

## Mr. Groceryman

Do you know that nearly every one of your customers uses some kind of Silver Polish? Do you sell it to them? Probably not. Why don't you? There is a good profit in this class of goods; they don't take up much room and don't spoil on your hands. We make Silver Polish, and a good one, too. If it were not, do you suppose that the Michigan Soldiers' Home would use it? Quartermaster Hinsdill says it's the only polish that they have ever found that will clean their aluminum dishes without injury.

### SILVER *Triplee* POLISH

(that's what we call it) is put up in attractive round wooden boxes and makes a showy shelf package. Costs you \$1 per doz. and retails for 15c. 80 per cent. profit is not bad, is it? It is packed 3 doz. in a case, but you don't have to buy a full case unless you want to. Any Grand Rapids jobber will send you whatever quantity you want with your next order, or you can send us the money and we will prepay charges.

HASTINGS & REMINGTON, Grand Rapids, Mich.

## The Universal Verdict

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

The Albert Landreth Co.,  
Manitowoc, Wis.

Worden Grocer Co., Agent.

You Can Sell

## Armour's Washing Powder

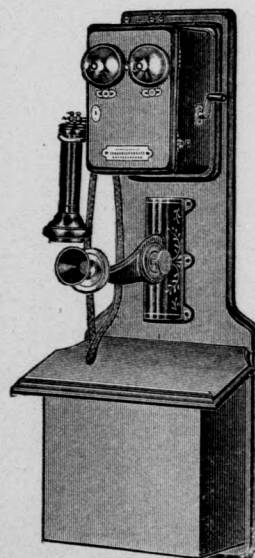
2 Packages for 5 Cents.

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



### Armour's White Floating Soap

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



## CALL UP YOUR WIFE

by telephone from your store:

## YOU WILL BE SURPRISED

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

M. B. Wheeler & Co.,

25 Fountain Street,  
Grand Rapids, Mich.

Use Tradesman Goupon Books

**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.

## 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.**

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.

## McCray Refrigerator and Cold Storage Co.,

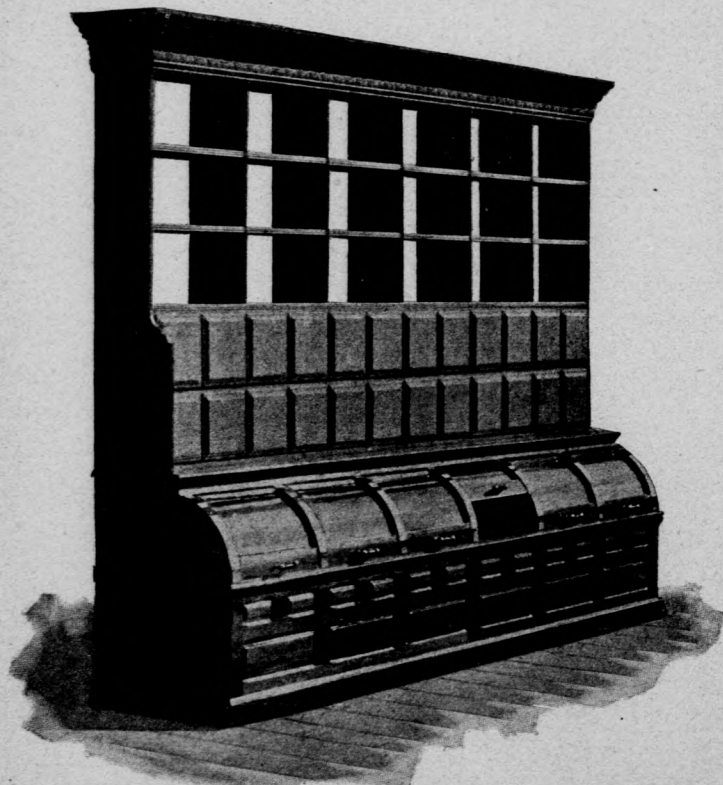
MANUFACTURERS OF

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.

## Bicycle Sundries

Everything up to date.

Lamps, Tires, Pedals, Saddles, Locks,  
Bells, Pumps, Cements, Etc.

## ADAMS & HART,

Wholesale Bicycles and Sundries,

12 W. Bridge St., Grand Rapids.

Send for catalogue and discount sheet.

Mention where you saw this ad.

## 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

# MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, AUGUST 11, 1897.

Number 725



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.

## 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.

## The Preferred Bankers Life Assurance Co.

Incorporated by

**100 MICHIGAN BANKERS**

Maintains a Guarantee Fund.  
Write for details.

Home Office, Moffat Bldg.,  
DETROIT, MICH.

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

**THE FIRE INS. CO.**  
*Grand Rapids*  
Ere-upt. Conservative, Safe.  
J. C. CLEMENT, IN. PRES. W. FRED McBAIN, Sec.

## COMMERCIAL CREDIT CO., Ltd.

GRAND RAPIDS, MICH.

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

Save Trouble  
Save Losses  
Save Dollars

**TRADESMAN COUPONS**

### LOFTY BUILDINGS.

The lofty business structures which are met on all sides in the principal streets of American cities are, in respect to the extreme popularity into which they have grown, remarkable examples of the effect of fashion and fancy upon the minds of business men, the sort of people who would be supposed comparatively free from such influences.

The first of such buildings were suggested by the necessity of forcing the high-priced real estate in business centers of modern cities to afford the largest rentals possible. It was not always easy to get a sufficient income from ordinary structures on shallow or narrow lots valued at thousands of dollars to each front foot, and, in order to meet this demand, it was proposed to construct buildings with a sufficient number of stories to yield an adequate rental.

Such buildings were an experiment. They were erected in the face of the general prejudice against going up to unusual heights in houses. There is always danger of fire, and the risk to human life is aggravated by the loftiness of the building, while the difficulties of extinguishing conflagration are greatly increased by the piling on of stories.

In spite of such weighty objections, the towering structures have proved financial successes, more so, indeed, than the necessities of business would seem to warrant, since the modern sky-scrapers find tenants when the old-fashioned houses go begging. A writer in Scribner's mentions that one of the first of these buildings erected in New York City was finished in 1868, and the manager let a suite on the top floor for \$850 a year. He raised the rent the next year to \$1,250, and, thinking the limit reached in that figure, signed a contract for a five-year lease. Bound by his agreement, he had to refuse offers rising gradually to \$4,500, which he got readily at the end of the sixth year. People became accustomed to the elevator, and now the top stories of high buildings bring in more rent than the middle floors.

No good reason can be seen for this, so far as the tenants are concerned, and their preference for the upper stories seems to be more the result of some psychological operation on the mind and nervous system than anything else. It is true that one gets, to a certain extent, above the noises and dust of a city, but this, after all, is only a partial escape from the dust and smoke of tall chimneys.

Possibly there may be some pleasurable effect derived in going up and down rapidly, on a swift-moving elevator. Nevertheless, the attractiveness of the sky garrets for tenants, where there is no advantage of cheapness, is not apparent.

To the proprietor, under the circumstances, the advantage is obvious. He can multiply the space he owns by piling on stories, and so long as there is a demand for his rooms, the more he has the better. It is also said that these buildings are favorite security for loans, and mortgages on them can be

negotiated on easier terms than are given to almost any other real estate.

Such buildings continue to be in demand and in great favor. So long as this is the case, they will continue to be built.

### NEW FEDERATION SCHEME.

The announcement that the British government has denounced the commercial treaties existing with Germany and Belgium, and that consequently the treaties will terminate in a year, has caused no little comment in Europe. Naturally enough, the German press profess to see in this course adopted by Great Britain an evidence of hostility towards German trade interests, and the strained relations which have existed between England and Germany for some time make this view of the matter appear plausible.

In England the action of the government in denouncing the treaties is universally applauded, not because it is believed that the action is taken as a show of hostility towards Germany, but because it is understood that it marks the beginning of a movement in the interest of imperial federation. By the denunciation of commercial treaties Great Britain is able to place herself in a position to accord special privileges to colonial trade. A readjustment of the commercial relations between the mother country and her colonies is regarded by all who have studied the question as a necessary preliminary to any successful movement in the direction of imperial federation.

There is, therefore, no ground for supposing that any hostility towards Germany was behind the decision to denounce the treaty with that country. German trade is not likely to suffer materially from the withdrawal of the treaty. It is, therefore, probable that as soon as the situation is better understood the resentment now felt in Germany will disappear.

The course adopted by Great Britain with respect to Germany should be a warning to all other countries with which that country has commercial treaties. If it should prove to be true that the treaties were denounced in the interest of imperial federation, all other treaties which are calculated to prevent England from according special rights and privileges to her colonies are pretty sure to be also denounced.

The whole matter is especially important as indicating that Lord Salisbury has at last resolved to make an earnest attempt to bring about some measure of imperial federation, although there is nothing to indicate as yet the full scope of the scheme he has in mind.

### The Grand Rapids Boys' Annual.

Grand Rapids, Aug. 11.—The annual picnic of the Grand Rapids traveling men will be held at Reed's Lake, Saturday, Aug. 14. Take boat at 2 p. m. sharp for Alger Park, where the ball games and other sports will take place. After the games, lunch will be served in the grove in the rear of Ramona pavilion. Dancing in the evening at the Lakeside Club. Everybody is requested to bring a full lunch basket.

F. W. HADDEN,  
Chairman Executive Committee.

### GENERAL TRADE SITUATION.

The improvement noted in prices in most lines during the past two or three weeks continues and, in addition, there are several more of the most important—like some of the leading forms of iron manufacture—in which the tide of recovery has manifestly set in. A significant feature of the situation is the continued advance and activity in the stock market. The development of public buying has been such that the volume of business breaks the record for several years past, and the attempt by speculators and foreign sellers to make a reaction resulted in absolute failure. An interesting feature of the situation is that the demand covers all lines of industrial and transportation stocks, indicating that the movement is based upon confidence in the general situation, although the rapid increase in earnings on many of the roads gives a more substantial assurance.

While there had been a decided increase noted in iron activity, the situation was unsatisfactory in that prices were at the lowest ever known; so the announcement of an advance in Bessemer pig and in many forms of the manufacture gives added assurance as to the general situation. The demand, on account of the prosecution of building enterprises, is rapidly increasing and works are hastening their summer repairs to get into the field. Orders for the future are being refused at present prices.

The notable features in the textile situation are the development of better demand and prices in cotton goods as a result of restricted production, and the continued activity and increasing prices in the woolen trade. The demand for boots and shoes still continues good, but the increase in the price of leather and hides has not affected the manufactured goods.

The continued advance in wheat is still an important factor in the general situation. The advance continues without any real interruption, speculative attempts at reaction meeting almost instant recovery.

Business failures for the week were 214—a considerable decrease from the preceding week. Bank clearings were astonishingly large for the season, breaking the record in that regard for many years. The amount was \$1,142,000,000.

### Charged for Eating It.

Once upon a time a certain house sent out its traveling men at the beginning of the season with many injunctions to keep sales up and expenses down; to sell wherever they could, but that no expense for treating would be allowed. By and by the travelers came in and turned in their orders to the manager, who looked them over and complimented the travelers more than he ever had before. The morsel of honey only covered the pill in his next request: Would they show him their expense accounts?

"The first man handed his up and it was critically scanned.  
"You have got down here 50 cents for dinner at Smalltown."

"Yes, sir."  
"They only charged you 25 cents for dinner there."

"Yes; but it is worth a quarter extra to eat such a meal."

## Clerks' Corner

### Practical Suggestions Relative to the Selection of Help.

J. H. Selfridge, General Manager of Marshall Field & Co.'s retail establishment, recently gave a representative of Shoe and Leather Facts a summarized statement of the manner in which he engages and handles the help employed by that house.

"We take a boy into the store as a cash boy when he is clean-faced and fresh from school," said Mr. Selfridge. "When sixteen, if his character and capabilities have in the meantime indicated to us that he is quite worthy of promotion in some line, we advance him perhaps to be stock boy. When he is about nineteen, we assist him along a little further."

"Do you prefer city boys?"  
"No; the country boy is just as capable in the store as the city lad. In my opinion, the number of successful business men in all our large trade-centers, that is those who were country boys formerly, is quite sufficient to prove that such is the case. I say this because I am sensible of the considerable difference in personal opinion on this point; but, as already mentioned, I believe there is a sufficient number of instances at hand where country boys have proved themselves thoroughly as capable as the city boys in discharging responsible duties committed to their care to sustain me in my belief."

"What class of boys do you generally select?"  
"Usually, those who, in my judgment, come from the better walks of life."

"Is there any distinction between a fairly well-educated lad of humble parents and one of equal education, but of superior genteel parentage?"

"Yes, there is a decided difference, and it shows itself when the lad is about sixteen years old. It is a critical time for a boy when he is between sixteen and nineteen. He may be ever so bright when a lad and yet, when he gets to the age indicated, he will nine times in ten show the stamp of his father's personal characteristics, and, if the father be lazy and intemperate, the boy will likewise have a thread of laziness, and will be worthless and intemperate, and will not have the moral courage to resist temptation, or to say 'No' when the word would have a tendency to bring upon him the ridicule of others; and, if you were to follow out this line to its logical conclusion, I believe you would find the parent's physiognomy pictured in the son, too. This shows, of course, how strong a thing heredity is, and, certain it is, such a lad should never go behind a counter, for he never would be able to hold his position with any credit to himself for any considerable length of time, and, under such conditions, he would undoubtedly be better off with the work of a common laborer at \$1.25 a day than standing in a store."

"Is that the only obstacle you have found?"

"That is the only difficulty I have met with so far; but whether that can be considered in the light of a difficulty from my own standpoint, I am not at all certain. I am inclined to think it a large personal element that concerns the employee more than it does the employer. I haven't spoken about the abuse of the stereotyped certificate which many employers are inclined to give worthless boys and men in their service when they leave to take positions in other houses. But this matter has reached a point with me where I regard the 'recommendation' as a mere moral certificate, stating no more than that the holder of it is believed to be ready for the work of some definite position in our store, and as such it is of little worth to me. It is worth no more, in fact, than a signature to an ordinary petition, because it doesn't enable anyone unacquainted with the applicant to understand him as an individual."

"Speaking about country boys, I believe they are, on general principles, better clerks in a store than city boys, because their opportunities for acquiring

ing a knowledge of the darker side of life in a city haven't been so favorable, and they generally make honest clerks for that reason; although, of course, here and there will be found some chaff among a lot of young men from the country that will have to be sifted out. But, when it comes to the point of rendering conscientious duty day in and day out, I believe the country lad to be the peer of the town-bred boy every time. The country boy is more susceptible to the influence of immoral company, however, and this is as it ought to be, because his experience before entering the store in the large city never has been of that character, which comes only from contact with city life from childhood."

"Do you engage boys living in the country as cash boys?"

"No; we pay, say, \$2.25 or \$2.50 per week to cash boys, and that, of course, is entirely inadequate to enable a lad to board in the city. We, therefore, never engage country boys for such minor positions as cash boys, and draw our material in the rural districts only from the young men who are capable of becoming clerks here."

### Nearly Profit Enough to Satisfy Voigt.

From the Morning Oregonian.

Talking of the expected rush to Alaska next year, J. B. Montgomery says:

"It reminds me of the Chili Flour Company's venture in 1850. At that time I had a kinsman, Mr. William G. Moorhead, who was United States Consul at Valparaiso, in Chili. His consulate, previous to the rush of the gold seekers for California, was worth less than \$3,000 a year. The ships that sailed around Cape Horn all stopped at Valparaiso to take in provisions and water. The fees increased his income so that it reached \$25,000 per annum. Mr. Moorhead was a man of affairs. He had been a merchant in New York before he was a Consul. He saw his opportunity. He consulted with Mr. Waddington and Mr. Whitehead, who were English merchants in Valparaiso. They formed a company; each put in \$25,000 capital. Mr. Moorhead then rode some hundreds of miles down the coast to the flour mills at Concepcion, and made a contract to take all their output for \$6 per barrel, delivered free on board. It cost \$1 more to take it to San Francisco. In 1873 he told me the outcome of this venture."

"A few days before the first arrival in California a man came into Mr. Moorhead's office in San Francisco."

"Have you any flour to sell?" he asked.

"Yes; a shipload of 10,000 barrels, which will arrive in a few days."

"How much do you want for the cargo?"

"I want \$15 per barrel."

"To cut the story short, Moorhead told me they concluded the terms at \$14.50 per barrel, and without handling the flour they cleared \$75,000 on the first cargo."

"At the end of fourteen months Messrs. Moorhead, Whitehead and Waddington closed up the Chili Flour Company's business with a profit of \$700,000. Something like this might be done in Alaska. Who knows?"

The new standard postal card will be a trifle smaller than the card now in use, so that it can be inclosed in business envelopes of ordinary size. The new library cards will be issued in response to the general demand of librarians for a card suitable for indexing by card catalogue. Two hundred and fifty millions of these library cards will be provided for, and one billion, eight hundred million of the standard cards.

The man who will hate you most is not the man you have hurt worst, but the man who has hurt you. Your best friend will be the man who has served you, not the man whom you have served.

If you try to be happy you can be, but don't try to be happier than other people; you frequently believe others to be happier than they are.

### Get Ready for the Good Time Coming.

From the Dry Goods Reporter.

An almost universal consensus of the business thought of the country points to the fact that we stand on the threshold of a great commercial revival. In every line of trade and industry the quickening blood of the new life is felt. From farm, furnace, workshop, store and factory come the cheery words of bright times ahead. It is the critical hour for every able-bodied business man to be on his feet, with every energy alert, ready to coin the hard experiences of the past into generous profits at the mint of the new prosperity.

The Alaska gold fields have electrified adventurous men all over the country. But the certainty of a new era of prosperity just ahead for American commerce is a discovery beside which the few shining millions of the Klondike dwindle into insignificance. A few daring men will risk all to try their luck in the arctic diggings, and perhaps a handful will return with some gold dust. But a million levelheaded men will turn their capital and their intellect to legitimate lines of trade under the stimulus of the new era of faith and enterprise, and the wealth they will dig out of the golden sands of American commerce will feed and clothe the nation.

Now is the time to stake out your claim in the new gold field of reanimated business. There is no time to lose. Every day the boldest and the wisest are pre-empting some new spot. The favored hour has come for the young, untried, but brave young business man to launch his little enterprise and stay by it until it grows to greatness under the stimulus of the richer years at hand. Again the man who failed, perhaps without having had a fair chance, is to have an opportunity to try his powers anew and prove that he has something in him. Struggling enterprises that have been gasping out a painful life through the last four years are to have a chance to breathe deeply of the ozone that comes with the new era of faith and confidence.

But most of all do the new opportunities stand beckoning to the sturdy new merchant who has learned all the lessons of the hard times—who has fought his fight and come out a triumphant veteran, as the soldiers under Napoleon or Grant came forth veterans in warfare, although still young in years, after their repeated baptisms of shot and shell. It is to the merchant who has learned all the new methods—who knows the secret power of buying often in a near-by market, and of availing himself of all the facilities of a great center—it is he that is most to be envied in the rich trade harvest at hand. Of such stuff the great houses of the next generation will be built. Men who could wrest profits even out of years like those just past need not go seeking far-off gold diggings when there will be plenty of free gold flowing again through the channels of legitimate trade.

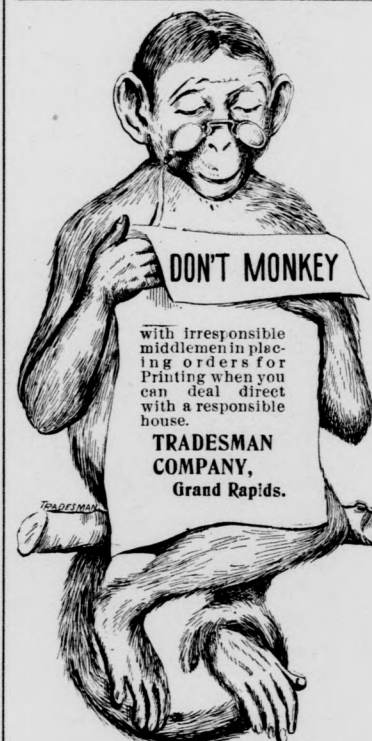
If you are going into business at all, prepare to go into it now. If you are already in business, prepare to push it with all your might.

The hard times are behind us and the good times are just ahead. By the time the vast crops now ripening have been harvested and sold at the high prices now assured, the foundation for general prosperity will again have been laid. But while we rejoice in the new brightness, the bitter lessons of the past must not for a moment be forgotten. The American people have come through a hard school, and they seem for the time to have learned the cruel truths taught there. As long as they remember those truths their new prosperity will continue. The moment they forget again the principles that underlie our American industries and our whole financial fabric they will have to suffer and learn it all over again.

Let every business man, young or old, throw all his energies confidently into the present revival. But let us build our new prosperity upon the only sure foundation—a universal knowledge of the great economic truths upon which

all sound prosperity must rest under a republican form of government. All classes seem to have grasped such of these truths as are most vital at the present moment. The people have been educated, though it has nearly shaken our commercial structure to pieces to do it. Now let us see to it that they continue to be educated in these matters that strike at the very roots of business life. Only by being sure that there will be no more ignorant tampering with the tariff or with the nation's financial good faith can the new order of things be permanent. Let us determine as business men not to forget these things in the rush of the better times. We have suffered enough; now let us be wise.

But the duty of the moment is to look out for a good berth and a share of the cargo in the new ship of prosperity. With a smooth sea and a steady breeze astern, it will not take long to make the port. Pipe all hands on deck. If you are going to be a merchant, be a merchant now.



DREAMS OF DRUMMERS.

Commercial Travelers Tell of Strange Nocturnal Visions.

They were commercial travelers, sitting in the reading room of a Pittsburgh hotel, and each had been telling for the consolation of the others about his difficulty in getting orders. When the clothing man from Rochester had an opportunity of speaking he said:

"I sold only one bill all last week, and that was in a dream. What a picnic I had. I sold the worst stickers at the highest prices, and the order footed up \$10,000. The porter called me, and put an end to the beautiful vision. Unfortunately the order cannot be shipped, for I lost the duplicate and forgot the merchant's name, but that dream made me happy for several days. Ah, if only dreams were real, or life were all a dream."

\* \* \*

A sigh went through the group. The clothing drummer was the envy of the crowd. Where orders are so scarce it is indeed something to have dreamed of them.

"Do you believe in dreams coming true?" asked a notion drummer from Oshkosh.

"No," promptly returned a hat man from New York. "They are but the fabric of a wearied brain, and no importance is to be attached to them."

"I am not sure of that," replied the notion drummer. "I had a dream a few weeks ago which saved my life."

"Tell us about it."

"One evening I arrived in Vincennes. The train was a couple of hours late, and I went to bed thoroughly tired. The bed was none of the best, but you know the proverb about the soft conscience, and before many minutes I was safe in Morpheus' arms. I don't know how long I slept, when I suddenly had a dream, or rather a nightmare. I thought I was in a cave-in, that a ton of rock was upon me, and try as I would I could not extricate myself. Soon my mother came to the rescue, and with her naked hands dug at the rock and made a heroic effort to release me. I was powerless to help her. Seeing how futile her efforts were, she screamed at the top of her voice, 'Help, help!' With that I awoke. So natural her voice had sounded that I became filled with the idea that there was some danger. I dressed, and went downstairs into the office, and went to sleep on a chair. At about 4 o'clock I was awakened by a crash like a miniature earthquake. I hurried out to learn the cause. The sewer running under the rear of the hotel had caved in, carrying the entire wing with it. Fortunately nobody was killed, but the bed I had occupied lay right in the midst of the debris, and there is no doubt that had I remained in it I would have been buried under tons of plaster and joists."

"That's a rather queer experience," said several of the listeners.

"Yes," assented the narrator; "but the strangest part of the story is this: I received a letter from my mother two days after, in which she told me that she had had a strange dream on the very night in question. She had dreamed that I was in danger of being crushed to death, but she had come to my rescue, and by calling 'Help, help!' succeeded in bringing someone to save me."

\* \* \*

A traveling man from Troy took the floor. Said he:

"I had a peculiar experience a few days ago, which convinces me that many supposed suicides are in reality enacted during sleep, and that the victims kill themselves unconsciously. I went to bed in Ilion, at the only hotel of which the town boasts. There was an old-fashioned chest of drawers in the room, which attracted my attention, owing to its resemblance to one we have at home. About 3 o'clock I had a vivid dream. I thought that I was inspecting the chest, when it suddenly toppled over, and the drawers with all their contents fell upon me. I tried to hold the chest up, but it grew heavier with every moment, and threatened to fell me to

the floor. Suddenly I concluded that if I could make a light I might succeed in keeping the bureau erect. Half asleep, I jumped out of bed, struck a match, and lighted the gas. The glaring light woke me up, and I realized that I had been dreaming. Suppose instead of lighting the gas I had merely turned it on in my sleep; I would have been found asphyxiated in the morning, and everyone would have imagined me a suicide. I have no doubt that such accidents are common."

"It must be a pleasant sensation to awake and find yourself in heaven, without knowing how you got there," remarked the clothing man.

"I can tell of a similar adventure," interrupted the notion salesman; "only I was found wandering over the house one night in a somnambulist state, flourishing a revolver. How easily a careless movement on my part might have ended in unpremeditated suicide."

\* \* \*

"Dreams have been of undoubted advantage to me," said an overall salesman from Louisville. "I used to live in Norfolk, Va., at the time when the Dismal Swamp Lottery was at its height. Every man, woman and child in the city used to play policy, and good numbers were in great demand. I confess that I allowed myself to be drawn into the gambling craze, but never won a cent. One day I dreamed I went galloping over the country on a white horse. On reaching my place of business I related the dream. 'That's a splendid dream for policy,' said the colored porter. 'You must play 7, 45 and 67.' 'Here,' I said, 'is ten cents. Go over and play for me!' By noon I was the lucky winner of twenty dollars. Next night I dreamed I went swimming. So distinct was the dream that I again related it to the porter in the morning. 'That's a fine dream,' he exclaimed. 'You must play 13, 17 and 55.' I gave him ten cents and won about twenty dollars. I began to feel myself a dreamer and seriously contemplated giving up my legitimate business for that of dreaming. For several days I had no more visions. One day, however, I dreamed that I was in a ship at sea. By some unfortunate oversight I forgot to tell of it until too late. The porter told me what lucky numbers corresponded to my dream, and I gave him a dollar to play with. When he arrived at the policy shop the books were closed. The numbers came out, but I was not in it. After that my luck changed, and I won no more, but I have since reflected that there is more in dreams than we dream of in our philosophy."

