

P. STEKETEE & SONS,

WHOLESALE DRY GOODS,
GRAND RAPIDS, MICH.

We Manufacture Kersey Pants

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

Voigt, Herpolsheimer & Co.,
Wholesale Dry Goods, Grand Rapids, Mich.

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.

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.

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.

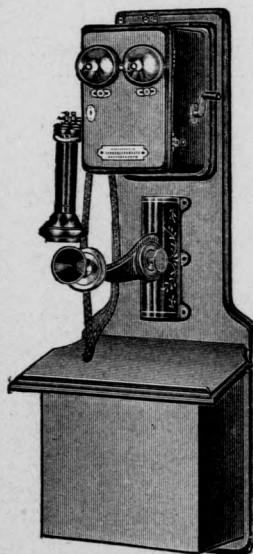
Mr. M. J. Rogan, our Western representative, will be in charge of our office at Detroit during the months of August, September and October, and February, March and April—the two seasons of the year when he will not be on the road—during which months he will take special pleasure in showing you our fall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



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.

Everybody Guess!

We shall make an exhibit of our CLYDESDALE SOAP at the State Fair, including an enormous cake of Clydesdale as it came originally from the frames. Everyone is invited to register a guess on the weight of the cake and the nearest guess entitles guesser to a high grade bicycle, either man's, woman's or child's.

SCHULTE SOAP CO., Detroit, Mich.

Premium given away with Clydesdale Soap Wrappers.

EDGARS SUGAR HOUSE

EXCLUSIVE DEALERS IN

SUGAR-SYRUP-MOLASSES

SEND YOUR MAIL ORDERS TO

W. H. EDGAR & SON,

DETROIT.

J. A. MURPHY, General Manager.

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

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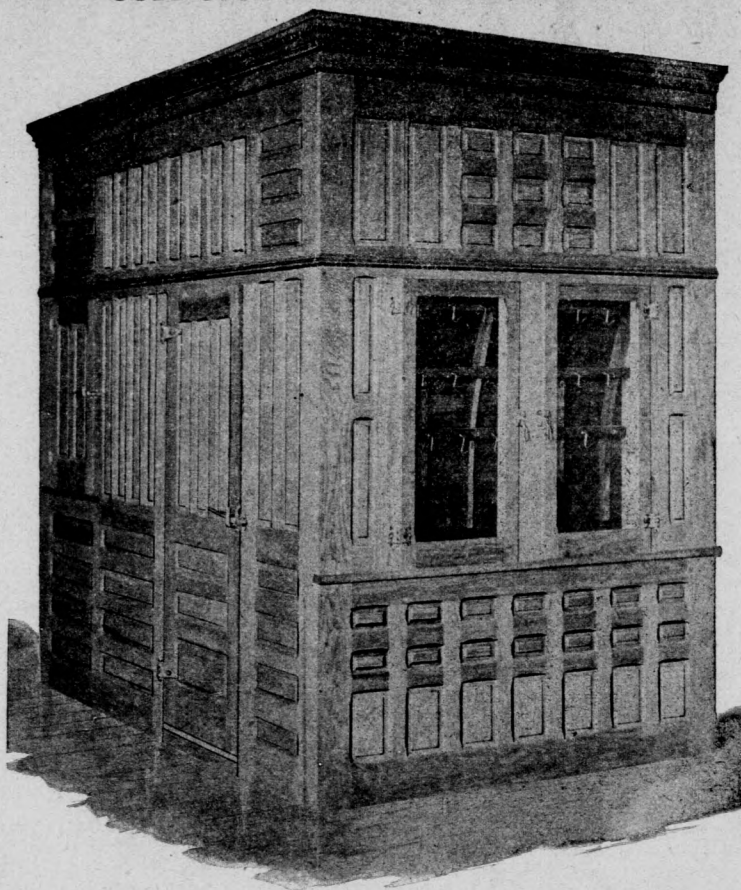
N. B.—Promptness guaranteed in every way. All claims systematically and persistently handled until collected. Our facilities are unsurpassed for prompt and efficient service. Terms and references furnished on application.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids.

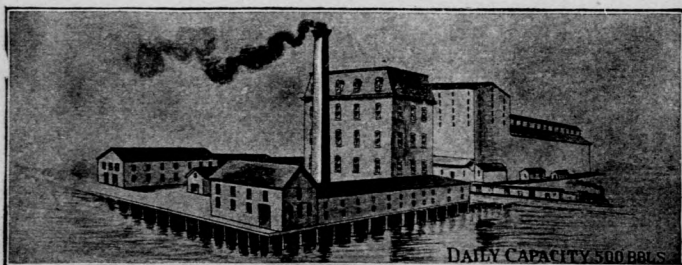
McCray Refrigerator and Cold Storage Co., Manufacturers of Fine Roll Top Butter and Grocery Refrigerators and Store Fixtures. **Kendallville, Indiana.**
COLD STORAGE AND COOLING ROOMS



STYLE G.

The above halftone was taken from one of our 6x10, 10 feet high, McCray Sectional Butcher Cooler, finished with raised and moulded panels. We make this design either in plain sawed red oak, quarter sawed white oak, cherry or mahogany, and finish either with one coat of varnish or a high polish finish to order. We make an extra effort in fitting out markets complete. Write for prices and discounts.

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.

MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, AUGUST 18, 1897.

Number 726

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.



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.

THE FIRE INS. CO.
Grand Rapids
Prompt, Conservative, Safe.
J. W. CHAMBERLAIN, Pres. W. FRED MCBAIN, Sec.

COMMERCIAL CREDIT CO., Ltd.

GRAND RAPIDS, MICH.

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

Save Trouble
Save Losses
Save Dollars **TRADESMAN COUPONS**

GENERAL TRADE SITUATION.

The rapidity of the increase in business activity at the season of the year when it is usually duller is so great that it is coming to be considered phenomenal. Indeed, it would seem that the many who have deprecated the coming of a boom are doomed to disappointment, for the astonishing increase, if it should continue much longer at the present ratio, will soon bring the country fairly into that undesirable condition. When it is considered that the low prices mean the handling and production of so much merchandise, the fact that records of bank clearings are being broken for the season would argue that in all except prices the boom is upon us. The ratio of increasing bank clearings noted last week is still fully maintained, the amount being 9 per cent. increase. As compared with the corresponding week of last year, the increase is 35 per cent.

