went at once. The bags were identified and forwarded; and on his way back, the proprietor stopped at the freight office to ask what that young fellow's name was in the freight house.

"He has one thing the rest of you fellows are in need of, and that's a level head. Thunder and guns! I was in there a day or two ago and it looked as if there had been an earthquake. I lost track of some coffee and had given up all hope of finding it, and that young 'skeezicks' has fished it out and made everything straight as a string. Where'd he come from?" and the man went away saying to himself: "You won't have him a great while, I can tell you that!" and they didn't. There was a pressing need in the coffee and spice business for a young man brought up on a Massachusetts farm, who had wit enough to see that method is as much in demand in a freight house as it is elsewhere; and when that same young man had a flattering offer to remove that pressing need, he was not long in accepting the one and removing the other.

It is remarkable how the same principle in the same individual is sure to develop similar results, irrespective of circumstances, a fact which takes away much, if not all, of the ground upon which luck, and what pertains to it, stands. The business of the farm has apparently little or nothing to do with the work of a freight house or with that of a commercial traveler, and yet in this instance it proved so. The method that brought order out of confusion in one instance did the same thing in another and this, turned to practical account in commercial life, brought about results as satisfactory as they were surprising. Luck may or may not have thrown into this young man's way—now a drummer—this or that good customer. Chance may or may not have made him too late for this train or too early for that one. Circumstance may or may not have so shaped his course to-day and so hampered him to-morrow; but, be it luck or chance or circumstance or all of them, it is surprising how all of these furnish to one man the elements of success and to his fellow overwhelming failure.

So the weeks and the months went by and, always seeing a chance to do something and making the most of it, the young man took an early liking to his

calling and—so it seemed—it to him. Summer and winter saw him always on the move. Business men found themselves waiting for him and always putting something in his way when he came. So his circle of friends grew, and the same tact—or was it luck?—that made them kept them; and when the summing up came for the business year, the young man's sales were away up among the hundred thousands, far above many with much more experience than he. Pretty good returns for a boy brought up on a farm and starting out with only willing hands, a stout heart and luck (?) to help him.

Soon luck gave him another lift. A leading wholesale house began to talk of changing heads, and it somehow happened that everybody who had anything to do or say about it chanced to think of the same man. To all intents and purposes everything was against him. In the first place, he was too young. What sort of a figure would a chap like that cut at the head of so large a concern? Where was the needed experience in a man with not a gray hair in his head, and, especially, the influence which always goes with the white-headed article? That was one side. The other didn't express any opinion. They simply voted; and when the result was announced, that farm-bred, freight-straightening, trade-gathering young man was lucky enough to receive every vote; and to-day he is at the head of one of the most successful wholesale houses in New York.

Luck? No. Chance? No. Circumstance? No. What? An inborn idea that intelligent work is about the only thing that will ever get anything worth having, coupled with another inborn idea, that the thing worth having is

waiting to be worked for in that particular neighborhood where the intelligent worker happens to be. This is the secret of this man's life, as it is the secret of every successful life, and is no more to be attributed to luck, or to anything that pertains thereto, than chance or circumstance is, which every earnest worker shapes to his own purpose and uses for the accomplishment of worthy ends.

RICHARD MALCOLM STRONG.

Seventeen cotton mills are in course of construction in North Carolina.

Popular Priced Leaders



Best Milwaukee Oil Grain

Don Pedro Plow	No. 521.
Bal Unlined	No. 522.
Bal Lined	No. 523.
Creole	No. 1130.

Manufactured by

E. H. STARK & CO., Worcester, Mass.

Represented in Michigan by A. B. CLARK, Lawton, Mich., who will promptly reply to any enquiries concerning the line, or will send on approval sample cases or pairs, any sizes, any quantities.

LOOK INTO THIS THING

YOU CAN SAVE \$300 EACH YEAR

BY USING THE **STANDARD ACCOUNT SYSTEM**

\$300 SAVED IS \$300 EARNED.

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

Save Money

by writing us at once about our Special Offer

that we are now making to introduce our Duplicating Account System, which is highly endorsed by the Retail Grocers' Association. The Standard Account System is a duplicating system by which once writing the items does all your book work. The Standard System consists of Duplicating Pass Books, Duplicating Pads and the Standard Mechanical Ledger, which contains all the items and constantly shows the exact balance of every customer's account. This is worth investigating. Our Duplicating supplies are good for either Cash or Credit Trade and can be used with your present system. Hundreds of merchants are using it and enthusiastically endorse it. It will save you time, money and trouble. We will send this Carbon System on 60 days' trial if desired. Good salesman wanted in every town.

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



MICHIGAN BARK & LUMBER CO.,

527 and 528 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.

Clerks' Corner

Talmage to Dry Goods Clerks.

Dr. Talmage, in a recent sermon, addressed himself to the clerks. Speaking of dry goods clerks, he said:

"One great trial for clerks is the inconsideration of customers. There are people who are entirely polite everywhere else, but gruff and dictatorial and contemptible when they come into a store to buy anything. There are thousands of men and women who go from store to store to price things without any idea of purchase. They are not satisfied until every roll of goods is brought down and they have pointed out all the real or imaginary defects. They try on all kinds of kid gloves and stretch them out of shape, and they put on all styles of cloaks and walk to the mirror to see how they look, and then they sail out of the store, saying, 'I will not take it to-day,' which means, 'I don't want it at all,' leaving the clerk amid a wreck of ribbons, and laces, and cloth, to smooth out a thousand dollars' worth of goods—not one cent of which did that cheat of a woman buy or expect to buy. Now I call that a dishonesty on the part of the customer. If a boy runs into a store and takes a roll of cloth off the counter and sneaks out into the street, you all join in the cry pell mell: 'Stop thief!' When I see you go into a store not expecting to buy anything but to price things, stealing the time of the clerk and stealing the time of his employer, I say too, 'Stop thief!'"

"If I were asked which class of persons most needed the grace of God amid their annoyances I would say, 'Dry goods clerks.' All the indignation of customers about the high prices comes on the clerk. For instance: A great war comes. The manufactories are closed. The people go off to battle. The price of goods runs up. A customer comes into a store. Goods have gone up. 'How much is that worth?' 'A dollar! A dollar! Outrageous!' Why, who is to blame for the fact that it has got to be a dollar? Does the indignation go out to the manufacturers on the banks of the Merrimac because they have closed up? No. Does the indignation go out toward the employer, who is out at his country seat? No. It comes on the clerk. He got up the war! He levied the taxes! He puts up the rents! Of course, the clerk!"

"Then a great trial comes to clerks in the fact that they see the parsimonious side of human nature. You talk about lies behind the counter! There are just as many lies before the counter. Augustine speaks of a man who advertised that he would on a certain occasion tell the people what was in their hearts. A crowd assembled and he stepped to the front and said: 'I will tell you what is in our hearts: To buy cheap and sell dear!' Oh, lay not aside your urbanity when you go into a store. Treat the clerks like gentlemen and ladies—proving yourself to be a gentleman or a lady. Remember that, if the prices are high and your purse is lean, that is no fault of the clerks. And if you have a son or a daughter amid those perplexities of commercial life, and such a one comes home all worn out, be lenient and know that the martyr at the stake no more certainly needs the grace of God than our young people amid the seven-times-heated exasperations of a clerk's life."

Women Clerks Not Liked in Shoe Stores.

In speaking of men and women as clerks in a shoe store or department a well-known Chicago dealer said: "A woman cannot sell shoes to other women. Strange as it may appear, women will make their selections and purchases from male clerks every time, and it is for this reason that so few shoe dealers employ women clerks. While women will buy shoes from male clerks, they would not think of buying stockings from them. It is not only in this, but in all other cities in this country that this is true. In Europe it is somewhat the other way, and in many of the larger

shoe establishments there are more women clerks than men clerks, and women customers prefer the women clerks nearly every time, except in the case when the purchasers are Americans. They prefer to deal with the men clerks. In buying shoes women are much more confidential than men are. A man—that is, the great run of men—doesn't care so much for the looks as he does for comfort and fit. With women this is reversed. They make comfort and fit secondary to the matter of looks. Somehow women think that the man clerk has better judgment in the matter of looks than any woman clerk has or could have. There is no use trying to argue the question, even if there were any room for argument. Dealers have to recognize the fact and be governed by it. I have never had a woman ask me why I did not employ women clerks, while I have had hundreds of men ask that question. Now, while men will ask that and similar questions, there is not one in one hundred who would buy their shoes from a woman clerk if we had them. I suppose it is the laws of trade which regulate such matters. Certain it is that I don't know anything of the causes, although I have been selling shoes for over thirty-five years. It is to be presumed that I would have learned something in that time about it, but I confess I have not."

Glad He Couldn't Give It Away.

Eau Claire (Wis.) Correspondence Minneapolis Times.

In 1890, while living in Duluth, Julius O. Swanson purchased 750 shares in a Colorado mine near Colorado Springs, paying to cents a share for it. A few years later he offered the lot for \$7.50. His friends laughed at him and refused to buy. In 1893 he came to this city and accepted a position in a shoe store at a small salary. Fearing he would have to pay taxes on his Colorado property, he tried to give his shares away. No person wanted them even as a gift. Swanson was industrious, and a year ago opened a shoe store of his own and did a good business. Yesterday Colorado Springs parties offered Swanson \$37,000 for his 750 shares. He sold his shoe store and will leave for Colorado Springs on Thursday. He says \$37,000 for \$7.50 is good enough for him and he will sell.

The members of the Atlanta Woman's Club have promised to make all purchases in the morning if merchants will allow clerks a half holiday on Saturdays.

Report comes that the Chilian congress has offered \$125,000 as a subsidy to any corporation establishing an iron foundry in that country.

NOT ALWAYS BEST.

How a Merchant Sometimes Profits by His Mistakes.

The merchant who always buys just the right article at the right time, marks it at just the right profit, with the perfect assurance that it will go, is so rare that he does not figure in humanity. Strange as it is, our mistakes are our stepping stones to success. On the face it seems a base contradiction, but nevertheless it is a well-recognized fact. Let a merchant make a large deal of seasonable goods with the firm belief that his trade will snap at them, and for some reason or other the sale falls flat, to what are we to attribute the non-success? It may be that the price was not a catchy one. It might have been marked even money, when an odd price, even although a higher one, might have taken them out in a jiffy. Possibly it was too late in the season to risk an extensive sale of something which, perhaps, may have been selling freely in the season. Supposing such to be the case, the merchant's only salvation is to advertise the goods at prices which will cause the eyes of competitors and trade to open in astonishment; hence he gains a reputation for selling cheap, which is brought about by his own mistakes.

With the most conservative buying dry goods accumulate, and it is a sort of commodity which does not improve with age.

Let us consider lines of goods classed as seasonable and also novelties. One may figure on just what was consumed the previous season, using that as a basis for estimating on the present season's output. If the season before was a good one, usually a plunge is made. Then if weather conditions are at odds, or Dame Fashion takes a sudden freak to change her mind, what is the inevitable result? Accumulated stock. The merchant very naturally thinks that he must get all he can out of the present, so he resorts to a clearance sale, with the standard-bearing prices which force the goods into the consumers' hands, oftentimes against their better judgment, which plan does not always result in ultimate good. To be sure, it has cleaned out all surplus stock, but has it not killed the sale of a like article for the coming year.