\* \* \*

"I haven't a shadow of a doubt that dreams are true and that they are sent to us for some important reason," said an old merchant from Boston. "I know at least that a dream saved me a large sum of money, and perhaps from financial disaster. I had a book-keeper in whom I placed implicit confidence. The pay-roll and cash were left entirely in his hands, and I had no reason to suspect him in the least. One night I dreamed that a rat had crept into the larder, and was depleting it of all there was to eat. The more I looked at the rat the more I marveled at its likeness to my book-keeper. I paid no attention to the dream, but on the following night I dreamed that a serpent was coiling itself about me, and feeding on my vitals. The snake, too, resembled my book-keeper. Next morning I told the book-keeper of the curious occurrence. I saw him start and grow pale. Of a sudden my suspicions were aroused. While the man was at dinner, I inspected the books, and found enough to satisfy me that I was being robbed. The book-keeper was placed under arrest. He confessed that he had but just begun his nefarious work, but had contemplated a systematic robbery, in which he had been promised the assistance of the entry clerk. I cannot explain why I should have had such dreams, but am sure they were inspired by a higher power."

\* \* \*

"No doubt of it," interposed the drummer from Oshkosh, who was inclined to be philosophical. "See what an important part dreams played in Biblical times. The dreams of Jacob, of Pharaoh, of Joseph, influenced the destiny of the Hebrews. Religion is in a measure dependent upon dreams. In ancient history they were equally important. Cambyses married in consequence of a dream and wars were carried on in consequence of them. With the introduction of universal education dreaming became an everyday event, and we attach less importance to it than formerly. The brain, unable to successfully master the impressions forced upon it during the day, will ponder over them and seek to digest them at night. Hence we have become a race of dreamers. Sometimes, however, we must look to a higher source for an explanation of our nocturnal visions. There is some psychic law, which—

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"Supper!" shouted the clerk, and the company arose as one man and made a bee-line for the dining-room.

"Ah," said the man from Boston, "dreams may be very valuable, but there is nothing like the waking reality of a good square meal!"

MILTON GOLDSMITH.

The Husband Was a Brute.

Wife—We have been married twelve years, and not once in that time have I missed baking you a cake for your birthday. Have I, dear?

Hubby—No, my pet. I can look back upon those cakes as milestones in my life.

Confession of a fault makes half amends. Denying a fault doubles it.



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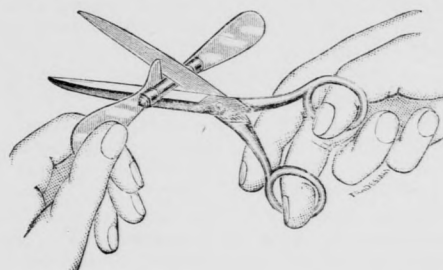
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roof and tell you why it leaks and how much it will cost to "stop that hole." We have had 28 years' experience in this business, and are reliable and responsible. We have men traveling all the time and can send them to you on short notice. All kinds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

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Gorbin's Lightning Scissors Sharpener



It is a daisy. Quick seller. Every lady wants one. Lasts a lifetime. The only perfect sharpener made. Will sharpen any pair of shears or scissors in ten seconds. Made of the finest tempered steel, handsomely finished and nickel plated.

**SELLS AT SIGHT** because every lady can see at a glance the practical benefit she will derive from this addition to her work basket. Her scissors will always have a keen edge. Satisfaction guaranteed or money refunded.

Put up one dozen on handsome 8x12 easel card.

\$1.50 Per Dozen.

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TRADESMAN COMPANY, GRAND, RAPIDS, MICH.

## Around the State

### Movements of Merchants.

Elsie—T. W. Snelling has opened a cigar and tobacco store.

St. Louis—L. Bassett succeeds Bassett & Sias in the grocery business.

Saginaw—F. T. Mayes succeeds Weil & Mayes in the grocery business.

Ann Arbor—Wm. L. Bunting has sold his grocery stock to John Burns.

Sutton's Bay—P. C. Goldschmidt has sold his drug stock to Marcus Hoyt, of Rose City.

Sault Ste. Marie—H. L. Newton has purchased the meat business of Chas. H. McBean.

Hancock—Reeves & Burnes have embarked in the wholesale fruit and vegetable business.

Buchanan—Mrs. H. O. Weaver has repurchased the Paris millinery store of Mrs. Blake.

Charlevoix—A. E. Webster has removed his jewelry stock from Central Lake to this place.

Lansing—O. N. Stone & Co. will shortly remove their grocery stock to 305 Washington avenue.

Elsie—L. A. Warner has sold his dry goods, grocery and boot and shoe stock to M. N. Van Deusen, of this place.

Bay City—Volliere & Co. have embarked in the grocery business at the corner of Bolinda and Madison streets.

Berlin—E. E. Chapel has sold his general stock to Henry Shuster, who will continue the business at the same location.

Battle Creek—O. V. Pratt will re-embark in the grocery business in his building recently vacated by P. Gros & Son.

Harbor Springs—J. W. Atcheson has opened a bakery in the building formerly occupied by the W. J. Clarke grocery.

Marshall—W. T. Drake has sold his drug stock to J. E. Mast and Al Hindenach, who will continue the business at the same location.

Ionia—Glenn Webber has purchased the interest of George Scott in the boot and shoe stock of Scott & Gadd. The style of the new firm is Webber & Gadd.

Eaton Rapids—John H. York, general dealer at Bellevue, has leased the Minnie store building here and will occupy it with a dry goods stock about Sept. 1.

Port Huron—The dry goods stock of Chas. Ross has been purchased by Edson, Moore & Co. at auction sale for \$2,500. The stock inventoried \$5,400.

Ithaca—M. R. Salter has purchased a half interest in the dry goods and boot and shoe stock of Milton B. Salter. The new firm will be known as Salter Bros.

Alma—F. E. Pollasky has sold his clothing and furnishing goods stock to the Central Clothing Co. He will continue the shoe business at the same location.

Allegan—The Marsh, Dewing & Co. block, which burned last March, is being rebuilt. It will be occupied about November 1 by the general stock of John C. Stein.

Davidson—H. H. Prosser, who has been the pharmacist at E. C. Haynes' drug store for about a year past, has gone to Flushing to enter the employ of J. E. Ottaway.

Allegan—The Glover Kellogg estate is rebuilding one section of the Chaffee block which burned about a year ago. It will be two stories, with a front of Waverly stone, and be occupied Sept. 15 by Benjamin Moon with a flour and feed store.

Northville—Dr. J. M. Swift has resigned the position of President of the State Savings Bank, on account of continued ill health. L. W. Simmons has been elected to fill the vacancy.

Carson City—W. A. Gardner has purchased the interest of Isaac Kipp in the dry goods and grocery stock of Gardner & Kipp and will continue the business in his own name.

Horner—Edwin F. Sinclair has sold his interest in the drug and grocery stock of Sinclair & Lee to his partner, who will continue the business under the style of Horace D. Lee.

Jackson—J. G. Ramsay has secured a lease of Branch's old bakery building and will fit it up for confectionery and ice cream parlors as soon as the bakery is removed to its new quarters.

Saginaw—Henry C. Weil has retired from the grocery firm of Weil & Maves. The remaining partner will continue the business at 600 No. Washington avenue under the style of Ferdinand T. Maves.

Big Rapids—L. S. Pressburg, the veteran Hebrew grocer, died Aug. 8 as the result of cancer of the stomach. Deceased carried \$4,000 life insurance. The survivors are a widow and two sons.

Bay City—Vantyle & Co. have removed their grocery stock from the corner of Fulton and Litchfield streets to the corner of Fulton and Walnut streets. Geo. Bush will occupy the former location with a grocery stock.

Nashville—Harry R. Banks will retire from the general firm of Truman & Banks Sept. 1, being compelled to seek a milder climate on account of his wife's health. The business will be continued at the same location by the remaining partner under the style of Sanford J. Truman.

Detroit—Owing to the advance in the price of wheat, which has increased the price of flour, the Master Bakers' Association has decided to advance the price of bread 1 cent per loaf. The retail price of white bread is now 5 cents per pound loaf and 8 cents for a two-pound loaf, and two-pound loaves of rye and half rye will sell for 7 cents.

Marquette—Joyce & Mowick's dry goods stock was totally destroyed by fire Aug. 3. The firm had just finished taking inventory with a view to dissolving partnership. Joyce was to retire and Mowick intended continuing the business. The stock was valued at \$12,000, and is partially covered by insurance. The damage to the building will amount to several hundred dollars.

Detroit—Burnham, Stoepel & Co. have instituted an action in the Wayne Circuit Court against the United States Casualty Co., of New York, to collect \$25,000 alleged to be due on an insurance policy. The plaintiff claims that October 21 last the insurance company insured it for one year against loss by the accidental discharge or leakage of an automatic sprinkler system that had been provided for the stores at 19 to 29 Larned street. The insurance limit was \$25,000, the firm paying \$250 for the protection thus afforded, the agreement being that the loss, if any, was to be made good within ten days of the receipt of proof of it. When the stores were closed July 4 last, the extraordinary heat set the sprinkler arrangement in operation, with the result that the insured property was damaged to the extent of \$15,000. Eight days later, it is claimed, the insurance company denied liability on the ground that when the insurance was taken out there was a breach of one of the schedules.

Kalamazoo—Putnam Bros. have sold their drug stock to Walter W. Briggs and Alva I. Ulrich, who will continue the business at the same location under the style of Briggs & Ulrich.

Detroit—C. H. Michell has merged his clothing business into a stock company under the name of the C. H. Michell Company, with a capital stock of \$100,000, of which \$80,000 is paid in. Mr. Michell is President, holding 7,365 shares; Charles Mayo, Secretary and Treasurer, holding 625 shares; Flavius L. Brooke, Vice-President, holding 10 shares.

### Manufacturing Matters.

Unionville—The Liken & Bach flour mill, which has been idle for two years, will soon be running again.

Farnsworth—Goggins & Sturgis made their first shipment of broom handles from their mill last week.

Mt. Morris—The advance in beans has stimulated Hart & Lewis to start up their bean-picking machines again.

Casnovia—A. Norris & Son have purchased the elevator at Ashland Station and will operate it in connection with their elevator at this place.

Charlotte—Will Rockey has engaged in the manufacture of an elastic mullage, which comes in bars and is designed to take the place of the liquid article.

Harbor Springs—The Carey Hoop Co. has agreed to erect and operate a stave mill in consideration of the village deeding to the company the lot lying just east of its present site.

St. Johns—The St. Johns Manufacturing Co. has resumed operations, after a cessation of a month for inventory and repairs. The stock of manufactured goods has been pretty well cleared out during this time.

Boyer City—W. H. White & Co. have sold their sawmill known as the "little mill" to W. F. Guerin, of Columbus, Ohio. The purchaser owns a large tract of hardwood and hemlock near Boyer City and will start the mill Sept. 1 on a six years' cut.

Ionia—C. B. Derthick has bought the T. L. Amphlett & Sons block of \$13,000 stock in the Ionia Pottery Co. This purchase makes Mr. Derthick the second largest stockholder in the company, the capital being 50,000, and Mrs. Burhans being the heaviest stockholder.

Houghton—The Isle Royal Consolidated Mining Co. has about fifty men at work and by Sept. 1 will be well under way in its resurrection of three of the prominent mines of fifty years ago. Railroads and stamp mills will be built. The business outlook here is much brighter.

Northville—The Northville Condensing Co. has been organized with a capital of \$10,000, with T. G. Richardson as President and L. A. Babbitt as Secretary and Treasurer. The stockholders comprise some of Northville's most prominent business men and farmers. The work on the new building will be commenced next week.

Muskegon—The negotiations which have been in progress several weeks between the Chamber of Commerce and W. H. Ogan, of Tipton, Ind., relative to the establishment of a shoe factory here have been declared off. Several weeks ago the business was practically settled, and the contracts all drawn, but when they were submitted to Mr. Ogan's associates, the provisions were claimed not to be satisfactory and he tried to get the Chamber of Commerce to change them, but it refused.

Detroit—John C. Ballew, associated with Thomas S. and Thomas K. Christie

in the Ballew Hoop Co., has filed a bill in the Wayne Circuit Court asking for an accounting and the appointment of a receiver to wind up the affairs of the concern and dispose of the assets. He charges his partners with having managed the financial affairs injudiciously, and with trying to deprive him of his just rights in the premises. The partnership has existed since Feb. 27, 1896.

Houghton—Palmer & Stone have a force of men engaged in getting out 60,000 feet of timber for the Isle Royale mine, which is to be delivered about Oct. 1. Other contracts have also been entered into to furnish cedar and timber to the mine. The subscription of \$1,000,000 to the company's stock has been made, of which \$500,000 is payable at once, and the officers of the Isle Royale Consolidated Mining Co. will be announced within a brief period.

Calumet—The Calumet & Hecla Mining Co. is building pretty fences around all its vacant property in this city. It has begun active work on four double shafts in the Osceola lode which parallels the Conglomerate vein at a distance of about 1,000 feet. It will be several years before the new mine will be in operation, although paying rock is found within 25 feet from the surface. The two mines are so near that separate machinery will not be needed. A large amount of the rock will be trammed to the Whiting perpendicular shaft to be hoisted. This will give employment to a large force of men and will ensure activity in business for years to come. During the late business depression Calumet has not felt its effect in the least. Wages have remained the same and every month more men have been put to work. The only thing that has hurt at all was the influx of business and laboring men from other parts of the peninsula.

### Saginaw to Extend Open Arms to Michigan Merchants.

Saginaw, Aug. 10—The Saginaw wholesale merchants will imitate the example of the merchants of larger cities and invite retail merchants from all over this part of Michigan to visit this city on a day set apart for that purpose. The idea originated in New York, which city became worried over the competition of Chicago in the way of wholesale trade. A few weeks ago the New York wholesalers combined and secured cheap rates over the railroads from all over the West and South. Then they invited all their customers and prospective customers to go to New York on that date, and it goes without saying that they entertained them lavishly.

It is in line with this idea that the Saginaw wholesalers are preparing to secure, if possible, a day of cheap rates to all retail merchants throughout the State. They will plan means of entertaining their guests in a becoming manner and make the day a gala occasion. The cheap rates will apply only to merchants doing business and their families, if the New York plan is followed, although it may be made open to the public. Circular letters have been sent to all merchants, asking for their cooperation. Committees will probably soon be appointed to prepare for letting the merchants know that they will be welcome. Invitations will be sent broadcast all over the State, and the day will be made an event which will bring business to Saginaw merchants, because it will reach the people who want to buy.

The idea is followed out quite extensively in the East, and is a modification of the market day of that section. Mayor Baum's Wan-i-gas plan was an enlargement of the idea, but applied to all instead of to merchants alone. The date selected will probably be in the middle part of September.

## Grand Rapids Gossip

### Opening of the New Market.

More and more as the market season advances is the imperative need of different and more ample accommodations becoming manifest. Already the space available is crowded and the fruit season is scarcely begun. One of the noticeable effects of the action of the fruit growers, agreeing to open the market at 4 o'clock, is the later continuance of the trading. This has made a difference of nearly an hour, so that purchasers may fare as well who are on the ground at 7 as formerly at 6 o'clock.

There cannot be said to be much enthusiasm among the smaller growers over the idea of the change to the new location. Under the democratic methods of the village market, this class has enjoyed a relative advantage in that by early occupation the most insignificant loads could secure the best trading points. Naturally, when it comes to paying in proportion to the value of the location, this advantage will be cut off, and so such are not enthusiastic over the change. Some seem to think the nominal charge of 20 cents per load for daily stands a hardship on account of the low prices which have so long prevailed, especially in the vegetable trade. But one, after expressing his opinion in this manner, stated that he had just sold two baskets of potatoes for a dollar, an amount which would have commanded half his load last year.

Alderman Gibson, chairman of the committee and superintendent of the market, furnishes the Tradesman the following outline of the proceedings and exercises attending the change to the new location the first of next week. The first steps will be taken on Saturday of this week, when the stall spaces will be sold at auction. Monday at 1 o'clock the military companies of the city, led by Wurzburg's and the newsboys' bands, will parade and drill on the market streets. Succeeding this will come more appropriate exercises in the way of addresses by a number of representative men. Mayor Stow will preside and the list of speakers, so far as decided upon, will include Hon. C. W. Garfield, Hon. Robert Graham, H. C. Hogadone, President of the Fruit Growers' Association, City Attorney Felker and, probably, Hon. Wm. Alden Smith. It is proposed to add to the list the name of E. A. Moseley, to represent the commission merchants, if he will consent to do so. The concluding feature in the programme will take place at 4 o'clock Tuesday morning, when business will commence in the new location.

### The Produce Market.

Apples—Duchess command \$1.75@2.25 per bbl. Cooking stock fetches \$1.40@1.65.

Bananas—The market is easier, the top quotations on fancy large bunches being \$2. There is a good supply of fine fruit, and the movement is comparatively large considering the variety of other fruit on the market.

Beets—30c per bu.

Blackberries—Cultivated have advanced to \$1 per 16 qt. case.

Butter—Separator creamery is firm at 14½c. Dairy is still coming in slowly and extra fancy readily commands 12c.

Cabbage—75c per doz.

Carrots—50c per bu.

Cauliflower—\$1.50 per doz.

Celery—15c per bunch.

Cheese—The market has advanced ½c on all grades of full cream cheese. There is a considerable activity on the market and there has been some very heavy buying during the week, on account of the advance, buyers wishing to protect themselves against further ad-

vances, for which reason large lots of cheese have been laid in. Shipments of cheese are generally light at this season, as factories begin to hold their August make for a future and higher market. This makes the market scarce of good cheese at present, and it will probably stay so until the factories dispose of their August and September makes, when prices are apt to rule steady.

Corn—Green, 6@7c per doz.

Cucumbers—25c per doz.

Eggs—Fancy candled have advanced to 9c, shippers finding little difficulty in securing 8c on track for wheat eggs. A good demand and light receipts have made the market very active during the past week. The receipts are falling off from day to day, and nothing can stop the upward tendency of eggs until prices reach a point where storage eggs can be sold at a profit. This will prevent a very rapid advance. The stock of eggs in storage is heavy, and shippers are only waiting for a little better market before unloading. This will probably be about September, when the weather will be more favorable for marketing held stock.

Grapes—The arrivals of Ives and Concord from the South are on the increase, and prices are considerably lower than at last quotations.

Lemons—The market is lower because of the cooler weather. Prices are off 5c a box on Messinas and Californias. The demand fluctuates as the temperature changes.

Melons—Watermelons are still in good demand at 15c. Osage command \$1.25 per doz. case. Little Gems fetch 60@70c per doz. basket.

Onions—Dry stock has declined to 75c per bu. Green has advanced to 15c per doz.

Oranges—There are few oranges now on the market, the assortment being confined to the Mediterranean sweets and late Valencias. No change is to be noted in price. The movement is light.

Peaches—Early Michigans command \$1.25 per bu. Hale's Early fetch \$1.50. The condition of the crop continues to improve, the weather being favorable to the growth and development of the staple.

Peas—Green, 50c per bu.

Potatoes—Local growers get 50@60c on the Grand Rapids market. The demand is almost wholly of a consumptive character, there being little shipping demand, on account of home grown stock coming into market in nearly all distributing and consuming markets. Reports from Ohio and Indiana indicate that the crop in those States will be small in size, inferior in quality, and meager in volume, so that Michigan will have to be drawn on for supplies to a very large extent. The Tradesman has made a careful canvass of the condition of the crop in this State, resulting in the conclusion that the acreage is only about 60 per cent. of what it was last year, while the yield is likely to be considerably curtailed by the wet spring, the bugs and the use of too much Paris green. Now that the growers realize that the crop is short and that the price will probably range from 25 to 50c per bu.—the present outlook is for a 40c market—they are devoting much time and attention to their potato fields, with a view to making the yield as large, and the quality as fine, as possible. Merchants and shippers should caution growers against using Paris green too freely, as such use of the poison is nearly as injurious to the quality of the crop as the bugs are to the quantity.

Seeds—Timothy command \$1.35@1.50. Medium is in fair demand at \$4.50@4.75. Mammoth is very scarce at \$4.75@5. Alsike, \$4.00@5. Crimson, \$2.75@3. Alfalfa, \$4.25@4.50.

Squash—50c per bu.

Tomatoes—Home grown command \$2 per bu.

Turnips—40c per bu.

Wax Beans—75c per bu.

Whortleberries—Receipts are small, in consequence of which the price holds up well at \$2.50 per bu. The quality is fairly good, but the yield is disappointingly small.

### THE NEW MARKET.

#### Ordinance Passed by Common Council, Governing Same.

Section 1. The location of the public market for said city shall be and is hereby established on Island Number 3 in Grand River, so-called, or upon such parts thereof as may be necessary from time to time, and no public street, public alley or other public place in said city shall be used for market purposes.

Sec. 2. Said market shall be open for the transaction of business from 4 o'clock a. m. to 5 o'clock p. m. on each week day, from the first day of May to the first day of November of each year; and from 7 o'clock a. m. to 5 o'clock p. m. from the first day of November to the first day of May following. The Common Council, however, may by resolution change said hours during any portion of the season above named whenever it may deem it advisable so to do.

Sec. 3. The Committee on Market of the Common Council, together with the superintendent hereinafter provided for, shall have power to locate spaces or stalls for the standing of wagons, and shall number the same; said spaces to be used only by persons paying for the use of the same, as hereinafter provided.

Sec. 4. There shall be a superintendent of markets appointed by the Common Council, who shall hold his office for a period of one year from and after the first Monday in May in each year; and the Common Council is hereby given power to appoint a superintendent to hold his office until the first Monday in May following, the salary of said superintendent to be fixed at a sum not exceeding \$600 per annum, to be paid out of the fees collected from persons using the market, but not to exceed, in any event, the fees so collected. Said superintendent to give his entire time to the duties pertaining to the proper management of said market, and to give a bond in the sum of \$2,000, with sufficient sureties, to be approved by the Mayor of said city, which bond shall be conditioned to perform all the duties relating to his office and to account for and pay over weekly all monies received by him to the Treasurer of the city of Grand Rapids, and to take his receipt therefor. Said superintendent shall cause books to be kept in proper form, and to provide, under the direction of the Council, necessary tickets, cards, stationery and other articles that may be needed in carrying on the market. Said superintendent, together with the Committee on Market, shall have authority to designate the necessary help for the purpose of carrying on the market and keeping the same in proper condition, subject, however, to the approval and the fixing of compensation of said help, by the Common Council.

Sec. 5. The Committee on Market and said superintendent shall establish and charge the following minimum rates for the use of said market: Stalls by the year, from \$5 to \$25, according to the location thereof; by the week, \$4 to \$10, according to the location thereof; for single entrance and use of stall for double team, 20 cents; single team, 15 cents. And said Committee, together with the superintendent, are hereby authorized to, at any time, offer said stalls for sale at public auction, to the highest bidder, but not to sell any of said stalls for less than the minimum price herein fixed; and the Common Council shall have power, whenever in its judgment it may be advisable so to do, to change the rates herein before established.

Sec. 6. Said Committee on Market, together with the superintendent, shall, from time to time, make such necessary rules and regulations for the detailed workings and care of such market as in their judgment, may, from time to time, be necessary, subject, however, to the approval of the Common Council.

Sec. 7. All hay, straw, fodder and wood shall be sold by weight and measurement, and shall be weighed on the city scales located in said market and measured under the direction of said superintendent, and no hay, straw, fod-

der or wood shall be sold until the same has thus been weighed or measured, except baled hay and straw kept for sale in stores. A fee of 10 cents shall be charged for said load so weighed or measured, to be paid by the owner of the product weighed or measured, and a receipt shall be given to the owner of such load, stating that the same has been weighed or measured by the superintendent, as herein provided, together with such weight or measurement. No entrance fee shall be charged for teams entering with products mentioned in this section, but in case a shed is used by any such team an entrance fee of ten cents shall be charged.

Sec. 8. No person shall sublet or transfer his space or stall so rented to such person to any other party, and no person shall have any use whatever of any such stall or space except the party purchasing the same or his employees, who may use the same in disposing of the owner's products; and no person shall use any of the public streets, alleys or other public places in said city as standing places for teams or wagons for the sale of fruits, vegetables, hay, straw, fodder, wood or other products usually disposed of in market places. Nothing herein contained, however, shall prohibit licensed hucksters from peddling from house to house within said city. No person shall have a right to use said market without complying with the provisions of this ordinance and with the rules and regulations that may, from time to time, be made in relation to the same, as in this ordinance provided for.

Sec. 9. Any person or persons who shall violate any of the provisions or requirements of this ordinance, on conviction thereof, shall be punished by a fine of not less than \$2 or more than \$100, and costs of prosecution, or by imprisonment at hard labor in the common jail of the county of Kent, or in any penitentiary, jail, workhouse or house of correction in said city, in the discretion of the court or magistrate before whom the conviction may be had, for a period of not less than five days nor more than ninety days; and in case such court or magistrate shall only impose a fine and costs, the offender may be sentenced to be imprisoned at hard labor in the common jail of the county of Kent, or in any penitentiary, jail, workhouse or house of correction of said city, until the payment of such fine and costs, for a period of not less than five days nor more than ninety days.

### Telephone Topics.

The Bell monopoly has made an unconditional surrender at Detroit, having announced a cut in rates on residence phones to \$24 per year. The present rates are \$50 to \$100 per year, depending on the distance from the exchange. The new schedule goes into effect Oct. 1, but the cut comes too late to do the Bell concern any good, as the people propose to stay by the home company which has precipitated the death-bed repentance of the would-be monopoly.

The announcement Tuesday that the Michigan (Bell) Telephone Co. had been forced to mortgage its property for \$750,000 was by no means unexpected, as it has been known for some time that the finances of the corporation were at a low ebb. If the company succeeds in floating the bonds, the funds thus secured will enable it to tide over the present emergency, but from present indications the company will need another loan within a few months quite as badly as it needs the present assistance.

V. Sias, formerly of the grocery firm of Bassett & Sias, at St. Louis, has opened a new grocery store at that place. The stock was furnished by the Clark-Jewell-Wells Co.