The condition of the stock market continues to furnish a significant feature of the situation. The attempts of foreign holders to break the market by selling resulted in two slight reactions last week, but from each the market came up with a bound and, on the average, maintained the steady increase of the past weeks. As significant as the steady appreciation of prices is the activity in the share trade, which, last week, amounted to 3,463,620 shares. The average closed at an advance of 80 cents per share for the week.

A notable feature of the week has been the thronging of buyers to all the principal centers for the purchase of goods. This has developed into a liberality of buying which has not been seen for years. Of course, the reason may be found in the favorable crop outlook, depleted stocks and the low prices.

In the iron and steel trade there is not only the same ratio of increasing activity manifest, but a decided upward tendency of prices as well. Steel billets have been advanced 75 cents per ton and structural forms have been increased \$2, with a prophecy of still further advance.

The upward course of wheat has been scarcely interrupted by the slight speculative reactions which have been undertaken. The advance has scored about six cents and the activity of Western shipments has been such as to cause a blockade in many localities.

In the textile situation there is the same encouraging report of strengthening prices and increasing activity. It has been so long since print cloths have been included in the lists of rising prices that it marks an era to have them fall in line.

Bank clearings for the week, \$1,153,000,000. Failures, 214.

The Grain Market.

Wheat during the past week has been extremely lively in its upward flight. Although receipts were extremely large, the export kept pace and there was a decrease of about 4,500,000 bushels, where last year it showed an increase of about 600,000 bushels. The conditions

still continue very strong and we can record an advance of fully 6c per bushel since our last review of the market, a week ago.

The foreign situation seems to be getting stronger, as has often been stated. The newest phase which has turned up is that England has already made quite a shipment of wheat into France. We notice the papers all seem to be giving quotations of not enough wheat. However, we think that ultimately it will equalize itself and that there will be enough to go around, although it will be at considerably higher prices than what has been the going rate for the last few years, as the visible supply has almost disappeared, not only in the United States, but generally in all wheat-producing countries, so we have nothing to fall back upon, as we usually have, but must depend upon the present crop. We might mention that the rye crop in Europe is also deficient, which will have a bearing on wheat.

We will give a comparison as regards the visible in the United States, which is 17,222,000 bushels, against 45,876,000 bushels in 1896 and 63,994,000 bushels in 1894. The price to-day is climbing near the \$1 mark and it may possibly get there later on, but our opinion is that this point will not be reached in the very near future.

Corn, owing to the unfavorable weather and the large amount in sight, made an advance of 1c per bushel. We might state here that there is 18,427,000 bushels in sight, against 12,117,000 bushels in 1896 and only 3,057,000 bushels in 1894.

Oats have been losing ground, as they are quite a bit weaker than they were last week. At present it is hard work for any person to predict the market, as the fluctuations seem to vary a great deal daily.

Receipts in Grand Rapids during the week were 106 cars of wheat, 11 cars of corn and 4 cars of oats. This, it seems, has been the banner week in many years for the receipt of wheat and it taxes the mills to their utmost to take care of it. The mills are paying 82c for wheat to-day.
C. G. A. VOIGT.

Judgments Against Robb & Co.

The Tradesman regrets to note that two small judgments have recently been rendered against the commission firm of W. C. Robb & Co., 36 Woodbridge street, west, Detroit. The firm is composed of W. C. Robb and Geo. B. Pratt, and, pending the adjustment of these judgments, the Tradesman feels impelled to advise its patrons to exercise caution in making shipments to the house.

Australia rejoices in a lady millionaire, Miss Edith Walker, of Concord, Sydney. She is a very philanthropic lady, and has given munificent benefactions to colonial science and art. The latest achievement shows that the lady has peculiar views as regards spending her money, for it takes the form of a handsome donation towards resuming the work of coral boring in the Pacific, with a view to determining the depth to which the coral formation extends.

The Grocery Market.

Sugar—The European market for raw sugar has been fluctuating during the week, with an upward tendency. At present the market is decidedly strong, with probable further advances. The consumptive demand is active.

Coffees—Prices are still very low, and large arrivals are reported from ports of entry. The receipts of coffee at Rio and Santos thus far this month have been far beyond all previous records, amounting to 285,000 bags, including 105,000 bags at Rio and 180,000 bags at Santos. The receipts thus far this season have been 464,000 bags at Rio and 800,000 bags at Santos, a total of 1,262,000 bags, against 1,000,000 bags last year and 495,000 bags in 1895.

Tea—Advices from Yokohama are to the effect that teas below 16c a pound have advanced 1c, making a total advance from the lowest point of 2c. Teas above 17c have made a 2c advance since the first of the month.

Provisions—Smoked meats are higher and the market is strong. Beef hams and dried beef also continue to advance. Lard, both pure and compound, seems firmer than the remainder of the provision market, and developed a greater advance last week than meats. There has been a considerable activity in compound lard during the week, more than has been the case for a year past. A week or two ago it was very difficult to sell compound lard, on account of the low price of pure. At present, however, the difference in price is nearly 1c per pound, which brings compound lard into the market again, and has made the movement in it quite large.

Dried Fruits—A rather brisk speculative demand has developed for future raisins. The estimates of the California crop vary, some placing the crop at 4,500 cars, the same as the crop of 1895, and others at 3,500, because of the heavy dropping of the fruit in some sections. The spot stock of last year's raisins in California is said to be very large, but it is not of a quality fit for the trade, and will probably go to the wineries. Prunes seem more to be sought after than anything else in the cured fruit line in California. Good European enquiries and purchases, and the usual "heavy dropping" of the crop, make a foundation on which the Coast dealers are building hopes for better prices. Alaska is taking the remains of the spot goods on the Coast. Washington and Oregon will have a large crop of Italian prunes this season.

Beans—The market is fully 10c per bu. higher than it was a week ago, with every prospect of a continuation of the advancing tendency which began three or four weeks ago.