The rise and fall of the shirt waist has served to treat us to an object lesson. During the shirt-waist period of 1896 everybody was overstocked regardless of the hot weather which prevailed. Consumers were bargained to death. The offerings were of such exquisite novelties, at prices next door to nothing, that they were purchased with a view to holding over until this season.

When the new things appeared they were not materially different from those on hand. A slight alteration of the sleeve readily conformed last year's garment into this year's, which method was resorted to by thousands of women, who would purchase one, possibly two, stunning waists, to alternate with the remodelled garment, whereas last year they bought a half dozen. An apt illustration occurs. Let us calculate that two millions of women economized to the extent of one shirt waist apiece, estimating that the economy was but 50 cents a person. One million dollars has been withheld from the shirt-waist industry. A neat little business. Did it pay, at a loss of profit, to eat all the pie last season?

While we are on the shirt-waist question we will mention the foolhardy practice of producing the same for December sales. Let us trust that the new era of trade buying and selling will entirely obliterate the buying away ahead of possible requirements.

This new trade era is conspicuous in more ways than one. It has developed very noticeably in the method of supplying goods for the moment in demand. A buyer stepping into a house with his mind centered on a special line that his trade are that instant ripe for, and finding that he cannot secure them inside of ten days, possibly longer, drops the idea and turns his attention to other channels for drawing trade rather than speculate on a month or even a week ahead. Heretofore, the custom was to say to the manufacturer, "Well, ship them as soon as you can," or a remote date was set. Not so now. Now is the time.

The sooner merchants realize that the rolling up of sales at the expense of profit has a demoralizing effect the more they will adjust themselves to the new conditions.—Dry Goods Economist.

Applause for a Heroic Drummer.

From the Springfield Republican.

A Bangor drummer recently saw a woman enter the train at North Bucksport and rush through the car just as it was getting speedy. He coolly walked after her, and, just before the fatal leap, grasped her firmly to his manly bosom. She struggled, but he only tightened his grip saying: "Madam, you shan't jump off the car and kill yourself!" When she got her breath she shrieked: "You big fool, I was only going out on the platform to wave my handkerchief to my friends." A party of Bangor yachtsmen aboard the train applauded the drummer for his heroism fully half an hour and at intervals thereafter.

Do not forget that a person "too busy" to take care of his health is like a workman too busy to sharpen his tools.

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.

Commercial Travelers

Michigan Knights of the Grip.

President, JAS. F. HAMMILL, Lansing; Secretary, D. C. SLAUGHT, 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.

Escape a duty and you will avail no gain.

Politeness costs nothing, but it will buy a good deal.

Bad habits grow on traveling men by unseen degrees.

A traveling salesman without ambition is like an engine without steam.

If you will constantly wear good humor you will be well dressed for business.

Peter Steketee (P. Steketee & Sons), is spending his three weeks' vacation at Macatawa Park.

You have two eyes and only one tongue; therefore you should see twice as much as you say.

Your customers will not bother about your politics or religion if your prices and goods agree with them.

A traveling man should believe nothing ill against his competitor but on good authority. Then hesitate to repeat it.

John M. Fell (Bradley & Metcalf Co.) is making Petoskey headquarters nowadays, having located Mrs. Fell there for the season.

Some traveling men are good story tellers, while others produce a widening circle of weariness every time they attempt the role of raconteur.

Traveling men are progressive men, but, with some, progress may not always be improvement. Some of them seem to grow in gall instead of grace.

Arthur B. Clark, Michigan representative for E. H. Stark & Co., of Worcester, Mass., has returned from Worcester, where he spent a fortnight for the purpose of becoming familiar with his fall and winter line. He is well pleased with his assortment.

Jas. D. Wadsworth, who will be remembered as traveling salesman for the former firm of Arthur Meigs & Co., is a partner in the house recently organized at San Francisco under the style of the Jones-Paddock Co. for the purpose of carrying on the tea, coffee, baking powder, extract and spice business. Jimmy's many Michigan friends will be pleased to note the success he appears to be achieving on the Coast.

News Letter: The hotel keeper should give his patrons everything that rules, agreement or custom calls for at a stipulated price. If he does not the patron has the privilege of going elsewhere. To obtain things by tipping the waiter, porter and bell boy may be good policy, but is nothing less than bribery, and yet it is encouraged by many hotel managers. Will the American commercial traveler ever have the moral courage to refuse to be plucked?

Edward Frick (Olney & Judson Grocer Co.) is spending a fortnight's vacation at Petoskey and with his brother-in-law at Sturgeon Bay. He is accompanied by his wife.

Kalamazoo Gazette: About one hundred friends of Mr. and Mrs. M. J. Rogan surprised them at their home on Academy street Monday evening and took complete possession of the premises. Dancing and cards were the features of the evening, and refreshments were served by Mrs. Underwood. Beside Crossett's full orchestra, the Mandolin club, composed of Messrs. Kelley, Flynn and Waldo, furnished delightful music all through the evening. The singing by T. J. McHugh and others was very much enjoyed. Mr. Rogan and family will leave for Detroit next Wednesday, where he will open a branch office in the Kanter Building for the firm of Moore, Smith & Co., the manufacturing hatters of Boston, whom he represents in the West. During the evening Dr. S. D. O'Brien, in behalf of Branch 17, C. M. B. A., and other friends of Mr. Rogan, presented him with a handsome gold headed cane. Mr. Rogan, in a neat speech, thanked his friends and said he hoped to see them all in Detroit. Mr. Rogan has resided in this city for about nine years and during that time has made many friends who will greatly miss him and his family.

The Tariff on Sugar Under the New Law.

The new tariff protection on sugar is as follows: Granulated sugar and all refined and raw sugars above No. 16 Dutch standard, from countries not paying bounties, will pay a duty of 1.05c per lb. Raw sugars of 96 deg. test, from non-bounty paying countries, will pay a duty of 1.68½c per lb., or say, 1.811c per lb. on 107.47 lbs. raws required to make 100 lbs. Deducting 1.811c from 1.95c gives .139c per lb., which is the refiners' protection under the new bill against granulated sugar from any non-bounty paying country, such as Holland and Russia and possibly the United Kingdom.

Granulated sugar from bounty paying countries pays a duty of 1.05c per lb., plus the countervailing duty of .383c per lb., making total duty of 2.333c per lb. The duty on 113¼ lbs. of 88 deg. analysis beet (94 test) from which to make 100 lbs. refined equals 2.144c per lb. Deducting 2.144c from 2.333c gives .189c as refiners' protection against granulated from Germany.

The new law, therefore, reduced the American refiners' protection on Dutch granulated and other non-bounty sugars from .281c to .139c—say 50 per cent. reduction. On fine German granulated the reduction is from .324c per lb. to .189c per lb.—say 41 per cent. On first marks granulated the protection is reduced from .263c per lb. to .189c per lb.—28 per cent. reduction.

This statement gives the actual status of the new law as regards the refiners' protection from a strictly business standpoint without assumptions or theories of any kind. Actual business is being put through or can be put through on the basis of the figures given.

The Northern Hotel at Greenville

Is the successor to the Webster House, at corner of Grove and Lafayette streets. Mr. F. L. Kitzmiller, the new proprietor, brings to it twenty-six years' experience as host and a large acquaintance in Michigan. He has extensively remodeled the building, newly furnished it throughout and now offers travelers strictly first-class accommodations.

Good sample rooms and livery in connection.

The Produce Market.

Apples—Duchess of Odenburg are now on the market, commanding \$1 per bu.

Bananas—The market is steady and the movement good. There is a good supply of fruit, with good demand.

Beets—40c per bu. Blackberries—Cultivated command 5c per qt. They are large in size and fine in flavor.

Butter—The recent wet weather has changed the situation somewhat, as compared with last week, and pastures in Michigan are generally in good shape again, and the milk production will increase rapidly during the next two or three weeks. In consequence of the improved condition of the pastures, receipts have materially increased and the quality has also improved, as a result of the cooler weather. Jobbers hold separator creamery at 14½c and choice dairy at 10@12c.

Cabbage—75c per doz., according to size.

Carrots—50c per bu.

Cauliflower—\$1.50 per doz.

Celery—15c per bunch.

Cherries—Red and Black command \$1@1.25 per bu., according to size and quality. The crop turns out to be large, contrary to the predictions of the growers earlier in the season.

Cheese—The market is about steady. The receipts are not heavy and the demand is sufficient to clean up the supply. Sellers are pretty firm in their ideas, and are unwilling to make concessions, even to clean up lots.

Corn—Green has declined to 10@12c per doz.

Currents—Red bring 50c per crate of 16 qts.

Cucumbers—30c per doz.

Eggs—Local dealers hold candled stock at 9c, accepting consignments on the basis of the count after candling. The general quality of the receipts is better than during the last few weeks. The chief factor in the activity and the higher prices have been the decided falling off in the receipts. At present it looks as if the top of the market had been reached, at least for some time, as at present prices a considerable quantity of eggs are coming out of storage, being generally better than present receipts, on account of showing no heat, and keeping longer.

Lemons—The market has eased off with the cool weather, and if the cool weather shall hold, the market is likely to decline. Eastern markets are easier.

Lettuce—35c per bu.

Melons—Watermelons are in excellent demand on the basis of 20@25c for large and 15@20c for small. Little Gems from Illinois command \$1 per doz. Osage bring \$1.75 per doz.

Oranges—The late Valencia are now out of the market, as are also the paper rind, St. Michaels and Navels. Other varieties are unchanged in price, and are moving in light quantity.

Peas—Advanced to \$1@75c per bu. Stock is scarce.

Peaches—Alexanders put in an appearance Wednesday for the first time, commanding \$2 per bu.

Pineapples—About out of market.

Potatoes—Home grown are coming in so freely that the scarcity of Southern stock is not seriously felt at this market. The price remains at 85@90c, on which basis local growers are greatly elated, as it is more than they have realized on potatoes for some time.

Radishes—Charter and China Rose command 10c.

Raspberries—Black command 40@50c per 16 qt. crate and Red are 15@20c per crate higher. Both are fine in quality and excellent in appearance.

Squash—3c per lb.

Tomatoes—\$1 per crate of 4 baskets.

Turnips—Home grown command 40c per bu.

Wax Beans—\$1 per bu.

Whortleberries—Arrivals are more plenty and the quality has improved. The price has declined to \$1.50@1.75 for all offerings.

Always treat traveling men in a gentlemanly manner, for they generally have something that you may profit by.

Northern Hotel,

J. L. Kitzmiller, Prop.

Cor. Grove and Lafayette Sts., Greenville, Mich.

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.

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HOTEL NEFF

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GRAND LEDGE, MICH.

Rates, \$1.00.

One block east of depot.

Welcome to Druggists.

NEW CITY HOTEL

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We pledge the Commercial Travelers of Michigan our best efforts.

Rates \$2.00.

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COLUMBIAN TRANSFER COMPANY

CARRIAGES, BAGGAGE AND FREIGHT WAGONS

15 and 17 North Waterloo St.,

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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.

If You Hire Help

You should use our

Perfect Time Book and Pay Roll.

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

BARLOW BROS.,

GRAND RAPIDS, MICH.