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

## Fruits and Produce.

### Charley Robinson in Trouble at Mackinac Island.

Petoskey, Aug. 10.—As you are probably aware, our old friend, Charley Robinson, is located for the summer on Mackinac Island, handling green goods for Bunting & Co. Last Thursday, when the Northwest came in, he went aboard to sell onions to the steward. Charley lingered too long, the gang plank was pulled in and the boat was moving out. In his characteristic fashion, he rushed to the rail and some one said, "Jump." "Gad," he exclaimed, "I'm no fish. I can't swim. Stop the boat. Where's the clerk?" That distinguished and pompous individual replied, "No, sir, you will have to go to Detroit. We would not stop this boat for \$500." Charley replied, "Where's the captain?" "On the bridge, sir," was the reply. Not knowing where the bridge was, Charley jerked a porter off his feet and yelled, "Show me the bridge, quick!" Charley thought he could go ashore on the bridge—that it was kept for that purpose. The porter's pace being too slow, Charley went ahead, dragging the uniformed gentleman after him. Reaching the bridge, Charley discovered that it was too short to go ashore on and faced the captain, nervously fumbling his watch chain the while, and said in as stern tones as he had with him, being so nervous they did not show to advantage (Charley since says he regrets he did not have his best tones with him, but had left them on shore drying with his onions): "I must go ashore at once, for I have onions on the dock that Bunting sent me and they must be skinned before they are fresh looking enough to sell." The captain smiled down upon him and said, "Young man, I would not stop this boat for \$500—you will have to go to Detroit." "I don't want you to stop the boat," replied Charley, "I wouldn't give you 500 cents. Put me in an old boat and send me ashore, or let me go ashore—and that you have got to do!" demanded Charley. This is where he used his dignity and commanding presence to advantage. The captain wilted and asked if he had any friends on shore who would come after him if he signaled. Charley knew he had friends while he was on shore, but whether they would prove friends when only water was between them or not he did not know, but he answered: "Yes, sir!" and with much emphasis. The signal gun was fired and four whistles blown—distress signals—but it was Charley in distress, not the boat. No one answered. The captain said, "I'll blow again, but guess I'll have to put you off at Detroit." He blew. The Algoma came out and Charley was safe. Of course, they were entitled to half the salvage, and Charley, to save the half—he has no "better half"—and was undecided which to let go to the shylocks—decided to save both by putting something besides water between himself and his rescuers. He has "gone broke" and unless his Grand Rapids friends come to his assistance at once, those Island wolves will have their half and the world will be without a Charley. Will not some Portia come to his rescue at once? EYE WITNESS.

### Serious Charges Against Chandler Reiterated.

From the New York Produce Review.

C. J. Chandler & Co. were in business at Chelsea, Mich., whence they shipped eggs on order and on consignment. They were known to their customers—certainly to many of them—as shippers of Michigan eggs. They were recently shipping on consignment to about a dozen New York commission firms, among whom were several of the largest and most respected houses in the trade. Among these we have not found one who ever received an invoice of eggs from the Chelsea house described as being any other than Michigan stock, and few of them were aware of the fact that Mr. Chandler's firm was buying eggs in the Far West and having them

shipped to Chelsea. The fact that Mr. Chandler's invoices were made out simply as "eggs" does not by any means relieve the house of the moral responsibility of shipping them as "Michigan" goods. To buy goods in the Far West, bring them to a Michigan town and re-ship them without definitely stating the source whence they had been secured would certainly constitute deception. The evidence that this was done lies simply in the facts that the house did buy eggs in the Far West and Southwest and had them shipped to Chelsea, and that, although they shipped eggs to a large number of New York houses, some of which were of very fine quality and some of very ordinary grade, none, so far as we can learn, were invoiced definitely as being other than "Michigan," which they were considered to be by reason of the shipping point.

Other methods of a questionable character are laid to Mr. Chandler's door with absolute certainty. The house made drafts on New York houses against simple letter of advice and in several cases where the drafts had been paid the goods were never received here. In some cases the letters of advice are said to have contained railroad receipts for the shipment, yet the goods were not received here, indicating that the stock had been diverted by the shipper's order after the original consignee had paid draft on it. This method does not appear to have been accidental, for it was practiced upon a number of houses at about the same time.

### Notice to Lake Superior Travelers.

Marquette, Aug. 10.—The Lake Superior Commercial Travelers' Club wishes the name and address of every traveling man coming regularly to the Upper Peninsula. The Club will give its second annual complimentary reception in September and does not want to miss one of the boys when the invitations are sent out.

A. F. WIXSON, Sec'y.

## Association Matters

### Michigan Retail Grocers' Association

President, J. WISLER, Mancelona; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

### Michigan Hardware Association

President, CHAS. F. BOCK, Battle Creek; Vice President, H. W. WEBBER, West Bay City; Treasurer, HENRY C. MINNIE, Eaton Rapids.

### Detroit Retail Grocers' Association

President, JOSEPH KNIGHT; Secretary, E. MARKS; Treasurer, N. L. KOENIG. Regular Meetings—First and third Wednesday evenings of each month at German Salesman's Hall.

### Grand Rapids Retail Grocers' Association

President, E. C. WINCHESTER; Secretary, HOMER KLAIP; Treasurer, J. GEO. LEHMAN. Regular Meetings—First and third Tuesday evenings of each month at Retail Grocers' Hall, over E. J. Herrick's store.

### Saginaw Mercantile Association

President, P. F. TREANOR; Vice-President, JOHN McBRATNEY; Secretary, W. H. LEWIS; Treasurer, LOUIE SCHWEMER. Regular Meetings—First and third Tuesday evenings of each month at Elk's Hall.

### Jackson Retail Grocers' Association

President, GEO. E. LEWIS; Secretary, W. H. PORTER; Treasurer, J. L. PETERMANN.

### Lansing Retail Grocers' Association

President, F. B. JOHNSON; Secretary, A. M. DARLING; Treasurer, L. A. GILKEY.

### Adrian Retail Grocers' Association

President, MARIN GAFNEY; Secretary, E. F. CLEVELAND; Treasurer, GEO. M. HOCH.

### Traverse City Business Men's Association

President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

### Owosso Business Men's Association

President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

### Alpena Business Men's Association

President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

Grand Rapids Retail Meat Dealers' Association  
President, L. J. KATZ; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.

## SEEDS

Established  
1876

We carry large stock Field Seeds—Medium, Mammoth, Alsike, Crimson, Alfalfa Clover Seeds, Timothy, Orchard Grass, Blue Grass, Redtop Seeds.

We buy and sell Beans, Potatoes, Onions, Cabbage, Apples, Pears, Plums, Peaches, carlots and less. Bushel Baskets and Covers.

Peaches—Early Alexanders now in market. Hale's and Rivers peaches will soon follow. Give us your daily orders.

## MOSELEY BROS.,

26-28-30-32 OTTAWA STREET.

GRAND RAPIDS, MICHIGAN.

Wholesale Seeds, Potatoes, Beans, Fruits.

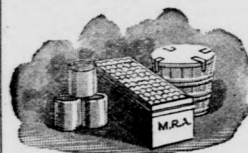
## SUMMER SEEDS

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.

## Packing Butter in Any Shape

I will buy at place of shipment or delivered in Detroit. Correspondence solicited.

## R. HIRT, JR.,

MARKET ST.

DETROIT.

## Klondike Riches



Await the Merchant who offers his customers and his neighbors' customers the

Fresh and Seasonable

Fruits and Vegetables

From . . .

The Vinkemulder Company.

PHONE 555

GRAND RAPIDS.



## Right Quick

We'll get there with the

## Right Goods

## Michigan Free Stone Peaches

Large and Fine. Prices Right.

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

## BUNTING & CO., Jobbers,

20 and 22 Ottawa Street, Grand Rapids, Mich.

## SWEET HEART WATERMELONS

as long as the weather is hot.

## Osage Melons and Cantaloupes

More plentiful and cheaper.

## GOTHAM GOSSIP.

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

New York, Aug. 7.—The advancing tendency in wheat has something to do with the feeling among merchants this week. Every day sees more cheerful faces and every day brings to New York a big lot of buyers. The fall season is setting in in a satisfactory manner and everywhere we see evidences of more business than has been transacted for many, many months before.

Prices are stronger all along the line and on some things there has been an appreciable advance. The weather is propitious for trading and it certainly seems as if the fates were favoring us this month.

The coffee market, of all the leading ones, is creating about the least interest, except that of tea. The demand has been almost altogether from the big concerns, the smaller roasters seemingly having supplies sufficiently large to tide them over for the present. On Thursday 55,000 bags arrived—a record breaker. Rio No. 7 is worth 7½¢. Bids of 6½¢ were cabled to Rio, but not accepted. Nearly every local dealer has a large stock of coffee and there certainly seem no higher quotations in sight. The amount in store and afloat aggregates 687,371 bags, against 433,377 bags at the same time last year. Mild coffees are quiet and the market is easy. Good Cucuta is held at 12¼¢. East India growths have been little sought after.

Refined sugars have been in about the usual request, but there has been an advance of 1-16¢ on some of the soft grades and ½¢ on others. Low grades of foreign refined have been in good request and, in fact, all foreign refined has met with very good call.

The supply of domestic rice is said to be chiefly in the hands of one operator. Most of the demand this week has seemingly been for Japan, which is now quotable at 4½¢. Java, 4¼¢@4½¢. The bulk of the orders received came from interior jobbers, and supplies are thought to be light.

Flat, stale and unprofitable is the condition of the tea market. There is scarcely a particle of enquiry for any kind of tea and those who purchased large stocks a few weeks ago, on the rise, must feel sick, indeed. It will take some time to perceptibly reduce the accumulations and meantime the quotations must remain way down.

In molasses a change for the better has set in. There has been a fair enquiry for the better grades, and several large orders have been filled at full rates. The grocery trade seems to be waking to the fact that fall is nearly here and orders have come to hand from many interior points. Syrups are very firm for the better grades and prices are well sustained.

In spices some trading has been done by jobbers, but there is still room for improvement. Some fair orders have come from different parts of the country and dealers look forward with a good deal of hope to the time when we shall

see a real advance in the present condition of things. The spice market has been an unprofitable one for a long time, or at least the profits were exceedingly small.

The unexpected happens again. There has been a sharp and well-sustained advance on some lines of canned goods and brokers profess great confidence in the outlook. Reports from Maine say that the corn crop will be almost a total failure, and, of course, this adds strength to the market. Tomatoes, peas and string beans have all shown an advancing tendency and both here and in Baltimore the feeling is one of confidence.

The demand for California raisins has been good and the outlook for several other articles in the dried fruit line is certainly much brighter than a month ago. Evaporated fruits dull at the moment.

Lemons are higher and in much more liberal request. Oranges have rather dragged, and the same is true of other foreign fruits.

There is a lighter supply of butter and the quality is better, upon the whole, than it has been. The tone of the market is stronger, but no perceptible advance has yet occurred. Fifteen cents seems to be the outside figure for best Western creamery. Aside from the best grades, the market lacks animation and prices are low and unprofitable.

There is a better feeling in cheese and some sales are reported at 7½¢ for full cream large size colored cheese. Whites are dull and holders are apt to make some concessions if necessary.

Some Western eggs have sold at 13¢. The market is firm and the supply is not sufficient to more than barely meet requirements.

There is a firm market for nearly all sorts of beans and choice marrow are well held at \$1.35. Pea beans are worth \$1.10 and more in some cases. Red kidney, \$1.85@1.90.

#### Revenue Collectors Cannot Seize Packages of Prize Tobacco.

Detroit, Aug. 10.—Internal Revenue Collector Phelan has received a circular from the Treasury Department revoking a previous circular which authorized the seizure of all packages of smoking tobacco, fine cut chewing tobacco or cigarettes containing prohibited articles or advertising any promise or offer of gift premium, reward or prize. All violations of the paragraph in reference to packing foreign matter inside of statutory packages and marking or printing offers of reward, etc., as inducements to sale will be referred to the Department for instructions. The right to make seizures for the violation of the provision will not be made until ordered by the Department.

#### The Mean Thing!

Nell—How did you come to get shoes just like mine?

Belle— I couldn't afford to get good ones, dear.



#### Antiseptic Fibre Package Co..

Manufacturer of Packages for marketing Lard, Butter, Jelly, Mincemeat, etc. Sealed air tight. Pay for themselves in securing higher prices.

187-189 Canal St., - 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.

## Quick Sales.

when you ship your

## Butter and Eggs

....TO....

Harris & Frutchey,

Detroit, Mich.

Do you want to know all about us?

Write to

Corn Exchange National Bank,  
Philadelphia, Pa.

Fourth National Bank,  
Grand Rapids.

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

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

W. R. BRICE.

Established 1852.

C. M. DRAKE.

## W. R. Brice & Co.,

### Commission Merchants

### Butter, Eggs and Poultry

23 South Water Street, Philadelphia, Pa.

#### SPECIAL NOTICE.

We want Live Poultry in Car Load Lots.

Write for Information.



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

#### ADVERTISING RATES ON APPLICATION.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - AUGUST 11, 1897.

#### PHILOSOPHY OF THE STRIKE.

Just now when many thousands of the working men of the coal regions are organizing into armies and marching and camping to coerce employers and employes until the complete stoppage of one of the great industries shall be secured there is a general interest in the subject of the strike as a factor in labor problems.

There is, perhaps, no subject in the consideration of which the mind of the reasoner is more apt to be influenced by the point of view—by his position in the controversy—than this of the right of using the organized strike as a means of securing what is termed the rights of labor. From the standpoint of the apostle of unionism, the denial of the right of the laborer to cease his work at any time and under any circumstances is the assertion of an obligation which he classes as slavery. On the other hand, the employers of labor would maintain that there exist an obligation and mutuality of interest which should secure a reasonable dependence upon the continued services of the workmen.

The principle of the strike in the definition given by the course of its advocates is something more than the discontinuance of service. If that were all, its right could hardly be denied in cases where there existed no agreement for continuous work, however much its use might be deprecated on account of the injury it inflicts upon the interest of the workmen. But there is a claim that the rights of the strikers in relation to the business do not cease when work is discontinued. For instance, they may insist that all other workmen must join in the strike and that for an indefinite time they may guard the premises against the encroachments of other workmen upon the places which, according to ordinary ethics, they have wholly forfeited.

The right of workmen in the business and on the premises of an employer after he refuses to proceed with the work can only be defended on principles of socialism which seem repugnant to the general proposition that every man has exclusive right to his own property. According to the ordinary perception of property rights, when a man discontinues his relations to his employer, any further encroachment upon the premises or meddling with the enterprise is trespass pure and simple. Yet there is asserted the right to con-

tinue interference, and the employer is slow to dispute it. If there could be a positive ending of all relations the strike would lose much—if not most—of its power as a weapon.

But, through the arrogation of such extra-ethical privileges, the strike is made a most effective means for furthering the interests of its advocates. It is for the reason that, under the cloak of labor, they can thus encroach upon the interests of others that it has such an attraction for these leaders. It is thus distinctively the weapon of unionism. It is one of the curious traits of organized labor that it should be so ready with this weapon. The motto seems to be, "Strike—then negotiate." It makes no difference how serious the interruption of the business may be to the workman as well as employer, there seems to be the insane desire to strike. This would be unaccountable, especially in such cases as when the presentation of grievances would secure their removal, except that it is only in the strike that the leader can show his power, and that through it the ignorant rank and file are taught that they may assert their freedom.

By the acts of its advocates the strike is made to supersede all other rights and obligations—not only may every means be used to prevent the continuance of the business, but in its ordering the most sacred business obligations may be broken with impunity. Thus, in the present contest the existence of contracts has not the slightest significance. The rights of the strike supersede all others.

But in the use of this weapon there exist no such rights as these. As a matter of fact, the declaration of such a strike is a declaration of war relentless and cruel. In its prosecution the privileges which are taken in the way of exceeding ordinary rights are measures of force, subject only to the limitations of public sentiment, which has become so perverted in the matter of "labor rights" that the limit is not near.

In the prosecution of such a war there is much of strategy and generalship. The placating of public opinion is one of the most serious problems for the leaders. In the contest which took place four years ago, this was not considered and the result was early and ignominious defeat. Since that time, the leaders have profited by the lessons of experience and in the management of the present contest every effort is being made to preserve an appearance of orderliness and at the same time do all possible to interfere with the industries concerned. That the measures employed in the Pullman strike are not now used is simply because public sentiment would mete out most speedy and effectual retribution.

The strike is the weapon of force. If it stopped at the discontinuance of relations between employer and employee when by so doing no obligations are violated, there could be nothing in it to condemn. But in its ordinary significance it is simply the waging of a contest against all rights and the measures of the aggressors are limited only by their ability to inflict injury without provoking the direct interference of an outraged public.

The facilities for getting rich in the Klondike are only surpassed by the facilities for starving or freezing to death.

About this time next year we will be doing business with the Klondike widow.

#### SEA POWER AND COMMERCE.

Since the world has had its attention directed to the possibility of a conflict between Japan and the United States, it is discovered that the former power is increasing its naval establishment much more rapidly than the new American navy is being built. The Japanese have thirty-one vessels in process of construction in various parts of the world at this time and already have a large number of modern ships in commission.

The most significant feature about this naval ambition of Japan is the statement that the increase of the navy is regarded as a necessary forerunner of a great commercial development. Japan has adopted the British idea and policy in laying the foundations for maritime greatness. The British gunboat has cleared the way for the British merchant ship. When the merchant ship has gone to new ports, its civil and even cordial reception has been assured because of the respect which the powerful naval flag of Great Britain has commanded. The Japs have promptly adopted this British theory that the first requisite to an enlarged merchant marine is a strong navy and it is trade, commercial expansion, rather than war, that Japan is seeking.

That we are eventually to have a struggle with Japan for the trade and mastery of the Pacific is becoming more apparent daily. We have lost our carrying trade in other directions by our foolish navigation laws and unless we strengthen ourselves, from a naval and maritime point, to the west, we will soon find the energetic, ambitious and presently-powerful Japs in control of the broad Western Ocean.

Reflections such as these should spur us on to the more rapid completion of our naval programme and reconcile all sections of the country to the cost. A great merchant marine needs constant protection and the successful flag on the seas, in trade as in other respects, is the one that represents sea power and commands universal respect. The British people would not tamely submit to an appropriation of \$100,000,000 a year for naval construction did they not know that the English navy is an advance agent of English commercial prosperity. Japan is becoming wise in its day and generation.

#### RETURNING TIDE OF TRADE.

There is something exhilarating in the heartiness and unanimity with which all, including the most conservative, commercial reports join in the recognition of the fact of returning business activity. Even political partisanship and bias are not able to maintain a denial of the proposition that there is, for the season of the year, an unprecedented general activity in all trade circles, although some may find comfort for their pessimism in the continued scales of low prices; but even these, from latest indications, seem likely to meet disappointment.

Perhaps as good an index of the general nature of the improvement may be found in the statements of bank clearings. The remarkable increase in these is not to be accounted for by the speculative activity in the stock markets, for, while these are factors, the proportion of increase is very nearly maintained throughout the country. During the month of July each week saw a decided increase over the preceding, and the ratio of increase is more than maintained so far for August. As compared with other years, July breaks all records

for the corresponding month since 1890, when it was exceeded by about 1 per cent., that being the largest July business on record. That this is no temporary boom is indicated by the fact that the ratio of increase still continues. The clearings for the first week in August exceeded those of the preceding week by 10 per cent., and those of the corresponding week of last year by 25 per cent. It is significant that the increase is most marked in the great industrial centers, Pittsburg taking the lead in this regard, while the South and West are the slowest to respond in this way to the improvement. It should be remembered that bank clearings are the indications of settlements and that the improving conditions must have been in operation some time before the effect is thus shown. The assurance of abundant harvests, with good prices for wheat, is stimulating general trade in the grain regions, but it will take a little time for that fact to become apparent in the reports of bank clearings.

But so long as the tendency of prices continued downward it was difficult to convince many that there was improvement, for the general idea of good business usually carries with it advancing prices. As these, for many commodities, continued to decline until all records were broken, and even then showed little sign of stopping in their downward course, it was hard to recognize that there could be improvement. But that there was an improvement even then is proven by the reports already referred to. However, the later reports show that this element of uneasiness is finally eliminated from the situation. At last, iron, the slowest to respond in this regard, has fallen into line, Bessemer having been advanced and future orders at present prices being refused. In many lines the upward movement has been in evidence for some weeks and each report adds largely to the number until now there is scarcely an important exception.

One of the significant features of the situation is that wages have so quickly responded to the upward movement. These have been increased in many instances while yet there was no recovery in the price of the product, showing a degree of confidence on the part of employers that is an assuring feature.

The eleventh annual picnic of the Grand Rapids Retail Grocers' Association, which was held at Reed's Lake last Thursday, eclipsed all former picnics in point of interest and enthusiasm. The retail meat dealers of the city joined with the grocers in celebrating the event and many merchants in other lines of trade improved the opportunity to close their doors and devote the day to rest and recreation. Grocers' Day has come to be an event of quite as much importance to the grocery trade as Christmas or Fourth of July, and the dealer who does not close his doors on that day is regarded with as much disfavor as the man who would keep open house on Christmas or Independence Day.

Don't imagine a competitor harmless because he turns his back on you. Remember where the business end of a mule or hornet is located.

Don't try to fight a disreputable competitor with his own weapons. Tackle him with the sword of square dealing and he'll run every time.

The only thing the Klondike will escape is the ice trust.

## ROADS AND CONVICT PROBLEM.

To the philanthropist who is concerned in the solution of the problems involved in the care and employment of prisoners the progress being made by the experiments in some of the states, notably in New York, seems distressingly slow. There is so much to hinder in the way of popular prejudice, especially as regards industrial interests, that at times it seems as though no progress is being made. Yet in a way there are developments in the situation which may lead to more rapid progress.

Just now the press is full of accounts of the deplorable condition of the convicts in the New York penitentiaries, as a consequence of the enforced idleness resulting from the adoption, a year or two ago, of the constitutional amendment prohibiting the sale of prison-made goods in the State. According to these reports the increase of insanity among these wards of the State is already a matter of serious concern, and there seems as yet to be no plan offered which promises any considerable relief. The State authorities are diligently canvassing all the institutions of the commonwealth to find a place for the products of the prisons. The last and most promising opening seems to present in the supplies for city governments, which would appear to be qualified for the consumption under the provision of the law which says that such products may be supplied to any political division of the State. The matter is in question, however, on account of another provision which prohibits the disposal of such products to any individual, company or corporation. The corporation counsel of the city of Brooklyn has decided that city to be a political division of the State, and so entitled to supplies; but the labor leaders are protesting very strenuously against this encroachment upon the market for the products of free labor.

For some reason there seems to be a strange reluctance to the employment of convicts upon public works. In almost every locality in all the states there is work which might be done by such labor which in no way would interfere with free industry, but would simply add to the sum of the wealth of the community. Some of the states have done something which approaches this idea, in the employment of prisoners in quarries, the product to be largely taken by the state, county and municipal institutions. These undertakings seem to have been successful, and such states are fortunate that there is thus found a solution of the problem for them. But the conditions which make such a solution possible are not found in many of the states.

The question is forcibly suggested as to why there is so much of hesitation as to the use of prisoners on public works, especially that branch in which the public wealth is most rapidly increased—the improvement of highways. The interests of free labor cannot object to this use of convict labor, for the task is almost infinite. Every advance in the work is a positive addition to the wealth of the community, which is shared by all.

In some of the states, including New York, large appropriations from the proceeds of taxation are being proposed and made for the experimental building of state roads. It seems strangely inconsistent that a state whose prisoners are so rapidly becoming maniacs for want of employment should thus tax the

people for the work most eminently suitable for such prisoners.

One of the most pressing questions of prison management to-day is the lack of consideration for individual differences in the prisoners. There is much being done in the way of improving general conditions, but the convicts are placed on the dead level of prison life regardless of differences in character. Taking at random a detail from the ranks of the convicts, there would doubtless be found desperate characters, which would make the management of a gang difficult and dangerous. But it would be an easy matter to select the more dangerous element for work inside prison walls, which should be made arduous by long hours and severe requirements. The better classes could be organized so as to recognize individual capability and the work could be made more healthful and attractive for those who could be kept by the least restraint. Thus a premium could be put upon good behavior, which would reduce the risk of munity to the least significance.

The problem is a hard one, for the reason that it is so difficult to secure the initiative in any given case. The fact that slipshod experiments have been tried in some of the Southern States, which have proved failures, seems to have created an almost invincible prejudice. And so we go on from year to year, contriving some profitless task to keep the prisoners amused and quiet, while the work most needed and which they can best do either remains undone or adds to the same burden of taxation to which their support contributes.

The limit of transmission of power by electricity has not yet been reached. Heretofore the Ogden-Salt Lake City plant, at which power is transmitted thirty-six miles, was, we believe, the longest distance; but recently a contract has been made by the Southern California Power Company and the General Electric Company to transmit power eighty miles. This will be three times as long as the above named. It will transmit four times the power, and will have a line pressure three times as great as the Niagara Falls and Buffalo line. The power station will be located twelve miles from Redlands and will use the water which flows from the Bear Valley reservoir through the Santa Ana Canon, which will be conveyed by means of canals, tunnels and flumes to the point of connection with the steel pipe, and will have a vertical fall of 750 feet in its entire length of 2,200 feet.

The Indiana law requiring that prison-manufactured goods brought into the State for sale be conspicuously labeled "convict made" has been declared unconstitutional. The court holds that the law interferes with the right to contract, discriminates against the goods of other states, and interferes with interstate commerce.

The uncertainty of labor, or rather the certainty of strikes, is responsible for the invention of a great many labor-saving machines. A glass-blowing machine is to be used in Muncie, Ind., where fruit jars are made, and it is expected to do the work of 200 blowers.

Each person in Chicago who is engaged in a brokerage business of any kind will be forced to take out a license and pay a fee of \$25 if the ruling of the City Collector to this effect shall be sustained by the Corporation Counsel.

## A Barrel of Flour

Branded like this one



Is The Best

That money can buy.

It will make whiter bread and more of it than any other kind.

Clark-Jewell-Wells Co.,

Western Michigan Agents.



This brand has always taken first rank among the direct importations of Japan grades and we are pleased to note that the quality of this year's importation is fully up to the usual high standard of this brand, while some of our customers who are expert judges of tea insist that it grades higher than ever before. We propose handling JEWELL CHOP on small margins, the same as heretofore, on the theory that the nimble sixpence is better than the idle shilling.

Clark-Jewell-Wells Co.,

Sole Owners.

## JANE CRAGIN.

**A Sad Catastrophe Ends the Picnic.**  
Written for the TRADESMAN.

The roar that struck terror to all who heard it was a crash as if the mountains had been rent in twain and were rushing down the Canon. The frightened horses crouched like startled cats; but before they could spring, a wall of water black as ink and towering twenty feet above them engulfed horses and driver and swept them down the seething, death-dealing gorge.

When Cy came to himself he found that the flood had hurled him into the roots of an upturned tree, and so firmly that it required all his strength, with the force of the rushing water still upon him, to extricate himself from his perilous position. A deep gash had been left upon his forehead by a sharp angle of rock against which he had been dashed, but otherwise he seemed uninjured.

His first thought was for the rest of the party. Finding that he could clear himself from the roots, he glanced around him and saw, rising and falling hardly a dozen yards away, as if fastened to something below the surface, the red rose that Marjory had fastened in her belt before they had left the hotel. It was a chance in a thousand, but with firmly-shut teeth he swept down upon it. An instant later and his strong hand had grasped the body that the current held against a stump, and then the two were swept away together. It was struggling against hope; but he was a powerful swimmer and the thought flashed through him that, if he had strength to save but one, that one should be Marjory, and so he would right the great wrong he had done her.

More by instinct than reason he knew that, if he could but turn with his burden the sharp angle of a projecting crag that a little farther down pushed its shoulder into the turbulent waters, there was a chance for life; and, with the strength almost of despair, he bent every energy to the accomplishment of that purpose. The flood itself seemed to aid him and, when he had gained the point, pushed him into the eddies behind it. Then, with a superhuman effort, he threw his remaining strength into the attempt to lift the unconscious woman into a stunted cedar rooted to the cliff. He succeeded, and then dropped helplessly backward into the water.