Fish—Several of the New England and Canadian mackerel fishermen, discouraged by their small catch, have abandoned mackerel fishing entirely. The demand for mackerel grows better as the condition of the market grows more apparent. Cod is moving out better and the market is firm. Lake fish are selling well and the stock now being received is of very good quality. Prices are unchanged. Salmon is unchanged in price, with a good demand.

Woman's World

Are Women Growing Selfish?

Women have been extolled for their unselfishness so long that it comes with a shock of surprise to learn that their pet virtue has at last been called into question. Nay, it has been more than questioned. It has been positively asserted that woman is the very quintessence of selfishness. It is boldly charged that she thinks of nothing but her own pleasures, amusements and interests. She is accused of belonging to clubs that are neither more nor less than mutual admiration societies, where women meet together to glorify their own sex and formulate plans for its advancement. Worse than that, she goes off in summer to the mountains or seaside, leaving her poor down-trodden husband to swelter in the city, without even the reward of a cool smile or a frozen glance when he returns home at night after his arduous day's work. If this is not ingrained, hopeless, conscienceless selfishness, the critics would just like to know what it is, that's all.

From time immemorial it has been the custom of woman to sacrifice herself whenever she got a chance, and any deflection from the course she was expected to pursue must necessarily occasion a deal of comment. Unselfishness with her has been a cult. She has worn it ostentatiously, and flaunted it in the face of the world with a feeling that it would make good any other deficiencies or shortcomings. She has courted persecution, and gone out of her way to become a martyr. She has accounted it unto herself for righteousness to do those things she did not wish to do, and to leave undone those things she was dying to do. On the platform of pure and unadulterated unselfishness she has taken a stand, and defied competition, and now, when she wishes to climb down and off and give other people a chance to practice the virtue they admire so much, she is cruelly misjudged and assailed.

It must be admitted, in all fairness, that this attitude of perfect self-abnegation is one which men have never failed to praise, but seldom emulated. Men have always taken a saner view of life than women. A woman sacrifices herself in a thousand needless little ways which do no one any good, but when a man makes a sacrifice it is big with heroism, and counts. A woman thinks she is being good when she is uncomfortable. A man knows people are much more apt to be good when they are comfortable. No man with a full purse and a full stomach was ever an anarchist.

The truth of the matter simply is that women have awakened to the fact that they have been overdoing the self-sacrifice business. A reasonable amount of unselfishness is all right. It is the sense of justice with which we recognize other people's rights; it is the love that makes us prefer another to ourselves; it is the adorable grace and sweetness that soften a strong and independent character, and is as far different as possible from the lack of backbone that weakly gives away before everything and everybody.

It is woman's natural impulse to be perfectly unselfish towards those she loves, and it has always gotten her into trouble from the days of our first mother down. I have always felt that Eve's mistaken and fatal unselfishness had a great deal to do with the disaster in the Garden of Eden. If she had only been

content to have gobbled down that apple by herself, and say nothing about it, like a man would, it might have made very little difference. But no. It was such a good apple—nobody needs to be told that it had a most engaging and peculiar flavor, being so forbidden and so wicked—and Eve, with the dear unselfishness of her sex, was bound to save the best bite for Adam. And he did eat, and "so came sin into the world."

Notwithstanding this little contretemps, the perfectly unselfish woman has always remained the ideal of mankind. Theoretically, she is only a little lower than the angels. Practically, with the best motives and the most exalted intentions, she has done more harm in a week than malice could invent in a year, for she is responsible for developing more tyrant husbands, and raising up more ungrateful and undutiful children, and fostering more grasping selfishness in other people than every other agent in the world combined.

That isn't a romantic view to take of the subject, but it is the truth straight off the bat. The millennium is still some way off, and the perfectly unselfish woman reaps what she has sown. She has made those about her think that she is of no consequence. She has made them overbearing and selfish, and she gets her reward in neglect and browbeating and contempt, for it is human nature to despise what we trample upon. This should not be thus, of course, but it is a topsy-turvy world, my sisters, where we get precious little that we don't insist upon having.

Those who rail against the selfishness of the modern woman are fond of drawing comparisons between her and the ideally unselfish woman of the past. Ah, there was a woman for you, they cry. There was unselfishness in all its purity and beauty. She never thought of herself. Did she spend her time running around to clubs and studying this and that? Did she leave her husband, and go gadding off to the springs in the summer because she felt run down in health and didn't want to get nervous and witchy? Did she ever mount her wheel and ride off in the dewy morning, because the birds and flowers called to her? Never, never! Such a monstrous idea never once occurred to her. It has taken the selfish modern woman to think up all these iniquities of self-indulgence. The woman of the past was so unselfishly devoted to her children that she was content to work herself to death for them—and leave them to the tender mercies of a stepmother. She did not care that she grew old before her time, or lost her beauty, or got dull and stupid bending over the sewing machine or the cook stove, if her children went forth gayly decked and her husband had the pudding he liked. Of course, in a little while she became merely the household drudge. As for clothes, any old thing would do if Mamie was dressed finely; so Mamie walked in silk attire, and mother turned her black cashmere and retrimmed her last year's bonnet. Mamie played on the piano in the parlor, and mother washed the dishes in the kitchen sink. As for pleasures, nobody ever thought of mother and pleasure in the same connection. She had so unselfishly denied herself, so completely effaced herself and her tastes and desires, that no one remembered she ever had any, and her sacrifices were accepted without appreciation and without gratitude.

Is there any other story on earth more pathetic than that? Think of years of

toil, of privation, of constantly setting others before oneself, and for reward children who scorn mother's opinion, who have outgrown her, who are indifferent to her, who—pitiful God! are ashamed of her! Surely that is the bitterest draught ever put to a woman's lips, and it is one that the too unselfish mother is generally called upon to drain to the dregs. Sometimes, after such a woman as this is dead, her children awake to a tardy knowledge of her sacrifices, and write columns of lovely obituary poetry about her, or put up a sky-piercing marble shaft, on which they emblazon her virtues; but it is doubtful if an angel takes any real satisfaction in post-mortem love and appreciation. There is no other place in the world so full of biting sarcasms as a graveyard.