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

S. E. PARKILL, Owosso - Term expires Dec. 31, 1897
F. W. R. PERRY, Detroit - Dec. 31, 1898
A. C. SCHUMACHER, Ann Arbor - Dec. 31, 1899
GEO. GUNDRUM, Ionia - Dec. 31, 1900
L. E. REYNOLDS, St. Joseph - Dec. 31, 1901

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

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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The Druggist and the Pure Drug Laws.

The question of laws regarding pure foods and drugs has of late attracted considerable attention. Until recently these laws have, in our country, been very inadequately enforced, principally owing to lack of funds. But in the last year or two there has been an awakening in a few of our states; appropriations have been provided for carrying out the provisions of the various statutes, and considerable activity has been noticeable in many quarters. That the necessity for State or Government control over the purity of our food products and drugs does exist, is acknowledged by all unprejudiced observers. Wherever such control has been properly exercised, the most beneficial results have been experienced, and it is not to be doubted that the lengthening of the average period of human life, as recorded by European statistics, has, in part, been brought about by the enactment and enforcement of laws tending to purge the market of impure and injurious foods and drugs.

However, the object of these lines is not to dwell upon these truisms, but to show that not only are these laws, if properly enforced, of great advantage to the general public, but that they are of special benefit to the druggist—this, in spite of the fact that some seem to have taken the stand that the measures in question should be resisted and their repeal sought for, and in spite of the fact that a portion of this opposition is due to the manner in which the laws have been carried out, especially in one of our states.

The public has always looked to the druggist to furnish drugs and medicines of a standard quality. It feels, for instance, that all the skill and insight of the physician go for naught if the prescription furnished the patient is not filled with pure medicines of proper strength. But the publications of the committees on adulterations of the various pharmaceutical associations, and of the different state food and dairy commissioners, which reports have frequently been quoted in the daily press with exaggerated embellishments, have undermined this confidence. It has become known to the public that not only have a good many of the spices and the cruder drugs handled in pharmacies been found to be adulterated, but even standard medicines, tinctures and extracts were not up to the requirements of the Pharmacopoeia, or even of common honesty. This has created a grave doubt in the minds of men, and wrought great injury to the profession.

That such distrust has become greatly exaggerated, is true; but, on the other hand, has it not some foundation in fact? Keen competition and the demand on the part of this same critical

public for cheaper drugs have led to many abuses.

Not to elaborate upon the above-mentioned reports, much equally damaging evidence will occur to us. We all know, for example, how difficult it is to obtain pure lots of the higher-priced essential oils, even when we are willing to pay the full market price of the best article. And what shall we say when we can personally testify to the fact that a wholesaler has been known to deliberately send out oil of sandlewood with a "compound" label on the container, and that his customer, the retailer, has dispensed this article to his unsuspecting client, of course without the discriminating label? Or, take the cases we hear of, where filtered hydrant water was dispensed for distilled water. While it may seem a petty affair to prosecute a man for such an offense; while it may appear to be drawing too fine a point as long as so many grosser adulterations exist; while a jury may see fit to acquit the defendants in such a case, does not the whole matter leave something of an unpleasant flavor in our mouths? It is just such petty delinquencies as these that cause the critical world to enquire whether a man who is not to be trusted in little things may be trusted in greater ones. This distrust is very far-reaching and detrimental, and has much to do with the gradual decline of the druggist's trade in many specialties that were formerly his own, such as the spices, condiments and others.

Now, what must the druggist do to regain the former confidence of the public? The only possible way out of the difficulty will be to root out this cancer of sophistication by bringing the druggists' wares up to the standard of recognized authorities. That this operation will be attended with much trouble and some loss is to be expected. And, moreover, it will require the co-operation of every one concerned, from the importer and manufacturer down to the dispenser. But the result will be equal to that following the removal, by the sharp knife of the surgeon, of the malignant growth that threatens the life of a patient. And then, all that will be needed to completely restore the great measure of confidence which the druggist formerly enjoyed will be to have this purification of his stock certified to by the proper authorities. The mere announcement on his part, or on the part of his associates, that this great improvement has taken place will not be sufficient to satisfy the public, but will of necessity have to be verified by a disinterested state officer. In other words, the druggist will now welcome the inspector and court his examination of his drugs and spices, and we will hear less and less of prosecutions against him for selling impure articles. The general public will not be long in noting this and regaining its pristine belief in the purity of the druggists' goods.

Thus it will be seen that the rigid and honest enforcement of the pure drug laws, the need of which is known to the public, as well as to all druggists, cannot but be of benefit to all concerned. They should, therefore, not be resisted or nullified, but should have the hearty co-operation and intelligent assistance of the druggists in their proper and honest enforcement.

To sum up: The necessity for impure drug laws is acknowledged by all; the general public is aware of this necessity, and has consequently lost much

of its former confidence in the druggist; the only way to regain this confidence is to purge the trade of its impure stock, and having done so, to call in and welcome.—F. T. Aschman in American Druggist.

The Saving Hope Is in Educated Physicians.

I have been greatly amused over the agony of mind and perturbation of spirit manifested by writers for the pharmaceutical press in discussing the department store, the cutter, the advance in the price of nostrums, the prescribing pharmacist, the dispensing physician, window dressing, the most effective mode of sensational advertising, etc. Is legitimate pharmacy to stand or fall by any of these things?

As to the commercial side of pharmacy, is it reasonable to expect that the immutable laws of trade will be set aside at the behest of any one interest? The price of commodities and the value of service always have been, and always will be, fixed by the law of supply and demand, and the superior will always take precedence of the inferior. Hence the fallacy of organization in the interest of material prosperity. Prosperity does not come to the individual by organized effort or legislative enactment. It is a matter for each individual to work out in his own way, influenced only by his environments.

The present condition of pharmacy is that of congestion. There are too many in it; we have quantity rather than quality, and there is but little satisfaction in a knowledge of the fact that the profession of medicine is in like condition. Doctors and drug stores have increased way beyond the needs of the people. In these days of such keen competition, there is inspiration in the thought that the fittest will survive. This declaration of Darwin is exemplified in the position the fittest pharmacist now holds in every community. Did the average individual in the drug business give half as much thought to the question how to become a better pharmacist as he now gives to the above subject, the people he serves, and the physician he aids, would be greatly his debtor, besides his own interest, peace of mind and comfort would be greatly enhanced.

The past few years have witnessed great depression in all branches of trade. The hard times have been most keenly felt by the small dealer, for the trend of sentiment and the popular prejudices seem to run in the direction of concentration. In other words, the large dealer has had the call. Is this condition to go on until we witness the passing of the small drug store? It looks very much like it. An important factor to this end is the fact that the medical men are no longer making use of the U. S. Pharmacopoeia and National Formulary, either through ignorance of their existence or a contempt for their authority. The literature of the manufacturer seems to have almost supplanted these text books. This is a decided change, but is it progress? What

will the harvest be? The saving hope is in those physicians who have had a pharmaceutical education, and when this is made a condition by our medical colleges we may hope to see true progress made in the science of medicine on the basis of a higher education and its practice along the line of constituted authority.—John F. Patton in Era.

The Drug Market.

The tariff bill has passed the Senate and is now a law. It places a duty of \$1 on opium, which has been free, and 50c per oz. additional on morphine.

Argols—The placing of a duty on this article advances the price of tartaric acid, rochelle salts and cream tartar. While it affects a large line of goods besides these staples, the other things are not so important. Advances may be expected for the next few days on the goods affected.

Quinine—The New York Quinine & Chemical Co. and foreign manufacturers have advanced this article 2c per oz. There has been no change as yet in P. & W.

Tartaric Acid—This has been advanced to meet the new duty; also cream tartar and rochelle salts.

Essential Oils—Anise has been steadily advancing for the past week until now it amounts to 30c per lb. Croton is higher and will probably advance further.

Saffron American—On account of competition among holders, has declined.

Gums—Assafoetida still continues in a strong position, the price tending upwards. Although domestic refiners of gum camphor will get a protection of 2c more per lb., the price has not advanced.

Vanalin—Has advanced and very much higher prices are looked for.

Seeds—Celery, cardamon and quince are in a very firm position on account of the tariff law.

Linseed Oil—On account of higher prices for flax seed, this article has advanced and the market is very firm.

Borax—Has advanced 50 per cent.

Chloral Hydrate—The new tariff advances the price 35 per pound.

The chemical industry in the district of Mannheim is described as having had an extremely prosperous year in 1896, in spite of the severe check in the export trade to America which it experienced during a portion of the year. Sixteen new factories were established, but they are mostly on a small scale, the aggregate capital being only about £1,000,000.

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.

WHOLESALE PRICE CURRENT.

Advanced—Linseed Oil, N. Y. Quinine, German Quinine, Borax, Chloral Hydrate.
Declined—American Saffron.

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Morphia, S.P. & W.	1 95 2 20	Sinapis.....	18	Linseed, pure raw	30	33
Morphia, S.N.Y. & C. Co.	1 85 2 10	Sinapis, opt.	30	Linseed, boiled	32	35
Moschus Canton.	40	Snuff, Maccaboy, De	34	Neatsfoot, winterstr	65	70
Myristica, No. 1	65 80	Snuff, Scotch, DeVo's	34	Spirits Turpentine	30	35
Nux Vomica, po. 20	10	Soda Boras, po.	11 12	Paints		
Ox Sepia	15 18	Soda et Potass Tart.	26 28	American	1 1/2 2	2 1/2
Pepsin Saac, H. & P.	1 00	Soda, Carb.	1 1/2 2	Red Venetian	1 1/2 2	2 1/2
Picis Liq. N.N. 1/2 gal.	2 00	Soda, Bi-Carb.	3 5	Ochre, yellow Mars.	1 1/2 2	2 1/2
Picis Liq., quarts.	1 00	Soda, Ash.	3 1/2 4	Ochre, yellow Ber.	1 1/2 2	2 1/2
Piper Nigra, po. 22	2 00	Soda, Sulphas.	2 2	Putty, commercial	2 1/2 2 1/2	2 3
Pil Hydrarg. po. 80	2 00	Spts. Cologne	2 60	Putty, strictly pure	2 1/2 2 1/2	2 3
Plix Burgun.	2 00	Spts. Ether Co.	50 55	Vermilion, Prime	13 15	15
Plumb. Acet.	10 12	Spt. Myreia Dom.	9 00	American	13 15	15
Pulvis Ipecac et Opil	1 10 1 20	Spts. Vini Rect. bbl.	2 42	Vermilion, English	70 75	75
Pyrethrum, boxes H.	30 33	Spts. Vini Rect. 1/2 bbl.	2 42	Green, Paris	13 14	19
& P. D. Co., doz.	1 25	Spts. Vini Rect. 10 gal.	2 50	Green, Peninsular	13 16	16
Pyrethrum, pv.	30 33	Spts. Vini Rect. 5 gal.	2 52	Lead, Red	5 1/2 6	6
Quassia	8 10	Less 50 gal. cash 10 days	2 52	Lead, white	5 1/2 6	6
Quinia, S. P. & W.	26 31	Strychnia, Crystal	1 40 1 45	Whiting, white Span	70	70
Quinia, S. German	20 29	Sulphur, Subl.	2 1/2 3	Whiting, gliders	70	70
Quinia, N.Y.	20 29	Sulphur, Roll.	2 1/2 3	White, Paris Amer.	1 00	1 00
Rubia Tinctorum	12 14	Tamarinds	8 10	Whiting, Paris Eng.	1 40	1 40
Saccharum Lactis pv	18 20	Terebenth Venice	28 30	Universal Prepared	1 00 1 15	1 15
Salacin	3 00 3 10	Vanilla	9 00 16 00	Varnishes		
Sanguis Draconis	40 50	Zinci Sulph.	7 8	No. 1 Turp Coach	1 10 1 20	1 20
Sapo, W.	12 14	Oils		Extra Turp.	1 60 1 70	1 70
Sapo, M.	10 12	Whale, winter	70 70	Coach Body	2 75 3 00	3 00
Sapo, G.	15	Lard, extra	40 45	No. 1 Turp Furn	1 00 1 10	1 10
Siedlitz Mixture	20 22	Lard, No. 1	35 40	Extra Turp Damar	1 55 1 60	1 60
				Jap. Dryer, No. 1 Turp	70 75	75

Hazeltine & Perkins Drug Co.