The cloudburst, however, had spent itself. The subsidence of the flood was as sudden as its rise had been, and swirling water took the spent swimmer in its arms and tossed him as a plaything among some debris, which caught him and held him until the danger was past.

The whole was the work of minutes. An instant's rest brought back to Cy the strength he needed now, if ever. Bruised and bleeding, he staggered up and painfully turned his steps to the rose which, as a signal of distress, seemed to be silently calling to him not many rods away. Was she alive? The thought added speed to his faltering steps and, stumbling, he rushed to the white-clad object lodged in the branches of the cedar. He pushed back the hat that a freak of the flood had forced over the face and the pallid countenance met his astonished sight.

"Jane!" he exclaimed; and then, with a voice which the waters could not drown, he called for help. Tenderly lifting the little limp form in his

arms, he tried to clamber up the steep side of the Canon to a spot level enough, he thought, for his precious burden to lie on without danger of slipping or rolling into the still plunging current at the bottom of the Canon.

"Hold on down there! You can't do that—stay just where you are! If there's any life in her you'll drive it out! Put her down!" and almost as he stopped speaking, the man, Heaven-sent, Cy thought, had slipped down the declivity to where Cy had halted, and bent at once to the task before him.

"She's alive! Here—rub, if you've any strength to rub with;" and, with far more might than a man just from the jaws of death would be supposed to have, Cy, with a hope which gave him life, obeyed the bidding.

"D'ye hear that? Reach me that brandy. There! Take a swallow or two yourself. Now, then! It's only the work of a few minutes."

When those minutes were over—they were hours to Cy—Jane Cragin could again be safely counted among the living. They carried her—Cy wanted to do it alone—up the Canon side to the mountain-wagon in which the Doctor had started out on his errand of mercy as soon as the disaster had happened; his quick ear had heard Cy's call, and he had reached them just in time to save her.

The party were soon warmly received at a hospitable house in the neighborhood and, after Jane had been kindly cared for, the doctor turned to Cy.

"I don't know who you are, but I know that, even with constitution enough for a dozen men, you can't stand everything; and you want to get yourself into bed just as quickly as you can. You've had a knock in your forehead there that would send almost any other man to the boneyard. Everything seems to look in your favor, though. I'll take a stitch or two in that ugly gash in your mansard, and call around to-morrow or next day—and don't you get up until I come. The young lady in there is all right, so don't be worrying about her. Come now, let me fix you up as well as I can, and then I'll get out and find some other poor devil that this flood's been trying to put out of the way."

With many a protest Cy yielded to the doctor's commands.

On the following day he and Jane returned to the Alta Vista. The first to greet them were Smith and Miss Birkenmayer. By a mistake which all considered as miraculous the driver of the first wagon of picnickers had turned into Cosey's Gulch where the road forked; the driver of the second wagon had followed the leader, and, when the cloudburst swept down Wilson's Canon, the party were safe from destruction, separated from it as they were by a ridge of the mountain.

Jane heard no more. A glance at the sympathizing faces around her told the awful story that the lips refused to tell and she sank unconscious to the floor.

RICHARD MALCOLM STRONG.

A botanist insists that many neglected American weeds are good to eat. The tender young shoots of milkweed are said to be as delicate as asparagus, with similar valuable properties. Pigweed is related to beets and spinach. The nettle is well flavored, although somewhat coarse and stringy, which argues that the donkey may be more of an epicure than is supposed. It is suggested that every weed has an honest value if it could only be discovered.

**Moore, Smith & Co.,****HATS, CAPS AND STRAW GOODS,**

240 Devonshire St., Boston.

In recognition of the generous patronage with which we have been favored by our Western trade, and in an effort to meet the wishes of our customers by placing our samples within easy reach for inspection, we beg to advise you that we have opened a Western office for the inspection of our goods at the corner of Monroe avenue and Cadillac Square (Room 14, Kanter building), in the city of Detroit. We propose to keep on exhibition there a complete line of Samples of our entire stock.

Mr. M. J. Rogan, our Western representative, will be in charge of our office at Detroit during the months of **August, September and October, and February, March and April**—the two seasons of the year when he will not be on the road—during which months he will take special pleasure in showing you our fall and winter styles, and our spring and summer styles **whether you want to buy or not.**

Do not forget that Mr. Rogan will be in Detroit during the months mentioned and that he will be pleased to meet his customers personally, or hear from them, as well as to extend to them any favors within his power. Thanking you for past favors, and trusting that you will find it to your advantage to remember us in the future, we are,

Very sincerely yours,

**Moore, Smith & Co.**

The Franklin Derby for the fall of '97 is a big success. Send for samples—\$18 and \$21 per dozen colors—Black, Seal, Green, Ox-Brown, Benedictine.

**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.

**P. STEKETEE & SONS,****WHOLESALE DRY GOODS,**

GRAND RAPIDS, MICH.

### Learning the Bicycle.

Written for the TRADESMAN.

It would seem, perhaps, that this branch of bicycle literature has been sufficiently extended, yet there may be some thoughts suggested by continued experience which will not be too threadbare for repetition. It is not my intention to produce a manual of instruction, or even to give anything in the way of assisting the novice, so much as the consideration of what it means to secure complete mastery of the new mode of locomotion.

Like the building of Rome, the learning the bicycle is not done in a day. These who approach most nearly to expedition in acquiring the art of riding are, strangely, the ones who would seem to know the least about it—the youngest to make the attempt. Most children acquire the ability to balance on the wheel very quickly, while the fathers and mothers in Israel can only secure the art by long-continued and patient effort, sometimes ending in discouragement and failure. Just how the little ones can do this so quickly is not easy to explain; but it is probably their immunity from danger in case of a fall which makes them bolder in their ventures.

With people of riper years the ability to learn the wheel quickly is very rare, and seems to diminish in proportion to the advance in age. Yet many aged people have learned the wheel, and are learning every day, while some few make the attempt unsuccessfully.

But there is more to learn in dealing with the new vehicle than acquiring the ability to maintain equilibrium. The boys and girls who seem to be able to ride at the first effort do not thereby secure the mastery of the wheel, although they may learn so rapidly that the time of learning is very short. Such riders are so elastic that they quickly adapt themselves to the mobility of the wheel and ride as though all were one mechanism. Control is soon acquired and, with quick eye and ready motion, safety and self-reliance are quickly attained.

But, if the power to maintain an upright position is slow to gain in later years, as much more slowly must complete control be acquired. There are very many who seem to think that the learning the wheel is wholly comprised in the acquiring the ability to mount and propel it and dismount without getting a fall. When this is accomplished, such think there is nothing more to learn, and so make no continued regular effort in the way of practice. Thus it often happens that these riders never secure a feeling of entire freedom on the wheel—they are always under a strain and the use soon becomes irksome and distasteful. I have talked with several such, who have said that, after learning to ride the wheel, it made them feel uneasy and nervous—they seemed to be afraid of running into objects while yet a great way off. In many cases this injurious effect on the rider's nerves has led them to discard the wheel as a failure.

Now, the trouble with these timid ones is simply that they have not yet learned the wheel. To acquire the ability to keep the wheel upright and propel it is only putting matters in shape so one may begin to learn, although the learning may be mostly a matter of practice. To learn the wheel successfully, the practice must be continued, in most cases, for a long time. If those who think they are failures as wheelmen because the wheel is tiresome will

practice as frequently as possible—not long at a time, however—they will find that the wheel will "grow upon them" and in a few months they will wonder how they ever did without it. But even then they will not have it learned. Those who have taken up the wheel in middle age will require years for its complete mastery. I myself have ridden over seven years, and I am still learning.

Most accidents caused by the wheel are the result of the lack of complete mastery to be gained by use. When there is this complete mastery, there will be no more danger on the wheel than in walking or running. The accomplished rider intuitively looks ahead and plans for any contingencies and so is never taken by surprise. They are only novices who turn corners so quickly as to fall, or who slip on wet car tracks. With complete mastery of the wheel there seems to be even more of co-operation between the rider and the vehicle than in equestrianism between the rider and the horse. There seems to be almost a sentient response of the steel muscles to every motion of the rider. When such is the case, there is a pleasure in the use of the wheel known to no other exercise.

NATE.

### The Sympathetic Woman.

After all, it is the truly sympathetic woman that is best loved. She it is to whom we go with sorrows and joys alike, knowing full well that she will weep or rejoice with us, as the case may be. This requisite quality of sympathy, which can be expressed by the one and felt by the other, is difficult to define. Sometimes not a word is spoken or a glance exchanged, but the sense of perfect understanding and appreciation is instinctively alive and the comfort sought is found. Sympathy reaches its highest degree of perfection in woman; we look for it in her, and are bitterly disappointed when we find it not, as the lack of it takes away, in a great measure, her true womanliness and that perfect femininity that is so charming to the sterner sex.

True sympathy springs from a genuine love of humanity and from a heart that is never envious or jealous of the good fortune of others. A truly sympathetic woman knows when not to speak, and there is very often a silence that means rest; but when she does speak she knows intuitively just what to say. She has long ago learned that to all of us comes a time when something should be said, but there never comes a time when everything should be said.

A truly sympathetic woman has the knack of making others feel that their concerns are her concerns, although they tend but to the football field and are bounded by the smoke of the favorite meerschaum, or to Johnny's latest illness. This is an art in itself, and its reward tarries not, for such a woman is never without an attendant swain and women friends adore her. She can make any man feel a very fine fellow, indeed, in his own eyes, and this is a sensation that masculinity never fails to relish.

### In the Same Fix.

Typewriter—I am rapid enough, and understand business forms all right, but I must admit that I cannot spell.

Business Man—You won't do, then, even at the price. I can't spell either.

It is said that there are paid money orders to the face value of over \$2,000,000,000 stored away in the vaults of the Postoffice Department at Washington.



## Profits

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

DUSTLESS is a floor dressing, to be put on with a mop. It is not sticky, but it prevents dust from rising just the same. One application will keep the dust off your shelves for six months. It is a good deal cheaper to use than not to use it. Write for a free book that tells all about DUSTLESS.

None genuine without our label and signature.

*Dustless Oil & Paint Co.*  
80 E. Ohio St., - CHICAGO.

COFFEE

COFFEE

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

## COFFEE

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

WOOLSON SPICE CO.

Ask our salesman to show you our line of samples.

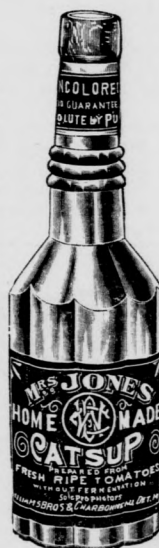
MUSSELMAN GROCER CO., Grand Rapids.

COFFEE

COFFEE

## Mrs. Jones' Home Made Catsup

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



Large Fluted Bottle Retail for 10 cents.

Full Pint Size Retail for 15 cents.

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

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.

## MAKING MONEY.

## The Man, Not the Place, That Achieves Success.

The artist can teach his pupil certain principles of art—the fundamental facts relating to the mixing of colors, the rules of perspective and other technical details relating to sketching and painting—but he cannot impart his genius to the student. He cannot instruct in that which puts soul into the picture. Genius must pre-exist, if the beginner in the study of art would take his place among the masters.

So in respect to the gift for money-making—one may be instructed in the principles of success, the observance of which will result in a moderate prosperity, but the gift for attaining pre-eminent success is not to be acquired by the study of examples nor the observance of rules. It is inborn.

It is a fact in every-day notice that one man succeeds where another, with the same equipment in facilities, fails; and it often is impossible to find the reason for the contrary results of the same direction of effort. "Luck" is often credited for the showing; but the man has more to do with it than any favors of fortune. One patient struggler dies in poverty in the midst of the boundless opportunities afforded in a civilized community, while a Jay Gould would find some way to make money in the Sahara desert. Here and there, in out-of-the-way places, men are to-day making fortunes where ordinary mortals must struggle to keep body and soul together, simply because the former have the money-making instinct which discovers opportunities that are not visible to the average observer—because they see the openings in the least hopeful environment.

The instances in our own time and country of the rapid accumulation of wealth are not confined to the Vanderbilts, the Astors and the Rockefellers, who are specially distinguished by the gift for money-making; they abound in numberless communities. But far away in the ends of the earth, outside of the pale of civilization, men have shown marvelous resources in this direction and a consideration of a few examples which come to mind will establish the fact that money can be made anywhere—when the right sort of men undertake it!

Twenty-seven years ago a young physician, Mathieu Auguste Bibeiro, despairing of success in his overcrowded profession in Portugal, picked out the little island of St. Thomas, not far from the African coast, in the Gulf of

Guinea, as a place where he might hope to establish a practice among the natives. He landed there with money enough to buy a mule and three months' provisions; and, traveling mule-back through the mountains, he soon established a lucrative practice. And as he journeyed he looked—and thought.

He observed the astonishing fertility of the soil of the little island and he had the perspicacity to see that in point of light, of humidity, of heat, it presented great advantages for the cultivation of the cocoa tree. He quietly went to work to purchase land, investing every dollar as rapidly as he could save it. Land was cheap and natives could be hired for a few pennies per day to plant vast tracts with the young cocoa plants. He lived in poverty that he might buy still more land and plant larger areas. Every one thought him crazy; but he was a genius of business. He had correctly calculated that the island furnished the exact conditions necessary to produce the finest cocoa beans in the world—a rich, well watered soil, humid atmosphere, freedom from cold winds and protection from violent storms; and the world soon realized that the little island, which was scarcely noticed on the map of the world, was a veritable gold mine to the young doctor who had the gift for money-making and who now counts his wealth by millions.

The difference in the faculties of men for money-making is strikingly illustrated by the news that a number of Canadians had to be assisted recently to return from Brazil, whither they went to engage in coffee-raising, which they could not make profitable; whereas a poor German lad, Carlos Schmidt, with his savings of a few hundred dollars, landing at Rio Janeiro, after devoting some time to a study of the coffee industry in all its bearings, prospered amazingly because he possessed a positive genius for discovering right openings and brought to the development of his ideas the right kind of money-making talent.

Money can be made anywhere—when the right kind of a man undertakes it.

## A Great Inventor.

"You wouldn't take that man for a great inventor, would you?"

"No. Is he?"

"He is. He invented an excuse for being out with the boys that satisfied his wife, and he's been married seven—teen years!"

## The Meanest One.

"What is the meanest man you know?"

"The man who will walk between a bargain window and a woman who is feasting her eyes upon it."

## New Cheese Branding Law in Canada.

From the London (Ont.) Farmers' Advocate.

The bill passed at the recent session of the Dominion Parliament requiring the word "Canada" or "Canadian" in letters not less than three-quarters of an inch high and one-quarter of an inch wide to be stamped upon every box or package containing cheese or butter destined for export, and in case of cheese upon the cheese itself before being taken from the factory where made, is now a law, having received the assent of the Governor-General on June 29. Factory-men and creamerymen should govern themselves accordingly, as the penalty for violation amounts to a fine not exceeding \$25 nor less than \$5, with costs, and in default imprisonment with or without hard labor for a term not exceeding three months.


If you recognize no higher logic than the dollar, you may become a very rich man, but you will always remain a very poor creature.

The novel spectacle of a steamer being stoked with banknotes was recently witnessed at a Mediterranean port. Forty-five sacks of the apparently valuable paper were tossed into the furnace of the vessel's boiler. The notes were canceled documents of the Bank of Algiers.


A novel method of taxing luxuries for the purpose of revenue has been devised by the Albertville (Ala.) Methodist church. A tax of \$10 each has been imposed on each member of the congregation who chews tobacco. The tax is to go into the coffers of the church.

It is said that in Paris there is an international band of bicycle thieves, who have warehouses for the storage and sale of bicycles in all the large towns of Europe.

If you have capacity and power you cannot escape the responsibility which attaches to it.



**YOU are a Grocer.**  
 We are interested in your welfare.  
 We want you to succeed.  
 If you don't, we can't.  
 We make Flour.  
 We want you to sell it.  
 We believe you can make money at it.  
 We make good Flour at a reasonable price.  
 People want that kind of Flour.  
 We call it "LILY WHITE."  
 It is no trouble to sell it.  
 EVERYBODY likes it.  
 Women are particular about Flour.  
 Lily White pleases them.  
 Please the women and you get the family trade.  
 It is worth while.  
 Order "LILY WHITE" Flour now.  
 We guarantee it.  
 Your money back if you want it.



**Valley City Milling Co.**  
 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.

### Which Man Is the More to Be Envied? Stroller in Grocery World.

I have caught myself wondering during the last few weeks whether it pays to be charitable or not. It is a question of getting the respect or affection of your neighbors, as against getting a certain percentage of this world's goods.

To illustrate my meaning, I will cite two cases: In a small town which I have visited at least once in two months for fifteen years, there are two grocers, both of whom are middle-aged men, who have been in business there for a term of years commencing before I started to go there.

If you search the country over you won't find two men more absolutely different than they are. They are the antipodes of each other in every respect—personal appearance, personal traits, business methods—and also in financial standing. The fact that they are both grocers is about the only point of resemblance they have.

One of these grocers we'll call Smith and the other Jones. Smith is a deacon in the Baptist church, a member of several of the organizations in the town and a good and valued citizen, yet he has few if any friends. He is an intensely close man and has never been known to give anything in charity. Whenever he gives anything away—but, as a matter of fact, he never does give anything away. If he allows anything to leave the store without a cash equivalent, there has to be some equivalent for it, direct or indirect, in the case somewhere. Nobody goes to Smith for a contribution for a church festival. No poor woman in need of food goes to him for a loaf of bread or an egg or two. Smith has never been known to do any such foolish things. Neither he nor his wife would think of calling at a house where a person lay sick, or of sending around or leaving any little delicacies. Why, if Smith were seen committing any such indiscretions the whole town would be aroused and his sanity would at once be questioned. He is a cold, narrow, uncharitable man. If a

family has lost its only bread-winner by death, and they owe Smith a bill, the fact of their destitute circumstances won't weigh in the least with him. His bill goes in, and if it isn't paid pretty soon he'll call at the house and sternly enquire why. This is no romancing. I've known him to do it. Everything is straight cold business with Smith. There must be no sentiment in your dealings with him. Like Shylock, he wants his pound of flesh, and neither death nor disaster can stop his efforts to get it.

Now, let us see what recompenses there are in Smith's case. I said he had probably been in business seventeen or eighteen years. I happen to know that when he started he had nothing. He even opened his store on borrowed capital. To-day Smith owns the store he trades in, the house he lives in and six or eight houses beside. In addition, he is accredited with owning about \$8,000 worth of Pennsylvania Railroad stock, which nets him a comfortable little dividend every few months. Smith is well fixed. He has made money by being stingy and uncharitable, but he has made it—and every cent out of his business.

Now, take Jones. As I said, Jones is Smith's perfect opposite. He is probably about the same age—say, 55 years. He has been a grocer in that town for maybe twenty years, and is just about as well known as Smith. Yet he isn't worth a cent. He does a fair trade, probably 75 per cent. as large as that done by Smith, and it would certainly seem as if he ought to have saved something out of it. But he hasn't. I know that he even has to hustle at times to get the money he owes his wholesale grocer.

Jones is a born philanthropist. He is what the flippant would call "easy." I'll guarantee that any tramp on earth can go into that man's store, and even the flimsiest tale of hard luck will elicit crackers and cheese, and often something better. Poor people short of money go there and get their groceries, and very often Jones never thinks of send-

ing them a bill. They bless him fervently; but families are not easily raised on naked blessings. Not a person in that town gets sick that Jones, if he hears of it, doesn't happen to drop in "as he was passing," to see how they are. More often than not he carries a box or two of especially choice strawberries, or a jar of jam, or something else to tempt the sick appetite.

Jones is a good fellow—to everybody but Jones. His clothes never fit him and he always needs a new suit. So does his wife, as a rule. But that makes no difference. He's just as happy, and so is his wife. There are no people in that town more popular than the Joneses. Everybody likes them, and everybody depends on them after a fashion. And yet Smith is worth probably \$30,000, while Jones owns barely enough to keep his head above water.

Now, there are the two cases. Here's Jones, with nothing to show after a lifetime of labor but an always uncertain living and hosts of friends, who are all right in their way, but who are neither bread nor butter.

Ask anybody in that place, man or woman, what they think of him, and everyone of them will praise him. But he's worth nothing.

Take Smith, without a real warm friend—a man with neither charity nor generosity in his nature—a man whom needy women shun and church solicitors pass by. And yet he owns probably \$30,000—a fortune for a country town.

Which, after all, is to be the more envied?

#### An Ideal Existence.

He—"If you couldn't be yourself, who would you rather be?"

She—"The man who marks down goods in the dry goods store. What a lovely life he must lead, always having first choice."

The California Railroad Commission has decided that a railroad cannot make its commutation rate less for women than for men.

### Some Things the Boys Want to Know.

Why don't we have better hotels in country towns?

Why does a landlord put a billiard room under the best rooms in the house and run it until 12 a. m.?

Why doesn't he open his office at least once a day to let the cigar smoke out?

Why does he put the bar next to the office or reading room and keep the doors open between, thereby permitting the rubbish of the town to be thrust upon the presence of his guests?

Why does he run the house for the benefit of the bar, instead of vice versa?

Why does the porter sweep the office when it is full of guests?

Why doesn't he sprinkle when he sweeps?

Why doesn't the waiter carry a clean towel in place of a dirty rag?

Why doesn't the chambermaid spread the beds open during the day and let the sheets dry out?

Why does the clerk stalk through the halls and wake every one up, instead of silently calling his early train guests and letting the rest sleep?

Why does he buy all the 3-year-old canned goods and the meanest soap he can get?

Why does the landlord charge you the same price for a poor meal or bed as he does for a good one?

Why don't the landlords take charge of the baggage wagons instead of letting outsiders "wolf" their customers?

Why don't all hotel keepers make money? (Because some are too penurious.)

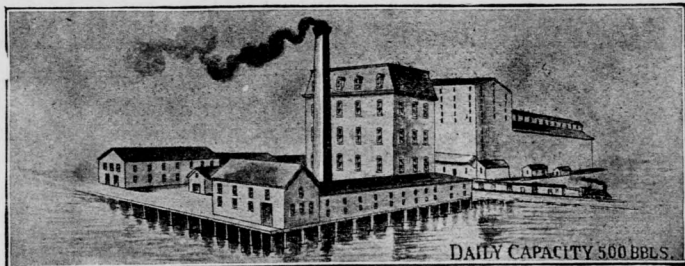
Why don't they learn to keep a hotel?

Why do the boys stand these things? (Because they have to.)

### How to Dispose of a Worthless Horse.

"You darn old plug," said the farmer to his balky horse, "you actually ain't worth killin'—unless," he added, after second thought, "unless I could manage to git you killed by the railroad."

ESTABLISHED 1877



Mill where the famous Cream of Wheat and Best XXXX

Flours are made.

WE POSITIVELY GUARANTEE THESE GRADES.

# Ebeling's Cream of Wheat

Flour is as good as gold and will please your trade when other grades will fail.

## EBELING'S BEST XXXX

Flour is one adapted to bakers or where a strong, sharp flour is wanted.

Both flours are manufactured from the finest spring wheat grown.

Try a sample car of our Flour and Feed.

JOHN H. EBELING, Green Bay, Wis.

## Shoes and Leather

### How the Skillful Salesman Sold the Four Dollar Shoe.

It is an interesting study to watch different shoe salesmen and their different methods of shoe selling. It is a pastime that amuses me and I often indulge it.

Last week in a big city store I noticed a case that pleased me.

The merchant had been doing some heavy advertising on a line of \$3 shoes and appeared to be pushing them hard. The window was full of them and there were placards all over the store extolling their merits; in fact, no other shoe was referred to.

A customer entered and to the clerk who came forward stated that he had seen the advertisement and wanted to see the shoes.

The salesman brought out a pair of the \$3 goods of the desired size and entered upon a plain, sensible statement of their merits.

It so happened that setting on top of a small show case at the end of the settee was a \$4 shoe of very handsome appearance and in the most natural way in the world the clerk set the \$3 shoe alongside it to show the little difference between the two.

In a smooth manner he centered the customer's interest in the \$4 shoe and soon had the patron regarding it with a covetous eye. The clerk did it all subtly, too. He didn't run down the \$3 shoe or extoll the \$4 article. He confined himself to the \$3 shoe, but in such a tactful way that the buyer's mind was led away from it to the \$4 shoe and, to make a long story short, when the customer went out he carried a pair of \$4 shoes under his arm and a satisfied look on his face.

It looked to me like first-class salesmanship and I mentioned the case to the proprietor.

"Yes," he answered, "Smith is a rattling good salesman. I have found that it pays to employ really good clerks rather than cheap ones and I pay them according to their earning power. My clerks are well paid because they are worth a good deal to me.

"Take the case you have just cited. Now, that \$4 shoe is a slow mover. It's a good shoe, but somehow \$4 has become a rather unpopular price, owing possibly to considerable pushing of \$3.50 lines in this town.

"What was I to do with the shelf-warmer—sacrifice it? Cut it to \$3? Some men would, I know, but I wouldn't.

"I have a line of \$3 shoes that are tiptop goods and I determined to push them because they are attractive and \$3 is a drawing price. I wanted to get a crowd of buyers if possible, a crowd anyway, and believed that the \$3 shoe would fetch them where the \$4 line wouldn't.

"I was right. The people have been coming and we have been selling them the \$4 shoe right along.

"It would have been a mistake, you understand, to have advertised the \$3 shoe if I had not had it in stock and it was not what was claimed for it, but I have it and I have shown it and talked it, but always so tactfully that the customer was drawn toward the \$4 shoe, and in the majority of cases the result has been what you have just seen.

"With cheap clerks I couldn't have done this. It requires good salesmanship to sell goods in my store and I

keep good salesmen. That's one reason why you rarely see cut-price signs up on my store. That's why there isn't a bargain sale banner up there now. That's why I am selling these \$4 shoes at \$4 instead of sacrificing a dollar on every pair.

"I tell you, there are a great many shoe merchants to-day in the shadow of the sheriff's red flag because they have been so unwise as to save a dollar a week on a clerk's salary. Where they have saved this one dollar they have lost ten in accumulated stock and consequent cut prices.

"My clerks spare for me the pruning knife. They are satisfied. They are enthusiastic. They appreciate the mutuality of our interests. So do I. I treat them right and pay them right. I keep them enthused. There is no partiality. I have given them to understand thoroughly that their earning power for me is the sole basis for salary increase and I scan their work closely. I know what they are doing and how they are doing it.

"I find that the newest styles are not forced onto people who would be just as content with older styles. My clerks do not figure on making shelf-warmer that I must cut the price on and sell later with a P M, besides netting a loss for every pair sold. On the contrary, they know that getting rid of old stock counts heavily in favor of a salary increase.