It is the common observation of all thinking people that the woman who has the most dutiful children is the one who insists on the most from them. Sillier woman calls her selfish, because she refuses to sacrifice herself unnecessarily for them. She arrogates to herself a certain place. She teaches them she is always the one to be considered, and they grow up to give her reverence and love and respect. Heaven knows the term "selfishness," as applied to a mother who is a good woman, is a relative one. There are plenty of opportunities of self sacrifice offered her without her hunting up vicarious ones.

The same thing may be said of the attitude of one's husband. The woman who makes a slave of herself gets a slave's pay in contemptuous indifference. No man ever cared for the thing that groveled at his feet, and those women have been best loved who have stood up for their rights, and at every stage of the matrimonial journey have demanded courteous treatment and a fair divide of the pleasures and perquisites of their joint partnership. It is a theory of the perfectly unselfish woman that she must bear everything without complaint. She must put up with drunkenness, and ill-temper, and abuse, and not a murmur must cross her lips. I have often wondered how much these evils were encouraged by this supineness and, if women had the courage to kick like men would, if they couldn't remedy them. You never catch a man bearing a thing until he has made a vigorous protest against it. A drunken woman reeling home is no more disgusting than a drunken man, yet nobody would expect a man to put up with such a state of affairs for a moment. A woman knows very well she isn't going to be pitied and forgiven,

and the result is she keeps sober. I have known a man who browbeat and bullied a meek little self-sacrificing wife into the grave called down and terrorized into a decent and considerate husband by a determined second wife. Undoubtedly, the woman who is imposed upon has only herself to blame.

Are women growing selfish? I answer No. They are beginning to realize that there is a middle ground between being a monster of selfishness and a doormat for everybody to walk over, and on that middle ground they propose to take their stand. But, wherever there is a clarion call to duty, wherever love lies wounded and bleeding and in want of succor, wherever there is need of tender nursing or pitying tears, there, in the future, as in the past, will women be found last at the cross and earliest at the tomb.

DOROTHY DIX.

The "wheat king" of the world belongs to Argentina. He is an Italian emigrant named Guazone, and his broad acres are situated in the south of the province of Buenos Ayres. His crop occupies an area of 66,270 acres. He numbers his workmen by the thousands and each one receives a certain share of the profits. When his season's crop is harvested he fills over 3,000 railway trucks with the grain.

One never hears of the losers; it is the winners who do all the shouting.

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

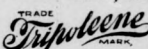
Please accompany orders with remittances.

TRADESMAN COMPANY,
Grand Rapids.

Mr. Groceryman

Did you read our effusion in last week's Tradesman? If not, look it up on the front cover; read it. It may hit you.

But to continue on the subject of Silver Polish. There are two classes of silver polish: the "acid kind" and "our kind." The first depends upon the action of acid to "eat off" the tarnish, dirt, etc. If it stopped right there it would be all right, but it doesn't. It keeps right on "eating" until your silver is ruined. "Our kind" is a natural cleaning preparation that cleans by friction and will not hurt your ware in any way. Our kind, that's

SILVER  POLISH

is packed in round wooden boxes retailing at 15 cents. Costs \$1.00 per dozen. Your jobber will fill your order, or we will upon receipt of cash.

HASTINGS & REMINGTON.

The Commercial Growth of Los Angeles.

Written for the TRADESMAN.

In October of the year 1875 I found myself in the city (?) of Los Angeles, California, at that time only to be reached on horseback or by steamer from San Francisco. Cabin fare for the 400-mile run was \$20. I made choice of the coast route by water; and one evening boarded the steamer Ventura, a long narrow rakish-looking craft that had done service for Uncle Samuel in chasing blockade runners during the Rebellion. We had in all about 150 passengers, and a large quantity of freight.

I had previously engaged as an assistant for six months in a real estate office in Los Angeles at \$50 a month, board and lodging included. My duties were both in and out of the office; and, when out, usually with a good horse and buggy, so that I had an excellent opportunity to see and study the city and suburbs in every direction.

My employer informed me that the population was said to be 10,000—of which I soon found that about 2,000 were strangers and invalids—and was made up of many nationalities, Americans and Mexicans predominating, the latter speaking the Spanish language. The commercial business of the city extended from 100 to 200 miles in every direction except toward the west. The stocks of goods in the wholesale houses were not only large, but, to an Eastern man, in inextricable confusion. Money, principally gold and silver, was plenty and credit seldom asked or given.

I confess to a feeling of disappointment in the general appearance of the city. Situated near the foothills of a mountain range on the southwest, rich tableland, smooth as a prairie, extends northwest, with a descent of several feet to the mile—twenty miles—to the Pacific harbor of San Pedro. This harbor, then a rambling village of half a dozen dwellings, three or four large and very old warehouses and one or two retail stores, was connected with Los Angeles by a passably good railroad. The country between could hardly be called inhabited, as the land was held in such large tracts. At that time San Pedro was a veritable mudhole, which only a mule team or a steam engine could pull out of. Within four or five miles of Los Angeles the prospect changed. The land was cut into farms of from forty to 100 or 200 acres, having really good—and many of them modern—buildings, generally embowered in a dense forest of shrubbery.

Cattle, horses, mules and hogs, garden vegetables, honey and semi-tropical fruits and nuts were the principal products. The larger proportion of these were shipped to San Francisco for a market. Little if any corn was grown, consequently the swine were driven to the foothills, and on the mountain sides in autumn, that they might be fattened by eating the dwarf acorns which at certain times literally carpeted the earth. Potatoes were brought from Oregon, 800 miles north, as the quality was poor indeed if grown in that almost tropical climate. Grapes of good quality grew in abundance in and around the city. At the time of which I write they were a glut on the market. Two years later, a raisin factory was in successful operation in Los Angeles and producing carloads of loose raisins for cooking purposes. Almonds, figs and English walnuts were grown in

abundance for home use, but not as yet for export; the trees seemed to be in their natural element of climate. The walnuts were of the finest quality I ever saw, either before or since. An eighteen year old orange orchard of several acres adjoining the city on the west was in full bearing, and a source of large income to the young lady owner. Lemons and limes were also grown in considerable quantities and were always a sure crop. The castor bean was a common roadside weed, thriving and producing abundantly without cultivation. One gentleman, several years previous to my visit, noted that no apples were produced there, although in good demand, and concluded to plant an apple orchard instead of the tropical fruits. I found his orchard in full fruitage, and the quality fairly good; and, when oranges sold at 30 cents a pailful, I noticed the homegrown apples brought 40 to 50 cents for the same quantity, as the latter were wanted as an article of food by all classes. The country was also the natural habitat of the honeybee, they continuing their labor during the entire year, for it is literally a land of perennial flowers. The honey is of fine quality and was then selling in 50 or 100 pound cans at 8 cents a pound. It was extracted from the comb by centrifugal force.