Sundry Department

We invite examination

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 4 00 Frazer's.....75 9 00 IXL Golden, tin boxes 75 9 00 Mica, tin boxes.....75 9 00 Paragon.....55 6 00 BAKING POWDER. Absolute. 1 lb cans doz.....45 1 lb cans doz.....85 1 lb cans doz.....1 50 Acme. 1 lb cans 3 doz.....45 1 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk.....10 El Purity. 1 lb cans per doz.....75 1 lb cans per doz.....1 20 1 lb cans per doz.....2 00 Home. 1 lb cans 4 doz case.....35 1 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90 JAXON 1 lb cans, 4 doz case.....45 1 lb cans, 4 doz case.....85 1 lb cans, 2 doz case.....1 60 Jersey Cream. 1 lb. cans, per doz.....2 00 9 oz. cans, per doz.....1 25 6 oz. cans, per doz.....85 Our Leader. 1 lb cans.....45 1 lb cans.....75 1 lb cans.....1 50 Peerless. 1 lb. cans.....85 BATH BRICK. American.....70 English.....80 BLUING. CONDENSED PEARL BLUING 1 doz. pasteboard Boxes.....40 3 doz. wooden boxes.....1 20 BROOKS. No. 1 Carpet.....1 90 No. 2 Carpet.....1 75 No. 3 Carpet.....1 50 No. 4 Carpet.....1 15 Parlor Gem.....2 00 Common Whisk.....70 Fancy Whisk.....80 Warehouse.....2 25 CANDLES. 8s.....7 16s.....8 Paraffine.....8 CANNED GOODS. Plantowec Peas. Lakeside Marrowfat.....1 00 Lakeside E. J.....1 30 Lakeside, Cham. of Eng.....1 40 Lakeside, Gem. Ex. Sifted.....1 65 CHEESE. Acme.....7 1/2 Amboy.....8 Byron.....7 1/2 Elsie.....8 Gem.....8 1/2 Gold Medal.....8 1/2 Ideal.....8 1/2 Jersey.....8 Lenawee.....7 Riversdale.....8 Sparta.....7 1/2 Brick.....9 Edam.....7 1/2 Leiden.....18 Limburger.....15 Pineapple.....43 Sap Sago.....18 CHOCOLATE. Walter Baker & Co.'s. German Sweet.....22 Premium.....31 Breakfast Cocoa.....42	CLOTHES LINES. Cotton, 40 ft. per doz.....1 00 Cotton, 50 ft. per doz.....1 20 Cotton, 60 ft. per doz.....1 40 Cotton, 70 ft. per doz.....1 60 Cotton, 80 ft. per doz.....1 80 Jute, 60 ft. per doz.....40 Jute, 72 ft. per doz.....95 Chicory. Bulk.....5 Red.....7 CATSUP. Columbia, pints.....4 25 Columbia, 1/2 pints.....2 50 CLOTHES PINS. 5 gross boxes.....40 COCOA SHELLS. 20 lb bags.....2 1/2 Less quantity.....3 Pound packages.....4 CREAM TARTAR. Strictly Pure, wooden boxes. 35 Strictly Pure, tin boxes.....37 COFFEE. Green. Rio. Fair.....17 Good.....18 Prime.....19 Golden.....20 Peaberry.....23 Santos. Fair.....19 Good.....20 Prime.....22 Peaberry.....23 Mexican and Guatamala. Fair.....21 Good.....22 Fancy.....24 Maracaibo. Prime.....23 Milled.....24 Java. Interior.....25 Private Growth.....27 Mandehling.....28 Mocha. Imitation.....25 Arabian.....28 Roasted. Clark-Jewell-Well's Co.'s Brands Fifth Avenue.....28 Jewell's Arabian Mocha.....28 Wells' Mocha and Java.....25 1/2 Wells' Perfection Java.....25 1/2 Sanchaibo.....23 Valley City Maracaibo.....18 1/2 Ideal Blend.....14 Leader Blend.....12 Worden Grocer Co.'s Brands Quaker Arabian Mocha.....31 Quaker Mandehling Java.....30 Quaker Mocha and Java.....28 Quaker Mocha and Java.....25 Toko Mocha and Java.....25 Quaker Golden Santos.....21 State House Blend.....19 Quaker Golden Rio.....17 1/2 Package. Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbuttle.....11 50 Jersey.....11 50 McLaughlin's XXXX.....11 50 Extract. Valley City 1/2 gross.....75 Felix 1/2 gross.....1 15 Hummel's foil 1/2 gross.....85 Hummel's tin 1/2 gross.....1 42 Kneipp Malt Coffee. 11 lb. packages, 50 lb. cases 9 11 lb. packages, 100 lb. cases 9 CONDENSED MILK. 4 doz in case. Gall Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 50 Dime.....3 85	COUPON BOOKS. TRADESMAN'S 1 CREDIT COUPON TRADESMAN'S 5 CREDIT COUPON Tradesman Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Economic Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 ONE CENT COUPON Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Superior Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 30 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50 Credit Checks. 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75 DRIED FRUITS-DOMESTIC Apples. Sundried.....2 1/2 Evaporated 50 lb boxes.....2 1/2 California Fruits. Apricots.....9 @ 10 Blackberries.....6 @ Nectarines.....7 1/2 @ 9 Peaches.....8 @ Pears.....12 Pitted Cherries.....12 Prunelles.....12 Raspberries.....12 California Prunes. 100-120 25 lb boxes.....3 1/2 90-100 25 lb boxes.....3 1/2 80-90 25 lb boxes.....4 70-80 25 lb boxes.....4 1/2 60-70 25 lb boxes.....4 1/2 50-60 25 lb boxes.....5 1/2 40-50 25 lb boxes.....7 1/2 30-40 25 lb boxes.....7 1/2 1/2 cent less in 50 lb cases Raisins. London Layers 3 Crown.....1 55 London Layers 5 Crown.....2 50 Dehesias.....3 25 Loose Muscatels 2 Crown.....4 1/2 Loose Muscatels 3 Crown.....5 1/2 Loose Muscatels 4 Crown.....6 1/2 FOREIGN. Currents. Patras bbls.....5 1/2 Vostizias 50 lb cases.....5 1/2 Cleaned, bulk.....6 1/2 Cleaned, packages.....7 Peel. Citron American 10 lb bx @ 14 Lemon American 10 lb bx @ 12 Orange American 10 lb bx @ 12 Raisins. Ondura 28 lb boxes.....@ Sultana 1 Crown.....@ 8 Sultana 2 Crown.....@ Sultana 3 Crown.....@ Sultana 4 Crown.....@ Sultana 5 Crown.....@ FLY PAPER. Tanglefoot Regular, per box.....30 Regular, case of 10 boxes.....2 55 Regular, 5 case lots.....2 50 Regular, 10 case lots.....2 40 Little, per box.....13 Little, case of 10 boxes.....1 45 Little, 10 case lots.....1 40 Holders, per box of 50.....75	FARINACEOUS GOODS. Farina. Bulk.....3 Grits. Walsh-DeRoo Co.'s.....2 00 Hominy. Barrels.....2 25 Flake, 50 lb. drums.....1 00 Lima Beans. Dried.....3 1/2 Maccaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....1 1/2 Chester.....2 Empire.....2 1/2 Peas. Green, bu.....80 Split, per lb.....2 1/2 Rolled Oats. Rolled Avena, bbl.....3 50 Monarch, bbl.....3 25 Monarch, 1/2 bbl.....1 75 Private brands, bbl.....3 00 Private brands, 1/2 bbl.....1 62 Quaker, cases.....3 20 Sago. German.....4 East India.....3 1/2 Wheat. Cracked, bulk.....3 24 2 lb packages.....2 40 Fish. Cod. Georges cured.....@ 3 1/2 Georges genuine.....@ 4 Georges selected.....@ 5 Strips or bricks.....5 @ 8 Halibut. Chunks.....10 Strips.....9 Herring. Holland white hoops keg.....60 Holland white hoops bbl.....7 50 Norwegian.....2 50 Round 100 lbs.....1 30 Round 40 lbs.....13 Scaled.....13 Mackerel. Mess 100 lbs.....10 50 Mess 40 lbs.....4 50 Mess 10 lbs.....1 20 Mess 8 lbs.....1 00 No. 1 100 lbs.....9 50 No. 1 40 lbs.....4 10 No. 1 10 lbs.....1 10 No. 1 8 lbs.....91 No. 2 100 lbs.....7 00 No. 2 40 lbs.....3 10 No. 2 10 lbs.....85 Sardines. Russian kegs.....55 Stockfish. No. 1, 100 lb. bales.....1 00 No. 2, 100 lb. bales.....1 00 Trout. No. 1 100 lbs.....4 00 No. 1 40 lbs.....1 90 No. 1 10 lbs.....55 No. 1 8 lbs.....47 Whitefish. No. 1.....6 40 No. 2.....5 00 No. 3.....2 80 No. 4.....2 30 No. 5.....70 No. 6.....65 No. 7.....65 No. 8.....65 No. 9.....65 No. 10.....65 No. 11.....65 No. 12.....65 No. 13.....65 No. 14.....65 No. 15.....65 No. 16.....65 No. 17.....65 No. 18.....65 No. 19.....65 No. 20.....65 No. 21.....65 No. 22.....65 No. 23.....65 No. 24.....65 No. 25.....65 No. 26.....65 No. 27.....65 No. 28.....65 No. 29.....65 No. 30.....65 No. 31.....65 No. 32.....65 No. 33.....65 No. 34.....65 No. 35.....65 No. 36.....65 No. 37.....65 No. 38.....65 No. 39.....65 No. 40.....65 No. 41.....65 No. 42.....65 No. 43.....65 No. 44.....65 No. 45.....65 No. 46.....65 No. 47.....65 No. 48.....65 No. 49.....65 No. 50.....65 No. 51.....65 No. 52.....65 No. 53.....65 No. 54.....65 No. 55.....65 No. 56.....65 No. 57.....65 No. 58.....65 No. 59.....65 No. 60.....65 No. 61.....65 No. 62.....65 No. 63.....65 No. 64.....65 No. 65.....65 No. 66.....65 No. 67.....65 No. 68.....65 No. 69.....65 No. 70.....65 No. 71.....65 No. 72.....65 No. 73.....65 No. 74.....65 No. 75.....65 No. 76.....65 No. 77.....65 No. 78.....65 No. 79.....65 No. 80.....65 No. 81.....65 No. 82.....65 No. 83.....65 No. 84.....65 No. 85.....65 No. 86.....65 No. 87.....65 No. 88.....65 No. 89.....65 No. 90.....65 No. 91.....65 No. 92.....65 No. 93.....65 No. 94.....65 No. 95.....65 No. 96.....65 No. 97.....65 No. 98.....65 No. 99.....65 No. 100.....65	Souders'. Oval bottle, with corkscrew. Best in the world for the money. Regular Grade Lemon. 2 oz.....75 4 oz.....1 50 Regular Grade Vanilla. 2 oz.....1 20 4 oz.....2 40 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50 GLUE. Jackson Liquid, 1 oz.....65 Jackson Liquid, 2 oz.....98 Jackson Liquid, 3 oz.....1 30 GUNPOWDER. Rifle-Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb. cans.....30 1/2 lb. cans.....18 Choke Bore-Dupont's. Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb. cans.....34 Eagle Duck-Dupont's. Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb. cans.....45 LICORICE. Pure.....30 Calabria.....25 Sicily.....15 Root.....10 MASON FRUIT JARS. Pints, 1 doz. box, per gross 4 25 Quarts, 1 d.z. box, per gross 4 50 Half gal. 1 d.z. b'x, per gross 4 50 Fruit Jar Rubbers, per gross 25 Mason Caps only, per gross 25 Glass Cover Fruit Jars. "The Best" Fruit Keeper. Pints, 1 doz. box, per gross 5 50 Quarts, 1 d.z. box, per gross 5 75 Half gal. 1 d.z. b'x, per gross 5 75 MINCE MEAT. Ideal, 3 doz. in case.....2 25 HATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 MOLASSES. New Orleans. Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 @ 35 Half-barrels 2c extra. PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....1 POTASH. 48 cans in case. Babbitt's.....4 00 Penna Salt Co.'s.....3 00 PICKLES. Medium. Barrels, 1,200 count.....3 75 Half bbls, 600 count.....2 40 Small. Barrels, 2,400 count.....5 00 Half bbls, 1,200 count.....3 00 RICE. Domestic. Carolina head.....6 1/2 Carolina No. 1.....5 Carolina No. 2.....4 1/2 Broken.....3 Imported. Japan, No. 1.....5 1/2 Japan, No. 2.....5 Java, No. 1.....4 1/2 Table.....5 1/2	SALERATUS. Packed 60 lbs. in box. Church's.....3 30 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 SAL SODA. Granulated, bbls.....1 10 Granulated, 100 lb cases.....1 50 Lump, bbls.....1 Lump, 145 lb kegs.....1 10 SALT. Diamond Crystal. Cases, 24 3-lb boxes.....1 50 Barrels, 100 3 lb bags.....2 75 Barrels, 40 7 lb bags.....2 40 Butter, 28 lb. bags.....30 Butter, 56 lb. bags.....60 Butter, 20 14 lb bags.....3 00 Butter, 280 lb bbls.....2 50 Common Grades. 100 3 lb sacks.....2 60 60 5-lb sacks.....1 85 28 11-lb sacks.....1 70 Worcester. 50 4 lb. cartons.....3 25 115 2 1/2 lb. sacks.....4 00 60 5 lb. sacks.....3 75 22 14 lb. sacks.....3 50 30 10 lb. sacks.....3 50 28 lb. linen sacks.....32 56 lb. linen sacks.....60 Bulk in barrels.....2 50 Warsaw. 56-lb dairy in drill bags.....30 28-lb dairy in drill bags.....15 Ashton. 56-lb dairy in linen sacks.....60 Higgins. 56-lb dairy in linen sacks.....60 Solar Rock. 56-lb sacks.....21 Common Fine. Saginaw.....70 Manistee.....70 SEEDS. Anise.....13 Canary, Smyrna.....4 Caraway.....10 Cardamon, Malabar.....80 Hemp, Russian.....4 Mixed Bird.....4 1/2 Mustard, white.....6 1/2 Poppy.....8 Rape.....5 Cuttle Bone.....20 SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43 SPICES. Whole Sifted. Allspice.....9 Cassia, China in mats.....10 Cassia, Batavia in bund.....20 Cassia, Saigon in rolls.....32 Cloves, Ambonya.....15 Cloves, Zanzibar.....9 Mace, Batavia.....50 Nutmegs, fancy.....60 Nutmegs, No. 1.....50 Nutmegs, No. 2.....45 Pepper, Singapore, black.....9 Pepper, Singapore, white.....12 Pepper, shot.....10 Pure Ground in Bulk. Allspice.....12 Cassia, Batavia.....22 Cassia, Saigon.....35 Cloves, Ambonya.....20 Cloves, Zanzibar.....15 Ginger, African.....15 Ginger, Cochiti.....20 Ginger, Jamaica.....22 Mace, Batavia.....70 Mustard, Eng. and Trieste.....30 Mustard, Trieste.....25 Nutmegs.....40 Pepper, Sing. black.....100 1/2 Pepper, Sing. white.....150 1/2 Pepper, Cayenne.....170 1/2 Sage.....18 SYRUPS. Corn. Barrels.....17 Half bbls.....19 Pure Cane. Fair.....16 Good.....20 Choice.....25 SODA. Boxes.....5 1/2 Kegs, English.....4 1/2
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SOAP.