"I watch stock with a critical eye. Just as soon as I see a shoe getting behind in the race I begin to push it and I instruct the clerks to push it. I advertise it. I put it in the window. I get it out on the tables in the store. I let the people see it. I don't wait until it is shelf worn. I keep things moving and the clerks understand that I am not putting the shoes out there to look at or to fill up space, but to sell—and they sell 'em.

"I'll tell you now that I have found that you can spare the knife in the shoe business if you keep things moving. You can't always do it, of course, but you can keep profits intact a hundred per cent. better than most dealers do whose chief aim seems to be to discover an excuse for making a cut. I try to avoid them.

"To do it, however, you must have good salesmen and pay them for what they do. You must carry goods that are worth every cent you ask for them, and always have just what you advertise. I am making my business pay well on this plan and I know lots of bright fellows who can't do it on the cut price principle."—Gazette.

#### Kindness Remembered.

"John," she said thoughtfully, "tomorrow is the birthday of that little Jones boy next door."

"What of it?" he demanded.

"Oh, nothing much," she replied; "only I happened to recall that Mr. Jones gave our Willie a drum on his birthday."

"Well, do you think I feel under any obligations to him for that?" he asked irritably. "If you do you are mistaken. If I owe him anything it's a grudge."

"Of course," she answered sweetly. "That's why I thought that perhaps you might want to give the Jones boy a big brass trumpet."

"The most resourceful woman in the world!" he exclaimed delightedly. And the Jones boy got the trumpet.

Generosity and good humor are contagious.



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.



MICHIGAN BARK  
& LUMBER CO.,

527 and 528  
Widdicom Bld.  
Grand Rapids, Mich.

C. U. CLARK, Pres.  
W. D. WADE, Vice-  
Pres.  
MINNIE M. CLARK,  
Sec'y and Treas.

We are now ready to  
make contracts for bark  
for the season of 1907.  
Correspondence Solicited.

# RESTRICTION OF STYLES.

Manufacturers Should Sell Exclusive Styles to But One Merchant in a Town.

"Why, that's awfully high! I can get identically the same shoe at Burnham's for \$2.98 and you want \$4. Oh, I couldn't pay that."

You recognize it, don't you? Sounds familiar, doesn't it?

And what can you say? To tell the customer that he or she (it's usually she) is mistaken is bad policy because it is anything but complimentary. To reduce the price is tacit admission that the original figure was too high and is sure to bring on a habit (in the customer) of beating you down on everything she buys, believing that your entire stock is marked on the same plan.

I heard a retailer answer this charge the other day by saying, with a smile, "I've heard of that shoe of Burnham's before, Mrs. B., and I acknowledge that I was surprised because this shoe costs me more than \$2.98. I examined one of the \$2.98 style at Burnham's and found that while it looks for all the world like this \$4 one, yet it is identically the same thing that I am selling for \$2.75. Here is one of them. I will guarantee it to be equal to any \$3 shoe in this town."

"But I don't see any difference between it and the \$4 one."

"Of course you don't. The difference is in the quality of the material used and it requires an expert to tell the difference by looks. The best one and the cheaper are finished exactly alike. The \$4 shoe is made from a finer grade of leather. The soles are lighter, and of higher-priced leather. The uppers are from the very best kidskin, considerably more expensive than that used in the \$2.75 shoe. Notice inside here and you will see this facing is silk. In the \$2.75 shoe it is cotton. The thread, too, in the \$4 shoe is silk and in the other cotton. It is, practically, the difference between a silk dress and a cotton one."

"Well, will the \$4 shoe wear longer than the \$2.75?"

"No. The difference isn't of wear, but of ease. The \$4 shoe is a little lighter, a little softer and a little more comfortable in consequence. The cheaper shoe is made so closely in imitation of it that you can't see the difference, although it really is heavier and stiffer. It will, however, wear as long as the \$4 one."

A little more talk of this kind brought the customer around to the feeling that the only place to buy shoes was at the store she was in—and she finally took the \$4 shoes.

In the shoe trade a great many cases of this sort happen. In shoes there are few distinctive styles. One man's stock is a pretty close duplication of another's.

In other lines this is not so to as great an extent and in such lines dealers should insist on having exclusive sale of special styles for his town.

To illustrate the reason for this it is only necessary to cite an experience of two prominent city stores.

A customer entering one house, which we will call B's, looked at parasols and selecting a particular style made by only one manufacturer asked its price. The attendant young woman answered, "\$13.75."

"You surely mean without the \$10," said the customer.

"Why, no," responded the saleswoman, "that is the price."

Then ensued a colloquy in which the customer explained that the selfsame parasol was on X's (the rival house) counters at \$4.50. The buyer of the department was called and explained to the customer that the goods cost very nearly as much as the price asked and that B's were in full control of the article for New York City.

The customer clung to her impressions and went out.

The buyer sent to the rival concern and bought the parasol at \$4.50, which proved to be identically the goods as stated by the customer.

The buyer was mad clear through and sent post haste for the manufacturer.

This worthy when confronted with the facts explained that he had closed a lot of drummers' samples to the rival concern and the fatal parasol was among them.

"You knew we have a stock of that number and have carried and sold them for you all season; it would have been better for you to have burned that parasol or given it away than to expose us in such an unjust position."

The manufacturer realized the enormity of his error in not burning that particular parasol—in fact the whole stock of drummers' samples—as it burned his account with that house.

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

Your shoes polished gratis. No charge for small repairs. Deliveries anywhere—any time. Mail orders given prompt attention. Your money back when you want it.—B. Rich's, Washington, D. C.

These cool, saucy ties have been carried off in the trunks of thousands of summer girls to assist in the "good times" of their owners. They'll give an added charm to a moonlight stroll along the beach or to an outing of a month or a day.—P. T. Hallahan, Phila.

We don't sell all the shoes that are sold in Altoona, even if we are doing a slashing big business. If we did, there would be less complaint about shoes and people would always get their money's worth. But trade's drifting our way. The constant increase shows that the people are gradually giving up haphazard buying and are pinning their faith to us.—Johnson's Shoe Palace, Altoona, Pa.

Prettiest shoe the most exacting woman could conceive. Rich black and brown leathers, natty moderation bulldog toe (to be had here only) and, wonder of wonders, only two dollars to pay.—Partridge & Richardson, Phila.

Sensible summer shoes—peerless in every particular and priced at the lowest point. Every size and shape and not an old style anywhere.—Sharpless Bros., Phila.

Sunlight penetrates the sea to a depth of more than fifteen hundred feet when the water is perfectly clear. Recent experiments made in the Mediterranean confirmed this by photographic exposures at that depth. Ordinarily, sunlight at the depth of 165 feet is no stronger than the light of the full moon, while at 325 feet it is no more than a mere twilight. At 650 feet the darkness is total under ordinary circumstances. In some parts of the ocean, where the water is of almost crystal clearness, there are exceptions to this rule. The spotted corals near Mindoro in the Indian Ocean are clearly visible from above, although imbedded about 170 feet below the surface, and the Caribbean Sea is also as clear as crystal and objects at the bottom are seen even at considerable depths.

According to official statistics which have just been issued in London, the national debt during the last five years in England shows an average daily decrease of nearly \$100,000, the exact figures being £19,488. During the same period the national debt of the United States shows an average daily increase of more than \$125,000, the exact figures being £25,275. France's debt increases \$120,000 daily, Germany's debt over \$130,000, while that of Russia shows a daily growth of not less than \$405,000. France's national debt to-day is the largest, heading the list, with \$6,000,000,000. Russia comes next, then Great Britain and then Germany.

The editor of Garden and Forest claims that the destruction of birds for their plumage costs this country \$1,500,000 a day. This is a big millinery bill.

In every school in Paris there is a restaurant where free meals are served to the children who are too poor to pay for them.

## The High Muck-a-Muck.

When the drummer starts out on his favorite route, And has the best of good luck, At the close of the trip he throws down his grip And feels like a High Muck-a-Muck.

And when he comes back he tells Tom and Jack, Of how many dealers he stuck; That time and again he drank Mumm's champagne, And he feels like a High Muck-a-Muck.

His mustache he twirls as he tells of the girls That on him completely are stuck; How they flirted with him 'till they made his head swim, And he feels like a High Muck-a-Muck.

With a look of suspense he hands in his expense For wine and cigars and such truck; But the wily cashier says, "Bill, look you here, You have lived like a High Muck-a-Muck."

"You surely should know when business is slow You can't swim in champagne like a duck; Your expenses cut down both in country and town; Don't act like a High Muck-a-Muck."

Then the drummer replies, with self-satisfied pride, "On your style I can't say I'm stuck. My customers demand it, and you've got to stand it; You bet I'm a High Muck-a-Muck!"

## New Prices on Rubbers

LYCOTING, 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.

## Popular Priced Leaders



## Best Milwaukee Oil Grain

Dom 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.

## 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.

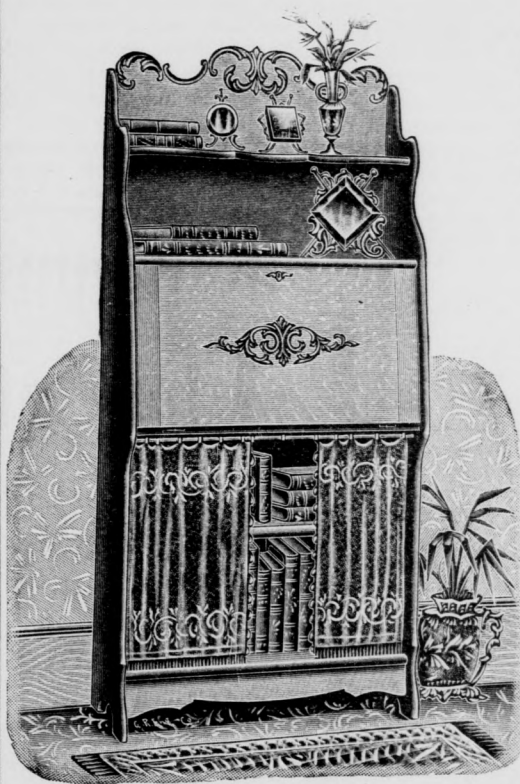
# Fall Advertising!

Yes, it's time to install your method for Fall Trade. Everything indicates that business will be good, owing to the large crop average throughout the country. We want you to investigate our system, founded on the correct principle of

## Mutual

## Co-operation

You are grateful to your customers for the patronage extended you—then show it by giving them the benefit of your advertising bill. They'll appreciate it and tell their friends—which means new customers. Our large factory is busy making handsome oak furniture and household articles for "live merchants." Our printing presses are constantly making circulars, coupons and placards. We will furnish you a complete supply free with a trial order. Think the matter over seriously, and remember we send a complete outfit to you on 60 days' trial, subject to approval. Catalogue for asking if you mention Tradesman.



STEBBINS MANUFACTURING CO.,  
LAKEVIEW, MICH.



## Commercial Travelers

### Michigan Knights of the Grip.

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

### Michigan Commercial Travelers' Association.

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

### United Commercial Travelers of Michigan.

Grand Counselor, F. L. DAY, Jackson; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, GEO. A. REYNOLDS, Saginaw.

### Michigan Commercial Travelers' Mutual Accident Association.

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

### Lake Superior Commercial Travelers' Club.

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

### Gripsack Brigade.

A surly employer kills a man's trade on the road.

You can't make money unless you can make mistakes.

A poor digestion is the cause of much financial disaster.

Don't try to be charitable at the expense of the house.

The smartest traveling men put a padlock on their mouths.

Some traveling men are busy only when they are busy talking.

Don't spend too much time "getting ready" to do a big business.

If "time is money" the chronic kicker squanders fortunes every year.

The successful merchant always finds time to talk to the traveling man.

It takes a year to build up what carelessness can tear down in an hour.

Can you recall a case of a poor salesman making a successful merchant?

The best way to understand human nature is to thoroughly know yourself.

Let your trade see that you are discouraged and you discourage your trade.

Merchants become suspicious of the traveling man who always sells "below cost."

The world may owe every man a living, but it takes tact and energy to collect it.

Some traveling men's trade keeps always moving forward because they push it.

The grindstone of hard work is the best thing upon which to sharpen a dull intellect.

Constant kicking about overwork will cause your customers to give you time for a long vacation.

Some men are always talking about economy, but never save any money by their own styles of it.

The Almighty shows what He thinks of great riches by the kind of people He allows to get them.

The true value of any article is what it will bring in the market, not what your house paid for it.

Adolph Krause (Hirth, Krause & Co.) is spending a month at the South Shore resort on Black Lake.

If money could buy brains there would be little demand for them, as the fools could not be made to realize their need of them.

Don't stand around and wonder why some men succeed as salesmen. Go to work and discover how they made success possible.

Geo. Manson, Jr., who formerly covered a portion of Wisconsin for Hirth, Krause & Co., has been transferred to Michigan, taking the territory formerly covered by the late J. D. Davis.

If all our failings could pass in review before us we would be forced to admit that we had never been properly introduced to ourselves.

To some men adverse circumstances are the anvils upon which their determination to "get there" and their ability are welded together inseparably.

Hal A. Montgomery (Rindge, Kalmbach & Co.) is taking a week's respite at Bay View and Charlevoix. He is accompanied by his pretty little wife.

While you are "talking" to convince people that you amount to something the other fellow is "working" for the same purpose, and he gets there first.

There is no virtue in being honest when no one trusts you. It is the man who is trusted much and tempted much, and yet stands firm, who is really honest.

C. G. Austin, a New York traveling salesman, lost \$170 from his pocket last Tuesday evening while attending the open air gospel meeting in front of the Detroit city hall. He thinks his pocket was picked.

O. D. Price, formerly engaged in the grocery business at 220 Plainfield avenue, has engaged to travel for the Stimpson Computing Scale Co. in Western Michigan. He will make Grand Rapids headquarters.

The report that Geo. D. Wilcox (T. H. Hinchman & Sons) contemplates organizing an expedition to the Klondike is indignantly denied by that gentleman. The Detroit News gave currency to the report, greatly to George's disgust.

It is now announced that the initial issue of the new interchangeable mileage book, which was promised for Aug. 1, and was subsequently delayed to Aug. 15, has been again postponed to Sept. 1.

The Tradesman predicts that the book will never see daylight and hopes, for the good of the railroads, that it will be consigned to everlasting oblivion. The book is all right, with the exception of the provision compelling the holder to exchange the proper number of mileage strips for a ticket covering the distance proposed to be traveled. This feature is likely to be so unpopular that no traveling man will accept the book under any circumstances. The Tradesman has reason to believe that the Grand Trunk system will positively decline to go into the deal on the proposed plan, in which case the book will, of course, be withheld. In view of the strained relations between the railroads and the people, and the critical attitude of several state legislatures, the Tradesman is of the opinion that the railroads are treading on dangerous ground in attempting to foist on the traveling fraternity a book containing so obnoxious a provision as the exchange system would prove to be. The traveling men of Michigan have shown their friendship toward the railroads by using their influence against inimical legislation, but they cannot be expected to kiss the hand that smites.

### Lively for an Old Boy

Albion, Aug. 10.—The following new stocks have recently been sold by Wm. Averill, who travels for Geo. Hume & Co., of Muskegon:

Martin Vanderveen, New Era.  
C. A. Robinson, Rothbury.  
Fisher & Harris, Stetson.  
Frank V. Jones, Walling.  
M. Alvards, Pomona.  
"Little Billy," as he is familiarly called, lives in Muskegon and has traveled for several years. He is quite an old man, yet can dance a clog with the best of them.  
F. H. CLAY.

## Serious Charge Against the Lake Harbor Hotel.

Muskegon, Aug. 9.—Having occasion to spend Sunday at the Occidental, and hearing much of the hotel conducted by Edward R. Swett at Lake Harbor, I chartered a wheel yesterday for the purpose of taking a ride and obtaining a dinner at that resort. I got the ride all right, being surprised to find an excellent wheel path every foot of the distance, which the cyclometer showed to be nearly nine miles. The path took me out Terrace street through Muskegon Heights, thence crosslots through oak grubs and natural wild flowers to Mona Lake, which I followed to the so-called float bridge, whence I pursued the path at a right angle about three miles. The hotel and grounds looked very inviting and I flattered myself that I had a good dinner in prospect. When the dining room door opened, however, I readily saw that I had made a mistake to leave the certainty of the Occidental for the uncertainty of the Lake Harbor. I have been in tight places before, and have about as much patience as any man I know of, but when it comes to waiting an hour and three-quarters for something to eat, without result, and then be compelled to give up 75 cents for something I didn't get, I believe patience ceases to be a virtue and that it is my duty to notify the traveling men who read the Gripsack Brigade page of the Tradesman—and those who don't have my hearty sympathy—that the Lake Harbor hotel is a good place to avoid unless they hanker after being buncoed in the most approved fashion. I am assured that on week days the service is better and that the meats and pastry are cooked in a manner fit for the stomach of a human being; but as the test of a landlord is his ability to care for a crowd, Landlord Swett stands convicted, in my eyes, of one of the most flagrant acts of flimflamming of which I have ever been the victim.

On my return to the city, I took one of the little boats to the head of Mona Lake, whence I wheeled into town on the cycle path which leads from Muskegon to Grand Haven. I feel like congratulating the Muskegon boys on the enterprise they have shown and the good judgment they have used in creating and maintaining such excellent paths. I propose to put in several Sundays at Muskegon before snow flies, and expect to cover the Lake Harbor route frequently, but I shall never again trust myself to the tender mercies of Landlord Swett and his gold brick extortion shop.

VERITAS.

### Movements of Lake Superior Travelers.

F. Y. Horton (Pemberthy, Cook & Co., Menominee) is doing the Marquette range.

Will C. Brown (Lake Superior Knitting Works) expects to go to Seattle, Wash., soon. Says those Klondike gold seekers need warm socks and mittens. He's got 'em.

Alex Stevenson (Buhl, Sons & Co.) travels part of each week and spends the remainder at Menominee, where he is agent for his firm, which operates a large hardware business there.

H. O. McMain (Ordear, Wells & Co.) is exceedingly anxious just now, trying to sell goods on the road with the expectation of receiving a telegram any minute from Mrs. McMain, who is seriously ill.

### Big Rapids Loses Two Veteran Merchants.

Big Rapids, Aug. 10.—N. H. Beebe and family are soon to leave Big Rapids, with Ann Arbor as the objective point. Mrs. Beebe has rented a house there and will remove the family about Sept. 1. In the meantime Mr. Beebe will proceed to close out his grocery stock, and join the family at Ann Arbor as soon as possible.

Another business house is about to close up and move away. Thomas Skelton, who has been in the clothing business a dozen years or more, has concluded to move to Coldwater, having already leased a store at that place. He will make the change about Sept. 1.

## 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.

## The New Griswold House

Has NOT reduced its rates but has 100 of the

### Newest Rooms in Detroit

at \$2.00 per day. Meals Fifty cents. Rooms with bath and parlor \$2.50 to \$3. Most popular moderate priced hotel in Michigan.

Postal & Morey,  
Detroit, Mich.

## NEW CITY HOTEL

HOLLAND, MICH.

We pledge the Commercial Travelers of Michigan our best efforts.

Rates \$2.00. E. O. PHILLIPS, Mgr.

## COLUMBIAN TRANSFER COMPANY

CARRIAGES, BAGGAGE  
AND FREIGHT WAGONS

15 and 17 North Waterloo St.,  
Telephone 381-1 Grand Rapids.

## Commercial House

Iron Mountain, Mich.

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

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

## NEW REPUBLIC

Reopened Nov. 25.  
FINEST HOTEL IN BAY CITY.

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

*Will Pay YOU*

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

## HOTEL NEFF

FRANK NEFF, Propr.

GRAND LEDGE, MICH.

Rates, \$1.00. One block east of depot.

## HOTEL WHITCOMB

ST. JOSEPH, MICH.

A. VINCENT, Prop.

## Whitney House

Best Hotel in Plainville, Mich. Only house in town holding contract with Travelers' Educational Association of America.

Chas. E. Whitney, Prop.

## Cutler House at Grand Haven.

Steam Heat. Excellent Table, Comfortable Rooms. H. D. and F. H. IRISH, Props.

## Northern Hotel,

J. L. Kitzmiller, Prop.

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

## Drugs==Chemicals

### MICHIGAN STATE BOARD OF PHARMACY.

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

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

### MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President—A. H. WEBBER, Cadillac.  
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### Too Many Deaths Bring About a Loss of Confidence.

M. Quad in American Druggist.

There were about a hundred miners of us at Gravel Flats, when a stranger came along one day and hired some Chinamen to put him up a shanty, and then hung out a sign of:

J. FORD,  
Phys., Surg., Doc.

He was the first doctor at the Flats. We had had a death or two, and there were two sick men lying in their tents at the time. We rather liked the idea of a doctor coming among us, as it helped to dignify the camp, but old Joe Hurly, who had been elected as "general boss," felt it his duty to call upon the man and say:

"Look yere, stranger, ar' ye willin' to answer a few questions about yer-self?"

"Oh, certainly," was the prompt reply.

"Ye claim to be a reg'lar doctor, do ye?"

"I do, sir. I am a graduate of six different colleges, and I have practiced for ten years in Illinois."

"That orter pass," said old Joe, who didn't know whether a doctor graduated from a college or a wood-yard.

"Got a stock of medicines with ye?"

"Enough to last for a year, sir. Here—try my elixir, for general lassitude. It's my own compound, and it works like a charm."

He handed Joe a pint bottle of good whisky, with a little wintergreen rubbed on the cork to get up an odor, and, after taking a swig, the old man smiled all over his wrinkled face, and said:

"I don't know nuthin' 'bout medicines, 'cept calomel and ointments, but I believe if I was dyin' that elixir would draw me back from the grave. I reckon ye kin go right ahead and do bizness. I thought at first that ye looked like a man who'd run a sawmill or driv a six-mewl team, but I see I was mistaken."

What old Joe thought and said settled it for the rest of us, although we didn't accept the newcomer quite as literally as he did. The fact was, he looked more like a teamster than a doctor, and his looks were against him from top to bottom. One of the sick men was named Bill Carling. He had chills and fever and had got down rather weak. He sent for the "Phys., Surg. and Doc." and three or four miners were assembled to hear the diagnosis. The doctor looked as dignified as a clam as he sat down and counted Bill's pulse by an old silver watch which hadn't ticked for months, and, after finding it anywhere from 100 to 500, he asked for sight of tongue. Bill stuck it out for a survey, and with a solemn shake of the head the doctor said:

"My man, you may be beyond the reach of human skill, but I'll try to save you. You are on the verge of the grave. Your lungs and liver have all run together and got mixed up, while your gall has busted and overflowed your heart."

That scared Bill half to death, and he began to weep, but after taking one dose of that elixir he recovered his nerve. He was given six doses a day for a week, with perhaps quinine added, and at the end of that time he was able to

be out. It was looked upon as a miraculous cure. The doctor said he caught the case just right. If he had been ten seconds later he never could have untangled the liver from the lungs and got that busted gall into working order again.

His next case was that of Sam Adam, who had nothing more serious than a bilious attack, and wouldn't have been laid up beyond thirty-six hours if there had been no doctor to send for.

Sam's pulse was counted, his tongue inspected and his eye-lids turned back, and Doctor Ford solemnly said:

"It's a case of what we call febris finitus, or water on the brain. I may possibly save you, but had you waited five seconds longer before calling me, your clavicle would have been driven through your diaphragm and produced a mortal fatality."

He didn't have any more of the elixir, having consumed it himself, and whether he dosed Sam with antimony or corn-salve we never knew. Whatever it was, it killed the miner in about three days, and the doctor got out of it by explaining:

"He was beyond saving. He had probably inherited febris finitus from his parents, and working with the shovel and pick had gradually pushed the ventricle against the pulmonary pylorus until the heart's action was stopped."

We accepted the explanation, and he was next called in to see a miner named Dobbs. The man had a touch of rheumatic fever, but his case was diagnosed as a "transcendent case of the cartoid artery threatening to interrupt the workings of the lateral tibia," and he was dosed accordingly. As near as we could learn, the dose was made up of rosin, black pepper and bacon grease, and perhaps the fever killed Dobbs instead of the medicine. At any rate, he died in a couple of weeks, and the doctor said all the doctors in Chicago could not have saved him. Two other miners were taken ill, treated and sent to their long homes within the next fortnight, and then we began to have doubts of the skill of Doctor Ford. He was treating Tom Holden for what he diagnosed as a "redundant consideration of the liver," and Tom was growing steadily worse, when old Joe Hurly put up a job. He was as healthy as a whale and as hard as flints, but he went to bed and sent for the doctor, and the doctor said to him:

"I can save you, but it will be a close call. I find that the auricle has a tendency to crowd the cartilage, and the cerebellum is moving over to replace the sciatic plexus. It will be a month before you can be out again."

But it wasn't. It wasn't more than a minute before he was up and out and his boot was striking the "Phys., Surg. and Doc." where it would do the most good. The fellow went without protest, and he went at his best speed, and when we came to overhaul his traps we found his remaining stock of medicines to consist of two ounces of Epsom salts and a bottle of hair-dye.

### The Drug Market.

Opium—The market is firm, but there is little doing in the article. Prices remain the same as last week.

Morphine—The same may be said of this article as of opium.

Quinine—Domestic as well as foreign manufacturers have all advanced their prices. The advance on N. Y. during the last week has been 4c, while P. & W. have advanced their production only 2c, so that the price is now the same for both brands.

Acids—There are no changes to note this week.

Balsams—Copaiba is ruling steady at former prices. Tolu has declined.

Essential Oils—Anise has further advanced and the market is strong. Cassia is firmer, but as yet unchanged.

Linseed Oil—This article has advanced again, on account of a higher market for seed.

### The Language of Prescriptions, from the Physician's Standpoint.

Here, in America, very few of us are classical scholars, and, frequently, the language of our prescriptions is something appalling. One can readily demonstrate this in a few minutes by a glance over the files of his nearest drug store. Campbell says, "In the United States prescriptions are usually written in a language called, by courtesy, Latin, although we doubt very much if Horace or Cicero would ever suspect that the conglomerations of abbreviated medical terms which are sent to our drug stores are specimens of his native tongue." Chief among our faults is the use of incorrect Latin word endings. There is no excuse for not using correct Latin terminations, the more especially when we remember that from a dozen to a score of drugs about cover the field of everyday practice. By memory, pure, simple and unaided, the endings of these may be mastered; but the principles of Latin case endings are so simple and so few that they may be readily learned in a couple of hours by any one with brains enough to memorize the branches of the seventh cranial nerve in the same time. A favorite sin against terminology is abbreviation. Like the grave, it hides our ignorance. It cuts off mistakes in terminology, of course; they "die a bornin'." Abbreviations are generally inadmissible, and always so with the chief word of the drug name. They are aesthetically objectionable, but the vital objection lies in the fact that mistakes may easily be made in the filling of them—mistakes always fatal to the intended therapeutic result, and often to life. As examples: Acid. Hydro. may be hydrocyanic acid, hydrochloric acid or hydrobromic acid; hydr. chlor. may be hydrate of chloral or corrosive sublimate; sulph. stands for sulphur, sulphate, sulphite or sulphide. These examples may be multiplied almost indefinitely. It has been held by the courts that, on a fatal "accident" following this kind of prescribing, the physician and druggist are equally guilty of manslaughter.