The city plat itself was anything but convenient to a stranger. Most of its streets were surveyed—if at all—without any regard to width, regularity or symmetry, many of them being too narrow and some of them terminating against a bank or hill fifty or seventy feet in height. Stores, shops of all kinds and offices were found isolated on most of the streets, so that it was hard to answer the question, "What is the main street of the city?" Not a foot of street pavement had then been laid—today it has over thirty miles. As a whole, the buildings were old, and inferior in architecture and finish to many of the northern cities of the State, although Los Angeles was a city many years before the beginning of San Francisco.

The climate of Los Angeles is one of the most salubrious on earth, and that city the Mecca for thousands of invalids from the Atlantic Coast who find a temporary or permanent residence there. Water gushing from natural springs, and that of the Los Angeles river, fed with melting snow and ice from the mountains, is of superior quality. Irrigation was then, and probably still is, a necessity. Only three days' rain during the six months of my residence there and very few days of cloudy weather! "Why," I asked in amazement, "does not this old tumble-down city thrive and grow and prosper?" and every person echoed, "Why?" The land close about the city could then be had at from \$40 to \$100 per acre and large city lots at from \$50 to \$300 each, and still real estate went begging for offers.

The writer had discovered one original reason for faith in the city, yet he, also, had little to invest. I one day called the attention of a friend to the mucky appearance of a piece of vacant land adjoining the city on the east where the native grass only partially covered it. Its first appearance, I thought, indicated springs near the surface; but I soon discovered my error. "This," said I, "is certainly bituminous muck, and is a sure indication of oil beneath." I was laughed at and assured that there was no petroleum in

that part of the State. I persisted, however, and proposed that we purchase a few acres together. The project was rejected. To-day, more than a thousand barrels of oil are taken from that spot of ground every twenty-four hours!

Many persons who had passed the best years of their lives in the city and possessed gold galore beheld none of its superior advantages nor caught even a glimpse of its wonderful future. A few Eastern men, however—my kind employer, Mr. Morgan, among the number—beheld its destiny so clearly that the vision was the daily burden of their speech. But these far-seeing men had no money to invest, else it would have been poured out like water. Their faith was based upon a sometime Southern Pacific Railway to the East. "You just wait till the Yankees come this way in their palace cars," said Mr. Morgan; "and, when they see our advantages, the echo of a boom will be heard across the continent! And they will not hesitate at prices for real estate either. It is sunshine we are selling, and the land is thrown in!" And the rush came and men who then invested in a few acres only are now millionaires; and modern Los Angeles, with its 50,000 permanent population, its hundreds of palatial homes and business blocks, is still growing and attracting the capitalists of the continent.

"There is a tide in the affairs of men,
Which, taken at the flood, leads on to fortune."
FRANK A. HOWIG.

HELLO!

Send \$4.50 and we will send you by express prepaid two first-class private line telephones. Will talk a long distance. Original price \$12.00. Order at once. We have only 400 to dispose of.

ELECTRICAL MANUFACTURING CO.,
Manistee, Mich.

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. WINGHAM; Secretary, HOMER KLAFF; 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 McBRATNIE; Secretary, W. H. LEWIS; Treasurer, LOUIE SCHWEMMER. 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, Martin 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.

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Tradesman Company,

Grand Rapids, Mich.

Around the State

Movements of Merchants.

Negaunee—Will Conway has opened a confectionery store.

Beulah—Wm. Huckle succeeds Lavin & Huckle in the grocery business.

Fremont—Darling & Smith have sold their clothing stock to Pierson Bros.

Bay City—Wm. Walther succeeds Kornwebel & Walther in general trade.

Sturgis—Cooper & Hellenberger succeed E. E. Cooper in the bakery business.

Flint—Geo. M. Stevens has taken charge of the shoe department of C. D. Elmer.

Rosebush—Lanson Wing has purchased the hardware stock of Frank E. Reeves.

Muskegon—Bassett & Co. have opened a grocery store at 141 W. Western avenue.

Lyons—Miss Clara Cook is succeeded by Mrs. Rose Sherwood in the millinery business.

Benton Harbor—J. W. Lundy & Co. succeed Smith & Lundy in the grocery business.

Maple Rapids—W. L. Aldrich & Son succeed Aldrich & Van Sickle in general trade.

Mendon—C. L. Hashrouck is succeeded by O. A. Baird & Co. in the drug business.

Caro—A. J. Ruby continues the furniture business formerly carried on by Ruby & Gussell.

Imlay City—W. H. & F. S. Messer, hardware dealers and tinner, have sold out to E. F. Parker.

Stetson—Wm. Fisher & Caplin Bros., general dealers, will open a branch store at Scottville Sept. 1.

Mendon—A. P. Emery, who was extensively engaged in the sale of essential oils, died recently.

Hartford—W. A. Lambert, formerly of Reed, has opened a merchant tailor- ing establishment here.

Saginaw—John Schneider succeeds Goesmann & Schneider as proprietor of the German Tea & Coffee Co.

Harrisville—D. & B. Stern, dealers in dry goods, clothing and boots and shoes, have removed to Crosswell.

Lake Odessa—Simpson & Peer, of Ionia, are considering the project of opening a branch store at this place.

Alma—Geo. E. Hutchins has purchased the millinery stock of Mrs. L. Grosvenor and will continue the business.

Port Huron—The Hawks Mercantile Co. has purchased the Charles Ross dry goods and notion stock of Edson, Moore & Co.

Homer—The drug and grocery stock formerly owned by Sinclair & Lee has been seized by virtue of several chattel mortgages.

Barryton—S. S. Wilson will open a hardware store here about Aug. 25. The stock is furnished by the W. Bingham Co., of Cleveland.

Big Rapids—The S. I. G. Clothing House will close out its clothing stock, but will continue the hat, cap and furnishing goods business.