Laundry.

Armour's Brands.	
Armour's Family.	2 70
Armour's Laundry.	3 25
Armour's White, 100s.	6 25
Armour's White, 50s.	3 20
Armour's Woodchuck.	2 55
Armour's Kitchen Brown.	2 00
Armour's Mottled German.	2 40

JAXON

Single box.	2 75
5 box lots, delivered.	2 70
10 box lots, delivered.	2 65

JAS. S. KIRK & CO.'S BRANDS.	
American Family, wrp'd.	3 33
American Family, unwrp'd.	3 27
Dome.	3 33
Cabinet.	3 20
Savon.	2 50
Dusky Diamond, 50 6 oz.	2 10
Dusky Diamond, 50 8 oz.	3 00
Blue India, 100 1/2 lb.	3 00
Kirkline.	3 75
Eos.	3 65

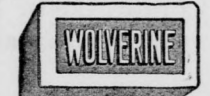
One box American Family free with five.

Schulte Soap Co.'s Brand.



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

Wolverine Soap Co.'s Brands.



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

Scouring.

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

Washing Powder.



100 12 oz. pkgs.	3 50
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STARCH.



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

Diamond.

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

Common Corn.

20-lb. boxes.	4 1/2
40-lb. boxes.	4 1/2

Common Gloss.

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

STOVE POLISH.



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

SUGAR.

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

Cut Loaf.	5 63
Domino.	5 50
Cubes.	5 25
Powdered.	5 38
XXXX Powdered.	5 38
Mould A.	5 25
Granulated in bbls.	5 00
Granulated in bags.	5 00
Extra Fine Granulated.	5 13
Extra Coarse Granulated.	5 13
Diamond Confec. A.	5 00
Confec. Standard A.	4 75
No. 1.	4 75
No. 2.	4 75
No. 3.	4 75
No. 4.	4 69
No. 5.	4 69
No. 6.	4 56
No. 7.	4 50
No. 8.	4 44
No. 9.	4 38
No. 10.	4 31
No. 11.	4 19
No. 12.	4 13
No. 13.	4 00
No. 14.	3 88
No. 15.	3 75
No. 16.	3 63

TABLE SAUCES.

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

TOBACCOS.

Cigars.

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



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



Star Green.	35 00
Miscellaneous Brands.	
American Queen.	35 00
Mallory.	35 00
Michigan.	35 00
Royal Knight.	35 00
Sub Rosa.	35 00

VINEGAR.

Leroux Cider.	10
Robinson's Cider, 40 grain.	10
Robinson's Cider, 50 grain.	12

WICKING.

No. 0, per gross.	25
No. 1, per gross.	30
No. 2, per gross.	40
No. 3, per gross.	75

Fish and Oysters

Fresh Fish.	Per lb.
Whitefish.	@ 8
Trout.	@ 8
Black Bass.	@ 10
Halibut.	@ 14
Ciscoes or Herring.	@ 4
Bluefish.	@ 10
Live Lobster.	@ 18
Boiled Lobster.	@ 20
Cod.	@ 10
Haddock.	@ 8
No. 1 Pickerel.	@ 8
Pike.	@ 7
Smoked White.	@ 7
Red Snapper.	@ 10
Cool River Salmon.	@ 12 1/2
Mackerel.	@ 12 1/2

Oysters in Cans.

F. H. Counts.	@ 40
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Shell Goods.

Oysters, per 100.	1 25 @ 1 50
Clams, per 100.	90 @ 1 00

Candies.

Stick Candy.

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

Mixed Candy.

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

Fancy-In Bulk.

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

Fancy-In 5 lb. Boxes.

Lemon Drops.	@ 50
Sour Drops.	@ 50
Peppermint Drops.	@ 60
Chocolate Drops.	@ 60
H. M. Choc. Drops.	@ 75
Gum Drops.	@ 75
Licorice Drops.	@ 75
A. B. Licorice Drops.	@ 75
Lozenges, plain.	@ 50
Lozenges, printed.	@ 50
Imperial.	@ 50
Molasses Bar.	@ 50
Molasses Bar.	@ 50
Hand Made Creams.	80 @ 90
Plain Creams.	60 @ 90
Decorated Creams.	@ 90
String Rock.	@ 90
Burnt Almonds.	1 25 @ 95
Wintergreen Berries.	@ 95

Caramels.

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

Fruits.

Oranges.

Med't Sweets.	
150-176-200.	@ 3 75
Messinas.	@ 3 75
Fancy 200s.	@ 3 75
Choice 200s.	@ 3 50
St. Michaels.	
200s.	@ 4 50

Lemons.

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

Bananas.

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

Foreign Dried Fruits.

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

Nuts.

Almonds, Tarragona.	@ 12 1/2
Almonds, Ivaca.	@ 11
Almonds, California, soft shelled.	@
Brazils new.	@ 7 1/2
Pilberts.	@ 10
Walnuts, Grenoble.	@ 12 1/2
Walnuts, Calif No. 1.	@ 10
Walnuts, soft shelled.	@ 12
Calif.	@ 12
Table Nuts, fancy.	@ 11
Table Nuts, choice.	@ 10
Pecans, Med.	@ 10
Pecans, Ex. Large.	@ 10
Pecans, Jumbos.	@ 12
Hickory Nuts per bu.	@
Ohio, new.	@ 3
Cocoanuts, full sacks.	@ 3 50

Peanuts.

Fancy, H. P., Suns.	@ 7
Fancy, H. P., Flags.	@ 7
Roasted.	@ 7
Choice, H. P., Extras.	@ 4
Choice, H. P., Extras.	@ 6
Roasted.	@ 6

Grains and Feedstuffs

Wheat.

Old Wheat.	71
New Wheat.	68

Winter Wheat Flour.