Again, there is the error of barbarism of language—the mixing of two or more tongues in the same term or formula. Stick to one language; do not write "Chininsulphatis" to keep your patient from knowing that he takes quinine, and then finish with "Extracti gentianae." It constitutes a barbarism as

grievous as those for which Pitou felt the chastising cat-o-nine-tails, and received the final dismissal by the erudite Abbe Fortier, as related by Dumas in "Taking the Bastille."

When using ad. only, the ingredient is in the accusative case, but when using q. s. ad., it is in the genitive; a common error under this head is the use of aquae ad. instead of aquam ad.

When using a simple formula, in which the ingredient is not weighed or measured, but counted, use the accusative case. Thus: R Pilulas phosphori, not R Pilularum phosphori, nor, as is more frequently written, R Pilulae phosphori.

A strict adherence to the rules of grammar dictates that only the first word in a drug name shall be begun by a capital letter, but the custom has been to begin each word by a capital. However, the tendency of the best writers of the day is to follow the grammatical rule, rather than the custom.

While not directly pertaining to the subject under discussion, I cannot refrain from saying, write legibly. If you cannot write, print; if you cannot print, you may follow the method of a certain very learned (?) M. D., have your prescriptions printed in advance—a machine-made practice, so to speak. Often, on seeing prescriptions, not one word of which I could read, far less legible than a baby's first crude scrawl, I have been forced to believe that pharmacists are blessed with a special sense, aside from sight, by which they decipher these alleged characters.

These hasty and illy-arranged remarks were inspired by the inspection of the files of several drug stores in a city where they boast of being fin-de-siecle in medical matters, in the company of a medical friend, educated in England and on the Continent. His astonishment at and opinion of our laxity in this respect may well be imagined. We should not forget that, as "The apparel oft proclaims the man," so the prescription oft proclaims the physician.

GEO. M. TURNER, M. D.

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Analytical and Consulting Chemists,  
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Special attention given to Water, Bark and Urine Analysis.

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## "YUMA"

The best 5 cent cigars ever made. Sold by

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

## WHOLESALE PRICE CURRENT.

Advanced—Oil Anise, Quinine, Linseed Oil.  
Declined—

<b>Acidum</b>		<b>Conium Mac.</b>		<b>Scilla Co.</b>		<b>Sinapis</b>		<b>Linseed, pure raw..</b>	
Aceticum	60 8	Copaiba	1 100 20	Tolutan	50 50	Sinapis, opt.	30 30	Linseed, boiled....	34 37
Benzolcum, German	70 75	Cubebe	1 000 1 00	Prunus virg.	50 50	Snuff, Maccaboy, De	34 34	Neatfoot, winter str	65 70
Boricum	40 42	Erigeron	1 000 1 10			Voes	34 34	Spirits Turpentine..	30 35
Carbolicum	20 21	Gaultheria	1 500 1 60	<b>Tinctures</b>		Snuff, Scotch, DeVo's	34 34		
Citricum	40 42	Geranium, ounce..	75 75	Aconitum Napellis R	80 80	Soda Boras, po.	7 7		
Hydrochlor	30 30	Gossippi, Sem. gal.	50 60	Aconitum Napellis F	50 50	Soda et Potass Tart.	20 28	<b>Paints</b>	<b>BBL. LB</b>
Nitrocum	80 10	Hedoma	1 00 1 10	Aloes and Myrrh	60 60	Soda, Carb.	1 1/2 2	Red Venetian....	1 1/2 2
Oxalicum	12 14	Junipera	1 500 2 00	Arnica	50 50	Soda, Bi-Carb.	3 5	Ochre, yellow Mars.	1 1/2 2
Phosphorium, dil.	15 15	Lavendula	90 2 00	Assafoetida	50 50	Soda, Ash	3 1/2 4	Ochre, yellow Ber.	1 1/2 2
Salicylicum	60 65	Limonis	1 200 1 40	Atrope Belladonna.	50 50	Soda, Sulphas	2 2	Putty, commercial.	2 1/2 3
Sulphuricum	1 1/2 1 40	Mentha Piper.	1 60 2 20	Aurant Cortex	50 50	Spts. Cologne	2 2	Putty, strictly pure.	2 1/2 3
Tannicum	1 25 1 40	Mentha Verid.	2 100 2 25	Benzoin	50 50	Spts. Ether Co.	50 55	Vermilion, Prime	
Tartaricum	36 38	Morhuus, gal.	1 00 1 10	Benzoin Co.	50 50	Spt Myrcia Dom.	2 42	Vermilion, English.	70 75
<b>Ammonia</b>		Myrica	4 00 4 50	Barosma	50 50	Spts. Vini Rect. bbl.	2 47	Green, Paris	13 19
Aqua, 16 deg.	40 6	Olive	1 00 1 10	Cantharides	50 50	Spts. Vini Rect. 1/2 bbl.	2 50	Green, Peninsular.	13 16
Aqua, 20 deg.	60 8	Picis Liquida	10 12	Capsicum	50 50	Spts. Vini Rect. 10 gal.	2 50	Lead, Red	5 1/2 6
Carbonas	12 14	Picis Liquida, gal.	10 12	Cardamon	50 50	Spts. Vini Rect. 5 gal.	2 52	Lead, white	5 1/2 6
Chloridum	12 14	Ricina	99 1 04	Castor	50 50	Less 5c gal. cash 10 days.		Whiting, white Span	70 70
<b>Aniline</b>		Rosmarini	1 00 1 00	Catechu	1 00 1 00	Strychnia, Crystal	1 40 1 45	Whiting, gliders	70 70
Black	2 00 2 25	Rosse, ounce	6 50 8 50	Cinchona	50 50	Sulphur, Subl.	2 1/2 3	White, Paris Amer.	70 70
Brown	80 100	Succini	40 45	Cinchona Co.	50 50	Quassia, S. P. & W.	2 1/2 3	Whiting, Paris Eng.	1 00 1 00
Red	45 50	Sabina	90 1 00	Columba	50 50	Quinia, S. German	2 1/2 3	Whiting, Paris Eng.	1 00 1 00
Yellow	2 50 3 00	Sassafras	2 50 7 00	Cubeba	50 50	Quinia, N.Y.	2 1/2 3	Universal Prepared	1 00 1 15
<b>Baccae</b>		Sinapis, ess. ounce	50 55	Cassia Acutifol	50 50	Rubia Tincturum	12 14		
Cubese, po. 18	13 15	Tigili	1 40 1 50	Cassia Acutifol Co	50 50	Saccharum Lactis pv	18 20	<b>Varnishes</b>	
Juniperus	60 8	Thyme	40 50	Digitalis	50 50	Salacin	3 00 3 10	No. 1 Turp Coach	1 10 1 20
Xanthoxylum	25 30	Thyme, opt.	1 60 1 60	Ergot	50 50	Sanguis Draconis	40 50	Extra Turp	1 60 1 70
<b>Balsamum</b>		Theobromas	15 20	Ferri Chloridum	35 35	Sapo, W.	12 14	Coach Body	2 75 3 00
Copaiba	50 55	<b>Potassium</b>		Gentian Co.	50 50	Sapo, M.	10 12	No. 1 Turp Furn.	1 00 1 10
Peru	2 40	Bi-Carb.	15 18	Gulaca	50 50	Sapo, G.	12 14	Extra Turk Damar.	1 55 1 60
Terabin, Canada	40 45	Bichromate	13 15	Gulaca ammon	50 50	Siedel's Mixture	20 22	Jap. Dryer, No. 1 Turp	70 75
Tolutan	75 80	Bromide	48 51	Hyoscyamus	50 50				
<b>Cortex</b>		Carb.	12 15	Iodine	75 75				
Abies, Canadian	18 18	Chlorate, po. 17@19c	16 18	Iodine, colorless	75 75				
Cassia	12 12	Cyanide	35 40	Kino	50 50				
Cinchona Flava	18 18	Iodide	2 60 2 65	Lobelia	50 50				
Enonymus atropurp	30 30	Potassa, Bitart, pure	20 25	Myrrh	50 50				
Myrica Cerifera, po.	20 20	Potassa, Bitart, com	7 15	Nux Vomica	50 50				
Prunus Virginl.	12 12	Potass Nitras, opt.	8 10	Opil	75 75				
Quillala, gr'd	12 12	Potass Nitras	7 9	Opil, camphorated	1 50				
Sassafras, po. 18	12 12	Prussiate	20 25	Opil, deodorized	50 50				
Ulmus, po. 15, gr'd	15 15	Sulphate po	15 18	Quassia	50 50				
<b>Extractum</b>		<b>Radix</b>		Rhatany	50 50				
Glycyrrhiza Glabra	24 25	Aconitum	20 25	Rhei	50 50				
Glycyrrhiza, po.	28 30	Althea	22 25	Sanguinaria	50 50				
Hamatox, 15 lb box	11 12	Anchusa	10 12	Serpentaria	50 50				
Hamatox, 1s	13 14	Arun po.	20 25	Stromonium	60 60				
Hamatox, 1/4s	14 15	Calamus	20 25	Tolutan	50 50				
Hamatox, 1/8s	16 17	Gentiana, po. 15	12 15	Valerian	50 50				
<b>Ferru</b>		Glycyrrhiza, pv. 15	16 18	Veratrum Veride	50 50				
Carbonate Precip.	2 25	Hydrastis Canaden	35 35	Zingiber	20 20				
Citrate and Quinia	75 75	Hydrastis Can., po.	15 20	<b>Miscellaneous</b>					
Citrate Soluble	40 40	Hellebore, Alba, po.	15 20	Ether, Spts. Nit. 3 F	30 35				
Ferrocyanidum Sol.	15 15	Inula, po.	15 20	Ether, Spts. Nit. 4 F	34 38				
Solut. Chloride	2 2	Ipecac, po.	2 00 2 10	Alumen	24 24				
Sulphate, com'l, by	50 50	Iris plox, po. 35@38	35 40	Alumen, gro'd. po. 7	30 4				
Sulphate, pure	7 7	Jalapa, pr.	25 30	Annatto	40 50				
<b>Flora</b>		Maranta, 1/4s	25 30	Antimoni, po.	40 5				
Arnica	12 14	Podophyllum, po.	22 25	Antimoni et PotassT	40 1 40				
Anthemis	18 25	Rhei	75 1 00	Antifebrin	10 15				
Matricaria	30 35	Rhei, cut.	1 25 1 35	Argent Nitras, oz	10 12				
<b>Folia</b>		Rhei, pv	35 38	Arsenicum	28 40				
Barosma	15 20	Spigelia	35 38	Balm Gilead Bud	1 40 1 50				
Cassia Acutifol, Tin-	18 25	Sanguinaria, po. 40	30 35	Bismuth S. N.	1 40 1 50				
nevelly	18 25	Serpentaria	30 35	Calcium Chlor.	10 12				
Cassia Acutifol, Ais.	25 30	Senega	35 40	Calcium Chlor, 1/4s.	10 12				
Salvia officinalis, 1/4s	12 12	Similax, officialis H	35 40	Calcium Chlor, 1/2s.	10 12				
and 1/8s	12 12	Similax, M.	35 40	Cantharides, Rus, po	10 12				
Ura Ursi	80 10	Scilla	10 12	Capsici Fructus, af.	10 12				
<b>Gummi</b>		Symplocarpus, Fosti-	25 25	Capsici Fructus, po.	10 12				
Acacia, 1st picked.	45 45	us, po.	25 25	Caryophyllus, po. 15	10 12				
Acacia, 2d picked.	35 35	Valeriana, Eng. po. 30	15 20	Carmin, No. 40	3 00				
Acacia, 3d picked.	28 28	Zingiber a	12 16	Cera Alba, S & F	50 55				
Acacia, sifted sorts.	60 60	Zingiber j.	25 27	Cera Flava	40 42				
Acacia, po.	12 12	<b>Semen</b>		Cocosa Fructus	40 40				
Aloe, Barb. po. 18@20	12 12	Anisum, po. 15	12 12	Centaria	10 10				
Aloe, Cape, po. 15	12 12	Apium (graveleons)	13 15	Cetaceum	45 45				
Aloe, Socotra, po. 40	30 30	Bird, Is.	40 6	Chloroform	60 63				
Ammoniac	55 60	Carul, po. 18	10 12	Chloroform, squibbs	1 25 1 25				
Assafoetida, po. 30	25 28	Cardamon	1 25 1 75	Chloral Hyd Crst.	1 50 1 60				
Benzoinum	50 55	Coriandrum	8 10	Chondrus	20 25				
Catechu, Is.	13 13	Cannabis Sativa	3 1/2 4	Cinchonidine, P. & W	20 25				
Catechu, 1/4s	14 14	Cydonium	75 1 00	Cinchonidine, Germ	15 22				
Catechu, 1/8s	16 16	Chenopodium	10 12	Cocaine	3 00 3 25				
Camphore	48 55	Dipterix Odorate	2 00 2 20	Corks, list, dis. pr. ct.	70 70				
Euphorbium, po. 35	10 10	Foeniculum	10 10	Creosotum	35 35				
Galbanum	65 70	Foenugreek, po.	7 9	Creta	2 4 5				
Gamboge, po.	1 00	Lini	2 1/2 4	Creta, prep.	9 11				
Gumiacum, po. 35	65 70	Lini, gr'd. bbl. 2 1/2	3 1/2 4	Creta, precip.	9 11				
Kino, po. \$3.00	3 00	Lobelia	35 40	Creta, Rubra	23 23				
Mastic	60 60	Phararis Canarian	3 1/2 4	Crocus	23 23				
Myrrh, po. 45	2 50 2 60	Rapa	4 5	Cudbear	50 6				
Opil, po. \$3.80@4.00	2 50 2 60	Sinapis Albu	7 12	Cupri Sulph.	10 12				
Shellac	25 35	Sinapis Nigra	11 12	Extrine	10 12				
Shellac, bleached	40 45	<b>Spiritus</b>		Ether Sulph.	75 90				
Tragacanth	50 80	Frument, W. D. Co.	2 00 2 50	Emery, all numbers	6 6				
<b>Herba</b>		Frument, D. F. R.	1 25 2 25	Ergota	30 35				
Absinthium, oz. pkg	25 25	Frument	1 25 2 00	Flake White	12 15				
Eupatorium, oz. pkg	20 20	Juniperis Co. O. T.	1 75 3 50	Galla	23 23				
Lobelia, oz. pkg	25 25	Juniperis Co.	1 90 2 10	Gambier	8 9				
Majorum, oz. pkg	28 28	Spt. Vini Galli	1 75 6 50	Gelatin, Cooper	60 60				
Mentha Pip. oz. pkg	23 23	Vini Oporto	1 75 2 00	Gelatin, French	35 60				
Mentha Vir. oz. pkg	25 25	Vini Alba	1 25 2 00	Glassware, flat, box	60 10 10				
Rue, oz. pkg	25 25	<b>Sponges</b>		Less than box	60 60				
Tanacetum, oz. pkg	22 22	Florida sheeps' wool	2 50 2 75	Glue, brown	9 12				
Thymus, V. oz. pkg	25 25	carriage	2 50 2 75	Glue, white	13 25				
<b>Flagnesia</b>		Nassau sheeps' wool	2 00 2 00	Glycerina	14 20				
Calcined, Pat.	55 60	carriage	2 00 2 00	Grana Paradisi	15 15				
Carbonate, K. & M.	20 25	Velvet extra sheeps'	1 25 1 25	Humulus	25 25				
Carbonate, Jennings	35 36	wool, carriage	1 25 1 25	Hydraag Chlor Mite	80 80				
<b>Oilum</b>		Extra yellow sheeps'	1 00 1 00	Hydraag Chlor Cor.	80 80				
Absinthium	3 25 3 50	wool, carriage	1 00 1 00	Hydraag Ox Rub'm	90 90				
Amygdala, Dulc.	30 50	Grass sheeps' wool,	1 00 1 00	Hydraag Ammoniat	45 55				
Amygdala, Amara	8 00 8 25	carriage	1 00 1 00	Hydraag Unguentum	45 55				
Anisi	2 40 2 40	Hard, for slate use	75 75	Hydrargyrum	65 75				
Aurant Cortex	2 00 2 00	Yellow Reef, for	1 40 1 40	Ichthyobolia, Am.	65 75				
Bergamit	2 00 2 50	slate use	1 40 1 40	Indigo	75 1 00				
Cajiputi	75 80	<b>Syrups</b>		Iodine, Resubi.	2 60 3 70				
Caryophylli	5 6 6	Acacia	50 50	Iodoform	4 20				
Cedar	35 65	Aurant Cortes	50 50	Lupulin	2 25				
Chenopadii	4 00 4 00	Zingiber	50 50	Lycopodium	40 45				
Cinnamoni	1 75 1 90	Ipecac	50 50	Maels	65 75				
Citronella	0 0 45	Ferri Iod.	50 50	Liquor Arze. et Hy-	25 25				
		Rhei Arom.	50 50	drag Iod	10 12				
		Smilax Officialis	50 50	Liquor Potass Arsenit	10 12				
		Senega	50 50	Magnesia, Sulph.	2 3				
		Scilla	50 50	Magnesia, Sulph, bbl	1 1/2 1 1/2				
				Mannia, S. F	50 60				
				Menthol	2 40				

Hazeltime & Perkins  
Drug Co.

## Sundry Department

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

Perfumes Soaps Combs  
Mirrors Powder Puffs  
Tooth, Nail, Hair, Cloth, Infant, Bath, and  
Shaving Brushes  
Fountain and Family Syringes  
Tweezers Key Rings Cork Screws  
Razors Razor Stropps  
Violin, Guitar and Banjo Strings  
Atomizers  
Suspensory Bandages  
Toilet and Bath Sponges

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

Hazeltime & Perkins Drug Co.  
Grand Rapids, Mich.

# GROCERY PRICE CURRENT.

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

<b>AXLE GREASE.</b> doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 4 00 Frazer's.....75 9 00 IXL Golden, tin boxes 75 9 00 Nica, tin boxes.....75 9 00 Paragon.....55 6 00 <b>BAKING POWDER.</b> <b>Absolute.</b> 1/4 lb cans doz.....45 1/2 lb cans doz.....85 1 lb cans doz.....1 50 <b>Acme.</b> 1/4 lb cans 3 doz.....45 1/2 lb cans 3 doz.....75 1 lb cans 3 doz.....1 00 <b>El Purity.</b> 1/4 lb cans per doz.....75 1/2 lb cans per doz.....1 20 1 lb cans per doz.....2 00 <b>Home.</b> 1/4 lb cans 4 doz case.....35 1/2 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90 <b>JAXON</b> 1/4 lb cans, 4 doz case.....45 1/2 lb cans, 4 doz case.....85 1 lb cans, 2 doz case.....1 60 <b>Jersey Cream.</b> 1 lb. cans, per doz.....2 00 9 oz. cans, per doz.....1 25 6 oz. cans, per doz.....85 <b>Our Leader.</b> 1/4 lb cans.....45 1/2 lb cans.....75 1 lb cans.....1 50 <b>Peerless.</b> 1 lb. cans.....85 <b>BATH BRICK.</b> American.....70 English.....80 <b>BLUING.</b> <b>CONDENSED PEARL BLUING</b> 1 doz. pasteboard Boxes.....40 3 doz. wooden boxes.....1 20 <b>BROOMS.</b> No. 1 Carpet.....1 90 No. 2 Carpet.....1 75 No. 3 Carpet.....1 50 No. 4 Carpet.....1 15 Parlor Gem.....2 00 Common Whisk.....70 Fancy Whisk.....80 Warehouse.....2 25 <b>CANDLES.</b> 8s.....7 16s.....8 Paraffine.....8	<b>CLOTHES LINES.</b> Cotton, 40 ft. per doz.....1 00 Cotton, 50 ft. per doz.....1 20 Cotton, 60 ft. per doz.....1 40 Cotton, 70 ft. per doz.....1 60 Cotton, 80 ft. per doz.....1 80 Jute, 60 ft. per doz.....80 Jute, 72 ft. per doz.....95 <b>Chicory.</b> Bulk.....5 Red.....7 <b>CATSUP.</b> Columbia, pints.....4 25 Columbia, 1/2 pints.....2 50 <b>CLOTHES PINS.</b> 5 gross boxes.....40 <b>COCOA SHELLS.</b> 20 lb bags.....2 1/4 Less quantity.....3 Pound packages.....4 <b>CREAM TARTAR.</b> Strictly Pure, wooden boxes. 35 Strictly Pure, tin boxes.....37 <b>COFFEE.</b> <b>Rio.</b> Fair.....10 Good.....12 Prime.....13 Golden.....14 Peaberry.....15 <b>Santos.</b> Fair.....14 Good.....15 Prime.....16 Peaberry.....17 <b>Mexican and Guatamala.</b> Fair.....16 Good.....17 Fancy.....18 <b>Maracaibo.</b> Prime.....20 Milled.....21 <b>Java.</b> Interior.....20 Private Growth.....22 Mandehling.....24 <b>Mocha.</b> Imitation.....22 Arabian.....24 <b>Roasted.</b> Clark-Jewell-Weils Co.'s Brands Fifth Avenue.....28 Jewell's Arabian Mocha.....28 Wells' Mocha and Java.....25 1/4 Wells' Perfection Java.....25 1/4 Sanocho.....25 Valley City Maracaibo.....18 1/2 Ideal Blend.....12 Leader Blend.....12 Worden Grocer Co.'s Brands Quaker Arabian Mocha.....31 Quaker Mandehling Java.....30 Quaker Mocha and Java.....28 Toko Mocha and Java.....25 Quaker Golden Santos.....21 State House Blend.....19 Quaker Golden Rio.....17 1/4 <b>Package.</b> Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. <b>Cheese.</b> Acme.....7 1/2 Amboy.....8 1/2 Byron.....7 1/2 Elsie.....8 Gem.....9 Gold Medal.....8 1/2 Ideal.....8 1/2 Jersey.....8 1/2 Lenawee.....7 1/2 Riverside.....8 1/2 Sparta.....8 Brick.....9 Edam.....7 1/2 Leiden.....18 Limburger.....15 Pineapple.....43 Sap Sago.....18 <b>CHOCOLATE.</b> Walter Baker & Co.'s. German Sweet.....22 Premium.....31 Breakfast Cocos.....42	<b>COUPON BOOKS.</b> <b>TRADESMAN</b> <b>1</b> <b>CREDIT COUPON</b> <b>TRADESMAN</b> <b>5</b> <b>CREDIT COUPON</b> <b>Tradesman Grade.</b> 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 <b>Economic Grade.</b> 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 <b>ONE CENT COUPON</b> <b>Universal Grade.</b> 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 <b>Superior Grade.</b> 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 <b>Coupon Pass Books.</b> Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50 <b>Credit Checks.</b> 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75 <b>DRIED FRUITS—DOMESTIC</b> <b>Apples.</b> Sundried.....2 1/4 Evaporated 50 lb boxes.....4 <b>California Fruits.</b> Apricots.....9 @ 10 Blackberries.....6 @ 10 Nectarines.....6 @ 10 Peaches.....7 1/4 @ 9 Pears.....8 @ 9 Pitted Cherries.....12 Prunelles.....12 Raspberries.....12 <b>California Prunes.</b> 100-120 25 lb boxes.....3 1/2 90-100 25 lb boxes.....4 80-90 25 lb boxes.....4 1/4 70-80 25 lb boxes.....4 1/2 60-70 25 lb boxes.....4 1/2 50-60 25 lb boxes.....4 1/2 40-50 25 lb boxes.....4 1/2 30-40 25 lb boxes.....4 1/2 1/4 cent less in 50 lb cases <b>Raisins.</b> London Layers 2 crown.....1 50 London Layers 3 crown.....1 50 London Layers 5 crown.....2 75 Deheslas.....2 75 Loose Muscatels 2 Crown.....4 1/2 Loose Muscatels 3 Crown.....4 1/2 Loose Muscatels 4 Crown.....5 1/2 <b>FOREIGN.</b> <b>Currants.</b> Patras bbls.....5 1/2 Vostizzas 50 lb cases.....5 1/2 Cleaned, bulk.....8 1/2 Cleaned, packages.....7 1/4 <b>Peel.</b> Citron American 10 lb bx @ 14 Lemon American 10 lb bx @ 12 Orange American 10 lb bx @ 12 <b>Raisins.</b> Ondura 28 lb boxes.....7 1/2 @ 8 Sultana 1 Crown.....@ 8 Sultana 2 Crown.....@ 9 1/2 Sultana 3 Crown.....@ 9 1/2 Sultana 4 Crown.....@ 9 Sultana 5 Crown.....12 @	<b>FARINACEOUS GOODS.</b> <b>Farina.</b> Bulk.....3 <b>Grits.</b> Walsh-DeRoo Co.'s.....2 00 <b>Hominy.</b> Barrels.....2 25 Flake, 50 lb. drums.....1 00 <b>Beans.</b> Dried Lima.....3 Medium Hand Picked.....90 Maccaroni and Vermicelli.....60 Domestic, 25 lb. box.....2 50 Imported.....2 50 <b>Pearl Barley.</b> Common.....1 90 Chester.....2 40 Empire.....2 20 <b>Peas.</b> Green, bulk.....80 Split, per lb.....2 <b>Rolled Oats.</b> 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 <b>Sago.</b> German.....3 1/2 East India.....3 <b>Wheat.</b> Cracked, bulk.....3 24 2 lb packages.....2 40 <b>Fish.</b> <b>Cod.</b> Georges cured.....@ 3 1/4 Georges genuine.....@ 4 Georges selected.....@ 5 Strips or bricks.....5 @ 8 <b>Halibut.</b> Chunks.....10 Strips.....9 <b>Herring.</b> Holland white hoops keg.....60 Holland white hoops bbl.....7 50 Norwegian.....2 50 Round 100 lbs.....1 30 Round 40 lbs.....13 Sealed.....13 <b>Flackerel.</b> Mess 100 lbs.....11 50 Mess 40 lbs.....4 90 Mess 10 lbs.....1 30 Mess 8 lbs.....1 07 No. 1 100 lbs.....9 75 No. 1 40 lbs.....4 20 No. 1 10 lbs.....1 13 No. 1 8 lbs.....93 No. 2 100 lbs.....8 00 No. 2 40 lbs.....3 50 No. 2 10 lbs.....95 <b>Sardines.</b> Russian kegs.....55 <b>Stockfish.</b> No. 1, 100 lb. bales.....2 1/2 No. 2, 100 lb. bales.....2 1/2 <b>Trout.</b> No. 1 100 lbs.....4 00 No. 1 40 lbs.....1 90 No. 1 10 lbs.....55 No. 1 8 lbs.....47 <b>Whitefish.</b> No. 1 No. 2 Fam.....1 75 100 lbs.....6 40 5 00 1 75 40 lbs.....2 85 2 30 1 00 10 lbs.....79 65 33 8 lbs.....66 55 30 <b>FLAVORING EXTRACTS.</b> <b>JENNINGS' FLAVORING EXTRACTS.</b> <b>Jennings'.</b> D. C. Vanilla.....2 00 D. C. Lemon.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 25 No. 3 T. 20 No. 4 T. 20 No. 4 T. 1 50 D. C. Lemon.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 25 No. 3 T. 20 No. 4 T. 20 No. 4 T. 1 50	<b>Souders'.</b> Oval bottle, with corkscrew. Best in the world for the money. <b>Regular Grade Lemon.</b> 2 oz.....75 4 oz.....1 50 <b>Regular Vanilla.</b> 2 oz.....1 20 4 oz.....2 40 <b>XX Grade Lemon.</b> 2 oz.....1 50 4 oz.....3 00 <b>XX Grade Vanilla.</b> 2 oz.....1 75 4 oz.....3 50 <b>GLUE.</b> Jackson Liquid, 1 oz.....65 Jackson Liquid, 2 oz.....98 Jackson Liquid, 3 oz.....1 30 <b>GUNPOWDER.</b> <b>Rifle—Dupont's.</b> Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb. cans.....30 1/2 lb. cans.....18 <b>Choke Bore—Dupont's.</b> Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb. cans.....34 <b>Eagle Duck—Dupont's.</b> Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb. cans.....45 <b>LICORICE.</b> Pure.....30 Calabria.....25 Sicily.....14 Root.....10 <b>MASON FRUIT JARS.</b> Pints, 1 doz. box, per gross 4 75 Quarts, 1 d'z. box, per gr'ss 5 00 Half gal. 1 d'z. b'x, p'r gr'ss 7 00 Fruit Jar Rubbers, p'r gr'ss 25 Mason Caps only, per gross 2 25 Glass Cover Fruit Jars. "The Best" Fruit Keeper. Pints, 1 doz. box, per gross 5 50 Quarts, 1 d'z. box, per gr'ss 5 75 Half gal. 1 d'z. b'x, p'r gr'ss 7 75 <b>MINCE MEAT.</b> Ideal, 3 doz. in case.....2 25 <b>PATCHES.</b> Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 <b>MOLASSES.</b> <b>New Orleans.</b> Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 @ 35 Half-barrels 2c extra. <b>PIPES.</b> Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....1 <b>POTASH.</b> 48 cans in case.....4 00 Babbitt's.....3 00 Penna Salt Co.'s.....3 00 <b>PICKLES.</b> <b>Medium.</b> Barrels, 1,200 count.....3 75 Half bbls, 600 count.....2 40 <b>Small.</b> Barrels, 2,400 count.....4 75 Half bbls, 1,200 count.....2 90 <b>RICE.</b> <b>Domestic.</b> Carolina head.....6 1/4 Carolina No. 1.....5 Carolina No. 2.....4 1/4 Broken.....3 <b>Imported.</b> Japan, No. 1.....5 1/4 Japan, No. 2.....5 Java, No. 1.....4 1/4 Table.....5 1/4	<b>SALERATUS.</b> Packed 60 lbs. in box. Church's.....3 30 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 <b>SAL SODA.</b> Granulated, bbls.....1 10 Granulated, 100 lb cases.....1 50 Lump, bbls.....1 Lump, 145 lb kegs.....1 10 <b>SALT.</b> <b>Diamond Crystal.</b> Cases, 24 3 lb boxes.....1 50 Barrels, 100 3 lb bags.....2 75 Barrels, 40 7 lb bags.....2 40 Butter, 28 lb. bags.....30 Butter, 56 lb. bags.....60 Butter, 20 14 lb bags.....3 00 Butter, 280 lb bbls.....2 50 <b>Common Grades.</b> 100 3 lb sacks.....2 60 60 5-lb sacks.....1 85 28 11-lb sacks.....1 70 <b>Worcester.</b> 50 4 lb. cartons.....3 25 115 2 1/2 lb. sacks.....4 00 60 5 lb. sacks.....3 75 22 14 lb. sacks.....3 50 30 10 lb. sacks.....3 50 28 lb. linen sacks.....32 56 lb. linen sacks.....60 Bulk in barrels.....2 50 <b>Warsaw.</b> 56-lb dairy in drill bags.....30 28-lb dairy in drill bags.....15 <b>Ashton.</b> 56-lb dairy in linen sacks.....60 <b>Higgins.</b> 56-lb dairy in linen sacks.....60 <b>Solar Rock.</b> 56-lb sacks.....21 <b>Common Fine.</b> Saginaw.....70 Manistee.....70 <b>SEEDS.</b> Anise.....13 Canary, Smyrna.....4 Caraway.....10 Cardamon, Malabar.....80 Hemp, Russian.....4 Mixed Bird.....4 1/4 Mustard, white.....6 1/4 Poppy.....8 Rape.....5 Cuttle Bone.....20 <b>SNUFF.</b> Scotch, in bladders.....37 Macebony, in jars.....35 French Kappee, in jars.....43 <b>SPICES.</b> <b>Whole Sifted.</b> Allspice.....9 Cassia, China in mats.....10 Cassia, Batavia in bund.....20 Cassia, Saigon in rolls.....32 Cloves, Amboyana.....15 Cloves, Zanzibar.....9 Mace, Batavia.....60 Nutmegs, fancy.....60 Nutmegs, No. 1.....50 Nutmegs, No. 2.....45 Pepper, Singapore, black.....9 Pepper, Singapore, white.....12 Pepper, shot.....10 <b>Pure Ground in Bulk.</b> Allspice.....12 Cassia, Batavia.....22 Cassia, Saigon.....35 Cloves, Amboyana.....20 Cloves, Zanzibar.....15 Ginger, African.....15 Ginger, Cochiti.....20 Ginger, Jamaica.....22 Mace, Batavia.....70 Mustard, Eng. and Trieste.....20 Mustard, Trieste.....25 Nutmegs.....40 @ 50 Pepper, Sing., black.....10 @ 14 Pepper, Sing., white.....15 @ 18 Pepper, Cayenne.....17 @ 20 Sage.....18 <b>SYRUPS.</b> <b>Corn.</b> Barrels.....20 Half bbls.....22 <b>Pure Cane.</b> Fair.....16 Good.....20 Choice.....25 <b>SODA.</b> Boxes.....5 1/4 Kegs, English.....4 1/4
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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 60
Armour's Mottled German.....	2 40