Homer—Wm. Waterman has sold his grocery stock and bakery outfit to A. D. Randolph, who will continue the business at the same location.

Menominee—A stock company for the manufacture of boots and shoes has been organized here and will build a large factory here soon. Menominee capitalists have invested \$30,000, while outside parties have taken \$50,000.

Eaton Rapids—Brown, Neesley & Co., formerly of Jackson, have opened an upholstery and mattressmaking shop on North Main street.

Homer—The grocery store and meat market of John Welch has been closed for lack of patronage. Several creditors are on the anxious seat.

Battle Creek—H. E. Burt, of the jewelry firm of Burt & Moody, has taken the position of general superintendent of the Postum Cereal works.

Big Rapids—The L. S. Pressburg grocery business will be continued, the same as heretofore, under the style of L. S. Pressburg, Administrator.

Ovid—Fred Palmer, of Mt. Pleasant, succeeds W. J. Reid as prescription clerk for E. D. Beebe. Mr. Reid has returned to his home in Lansing.

Au Gres—Jas. Grimore & Co., general dealers, have merged their business into a limited copartnership under the style of Jas. Grimore & Co., Limited.

Portland—A. W. Nisbet, who is now conducting a store in Potterville, has leased the Hinman store building and will open a stock of bazaar goods about Sept. 1.

Bellevue—John H. York announces that he has changed his mind in regard to the removal of his dry goods stock to Eaton Rapids and will remain in Bellevue.

Middleville—Putnam Bros., who recently sold their drug stock at Kalamazoo, have removed to this place and are negotiating for the purchase of the Severeance drug stock.

Saranac—S. M. Crawford, of the hardware firm of Benson & Crawford, recently fractured his left leg a few inches below the thigh while attempting to mount his bicycle.

Hudson—H. Lang, who has been engaged in the clothing business for several years, will shortly remove to Lexington, Ky., where he has leased a store building adapted to the clothing business.

Detroit—The Bishop Chemical Co. has been organized with a capital stock of \$20,000, held by Jerome H. Bishop, Richard E. Cahalan, John C. Cahalan, James Cahalan, Wm. Gartner and John F. McInerney.

Central Lake—Oroy L. Coulter has retired from the firm of Thurston & Co., general dealers, and taken a clerkship in the store of the Cameron Lumber Co. The business will be continued under the same style by Francis H. Thurston and Geo. L. Thurston.

East Jordan—Gordon Beall, proprietor of the Central drug store, on going behind the prescription case recently, stepped into an opening in the floor, usually closed by a trap-door, and fell about a dozen feet to the basement. His shoulder was badly dislocated and he was otherwise bruised.

Big Rapids—Weisman & Willis, formerly engaged in the dry goods, clothing and boot and shoe business at Honor, have removed to this place, where they will continue in the same line under the style of the Chicago Department Store. The dry goods stock was furnished by Edson, Moore & Co. and the boot and shoe stock by the C. E. Smith Shoe Co.

Belding—David E. Wilson & Co., who have dealt exclusively in potatoes and beans, will branch out as dealers in wheat, rye, corn and oats, and will, in fact, do a general produce business. They have taken possession of the old elevator near their present quarters, which is being thoroughly refitted, including the addition of machinery for hand picking beans.

Albion—F. W. Briggs, of Jackson, has purchased the Cooper & Hunter stock of clothing of D. E. Bryson & Co. and will continue the business.

Detroit—The Sainter Tabor Co. has filed articles of association with the county clerk, and will carry on a general trade in liquors, cigars and tobaccos in this city, on a capital stock of \$25,000, of which \$10,000 has been paid in. Leopold Tabor, of Buffalo, owns 997 shares; George Rosenberg, Milton Kuttner and Abraham Marymont one each.

Port Huron—Local bakers have decided to advance the price of bread half a cent a loaf, making the retail price 4 cents straight. Heretofore it has retailed at two loaves for 7 cents, with 4 cents for single loaves. The bakers claim that they are compelled to take such action owing to the advance in the price of flour, as a result of increased price of wheat.

Manufacturing Matters.

Kalamazoo—The style of the Featherbone Corset Co. has been changed to the Kalamazoo Corset Co.

Buchanan—The plant of the Hatch Cutlery Co., which has been idle over a year, has started up under new management.

Ionia—G. S. Cooper & Co. have purchased the mill and elevator at Bannister and will handle all kinds of farm products.

Bannister—Greaf Bros., of Cleveland, have purchased the stove mill of E. C. Bradford. They will add another knife to cut staves for nail kegs.

Alto—John Layer and Robert Stone have formed a copartnership and will engage in the grain business. Their elevator is in process of construction.

Lyons—Jonathan Hale & Sons are to erect an elevator at Six Lakes, where grain will be bought for their Lyons mills. They will also keep a flour and feed store there.

Vernon—W. D. & A. Garrison, flour mill operators, general dealers and bankers at this place, have dissolved. W. D. Garrison will continue the business in his own name.

Port Huron—The Cooley-Gould organ factory, after being idle for nearly two years, has been re-opened by Johnston, Anderson & Haller, who will manufacture doors, sash and inside wood finish.

Jackson—The Ames-Dean Carriage Co. has been organized for the purpose of manufacturing cutters, road wagons, surreys, traps, phaetons and light vehicles of all varieties. Space 75x345 feet in dimensions has been leased in one of the buildings of the United States Oil Stove Co.

Flint—All the manufacturing establishments of this place are in operation and several have materially increased their forces. The sash and door factory reports its sales one-third greater than last year. The hardwood mill, which cuts wagon stock, has largely increased its output. The six concerns engaged in the manufacture of vehicles are running 11 hours a day.

Benton Harbor—Ballhouse & Struben, of Kalamazoo, offer to remove their business to this place in case the citizens will furnish them a factory rent free for one year. They manufacture sulky plows, wheelbarrows and machinery for purifying water in boilers. A committee is making a canvass of the city, with a view to ascertaining the sentiment on the part of the business men.

Escanaba—Joerges & Jense, manufacturers of hoops and handles, have dissolved, Chas. Joerges succeeding.