Local Brands.	
Patents.	4 40
Second Patent.	4 00
Straight.	3 80
Clear.	3 40
Graham.	3 75
Buckwheat.	3 40
Rye.	2 05
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
Worden Grocer Co.'s Brand.	
Quaker, 1/2s.	4 20
Quaker, 1/4s.	4 20
Quaker, 1/8s.	4 20

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.	
Pillsbury's Best 1/2s.	4 85
Pillsbury's Best 1/4s.	4 75
Pillsbury's Best 1/8s.	4 65
Pillsbury's Best 1/4s paper.	4 65
Pillsbury's Best 1/8s paper.	4 65
Ball-Barnhart-Putman's Brand.	
Grand Republic, 1/2s.	4 75
Grand Republic, 1/4s.	4 65
Grand Republic, 1/8s.	4 55

Lemon & Wheeler Co.'s Brand.

Parisian, 1/2s.	4 85
Parisian, 1/4s.	4 75
Parisian, 1/8s.	4 65
Olney & Judson's Brand.	
Ceresota, 1/2s.	4 85
Ceresota, 1/4s.	4 75
Ceresota, 1/8s.	4 65

Worden Grocer Co.'s Brand.

Laurel, 1/2s.	4 85
Laurel, 1/4s.	4 75
Laurel, 1/8s.	4 65

Meal.

Bolton.	1 50
Granulated.	1 75

Feed and Millstuffs.

St. Car Feed, screened.	13 00
No. 1 Corn and Oats.	12 00
Unbolted Corn Meal.	11 50
Winter Wheat Bran.	9 00
Winter Wheat Middlings.	10 00
Screenings.	8 00
The O. E. Brown Mill Co. quotes as follows:	

New Corn.

Car lots.	29
Less than car lots.	31

Oats.

Car lots.	23
Carlots, clipped.	24 1/2
Less than car lots.	27

Hay.

No. 1 Timothy carlots.	9 50
No. 1 Timothy, ton lots.	10 50

Crackers.

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

Butter.

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

Soda.

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

Oyster.

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

SWEET GOODS-Boxes.

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

Provisions.

Swift & Company quote as follows:

Barreled Pork.	
Mess.	8 00
Back.	9 00
Clear back.	8 75
Short cut.	8 75
Pig.	12 00
Bean.	8 00
Family.	8 50

Dry Salt Meats.

Bellies.	5 1/2
Briskets.	5
Extra shorts.	4 1/2

How an Early Closing Movement Can Be Inaugurated.

Fulton, July 21.—In a recent issue of the Tradesman you stated that any suggestion from your patrons would be welcome. I would like to suggest that, if there could be a merchants' association formed in this State, with branch lodges established in all the several towns, it would be a blessing to all concerned. For instance, in regard to closing at night: As it is at present, even if we all agree to close at a certain time in one town, it will drive a certain amount of trade away, for some people will go to other towns evenings, whereas if we were members of the same association, we could arrange it to close in all towns at a certain time, thereby running no risk of losing our customers. This, alone, is worth a good deal to me, for what merchant can enjoy life and be tied down to his business from early morning until the late hours of night?

Another suggestion I have to offer is that, if a law could be passed in favor of the merchants, how much it would be appreciated, because, as it is now, if we even try to collect an honest debt, we are baffled.

L. H. WOOD.

There is only one reason why a mercantile association built on State lines cannot be successfully maintained—and that is the apathy of the merchants themselves. From 1883 to 1888 the editor of the Tradesman personally assisted in the organization of over one hundred local associations of retail merchants, which did excellent work in dealing with the dead-beat, the peddler, the itinerant merchant, matters of early closing, the observance of holidays and questions of public improvement. In 1886 representatives of the local associations then in existence met at Grand Rapids on the invitation of the Tradesman and created a State organization, to take up the work where the local associations left off and carry it forward to a successful termination. Annual conventions were held at Flint, Cheboygan and Muskegon and genuine progress was made along several lines. Through the influence of the organization, the peddling law was amended, the Insurance Policy Commission was created and the uniform insurance policy was adopted, the formation of local building and loan associations was encouraged, and the agitation of a mutual fire insurance company induced the companies then in the field to make marked concessions in rates. The relations between the State and local organizations were so intimate that thousands of dollar of poor accounts were collected and many more thousands were saved by merchants being informed beforehand as to the true character of itinerant customers.

It would naturally be supposed that such a powerful influence for the welfare and prosperity of the retail merchant would never be allowed to wane; but, strange to say, the men who were most benefited by the movement appeared to be least concerned in its support. After the novelty had worn off, the attendance at the meetings of the local organizations began to decrease and after a while regular meetings were too often abandoned. This indifference naturally contributed to the disgust of those who were disposed to give the movement their constant support and ultimately many local organizations were allowed to lapse. Depending entirely upon the local associations for encouragement and support, the State organization sank into a dormant condition, from which it has never roused. Thus the retail merchants of Michigan voluntarily abandoned a movement which elevated the standard of merchandising in every locality in the State

and made it easier and safer for every man in trade to do business. Until there is a change of sentiment relative to the maintenance of local organizations, the suggestion of Mr. Wood in regard to a general organization and the work it could accomplish along the line of early closing is devoid of pertinence. In the meantime the desired result can be accomplished by energetic effort of a local or neighborhood character, securing the signatures of all interested to an agreement to close at a certain specified time.

Foolishness of Continually Harboring Pessimistic Views.

Ante Lucem in American Artisan.

I sometimes think we are all born pessimists. A week ago my trip was through a section of the country where crop prospects were in the aggregate good. We were then having rains and hot winds bordering on the cyclone edge. Each particular feature of the weather brought out its pessimistic censors. For the past week the journey has been through a district showing much less favorable crop prospects—in fact, a portion of the crop is entirely wiped out by hail storms. Like other sections, the pessimistic fellow is around, and all the earth looks black to him. The hay crop is so immensely large it will bring nothing—\$1.50 or \$2 a ton at the stack. Corn is a failure. Wheat is being all destroyed by insects. Oats too early to determine, but the whole thing going to the demerit bow-wows. So it goes, and I cannot understand why it is just a little easier to look upon the dark side of life than to eschew pessimism and view the brighter side of things. We have no right to censure our Creator, but candidly, it would seem our natures lean toward the pessimistic side. Even those whose surroundings put them above want and in the cradle of luxury are prone to complaints.

* * *

While in company with several travelers at a country hotel (we called them "taverns" sixty years ago) waiting train time, a team in charge of a young lad some fourteen or fifteen years of age, who was unloading some truck from the wagon, made a dash across the yard, over the pump and out into the alleyway. The lad was on to his job, climbed into the end of the wagon box and so soon as he could recover the lines sawed the team down to a standstill, receiving the plaudits of the traveling men and curses of the landlord, who was out a pump. In ten minutes the whole town was out viewing the wrecked pump and condoling with the hotel man over his loss, it was so dreadful—a serious thing. Not for a moment did they stop to think of the good fortune wrapped up in the heroic action of the lad, who had prevented what might have been a most disastrous runaway had the team sped up through the narrow, crowded street colliding with other teams, people, etc.—perhaps a horse or two killed, people injured seriously or killed. As it was a \$10 pump was demolished, and a nifty boy had performed a commendable act, only to be upbraided by his father.

* * *

So it is the dark side shines to our pessimistic view and the silver lining never. One day it rains driving the small grains down, preventing cultivation of corn, then comes hail, or a little devil worm in countless millions nestling among the wheat roots, and two or three days later their course is marked by countless white stalks and barren heads, all followed by the pessimistic wail of short crop or crop failure. How much worse it might be, and how much better all this is than famine. We grieve because of idle labor, a meager trade, and cloudy outlook. How much worse it might be! How much worse it is with others! This constitutional everlasting pessimistic cloud may be a good thing, it may be the very identical part of our make-up that keeps us everlastingly employed, living or trying to live.

An Honest But Shrewd Yankee.

There is a funny case of international honesty down in Arizona, just on the line between that Territory and Mexico. A Yankee farmer lives there, one Amasa Barrow by name, and it is his business to raise chickens. Chicken feed is cheap in Mexico, and chickens bring fine prices in Arizona, but to raise fowls in Mexico and bring them across the boundary, or to buy the feed and bring it across, would involve the payment of a considerable duty, which would eat the profits about as fast as the hens could eat the corn. As for smuggling, that was not to be thought of.

Amasa is a Yankee, and is so honest that his neighbors say he wouldn't take advantage of a man in a horse trade. But he is also full of Yankee ingenuity, and after deep cogitation he built

a long, slim hencoop, one-half of it in Arizona and the other in Mexico. On the line there is a gate. Over the line there are barns containing feed. At feeding time the gate is opened and the chicken fancier shoos his flock into Mexico, where they eat their meal. Then he shoos them back to the protection of the American flag, where they digest this Mexican grain, lay their eggs and carry on their family affairs. Mr. Barrow saves about 50 per cent. on grain, and makes about that much on his chickens, and if there is any smuggling done it is done by the innocent and irresponsible biddies.

Suretyship, indorsing and accommodation paper pave the way to the poorhouse. "He that hateth suretyship is sure."

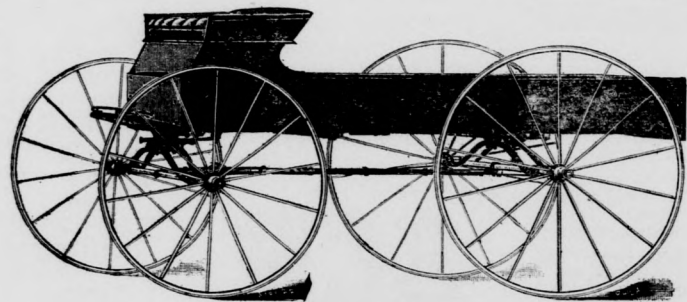
Straw Board, Building Paper, Roofing Material

We are jobbers of these goods, among which are

Tarred Board, Rosin Sized Sheathing, W. C. Oiled Sheathing, Tarred Felt, Roofing Pitch, Coal Tar, Rosin, Asphalt Paints, Elastic Cement, Ready Roofing, Carpet Lining, Mineral Wool.

Qualities the best and prices the lowest.

H. M. REYNOLDS & SON, Grand Rapids, Mich.



This is the NEATEST DELIVERY WAGON made. Weighs 380 pounds. Stands 30 inches from ground. Construction and finish first class. Turns within its own length with patent short turn gear.

Many other styles in our new catalogue. Write for it.

BROWN & SEHLER,

Grand Rapids, Mich.

Manufacturers of Hand Made Harness for all uses.

SAVE YOUR POTATOES

We have
The Eclipse Sprinkler
The Globe Sprinkler
The Bartholomew
Sifter

Get
in
your
orders
now.



FOSTER, STEVENS & CO., Grand Rapids.

THE ETHICS OF CREDIT.

Merchants Should Cease to Be Pawn-Brokers or Usurers.

In seeking the origin of credit we find it in the form now known to us as bills of exchange. The honor of its invention is variously claimed for the ancient Chinese, Egyptian and Hebrew traders. This is still a true beneficial and necessary use of credit. Without it the distribution and exchange of human products would be rendered practically impossible, except on the most limited scale. No harm can arise from the use of credit to this extent and this I believe is the true and only use of credit which can be made with safety.