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

## JAS. S. KIRK &amp; CO.'S BRANDS.

American Family, wrp'd.....	3 33
American Family, unwrp'd.....	3 33
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
Kirkoline.....	3 75
Eos.....	3 65

One box American Family free with five.

## Schulte Soap Co.'s Brand.



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. Wisley's Brands.

Old Country, 80 1-lb. bars.....	2 75
Good Cheer, 80 1-lb. bars.....	3 75
Uno, 100 3/4-lb. bars.....	2 50
Doll, 100 10-oz. bars.....	2 65

## Scouring.

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

## Washing Powder.



100 12 oz pkgs.....	3 50
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## STARCH.



40 1-lb packages.....	6
20 1-lb packages.....	6 1/4

## Kingsford's Silver Gloss.

40 1-lb packages.....	6 1/4
6-lb boxes.....	7

## Diamond.

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

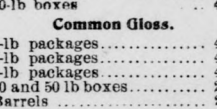
## Common Corn.

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

## Common Gloss.

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

## STOVE POLISH.



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

## SUGAR.

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

Cat loaf.....	5 63
Domino.....	5 50
Cubes.....	5 25
Powdered.....	5 25
XXXX Powdered.....	5 38
Mould A.....	5 25
Granulated in bbls.....	5 00
Granulated in bags.....	5 00
Fine Granulated.....	5 13
Extra Fine Granulated.....	5 13
Diamond Confee. A.....	5 00
Confee. Standard A.....	4 85
No. 1.....	4 75
No. 2.....	4 75
No. 3.....	4 75
No. 4.....	4 75
No. 5.....	4 49
No. 6.....	4 42
No. 7.....	4 50
No. 8.....	4 44
No. 9.....	4 38
No. 10.....	4 31
No. 11.....	4 25
No. 12.....	4 13
No. 13.....	4 06
No. 14.....	3 94
No. 15.....	3 88
No. 16.....	3 81

## 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

## TOBACCO.

## 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 1/4 in.....	65 00
Governor Yates, 5 1/4 in.....	70 00
Monitor.....	30 00

## H. &amp; P. Drug Co.'s brand.

Quintette.....	35 00
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## G. J. Johnson Cigar Co.'s brand.

Star Green.....	35 00
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## Miscellaneous Brands.

American Queen.....	35 00
Walory.....	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

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 Pickrel.....	8
Pike.....	7
Smoked White.....	8
Red Snapper.....	10
Col River Salmon.....	8
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, palls
Standard H. H.....	6 1/2 @ 7 1/2
Standard Twist.....	6 @ 8 1/2
Cut Loaf.....	6 @ 8 1/2
Jumbo, 32 lb.....	@ 6 1/2
Extra H. H.....	@ 8 1/2
Boston Cream.....	@

## Mixed Candy.

Competition.....	@ 6 1/4
Standard.....	@ 7
Leader.....	@ 7 1/2
Conserve.....	@ 7 1/2
Royal.....	@ 7 1/2
Ribbon.....	@ 7
Broken.....	@ 7
Cut Loaf.....	@ 8
English Rock.....	@ 8 1/2
Kindergarten.....	@ 9
French Cream.....	@ 10
Dandy Pan.....	@ 10
Valley Cream.....	@ 13

## Fancy-In Bulk.

Lozenges, plain.....	@ 9
Lozenges, printed.....	@ 9
Choc. Drops.....	11 @ 14
Choc. Monumentals.....	@ 12
Gum Drops.....	@ 5
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.....	@ 50
Lozenges, plain.....	@ 50
Lozenges, printed.....	@ 50
Imperial.....	@ 50
Mottos.....	@ 55
Cream Bar.....	@ 50
Hand Made Creams.....	80 @ 50
Plain Creams.....	60 @ 50
Decorated Creams.....	@ 60
String Rock.....	@ 60
Burnt Almonds.....	1 25 @ 55
Wintergreen Berries.....	@ 55

## Caramels.

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

## Fruits.

Oranges.	
Choice Naples.....	160s @ 3 50
.....	200s @ 3 75
Rodis.....	@ 4 50
100 Imperial.....	@ 5 00
200 Fancy.....	@ 5 00
St. Michaels.....	@ 5 00
150-176-200.....	@ 5 00

## Lemons.

Strictly choice 300s.....	@ 4 25
Strictly choice 300s.....	@ 4 25
Fancy 300s.....	@ 4 50
Ex. Fancy 300s.....	@ 5 00

## Bananas.

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

## Foreign Dried Fruits.

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

## Nuts.

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

## Peanuts.

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

## Grains and Feedstuffs

## Wheat.

Old Wheat.....	77
Winter Wheat Flour.....	
Local Brands.....	

Patents.....	4 65
Second Patent.....	4 25
Straight.....	4 25
Clear.....	3 65
Graham.....	4 05
Buckwheat.....	3 40
Rye.....	2 65
Subject to usual cash discount.....	

Flour in bbls., 25c per bbl. additional.....	
Worden Grocer Co.'s Brand.....	

Quaker, 1/2s.....	4 35
Quaker, 1/4s.....	4 45
Quaker, 1/8s.....	4 35

## Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.....	
Pillsbury's Best 1/2s.....	5 10
Pillsbury's Best 1/4s.....	5 10
Pillsbury's Best 1/8s.....	5 10
Pillsbury's Best 1/4s paper.....	4 90
Pillsbury's Best 1/8s paper.....	4 90

Ball-Barnhart-Putman's Brand.....	
Grand Republic, 1/2s.....	5 60
Grand Republic, 1/4s.....	4 90
Grand Republic, 1/8s.....	4 90

Lemon & Wheeler Co.'s Brand.....	
Gold Medal 1/2s.....	5 00
Gold Medal 1/4s.....	4 90
Gold Medal 1/8s.....	4 80
Parisian, 1/2s.....	5 00
Parisian, 1/4s.....	4 90
Parisian, 1/8s.....	4 80

Olney & Judson's Brand.....	
Ceresota, 1/2s.....	5 00
Ceresota, 1/4s.....	4 90
Ceresota, 1/8s.....	4 80

Worden Grocer Co.'s Brand.....	
Laurel, 1/2s.....	5 00
Laurel, 1/4s.....	4 90
Laurel, 1/8s.....	4 80

Bolton.....	1 50
Granulated.....	1 75

Feed and Millstuffs.....	
No. 1 Corn and Oats.....	13 50
Unbolted Corn Meal.....	12 00
Winter Wheat Bran.....	9 00
Winter Wheat Middlings.....	9 00
Screenings.....	9 00

The O. E. Brown Mill Co. quotes as follows:	
New Corn.....	
Car lots.....	30 1/2
Less than car lots.....	32

Oats.....	
Car lots.....	22 1/2
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 1/2
Seymour XXX, 3 lb. carton.....	4
Family XXX.....	4 1/2
Family XXX, 3 lb. carton.....	4 1/2
Salted XXX.....	4 1/2
Salted XXX, 3 lb. carton.....	4 1/2

Soda.....	
Soda XXX.....	12 50
Soda XXX, 3 lb. carton.....	4 1/2
Soda, City.....	4 1/2
Zephyr.....	9
Long Island Wafers.....	9
L. I. Wafers, 1 lb. carton.....	10

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

SWEET GOODS-Boxes.....	
Animals.....	9
Ben's Cold Water.....	13
Belle Rose.....	6
Cocoanut Taffy.....	8
Coffee Cakes.....	10
Frosted Honey.....	10
Graham Crackers.....	10
Ginger Snaps, XXX round.....	5
Ginger Snaps, XXX city.....	5
Gln. Snps, XXX home made.....	5
Gln. Snps, XXX scalloped.....	5
Ginger Vanilla.....	7
Imperial.....	6
Jumbles, Honey.....	10
Molasses Cakes.....	10
Marshmallow.....	12
Marshmallow Creams.....	13
Pretzels, hand made.....	6
Pretzettes, Little German.....	6
Sugar Cake.....	6
Sultanas.....	10
Sears' Lunch.....	6
Vanilla Wafers.....	7
Vanilla Square.....	12
Mixed Picnic.....	10
Cream Jumbles.....	11 1/2
Boston Ginger Nuts.....	9
Chimmie Fadden.....	6
Pineapple Glace.....	12
Penny Cakes.....	6
Marshmallow Walnuts.....	13
Belle Isle Picnic.....	10

## Provisions.

## Swift &amp; Company quote as follows:

Barreled Pork.....	
Mess.....	9 00
Back.....	9 50
Clear back.....	9 75
Short cut.....	9 25
Pig.....	12 50
Bean.....	8 50
Family.....	9 00

Dry Salt Meats.....	
Bellies.....	6 1

## Hardware

### Plea for a Summer Vacation—Ethics of Honesty and Lying.

A. N. Oldman in Hardware.

The man who fails to take a vacation does an injustice to himself, his family, his employes, his country and his God.

This may seem a little strong language coming from one whose hair is silvered with the frosts of many winters in a hardware store, and whose feet, if not in the grave, are standing upon the edges thereof; but it is out of this old age, and the experiences which it has gained for him, that he feels justified in making as strong a statement as that contained in the above.

When I was a boy, those in the mercantile class did not know what a set vacation was. Where I served as a clerk, we opened the store at 7 o'clock in the morning and kept it open until 9 o'clock at night, three hundred and sixty-five days of the year, with the exception of Sundays; and the old man for whom I worked would have run her right open all day Sabbath if the community had approved of such procedure and had come to buy. When a town was filled with strangers and merry-makers, on the Fourth of July and other days of jubilee, we boys were kept back of the counter from morning until night, and a request for the closing of the store on such occasions would have been almost equivalent to handing in our resignation. I believe we did shut up on Christmas day, but not on Thanksgiving or New Years.

If one of the boys wished a day off once or twice a year for some special occasion, such as a picnic or the burial of a grandmother, he could sometimes obtain it, provided he stood high in the graces of the old man. The person who had been filled with a sufficient amount of hardihood and desperate courage to have suggested two weeks' vacation to each of the employes during the summer months, would have been looked upon as a spendthrift or one in whose head more wheels had been generated than were necessary for the proper origination and propulsion of his ideas.

I have three clerks in my store, in addition to a young lady book-keeper and stenographer, and I wish to tell you merchants that I would regard it as a piece of almighty poor business policy if I did not give each one of these a full two weeks' vacation each year.

In the first place, I see that they earn it during the remaining fifty weeks. In the second place, I get more good value out of them in the course of the year than I could if their noses were kept to the grindstone during the whole period. In the third place, no man has a right, morally, religiously, economically or patriotically, to cheat a fellow being out of that which is his natural due; and I believe that, in the economy of this universe, God as much intended that the hardware clerk should have a period of bountiful rest in the country, among the trees and flowers and the thousand and one attractions that a man meets when away from brick and mortar, as he intended that the flowers, and the trees, and the birds, and the running brooks and good fishing should be scattered promiscuously through this broad land of ours, with an invitation to man to go forth and enjoy them.

I always take two weeks' vacation myself, and am the better man because of it. Sometimes my family go with me and sometimes I go alone, but in either case I come home invigorated and with a better opinion of things in general, a warmer side toward humanity, a more comprehensive grasp of my business, with more kindness and love toward my immediate associates, and a fuller, broader comprehension and understanding of my duties as an employer, a father, a citizen, a Christian and a man.

\*\*\*

Once I was young and now I am old, yet have I not seen the righteous forsaken, nor his seed begging bread.

The above is not an exact quotation

from the Scripture, in all probability, but is as near as memory will permit me to recall it. The sentiment is all there, however.

There never was a truer truism—if the expression may be used—than the old saw, Honesty is the best policy.

I admit that it does not occupy the highest moral grounds. It does not say that one shall do right because it is right. It does not say that one shall render his neighbor full due because it is Christian—Christ-like—to do so. It does not touch the higher plane of pure morality at all. It simply says that one shall be honest because it pays, because it is politic to do that which is fair and right.

And it does pay. The truth of this is proved by the history of every honest man, and by the history of every dishonest man.

I do not say that all honest men do well in business, and all dishonest men fail. Not by a long shot. There are honest men in the almshouse; there are thieves who live on velvet and eat from silverware.

But when all things are weighed and measured; when the balance is struck all around; when the average of men's lives is made, you will find that it pays one to do that which is right, in business matters, as in all others. The assets of good character and a clear conscience is the best holding one can have at the end of life.

\*\*\*

If you must lie, do it artistically.

A business lie may be a pretty thing to look at, but unsafe to handle.

Is a business lie ever justifiable? I would like to hear from some of the experts. I know a lot of them.

If you lie to a customer, and the clerk knows it, hasn't the clerk a warrant for falsifying to you?

I know a youngster who said: "Dad licks me when I tell a lie. I want to grow up so I will have a right to tell lies—same as he does."

Can a man be a good deacon in a church, and at the same time a good salesman?

Where does the lie come in between business diplomacy and outright falsehood?

A great deal may be said about the advantages of always telling the truth. Can anything be said on the other side?

### The Only Attempt to Bribe the Supreme Court.

From the Topeka State Capital.

Justice Brewer of the Supreme Court, who was in Kansas City recently, told this: "Several years ago a cigarmaker in Washington named Scott got up a brand of cigars which he called the 'Supreme Court.' The labels on the inside of the boxes were pictures of the entire court, and the cigar was a good one. I know this, because one day each of the Justices received two boxes of them with the compliments of Mr. Scott. Nothing was thought of this fact at the time, and it was taken as a slight courtesy in return for the use of our pictures. But several weeks later we learned that the cigars had been sent to soothe our anger. One of the clerks had gone to Scott and told him that the members of the court were very much provoked at him, and intended prosecuting him for taking such liberties with their pictures. Scott was frightened, and he hit upon the idea of bribing the Justices, and I suppose he thought he succeeded, for he was never prosecuted, nor had such a thing been thought of."

The world owes all its onward impulses to men who are pessimists.

A man with a savage front arms every man against him.

Wise men make more opportunities than they find.

He has hard work who has nothing to do.

Boasters are cousins to liars.

### Troubles of the Drug Clerk.

There are cares and stipulations  
To the various occupations,  
But for woes and tribulations  
You must try the drug clerk's lot.  
He is under obligations  
To refrain from oburgations  
Tho' the limit of his patience  
Be exhausted on the spot.

He is noted for urbanity  
But seldom for profanity,  
Altho' his equanimity  
Is often sorely tried.  
All questions whose inanity  
Would drive you to insanity  
He answers without vanity,  
Tho' possibly with pride.

Tho' not much in society,  
He's the acme of propriety,  
And in spite of all anxiety,  
He manages to woo.  
In life he likes variety,  
He's noted for sobriety,  
But never for his piety,  
A fact that is not new.

Oh, the drug clerks of all nations!  
Listen to their lamentations,  
And hear them out with patience  
Ere they go.  
If you're sick upon a Sunday,  
Please wait until next Monday,  
And give, Oh, give them one day  
To recuperate and grow.

Shorter hours he's agitating,  
And he's eloquent in stating,  
That there's no use in debating,  
For shorter hours must come.  
He just won't work 'till eleven,  
Though he lose all chance of heaven;  
After ten his warning's given,  
"You must go elsewhere for gum."

## 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.

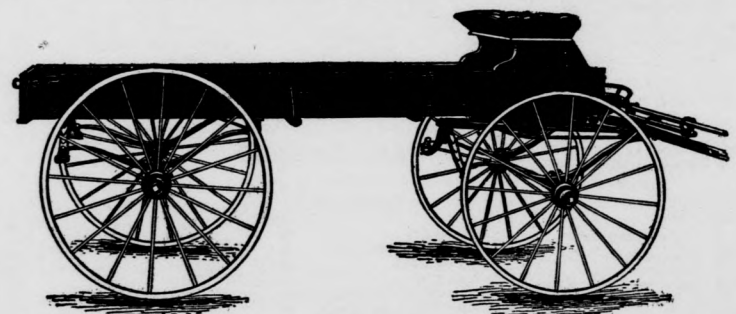
## SAVE YOUR POTATOES



We have  
The Eclipse Sprinkler  
The Globe Sprinkler  
The Bartholomew  
Sifter

Get  
in  
your  
orders  
now.

**FOSTER, STEVENS & CO., Grand Rapids.**



This is our **FRUIT AND DELIVERY WAGON**. Furnished with Fruit Racks when desired. The Best is none too good. See this and our complete line of hand made Harness, Carriages, etc.

Write for new catalog.

**BROWN & SEHLER, Grand Rapids, Mich.**

## Use Tradesman Coupon Books and Avoid Loss

## The Hardware Market.

Owing to the general quiet prevailing in trade during this time of the year, it did not seem necessary to present any extended review of the hardware market during the past two weeks. At the present time, however, there seems to be quite a marked increase in the volume of business in nearly all lines and dealers manifest a general disposition to buy with much more freedom, and they are anticipating their wants in many lines for the fall trade. We deem this a wise action on their part, as figures have reached such a low point that it is impossible for them to recede any further and even a slight increase in the demand for goods will cause an advance on all lines of staple hardware. Certainly the prospects for the coming fall trade are very encouraging in all parts of Michigan, as well as in the general markets of the country. This will create a large demand for goods and higher prices will rule, beyond a doubt. At the present time, however, we have few changes to note, as manufacturers are adopting the waiting course and are watching the markets very closely.

**Wire Nails**—The price at present is stationary and a general feeling of nervousness pervades the entire trade and an advance is expected to occur at any moment. Dealers, however, are slow to take advantage of the present prices and orders are coming in in only moderate quantities.

**Barbed Wire**—The demand at this time of the year is very light and prices remain stationary.

**Window Glass**—Owing to the closing down of all factories, which will continue through July and August and probably into the month of September, and the fact that stocks on hand are not as large as a year ago, added to which is the increased duty that was placed on glass, an advance has already been made of 5 per cent., and it is believed that by the middle of August it will be found necessary to make another advance. Even at the present time certain sizes are impossible to be had at the market price and dealers are paying from 15 to 20 per cent. advance to secure them. The present price on regular size is 70 per cent. by the box and an advance of 10 per cent. when sold by the light.

Reports from other markets are as follows:

**Chicago**—August opens with a rush of orders for shell hardware. These orders are not so much larger than they have been but much more plentiful.

**St. Louis**—Business is considerably better and prices are certainly improving.

**Cleveland**—Trade has been unusually good for this time of the year. The usual midsummer dullness has been much less apparent than for several years past.

**Baltimore**—Since July 1 we have seen a decided improvement, if not in trade itself, at least in the conditions which lead up to business.

**San Francisco**—Trade is fairly good, building hardware being more active than for some time.

**Portland, Oregon**—Trade for the past few weeks has held up to the average of the month previous and, from present appearances, is likely to maintain itself at that rate for some time.

**Philadelphia**—There is a daily improvement in trade and a great increase in mail orders. Collections are fair. The situation is such as to imply confidence in a good business for the fall.

New Orleans—There is certainly an improvement in the general situation. Orders are coming in very freely for all classes of goods.

## Annual Outing of the Jackson Grocers.

Jackson, Aug. 10—The Jackson Retail Grocers' Association gave their sixth annual excursion on Aug. 5. Lake Erie Park was the place selected for the event and the C. & M. Railway the route. The success in point of numbers was, to say the least, a surprise to the committee and also to the railway company. Twenty-five coaches in two trains were required to carry the people and there was no room to spare. Trains left Jackson at 7 and 7:30 a. m., arriving in Toledo at 10 and 10:30. A long train of electric street cars was in waiting on the arrival of each train, which took our people to Lake Erie Park in a very short time. Upon the arrival at the Park and casino, we found a splendid place to pass a day in pleasure and amusement—the cool grove, with tables for picnickers; the mammoth casino building, with its three floors, built on piles several hundred feet from shore out in the bay; a theater, with a seating capacity of 3,000 or more; the scenic railway, its tunnel pictures and the exhilarating ride, and, above all to a great many of our guests, the view out on Maumee Bay from the piazza of the casino was most enjoyed. Vessels of all sizes and kinds were passing in the Bay all of the time. Schooners under full sail, lake steamers, excursion steamers, launches, sailboats, the Government buoys, the lighthouses and the range lights for the harbor—all were a treat for a large portion of our people who were not familiar with such sights. Directly across the Bay is located another pleasure resort on Presque Island, and still farther in the same direction we could see a dozen high-towering derricks, which indicate the location of the newly-discovered oil fields.

After dinner, the concert by the casino band and the entertainment in the casino theater, the greater part of the people went to the city and passed the time seeing the sights and riding on the long electric lines. Many went via the Perrysburg and Maumee line—twenty-two miles—to see the sights along the Maumee River and at the suburban towns on the route, and nearly all took the belt lines, which run through the business and residence parts of Toledo.