Manistee—Local sawmill operators are getting quite stiff in the backbone these days and are not willing to accept prices that were freely quoted a month ago. One man recently offered the old figure on a million of stock, to be moved at once, but was informed that he would have to raise his bid 25 cents if he wanted the stock, and, as a consequence, there was no trade. Most of millmen see a chance to make a little something by piling up piece stuff, and those who have dock room are putting all their surplus in that line of stock.

East Tawas—The benefit of the tariff law to Michigan is already being seen. The Spanish River Lumber Co. has contracted with the Tawas Bay Lumber Co. to saw 16,000,000 feet of Canada logs, and they are now being brought across the lake. These logs would have been cut in Canada but for the tariff. The mill of the Tawas Bay Lumber Co. is running day and night with a full crew. It is expected that the Folsom & Arnold sawmill, which has been idle three years, will be put in shape for sawing, during the winter, and cut logs next season for the Spanish Lumber Co.

Frank E. Bushman, formerly of Kalamazoo, and for some years State representative for the Ruhe Bros. Co., cigar manufacturers, since disposing of his business at South Bend, Ind., paid a visit to his former employers, during which time he spent considerable time in and about their factory, and was so greatly pleased with its workings, its large capacity and completeness that he arranged to represent them in Michigan. Mr. Bushman states that the Ruhe Brothers' factory was established in 1856, being one of the oldest cigar factories in the country and at present one of the largest and most complete factories in Pennsylvania. With a plant like theirs, they can turn out the very best goods on the market. The reputation they have gained for their cigars is second to none and they are continually increasing their capacity. Mr. Bushman will shortly call on the trade of the State with a full line of Ruhe Bros. cigars and, judging by his former success, he will be warmly welcomed by his old friends and acquaintances in the State and will meet with that success which comes to those who furnish goods with merit and who are always working for the best interests of their patrons.

Wm. Judson (Olney & Judson Grocer Co.) is spending a week at Bear Lake, the guest of his brother-in-law, Willard Barnhart. He is accompanied by his wife and daughter.

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

Labels for Gasoline Dealers

The Law of 1889.

Every druggist, grocer, or other person who shall sell and deliver at retail any gasoline, benzine or naphtha, without having the true name thereof and the words "explosive when mixed with air" plainly printed upon a label securely attached to the can, bottle or other vessel containing the same, shall be punished by a fine not exceeding one hundred dollars.

We are prepared to furnish labels which enable dealers to comply with this law, on the following basis:

1 M.....	75c
5 M.....	50c per M
10 M.....	40c per M
20 M.....	35c per M
50 M.....	30c per M

Tradesman Company,
Grand Rapids.

Grand Rapids Gossip

Ernest C. Welton has engaged in the grocery business at Holton. The Lemon & Wheeler Company furnished the stock.

John R. Dykstra has opened a grocery store at 48 Prescott street. The Clark-Jewell-Wells Co. furnished the stock.

Snyder & Wilson will engage in the grocery business at Pewamo. The Olney & Judson Grocer Co. has the order for the stock.

Abraham Epstein has removed his general stock from 206 Plainfield avenue to Rockford, where he will re-engage in business.

The Hazeltine & Perkins Drug Co. has sold the Watrous drug stock at Newaygo to J. A. Damon, who will remove it to Weidman.

It is Geo. Stander, not Jacob, who, in company with Wm. W. Allgier, purchased the O. D. Price & Co. grocery stock at 220 Plainfield avenue.

The Grand Rapids Gas Light Co. reports net earnings of \$5,957 during the month of July. The net earnings from Jan. 1 to Aug. 1 were \$68,751, a gain of over 8 per cent. as compared with the same period last year.

The A. J. Brown Co. is succeeded by the A. J. Brown Seed Co., with a capital stock of \$10,000, of which \$8,000 is paid in. The officers of the new corporation are as follows: President, Alfred J. Brown; Vice-President, Jas. R. Wylie; Secretary and Treasurer, Henry Idema. The new corporation has acquired all the stock and accounts of the former corporation and will continue the business at the same location.

The Produce Market.

Apples—Eating varieties, such as Duchess and Red Astrachans, command \$2@2.25 per bbl. Cooking grades fetch \$1.50@1.75. The demand is strong and the supply is limited.

Blackberries—5c per qt. The season is about at an end and another week will probably end the crop for this year.

Butter—Separator creamery is strong at 15½c and choice dairy is active at 12@13c. While the receipts of dairy grades are large, most of them are cooking grades, probably due to the fact that buttermakers are now holding their product for a higher market.

Cabbage—\$4@5 per 100.

Carrots—30c per bu.

Cauliflower—\$1@1.50 per doz.

Celery—12@15c per bunch.

Cheese—All makers have advanced ½@1c during the past week and still higher prices are looked for before the end of the month. Conditions are at present very fine for cheesemaking, pastures being good and the weather cool. Prospects are for a very good cheese market for the fall and winter season, as the supply is not heavy and the demand is greater than the make at present prices.

Corn—Green, 6@8c per doz.

Cucumbers—50c per bu.

Eggs—Fancy candled have advanced to 10c, which is a full cent above the market a week ago. The supply of fine eggs is hardly sufficient for the demand at present prices. The egg trade has been very active. Either the favorable weather has had an effect in making eggs better than usual at this season, or the supply is shortening more rapidly than usual at this season.

Grapes—Concords from Southern Illinois command 25c per basket.

Lemons—The market is steady, although the weather has not been very warm. Stocks are very good and the movement is normal.

Melons—Sweet Hearts and Jumbos

from Indiana command \$1.10@20c. The size of the latter is beyond anything ever seen in this market heretofore, some receipts weighing 60 lbs. Osage command \$1@1.25 per doz. Cantaloups, large in size and fine in quality, are held at \$1@1.25. Little Gems have declined to 50@60c per basket.

Onions—Dry stock has advanced again, being now held at \$1 per bu. Green are about out of market.

Oranges—The movement of oranges is light, because rather out of the season, and the stocks are light. There are some new oranges on the market this week, called the Valencia navels. They have the color of the Valencias and are of a late variety, while they have the navel of the regular navels. These are a very superior fruit and are likely to sell very well.

Peaches—Hale's Early are the leading variety on the market this week, commanding \$1@1.50 per bu. They are large in size and fine in color and flavor, but the supply is inadequate to the shipping demand of the city. The consumptive demand is fully supplied.