With the gradual decay of serfdom and the feudal system came about an extension of manufactures and commerce. Commensurate with the decline of landed estates was the rise of commercialism. The lowly pawnshop rose to the dignity of the bank. The petty tradesman became the lordly manufacturer and the meek shop-keeper was transformed into the merchant prince. Large cities were built and filled with a luxury and glitter exceeding that of the proudest feudal castles. With increasing security for life and property and the venturesome craving for large operations came also an enormous extension and inflation of credit. Usury was relieved of its odium and became a regular business under the protection of the state. The nobility or leisure class, to whom real property had been the only permissible possession, now found their revenues curtailed. An upstart class of traders and brokers insolently jostled blue-blooded paupers. They invented stocks, bonds, funds, annuities and pensions. If anybody wanted something which he did not have and was not entitled to, he no longer needed to turn highwayman and hazard his skin to get it; he just floated bonds, bonds, bonds.

The robber baron, the feudal lord, the rack-renter, in another form, were established in the saddle once more and this time it was a much easier seat. Credit had been perverted from its original, beneficent use and was now become an instrument of oppression. In this country the process has been analogous.

Perhaps the connection may seem remote to you between the retail merchants who loan a few hundred dollars' worth of goods to their petty customers and the bloated bondholders who loan your country, your state or your Uncle Sam the tens of thousands or the millions. Under our political and commercial organization this connection is most close and intimate. One small invidious load necessitates another and the aggregate is enormous. Out of pure kindness of heart we loan our goods to our farmer friends, who never under any circumstances are in absolute need of it. Let me repeat—and I say it with positive knowledge that it cannot be controverted—there never was a time, and there never will be a time, when any man anywhere on earth must have credit of the kind we are accustomed to extend. Nothing can ever justify the selling of goods at retail on credit. I doubt if there is one exception in one thousand cases where it would not be the greatest kindness to the applicant for credit to refuse it altogether.

This Nation must stop discounting the future. We must learn to conduct public affairs with ordinary horse sense and prudence. When there is any public work to be done we do not put our

shoulder to the wheel and do it like men. No, we mortgage posterity, having first mortgaged everything else. Fortunately, our equity in posterity seems to be nearly exhausted and we shall find it easier hereafter to do honest work ourselves than to float bonds.

It is time that merchants cease to countenance this evil practice. It is no part of their calling. It is a perversion of their business, which is to distribute and exchange the products of human toil. Mercantile credit is a curse to the human family.

If the merchant attempts to add to his regular occupation the business of the pawn broker and usurer his legitimate business must suffer. No man can serve two masters. He must go out of the loaning business, or he will soon be forced to get out of the merchandising business.

C. C. PETERSON.

Current Superstitions Concisely Stated.

To begin a journey on Friday is considered extremely unlucky. This holds good in every case except that of a mother-in-law or a presidential candidate.

To sit thirteen at a boarding house table is considered unlucky by all except those near the carver.

If the palm of the right hand itches it signifies that you will meet a stranger with money, which he will keep.

If the palm of the left hand itches it signifies that you will meet a stranger who will endeavor to separate you from a dime.

To see the new moon over the right shoulder and make a long wish is a sure sign that you will collide with a cable car unless you bring your gaze down to mundane affairs.

To see the new moon, the old moon and 46,789,432 stars over your right shoulder in winter is a sign that there is ice on the pavement. In summer it signifies a banana skin.

To let a third and unknown party pass between you and your sweetheart without an introduction while you are enroute for the theater is a sign that you will sit behind a large and picturesque hat.

A hairpin working itself out of a young lady's hair is a sign that it will go on an exploring expedition down the back of her neck if she doesn't discover it in time.

To stub your left toe when you stumble is a token that you will land on your right ear; if you stub your right toe you will reach terra firma by means of your left ear. Scientists claim that this is a state of affairs caused by the laws of gravitation.

To find a horseshoe in your omelette at breakfast is a sign that the cook is absent-minded.

To break a looking-glass is a sign that the furniture dealer will have a customer shortly.

If, when you give up your room you give up your trunk, it is an omen that you haven't paid your rent.

While walking under a ladder good luck is yours, that is if the brick stays up.

To remove the wedding ring is considered unlucky everywhere, except in Chicago.

To walk under the elevated road when a train is passing is a sign that you are rich and will get a new suit of clothes very soon.

To meet a load of hay and make a wish is a sign that the bunco man will get you if you don't watch out.

To upset the pepper box signifies that you will give a slight imitation of a man who has hay fever.

To spill ink is bad luck. That is why so many would-be authors fall by the wayside. They spill too much ink.

If you wake up in the night, think you hear burglars, and find, instead, a black cat with a white star in its forehead trying to force an entrance into the refrigerator, it is an omen that the free and unlimited coinage of swear words will go into effect right away.

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
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BUTTS, CAST

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

BLOCKS

Ordinary Tackle.....	70
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CROW BARS

Cast Steel.....	per lb 4
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CAPS

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

CARTRIDGES

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

CHISELS

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

DRILLS

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

ELBOWS

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

EXPANSIVE BITS

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

FILES—New List

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

GALVANIZED IRON

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

GAUGES

Stanley Rule and Level Co.'s.....	60&16
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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
Pine 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
Scotch 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 1/2 per pound extra.....	

HAMMERS

Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10.....	

HOUSE FURNISHING GOODS

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

HOLLOW WARE

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

HINGES

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

WIRE GOODS

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

LEVELS

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

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

SQUARES

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

SHEET IRON

Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	3 30 2 40
Nos. 18 to 21.....	3 45 2 00
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
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SASH WEIGHTS

Solid Eyes.....	per ton 20 00
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TRAPS

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

WIRE

Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	58
Barbed Fence, galvanized.....	2 05
Barbed Fence, painted.....	1 70

HORSE NAILS

An Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10

WRENCHES

Baxter's Adjustable, nicked.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80

MISCELLANEOUS

Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50

METALS—Zinc

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

SOLDER

1/2 @ 1/4.....	12 1/4
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The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

TIN—Melyn Grade

10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00

Each additional X on this grade, \$1.25.

TIN—Allaway Grade

10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00

Each additional X on this grade, \$1.50.

ROOFING PLATES

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

BOILER STEEL TIN PLATE

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

TRADESMAN
ITEMIZED
LEDGERS

Size 8 1-2x14—Three Columns.

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

Invoice Record or Bill Book.

80 Double Pages, Registers 2,880 invoices.....	\$2 00
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TRADESMAN COMPANY
GRAND RAPIDS.

GENERAL TRADE SITUATION.

It was with a general feeling of relief that the business community received the announcement Saturday that the tariff bill had become law; for it has been demonstrated that tariff consideration, whether in the direction of an increase or decrease, is always an element of uncertainty and uneasiness to trade. In the case of reduction of rates, as in the consideration of the Wilson bill, the effect is to cause a general suspension of trade in dutiable goods on account of the reduction in price likely to be caused. So in the case of an advance in duties there is an undue stimulation of imports due to the expectation that prices will be raised, such as that which characterized the month of consideration of the Dingley bill.

While the increase in imports seemed to be distinctly marked, giving an undue increase in stocks to be reckoned with in future trade, there is yet less to be apprehended of injurious effects than has generally been supposed. It seems probable that in the wool trade there will be a pressure to realize on speculative importations to an extent to cause depression and put off the day of a recovery in prices in that line; but the fear that the market has been forestalled in manufactured goods is probably not well founded, as it is impossible for importers to determine what goods and styles will be popular and in demand many months in advance.

There are some minor branches of trade which may be adversely affected by the anticipatory importations; but in most important lines it will not be a factor to any great extent.

The general advance of the stock market, which set in about May 1 and which met with a slight speculative reaction for a few days the first of this month, has since resumed its steady upward course. Sales have been very large, exceeding those of any other week this year by more than 550,000 shares. The condition of the share market would argue that a general recovery in prices is fairly upon us.

The movement of wheat has been upward, with two slight reactions during the week. The general report of increased crop prospects in this country is more than offset by the assurance of an unusual foreign demand, on account of poor yields elsewhere, to an extent which assures good returns to the farmer, with a corresponding increase in his ability to buy.

In the iron trade the most marked condition is the low prices still holding for pig and many manufactured products; yet orders have been numerous, and, as many works are idle on account of labor troubles, the others are in a state of encouraging activity.

The fall trade in woollens is opening unusually early and most samples shown are marked at an advance which seems to indicate that recovery in that direction is near. Cotton goods are still distressingly dull and production is being held down by restricting output.

The boot and shoe industry is getting more orders, which will start more of the shops and at prices generally a shade better than have been paid. Shipments from the East in July are about 4 per cent. smaller than in 1895 but larger than in any other year. Leather is unchanged in price, although the recent advance in grain has stopped buying. Hides are generally lower at Chicago, where the receipts of cattle since January 1 are not 6 per cent. behind last year's.

A notable indication is found in the increase of bank clearings, which exceed those for the corresponding week for many years, even including the high tide of 1892. The amount was \$1,098,000,000. This increase is largely owing to the resumption of activity in the stock markets. Failures for the week were 220.

MANIA FOR CONSOLIDATION.

The fact that some of the great combination companies of the United States, like the Standard Oil, Diamond Match and others, have passed through the years of panic with a constantly increasing share value appears to have turned the attention of promoters and investors to new combinations of a similar character until a mania for consolidation is resulting. Thus those who have watched the press during the past few days will bear out the statement that rumors and reports of such movements are more frequent than ever before.

It will be noted, however, that many of these reports are of a sensational and unreliable character; as, for instance the one alleged to be headed by the Standard Oil Company and comprising a great proportion of the most diversified interests in trade in the country. That a combination of such different and unrelated interests should be seriously considered is absurd, but the publication of such reports simply reflects the tendency in that direction which amounts to a craze in the public mind.

There is unquestionably a decided movement in the direction noted which is manifesting itself in the union of similar interests to an unprecedented extent. The increased movement of stocks, on account of improving conditions, naturally gives opportunity for such changes, and the alluring reports of increased returns on account of reductions in cost of operation made possible is a sufficient explanation of the movement.

The consolidation of municipal interests in the creation of the Greater New York not only affords a most notable instance of combination in itself, but gives opportunity and suggestion for the combination of several of the municipal enterprises of the several cities. Thus we hear of the union, or the proposed union, of several of the transit companies of New York with the similar ones of the absorbed region adjoining. Then some of the gas companies must fall into line, and so with other municipal enterprises.

The craze for such unions is by no means confined to the industries affected by the re-organization of the metropolis. The activity of railroads in this direction seems to be recovering from the set-back caused by the unfortunate results of such combinations in recent years; but it is in industrial lines especially that the movement is becoming most pronounced. Thus we hear of negotiations for the consolidation of the anthracite coal roads to complete the combination governing that industry, and so of many similar movements.

It is interesting to conjecture as to the extent to which the movement is likely to obtain. As it seems to be based so largely upon the idea that the lessened cost of production resulting from such concentration of interests is to account for the increased profits, it may be well to note that the instances of pronounced success in this direction are not numerous. The idea that such combinations shall control production

and prices is becoming less popular as a result of the many instances where they have served the opposite purpose of establishing a fatal competition.

Bay City Grocers To Picnic August 19.

Bay City, July 22.—The annual outing of the grocers and meat dealers will be held this year on August 19. The Committee on Location decided to go to the new resort on Tawas Bay, and thereby patronize the Detroit & Mackinaw Railway, which made a rate of 50 cents for the round trip. The grocers decided that they preferred to patronize the new road because it was assisting them in working up a trade up the shore, besides the beach on Tawas Bay offered every facility for a fine outing. An effort will be made to have all kinds of business close down for the annual outing and thereby have the biggest excursion ever turned out of Bay City.