The first train, leaving Toledo at 7:30 p. m., carried its full complement of tired but happy people, arriving in Jackson a little after 11 o'clock. The second train left the city at 10:30 and arrived at Jackson about 2 o'clock in the morning.

The accommodations at the Park and casino were ample to accommodate a much larger crowd than we had. The various committees of the Association did their work faithfully and well, and to this fact may be attributed the success of the occasion.

A very pleasant feature of the day was the courtesy received from the hands of the Jackson Grocery Co., which provided large tanks of lemonade for each car and furnished boys to distribute it to all the people. Coming as a surprise to every one, it was the more appreciated. The railway management was all that could be expected and the officials of the C. & M. Railway have our hearty thanks.

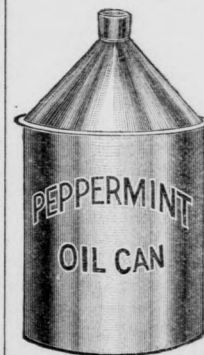
The sixth annual excursion was one of the very best, if not the best, of the series, and we feel that the grocers have maintained their reputation of having the largest and most enjoyable excursions ever run out of this city. In point of numbers this excursion is nearly equal to any we have ever given.

W. H. PORTER, Sec'y.

## Hardware Price Current.

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

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



New Catalogue of

Tinware and Enamelled Ware

just out. Drop us a postal for it.

Wm. Brummeler & Sons,

Manufacturers and Jobbers,

260 S. Ionia St.

Grand Rapids.

**Engravings**  
BUILDINGS  
FURNITURE PORTRAITS  
MACHINERY  
ANYTHING FOR ANY PURPOSE  
TRADESMAN COMPANY  
GRAND RAPIDS, MICH.

### The Grocery Market.

**Sugar**—The European market has been fairly steady during the week, with domestic raws about the same. The Trust is at present buying no raw sugar whatever. The consumptive demand for refined sugar is good, and will soon reach its height. There have been two advances in the price of sugar during the week, and the market is very strong. There is a fairly good demand for soft sugars and advances are expected, in these grades especially, almost any day.

**Tea**—Advices received from both China and Japan during the week indicate an advance all along the line. There are two reasons for this: One is the apparently universal belief that the coming fall will witness a boom in tea, and the other the fact that the pure tea law will exclude considerable stock, and thus reduce the supply. Most Japan teas are holding to an advance of several cents per pound. The market generally seems in rather better shape.

**Coffee**—Prices continue low, but business is large in volume. The greater part of the demand is for the package goods and the call for bulk goods is correspondingly light. It is estimated that during the month of July the world's visible supply of coffee has increased 300,000 bags. This is almost wholly in Brazils. It is hardly probable that the market will go higher for some time to come, although the market in Rio and Santos has been showing some great strength this week.

**Rice**—The market is advancing. Japan rice is  $1\frac{1}{2}$ c higher than last week and domestic rice has risen in sympathy.

**Syrups**—The glucose trust has boosted corn syrup up another notch, ostensibly on account of the shortage of coal, which has compelled all the factories to shut down for the present. The advance has been followed by the jelly manufacturers, who intimate that still higher prices may be looked for in the near future.

**Provisions**—There has been a slight advance in everything in the provision line, pickled and smoked meats being especially active. Dried beef continues scarce, most jobbers being out of stock. There is hardly enough fully-cured beef hams on the market to supply the trade at present price. Lard has gained  $\frac{1}{4}$ @  $\frac{1}{2}$ c per pound from the lowest point. There is a considerably better demand for compound lard, on account of the advance in pure.

**Beans**—Hand picked stock has moved upward, in line with the tendency of the times, offers to local holders having advanced from 65c three weeks ago to 85c at the present time. It is generally believed that the market will go to \$1 before Sept. 1, and that the price will go to \$1.25 before the end of September.

### The Grain Market.

Wheat advanced steadily during the past week. To be sure, it had some setbacks, but closed fully 3c higher than one week ago. While the receipts have been extraordinarily large, the exports have kept pace with them, so that, when the reports came in disclosing the amount in sight, they showed there was a decrease of 164,000 bushels, when a small increase had been expected. Cables came in higher each day and, of course, had a noticeable effect on the market. While in all probability our crop will exceed the amount reported by the various statisticians, still it seems as though this country is looked

upon as the only country from which foreigners can get their supplies. It is reported that Russia has issued a ukase prohibiting the exporting of wheat. However, we would not want to take any stock in that just at present. It is a known fact, however, that she has a short crop of wheat this year. At present it looks as though prices might experience quite an advance from where they now stand. However, we hope it will not result as it did last year, when prices went skyward and then settled back about 25c per bushel. There are a great many among the traders who think the present prices are altogether too high. Should the foreigners continue to take our wheat the way they have been taking it for the past few months, it will be only a short time until they will have every available bushel. It has been reported that every bushel of the visible has been sold. The mills and elevators are gradually filling up with wheat, and from now on it will find its way to grain centers like Detroit, Toledo, Buffalo and Chicago for storage. Should the exports cease, there will probably be a sharp decline in prices, which we hope will not be the case, for the good of the country. We think the more good buyers we can have at good prices, the more it will help us out just at present.

There is not much to say about corn. If anything, it is a little lower than one week ago. The same is true of oats. Both corn and oats showed a respectable increase and there is more of both cereals in sight than there has been for a number of years and the demand for both grains is falling off.

The receipts during the week were very heavy, being 85 cars of wheat, 9 cars of corn and 11 cars of oats.

Local millers are paying 77c for wheat. C. G. A. VOIGT.

### The Traveling Men's Show at Nashville.

Nashville, Aug. 9.—The traveling men's show, which was held here last Thursday evening, was one of the most enjoyable entertainments ever given in the town.

The street parade was a special feature, being of a new and novel nature. It was headed by Geo. A. Hartom, master of ceremonies, followed by the Nashville cornet band, then a hand-somely decorated omnibus containing the Chloride of Lime Quartette, E. C. Adams of South Bend, Ind., occupying the upper deck and mystifying the crowds with some very clever sleight of hand tricks. Following this came E. Rosenbaum and Frank Newton in their coon and Dutch makeups, who kept the crowd in good humor with their funny antics. Following this came fifty commercial travelers in line, making a very effective display with their white plugs and linen dusters, bearing banners with mottoes of a very comical nature. A pair of yellow kids following next in line also kept the people good natured with their funny work. Last but not least, came a typical Irishman mounted on a jackass, which created all kinds of sport and plenty of laughter from the crowds which thronged the streets. The jack bore a blanket, with the following inscriptions: "Not Romeo but Brutus" and "There are Others."

At the evening entertainment, Prof. E. C. Adams captivated the whole town and held them spellbound with his wonderful sleight of hand performances. We consider him one of the best of the country can produce. The Bohemian Quartette—composed of Perry Barker, Geo. A. Murphy, E. A. Rush and Jas. Fyfe—took like wildfire. Their equal has never been heard in Nashville and we sincerely hope that we may have them with us again in the near future. Grand Rapids ought to be proud of possessing such excellent talent. The

music rendered by C. D. Waldo's mandolin club was also very highly appreciated. Ed. Rosenbaum's coon specialties were received with great applause. The selection rendered by Miss Leona G. Comfort, of this place, was very fine and was highly applauded, as was also the duet rendered by Misses Ida Burgman and Cora Cooper. The jack-in-the-box trick by Ben Hickox was a very clever piece of work and was loudly applauded. Roscoe and Newton introduced a very pleasing musical specialty, which was well received. It was simply immense. The entertainment was an entire success from start to finish and much credit is due G. H. Hackett and P. H. Brumm, whose untiring efforts made the affair so enjoyable.

After the entertainment, the boys retired to Odd Fellows' Hall, where they were brought up face to face with a most bounteous banquet, which was served by the Daughters of Rebecca. Too much praise cannot be given the ladies for their efforts. Take it all in all, the boys had a time that will not soon be forgotten. The citizens were more than pleased with the boys' entertainment and there will always be a warm place in their hearts for them and we trust that the time will not be distant when they will again be with us. ON-LOOKER.

### Purely Personal.

M. J. Clark left for Duluth Tuesday. He expects to be absent about a week.

Sumner M. Wells (Clark-Jewell-Wells Co.) is putting in a fortnight's vacation at Highland Park.

Food Commissioner Grosvenor has appointed Lincoln Moore, of Pontiac, cheese and creamery inspector.

Miss Irene Sweet, assistant book-keeper for the Clark-Jewell-Wells Co., is spending a two weeks' vacation with friends at Big Rapids.

J. Geo. Lehman has leased the McCormick cottage, at Macatawa Park, and will spend a portion of his time during August at that resort.

A. K. Wheeler, Treasurer of the Lemon & Wheeler Company, is spending a fortnight at Boston, Portland and Bar Harbor. He is accompanied by his family.

Lester J. Rindge (Rindge, Kalmbach & Co.) is spending the month of August at the Algonquin Hotel, St. Andrews, New Brunswick. He is accompanied by his daughter.

W. B. Young, wholesale dealer in butter and eggs, recently at 40 South Division street, Grand Rapids, and formerly at Charlotte and Greenville, is now located at 109 South Church street, Kalamazoo.

E. B. Huntoon, senior member of the firm of Huntoon & Van Sickle, grocers and produce shippers at Carson City, was in town last Thursday for the purpose of participating in the grocers' picnic at Reed's Lake.

John E. Thurkow, the Morley general dealer and produce shipper, was in town Monday. He is paying 35 cents for rye this season, as against 22 cents a year ago—a condition of the market that is greatly appreciated by the growers.

Chas. E. Belknap, President of the Belknap Wagon Co., is spending a month in the Northwest calling on the customers of his corporation. The objective point is Spokane Falls, but he may extend the trip to include Tacoma and Seattle.

Big Rapids—The Michigan Cigar Co. has purchased the two cigar stores of F. E. Bushman, at South Bend, Ind., and will continue business at both locations, Mr. Vandenburg managing the stores at South Bend and Mr. O'Beck looking after the manufacturing business at this place.

## WANTS COLUMN.

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

### BUSINESS CHANCES.

**FOR EXCHANGE**—A WELL-ASSORTED drug stock that will inventory \$1,200 for a stock of groceries. Address John Cooper, 340 Woodworth avenue, Grand Rapids, Mich. 366

**FOR SALE—MEAT MARKET DOING A CASH BUSINESS.** Will sell cheap for cash. I. Frankford, Insurance and Real Estate, 53 West Bridge Street. Phone 1236. 364

**TO TRADE**—A GOOD FARM, STOCK, TOOLS and crops for a stock of goods. Wm. Nellan, Ferry, Oceana Co., Mich. 365

**TO EXCHANGE**—160 ACRES OF HEAVIEST hardwood timber land in Michigan, finely located, clear title, for stock goods. If difference will pay cash. Address Z. V. Payne, St. Louis, Gratiot Co., Mich. 367

**HARDWARE AND TINSHOP AT CORNER** of West Leonard and Scribner streets, Grand Rapids, for sale at a bargain. Invoices about \$1,500. Established ten years. See me at once. G. A. Richards. 368

**WANTED**—MEDIUM SIZED STOCK OF clean merchandise in good town; will pay cash. Address, Wanted, 211 North Ionia street, Grand Rapids. 360

**FOR SALE—DRUG STOCK INVOICING** about \$700. Best location in Northern Michigan. Address Drugs, care Michigan Tradesman. 362

**FOR SALE—STOCK OF GENERAL MERCHANDISE** in a good location in a growing town. Good business. Will rent building. Reason for selling, poor health. For further particulars inquire of or write to I. J. Wigent, Watervliet, Mich. 359

**FOR SALE—STOCK OF DRY GOODS, FURNISHING goods and shoes.** Will invoice about \$4,200. Rent, \$5.00 per month residence attached. Bargain for some one. Address No. 363, care Michigan Tradesman. 363

**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

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

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

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

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

**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.

**FREE—OUR NEW HANDBOOK ON PATENTS.** Cilley & Algier, Patent Attor eys, Grand Rapids, Mich. 339

### MISCELLANEOUS.

**WANTED—ACTIVE SALESMAN TO REPRESENT** to dealers and consumers a well-advertised and meritorious soap in and about Kent county. Address No. 352, care Michigan Tradesman. 352

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

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, nutri-  
tious, 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.



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

J. A. TURNER, Manufacturer,  
Detroit, Mich.

**The Leader of all Bond Papers**

Made from New Rag Stock,  
Free from Adulteration,  
Perfectly Sized, Long Fiber

**Magna Charta  
Bond**

A paper that will withstand  
the ravages of Time.

Carried in stock in all the  
standard sizes and weights by

**TRADESMAN COMPANY**

Manufacturer's Agent,  
GRAND RAPIDS.

**For Sale at Public Auction:**

The plant of the McBain Creamery Co., at McBain,  
Mich., on the 1st day of October, 1897. Cost  
\$3,600. Good as new. Run only two months. Will  
sell building and machinery separately if desired.  
Terms, 10% cash day of sale, balance 60 days if  
desired. Full particulars by addressing  
J. O. PACKARD, Sec'y.  
Vogel Center, Mich.

**Every Dollar**

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

**TRADESMAN COMPANY, Grand Rapids**

**QUEEN & CRESCENT**

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

Tickets are on sale daily until fur-  
ther notice to Chattanooga at \$6.75  
one way or \$7.20 round trip from Cin-  
cinnati, the round trip tickets being  
good seven days to return; other tick-  
ets, with longer return limit, at \$9.00  
and at \$13.50 for the round trip.

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

**PETOSKEY and  
MACKINAC  
EXCURSION**

**G. R. & I.**

The Annual Ten-Day Excursion to North-  
ern Michigan via the Grand Rapids &  
Indiana R'y will be run on **Tuesday, Aug.**

24. Tickets will be sold from Grand  
Rapids at rate of \$4.00 round trip to Pe-  
toskey or Traverse City, and \$5.00 round  
trip to Mackinac. Tickets to Mackinac  
will admit stop off at Petoskey either going  
or returning. Tickets will be sold for  
trains leaving at 7.45 a. m. and 2.20 p. m.

**Aug. 24th.** Good returning until Sept. 2. For further  
information apply to G. R. & I. ticket  
agents or

**C. L. LOCKWOOD,**

G. R. & I. A.

**SHIP YOUR FREIGHT  
AND TRAVEL via the**

**GOODRICH LINE  
THE MOST POPULAR LINE TO  
CHICAGO**

AND ALL POINTS WEST.

Leave MUSKEGON at 6:00 p. m.  
Leave GRAND HAVEN at 9:00 p. m.  
Daily, arriving in CHICAGO the follow-  
ing morning in time for the outgoing  
trains.

**THIS IS THE SHORT LINE TO CHICAGO**

Passengers should see that their tick-  
ets read via this popular line.

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

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

**Travelers' Time Tables.**

**DETROIT, Grand Rapids & Western.  
June 27, 1897.**

**Going to Detroit.**  
Lv. Grand Rapids.....7:00am 1:30pm 5:35pm  
Ar. Detroit.....11:40am 5:40pm 10:20pm  
**Returning from Detroit.**  
Lv. Detroit.....8:00am 1:10pm 6:10pm  
Ar. Grand Rapids.....1:00pm 5:20pm 10:55pm  
**Saginaw, Alma and Greenville.**  
Lv. G R 7:10am 4:20pm Ar. G R 12:20pm 9:30pm  
Parlor cars on all trains to and from Detroit  
and Saginaw. Trains run week days only.  
**Geo. DeHaven, General Pass. Agent.**

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

(In effect May 3, 1897.)  
**EAST.**  
Leave. Arrive.  
+ 6:45am..Saginaw, Detroit and East...+ 9:55pm  
+ 10:10am...Detroit and East...+ 5:07pm  
+ 3:30pm..Saginaw, Detroit and East...+ 12:45pm  
+ 10:45pm...Detroit, East and Canada...+ 6:35am  
**WEST**  
\* 8:35am...Gd. Haven and Int. Pts...+ 7:10pm  
+ 12:53pm..Gd. Haven and Intermediate...+ 3:22pm  
+ 5:12pm...Gd. Haven Mil. and Chi...+ 10:05am  
\* 7:40pm...Gd. Haven Mil. and Chi...+ 8:15am  
+ 10:00pm...Gd. Haven and Mil...+ 6:40am  
Eastward—No. 14 has Wagner parlor car. No.  
18 parlor car. Westward—No. 11 parlor car.  
No. 15 Wagner parlor car.  
\*Daily. +Except Sunday.  
**E. H. HUGHES, A. G. P. & T. A.,**  
**BEN. FLETCHER, Trav. Pass. Agt.,**  
**JAS. CAMPBELL, City Pass. Agt.,**  
**No. 23 Monroe St.**



**CHICAGO and West Michigan R'y  
June 27, 1897.**

**Going to Chicago.**  
Lv. G. Rapids. 8:35am 1:25pm \* 11:30pm  
Ar. Chicago... 3:10pm 9:50pm 6:40am  
**Returning from Chicago.**  
Lv. Chicago... 7:30am 5:15pm \* 9:30pm  
Ar. G'd Rapids... 1:25pm 10:4 pm \* 4:00am  
**Muskegon.**  
Lv. G'd Rapids... 8:25am 1:25pm 6:25pm  
Ar. G'd Rapids... 1:25pm 5. 5pm 10:45am  
**Traverse City, Charlevoix, Petoskey and Bay View.**  
Lv. G'd Rapids... 7:30am 1:30pm 5:30pm  
Ar. Traverse City... 12:40pm 5:00am 11:10pm  
Ar. Charlevoix... 4:15pm 7:30am  
Ar. Petoskey... 3:45pm 8:00am  
Ar. Bay View... 3:55pm 8:10am  
**PARLOR AND SLEEPING CAR—CHICAGO.**  
Parlor cars leave Grand Rapids 8:35 a. m. and  
1:25 p. m.; leave Chicago 5:15 p. m. Sleeping cars  
leave Grand Rapids \*11:30 p. m.; leave Chicago  
\*9:30 p. m.  
**TRAVERSE CITY AND BAY VIEW.**  
Parlor car leaves Grand Rapids 7:30 a. m.;  
 sleeper at 11:30 p. m.  
\*Every day. Others week days only.  
**Geo. DeHaven, Gen'l Pass. Agent.**

**GRAND Rapids & Indiana Railway  
June 20, 1897.**

**Northern Div. Leave Arrive**  
Trav. C'y, Petoskey & Mack... \* 4:15am \* 10:00pm  
Trav. C'y, Petoskey & Mack... + 7:45am + 5:10pm  
Trav. C'y, Petos. & Har. Sp'gs. + 2:30pm + 9:10pm  
Cadillac... 5:25pm \* 11:10am  
Petoskey & Mackinaw... + 11:10pm + 8:30am  
Train leaving at 7:45 a. m. has parlor car to  
Petoskey and Mackinaw.  
Train leaving at 2:30 p. m. has parlor car to Pe-  
toskey, Bay View and Harbor Springs.  
Train leaving at 11:16 p. m. has sleeping cars to  
Petoskey and Mackinaw.  
**Southern Div. Leave Arrive**  
Cincinnati... + 7:10am + 3:25pm  
St. Wayne... + 2:00pm + 2:10pm  
Kalamazoo... + 7:00pm + 9:10am  
Cincinnati, Louisville & Ind. \* 10:15pm \* 4:05am  
Kalamazoo... + 8:05pm + 8:50am  
7:10a. m. train has parlor car to Cincinnati.  
2:00p. m. train has parlor car to Fort Wayne.  
10:15p. m. train has sleeping car to Cincinnati,  
Indianapolis and Louisville.

**Muskegon Trains.**  
**GOING WEST.**  
Lv. G'd Rapids... 7:35am + 1:00pm + 5:40pm  
Lv. G'd Rapids... + 9:00am + 7:00pm  
Ar. Muskegon... 9:00am 2:10pm 7:00pm  
Ar. Muskegon... 10:25am 8:25pm  
Ar. Milwaukee, Steamer... 4:00am  
**GOING EAST.**  
Lv. Milwaukee, Steamer... 7:30am  
Lv. Muskegon... + 7:10am + 11:45am + 4:10pm  
Lv. Muskegon... + 8:35am + 5:35pm  
Ar. G'd Rapids... 9:30am 12:55pm 5:30pm  
Ar. G'd Rapids... 1:00am 8:00pm  
+Except Sunday. \*Daily +Sunday only.  
Steamer leaves Muskegon daily except Satur-  
day. Leaves Milwaukee daily except Saturday  
and Sunday.  
**A. ALMQUIST, C. L. LOCKWOOD,**  
**Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.**

**CANADIAN Pacific Railway.**

**EAST BOUND.**  
Lv. Detroit... + 11:45am \* 11:35pm  
Ar. Toronto... 8:30pm 8:15am  
Ar. Montreal... 7:20am 8:00pm  
**WEST BOUND.**  
Lv. Montreal... 8:50am 9:00pm  
Lv. Toronto... 4:00pm 7:30am  
Ar. Detroit... 10:45pm 2:10pm  
**E. C. Oviatt, Trav. Pass. Agt., Grand Rapids.**

**DULUTH, South Shore and Atlantic  
Railway.**

**WEST BOUND.**  
Lv. Grand Rapids (G. R. & I.) + 11:10pm 4:45am  
Lv. Mackinaw City... 7:35am 4:20pm  
Ar. St. Ignace... 9:00am 5:20pm  
Ar. Sault Ste. Marie... 12:20pm 9:50pm  
Ar. Marquette... 2:50pm 10:40pm  
Ar. Nestoria... 5:20pm 12:45am  
Ar. Duluth... 8:30am

**EAST BOUND.**  
Lv. Duluth... + 6:30pm  
Ar. Nestoria... + 11:15am 2:45am  
Ar. Marquette... 1:30pm 4:30am  
Lv. Sault Ste. Marie... 3:30pm  
Ar. Mackinaw City... 8:40pm 11:00am  
G. W. HIBBARD, Gen. Pass. Agt., Marquette.  
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids.

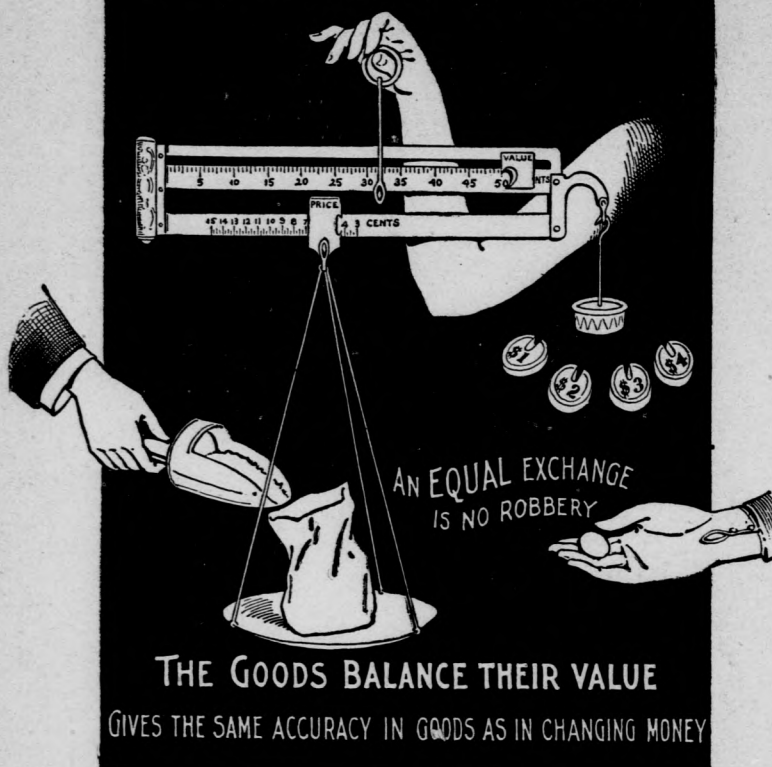
**MINNEAPOLIS, St. Paul & Sault Ste.  
Marie Railway.**

**WEST BOUND.**  
Lv. Grand Rapids (G. R. & I.)... + 7:45am  
Lv. Mackinaw City... 4:20pm  
Ar. Gladstone... 9:50pm  
Ar. St. Paul... 8:45am  
Ar. Minneapolis... 9:30am

**EAST BOUND.**  
Lv. Minneapolis... + 6:30pm  
Ar. St. Paul... 7:20pm  
Ar. Gladstone... 5:45am  
Ar. Mackinaw City... 11:00am  
Ar. Grand Rapids... 10:00pm  
W. R. CALLAWAY, Gen. Pass. Agt., Minneapolis.  
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids.

## KEY TO THE MONEY-WEIGHT SYSTEM

ALL THE FIGURES REPRESENT MONEY



## A SYSTEM OF WATCHING YOUR PROFITS AND A FINE SCALE COMBINED

It is the Money-Weight Scale System made at Dayton, Ohio, by The Computing Scale Company.

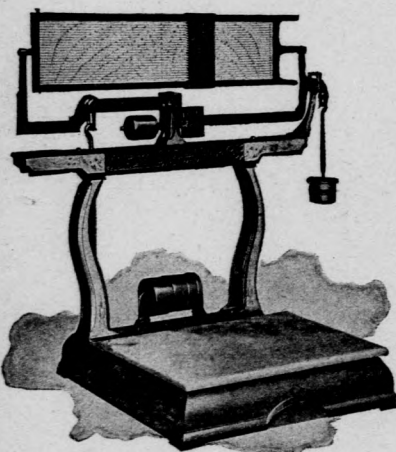
It has simplified weighing systems and is a source of profit to a merchant and pleasure to his customers.

These Profit-saving Systems are embodied in scales of different sizes and kinds, to suit all your needs.

We are always pleased to receive an invitation to personally call upon or write you more information. Tell us on a postal card whether we can write or call upon you.

**THE COMPUTING SCALE CO., Dayton, Ohio.**

## The Stimpson Computing Scale



Simplicity, accuracy, weight and Value shown by the movement of one poise.

It is the acme of perfection and not excelled in beauty and finish.

We have no trolley or tramway to handle.

We have no cylinder to turn for each price per pound.

We do not follow, but lead all competitors.

We do not have a substitute to meet competition.

We do not indulge in undignified and unbusinesslike methods to make sales—we sell Stimpson scales on their merits.

Agents of other companies would not have to spend most all of their time trying to convince the trade that our scale was no good if the Stimpson did not possess the most points of merit.

All we ask is an opportunity to show you the Scale and a chance to convince you that our claims are facts. Write us and give us the opportunity.

**The Stimpson Computing Scale Co.,  
ELKHART, IND.**

Represented in Eastern Michigan by  
R. P. BIGELOW,  
Owosso.

Represented in Western Michigan by  
C. L. SENSENEY,  
Grand Rapids, Telephone No. 266.

## 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.**