\$2.50—Milwaukee and Return—\$2.50.

It is quite a while since we had one of those popular excursions to Milwaukee, so the A. O. U. W. has come to the front and will leave here at 10 p. m., Saturday night, D. & M. depot, arriving at Milwaukee Sunday morning. Will have a good time all day and enjoy the night trip home, arriving here at 6.40 a. m. Everybody is invited to join the party. Tickets can be secured from the committee or at D. & M. city office, 23 Monroe street.

Excursion to Detroit.

The G. T. Ry. System, "D. & M." division, will run another Sunday excursion to Detroit August 1, leaving Grand Rapids at 6.30 a. m., D. & M. depot. For full particulars call on agent at depot or city office, 23 Monroe street. Jas. Campbell, C. P. A.

A. B. Taylor, the Saugatuck banker and general dealer, has returned home after a week's respite in the city as a guest at the residence of Bishop Gillespie. Mr. Taylor had not been in the city for fifteen years and was greatly pleased over the progress made in many directions.

A factory for making smokeless powder is to be established in the City of Mexico by an American company. The factory will cost \$350,000 gold, and will be conducted under the auspices of the Mexican government.

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.

WILL SELL MY FOUR DEPARTMENT stores of general merchandise, as I must retire from business. Here is a fortune for somebody. Julius H. Levinson, Petoskey, Mich. 353

WILL SELL AT A GREAT BARGAIN—Drug stock and fixtures, inventorying about \$3,000 in a city of 6,000. Two other drug stores. Reason given to intending purchaser. Terms liberal. Address No. 354, care Michigan Tradesman. 354

STORE FIXTURES CHEAP—ONE ASHLAND prescription scale and weights, one druggist's counter balance and weights (Fairbank), one prescription case, six large store lamps, two showcases (one 4 ft. and one 6 ft.), one iron safe, one grocer's scale, tin scoop—all or any of above at a bargain. For description and price write Van L. Witt, Grand Haven, Mich. 355

ONLY PHOTOGRAPH GALLERY IN TOWN of 1,500 population for sale cheap, on account of other business. Gross receipts are about \$1,200 annually. Address Photographer, Ovid, Mich. 351

FOR SALE—CLEAN STOCK GROCERIES and crockery, enjoying cream of trade in best growing city in Michigan. Lake port and center of fruit belt. Patronage mostly cash. Rent, \$50 per month, with terminable lease. Stock and fixtures will inventory \$3,500, but can be reduced. Reason for selling, owner has other business which must be attended to. Business established five years and made money every year. Answer quick if you expect to secure this bargain. Address No. 358, care Michigan Tradesman. 358

FOR SALE CHEAP—ONE 1897 COUNTER Dayton computing scale; one Vermont pattern counter Howe scale; one Fairbanks platform counter scale; one Buffalo platform counter scale. Address S. S., care Michigan Tradesman. 350

FOR SALE—ON ACCOUNT OF OTHER business, two of the finest and best-paying cigar stores in the West. Everything new and the best that money can buy. Would consider a trade for first-class city real estate or a good farm near a nice lake. F. E. Bushman, South Bend, Ind. 346

FOR SALE—GOOD 82 ACRE FARM, WELL improved, good buildings, good growing crops, for part cash and long time on balance. Address No. 349, care Michigan Tradesman. 349

COUNTY RIGHTS FOR SALE—SAGINAW Co. Self-Heating Iron Co., Saginaw, E. S., Mich. 356

FOR SALE—GENERAL STOCK MERCHANT—disc in a small town on the Chicago & Grand Trunk Railroad. Sales last year \$15,000. Will inventory from \$3,500 to \$4,500; double store, barn, two good peddling wagons, horses, harnesses, buggies. Will sell complete or sell stock and rent buildings. Address No. 348, care Michigan Tradesman. 348

DESIRE TO TRADE FOR MERCHANDISE—\$4,000 store, \$1,500 encumbrance; rented \$30. City 20,000. Address No. 345, care Michigan Tradesman. 345

FOR SALE—STOCK OF DRUGS, PAINTS and wall paper in one of the best towns in Southern Michigan; an old established business of thirty years. Yearly sales \$12,000 to \$15,000; owner retiring. Address No. 344, care Michigan Tradesman. 344

FOR SALE—STORE BUILDING WITH RES-idence rooms in connect-on—a fine location for millinery and bazaar trade. Address Box 88, Leroy, Osceola Co., Mich. 342

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. 331

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 50 M per day; capacity of kiln, 320 M. Morse & Schneider, Seney, Mich. 336

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

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

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

FOR SALE—STOCK OF GENERAL MER-chandise and fixtures; inventory \$1,700. Address Postmaster, New Salem, Mich. 324

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

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

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

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

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

FOR SALE OR TRADE FOR STOCK OF merchandise—150 acres of choice timber land on Section 2 of the Haskell land grant, Buchanan county, Virginia; title o. k. Address No. 262, care Michigan Tradesman. 262

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

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

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

PATENT SOLICITORS.

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

MISCELLANEOUS.

WANTED—REGISTERED PHARMACIST to clerk in small town. Must give good reference. Single man preferred. Address No. 357, care Michigan Tradesman. 357

WANTED—ACTIVE SALESMAN TO RE-present to dealers and consumers a well-advertised and meritorious soap in and about Kent county. Address No. 332, care Michigan Tradesman. 332

YOUNG MAN, COMPETENT BOOK-KEEP-er, understands double entry, desires position. Best of references furnished. Address W., care Michigan Tradesman. 347

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 6:40am

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. 1:35pm 5:15pm 10:45am

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

PARLOR AND SLEEPING CARS, CHICAGO.
Parlor cars leave Grand Rapids 8:35 a.m. and 1:25 p.m.; leave Chicago 3:15 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 5:30pm
Ar. Detroit. 11:40am 5:40pm 10:20pm

Returning from Detroit.
Lv. Detroit. 8:00am 1:00pm 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	G'd. Haven and Int. Pts..	7:10pm
12:53pm	G'd. Haven and Intermediate..	3:22pm
5:12pm	G'd. Haven Mil. and Chi..	10:05am
7:40pm	G'd. Haven Mil. and Chi..	8:15am
10:00pm	G'd. Haven and Mil..	6:40am

Eastward—No. 14 has Wagner parlor car. No. 18 parlor car. Westward—No. 11 parlor car. No. 15 Wagner parlor car.

*Daily. +Except Sunday.
E. H. HUGHES, A. G. P. & T. A.
BEN. FLETCHER, Trav. Pass. Agt.,
JAS. CAMPBELL, City Pass. Agent,
No. 23 Monroe St.

GRAND Rapids & Indiana Railway June 20, 1897.

Northern Div. Leave Arrive

Trav. C'y, Petoskey & Mack..	4:15am	10:00pm
Trav. C'y, Petoskey & Mack..	7:45am	5:10p.
Trav. C'y, Petos. & Har. Sp'gs.	2:20pm	9:10p
Cadillac..	5:25pm	11:10am
Petoskey & Mackinaw..	11:10pm	6:30am

Train leaving at 7:45 a.m. has parlor car to Petoskey and Mackinaw.
Train leaving at 2:20 p.m. has parlor car to Petoskey, Bay View and Harbor Springs.
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..	10:10pm	4:05am
Kalamazoo..	8:05pm	8:50am

7:10a.m. train has parlor car to Cincinnati.
2:00p.m. train has parlor car to Fort Wayne.
10:15p.m. train has sleeping car to Cincinnati, Indianapolis and Louisville.

Muskegon Trains.

GOING WEST.

Lv G'd Rapids..	7:35am	1:00pm	5:40pm
Lv G'd Rapids..	9:00am	2:00pm	7:00pm
Ar Muskegon..	9:00am	2:10pm	7:00 p
Ar Muskegon..	10:25am	8:25pm	
Ar Milwaukee, Steamer..	4:00am		

GOING EAST.

Lv Milwaukee, Steamer..	7:30am		
Lv Muskegon..	7:10am	11:45am	4:10pm
Lv Muskegon..	8:35am	2:35pm	
Ar G'd Rapids..	9:30am	12:55pm	5:30pm
Ar G'd Rapids..	10:00am	8:00pm	

*Except Sunday. *Daily. *Sunday only.
Steamer leaves Muskegon daily except Saturday and Sunday.
Leaves Milwaukee daily except Saturday and Sunday.
A. ALMQUIST, C. L. LOCKWOOD,
Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.

Every Dollar

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

TRADESMAN COMPANY, Grand Rapids



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.

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.

ALL JOBBERS SELL

THE FAMOUS

**ROYAL KNIGHT
AND
AMERICAN QUEEN**

THEY ARE

Ten Cent Cigars

FOR

5 Cents

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

5 Cent Cigars

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

HANDLE

S. C. W.

CIGARS

For sale by all first-class jobbers and the

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

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.

Artistic Designs



An

Advertisement

should attract attention and impress its value upon the reader's mind. Effective and appropriate illustrations help to do this. We prepare designs for all purposes and devote particular attention to the illustrating of advertisements, booklets, catalogues, etc. Sketches and estimates furnished on application.

Tradesman
Company

GRAND RAPIDS
MICHIGAN.

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

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

Highest Price Paid for Empty Carbon and Gasoline Barrels.

The leading modern methods are

Photo-Zinc Engraving

Halftone Engraving

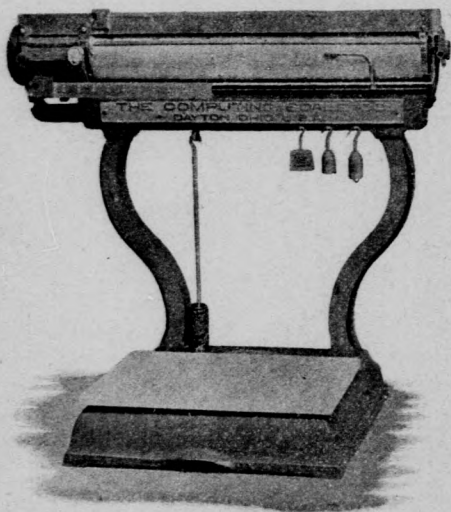
Wood Engraving

The Tradesman Company is fully equipped with complete machinery and apparatus for the rapid production of illustrations by any of these methods. Best results guaranteed in every case.

Tradesman Company,

Grand Rapids, Mich.

"Who Steals My Purse, Steals Trash"



So Shakespeare says, at least, but your cash drawer need not necessarily be an empty dream because Shakespeare hinted at the vulgarity of a purse; he perhaps meant an empty one. We ourselves think an EMPTY cash drawer a sort of useless thing to have about the premises; but don't understand that we are going to fill it for you; we simply offer to help you; we offer our system,

"The Money Weight Scale System"

Place 20 grains of 30c coffee in the palm of one hand and two pennies in the other. Now, honor bright, the pennies seem the more valuable, don't they? Our Money Weight scale will show you that the 20 grains of coffee are more valuable. That is the secret of the profit saving and money making of our Money Weight Scale System. You measure money for money; money on the scale beam for your customer's money. All are careful of money, and our Money Weight Scale System insures the same care in handling goods as money.

Our scales are as Fine, Sensitive and Durable as possible, and our prices are within the reach of all.

THE COMPUTING SCALE COMPANY, Dayton, Ohio.