Pears—Bell stock, small in size, commands 75@85c per bu. Larger varieties fetch \$1@1.25.

Plums—Some purple stock has begun to arrive, but the most popular variety so far this season is the new Abundance, which commands \$1.25@1.75 per bu. The plum is red in color, fair in size and possesses an excellent flavor.

Potatoes—Local offerings are promptly taken on the basis of 40@50c. The market is advancing in the face of increasing receipts. There is a lively shipping demand from Chicago and also from Eastern points. This is aiding in holding the market up. The prospect is that there will be a good price for potatoes all the fall, as the Northern crop is light and the Southern crop is by no means adequate to meet local demands.

Seeds—Timothy commands \$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—3c per lb.

Tomatoes—Home grown command 2c per bu.

Turnips—30c per bu.

Wax Beans—35@45c per bu.

Whortleberries—Receipts are small, all offerings of choice finding ready purchasers on the basis of \$3 per bu.

Flour and Feed.

The past week has been a very active one in the flour market, but buyers are cautious and unwilling to follow up the advance in wheat, except for actual needs. The advance has been so rapid that only a few, comparatively, got in in time to secure any large purchases, and now they seem afraid to buy. If the foreign demand keeps up for the next few weeks, as it has done for the past few weeks, present prices will soon look cheap; and if advices concerning their real needs are true, we may reasonably expect a good demand throughout the entire crop year, which will prove a great blessing, especially to the farmer, as the advance has come before he has marketed his crop.

The city mills are all running at full capacity and are booking orders daily for future shipments, which insures their steady operation for some time to come.

Bran and middlings are in good demand, with prices stronger. Feed and meal are in fairly good demand, with prices unchanged for the week.

Wm. N. Rowe.

There is an eminent physician in London who takes the position that the health of the people would be, on an average, better and the duration of human life longer, if there were not a practicing physician in the world. In other words, he favors the idea often tersely expressed in the words, "Physicians kill more people than they cure."

MORNING MARKET.

The Change to the New Location on the Island.

The present week is notable in the history of the Grand Rapids public market in that it marks its removal from the streets, which have accommodated it for so many years, to a location prepared for its special use. After having occupied Ionia street two years, the growers have taken their positions and begun business upon the site which was dedicated to market purposes Monday. On account of some misunderstanding as to charges and locations, the number of teams is less than usual, yet there are enough to give a sufficient appearance of animation and to indicate that, when the attendance resumes its normal volume, the island will be a busy place. Tuesday morning there were many visitors coming and going, including business men, who had the curiosity to see the opening before going to their work.

The dedication exercises were carried out substantially as indicated in the Tradesman of last week. After a military parade and drill, the crowds gathered about a speaker's platform which had been erected for the occasion and a series of speeches were delivered by the city officials and prominent fruit growers and business men. In his dedicatory speech the Mayor gave an appropriate review of the official acts which had led up to this final result. City Attorney Felker followed with an exposition of the objects of the enterprise; then, after some reminiscences of the street market of early days by Hon. Robert Graham, and some local references by ex-Alderman DeGraaf, of the ward in which the market is situated, Hon. Chas. W. Garfield gave an interesting talk on the advantages to be gained in hearty co-operation in the enterprise, and gave some interesting accounts of his visits to some of the great markets of the Old World. Homer Klap, Secretary of the Retail Grocers' Association, gave an interesting address on behalf of that body and advocated the building of a bridge to the market from the West Side, as well as the opening of other approaches. Addresses from President Hogadone, of the Fruit Growers' Association, and President Pierce, of the Grand River Valley Horticultural Society, and from Alderman Gibson, who is appropriately termed the Father of the Market, ended the exercises.

Some dissatisfaction and misunderstanding have been expressed on account of the prices demanded for the rental of stalls, and when the attempt was made on Saturday to sell them at auction, it ended in failure, although some spaces were disposed of later. Some even went so far in the expression of their dissatisfaction as to suggest a move for the opening of a private market on another site. Of course, such an undertaking could only end in failure, and it is not probable that any will be carried much beyond the suggestion.

While the Tradesman was never partisan in the advocacy of any particular site, and looked with especial disfavor upon the island project, on account of the necessarily large cost of proper improvements, it is of the opinion that the work has advanced to a stage which effectually settles the question. The present market may prove to be a costly one before it is put into a suitable condition and the Augean stables separating it from the city are sufficiently cleansed;

but, when the task is accomplished, the market will be a good one and the cost already incurred is sufficient to warrant the continuance of the work.

It is unfortunate that the matter of rentals could not have been put on a basis to meet the ideas of the growers until such time as they might become educated to a higher one. It is not too late, however, to make suitable concessions and when the advantages are sufficiently demonstrated, there will be no trouble in the collection of a fair revenue.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall, Tuesday evening, Aug. 17, Vice-President Wagner presided.

Wheeler & Kelly, grocers at 183 Broadway, applied for membership in the Association and were accepted.

The Committee on Sports reported the receipt of cigars from B. J. Reynolds and the H. Schneider Co. too late to make official acknowledgment; also that the \$10 contributed by Chas. Kahler was given with the understanding that it would be made the prize in the baseball contest. Accepted and adopted and the Committee discharged with thanks.

The Finance Committee reported the receipts of the picnic, so far as collections have already been made, which was accepted.

The chairman of the Committee on Trade Interests was requested to notify the city mills of the violation of the flour agreement by Peter Schuit, who advertised 25 pounds of Lily White, Calla Lily and Crescent flour at 50 cents, while the established price was 68 cents. It was asserted that Mr. Schuit had signed the flour agreement and that he should keep it in good faith or expect to abide the consequences—be cut off from the purchase of local brands by the city mills and their jobbing agents, and also suffer the loss of his city trade, so far as the sale of his cleaned currants is concerned.

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

Resolved—That the thanks of the Association are due the contributors to the picnic fund, and advertisers in the programme, those who contributed prizes and all who in any way contributed to the success of our annual picnic.

E. C. Winchester offered the following resolution, which was unanimously adopted:

Resolved—That the thanks of the Association are due the several committees which undertook the work of preparing for and conducting the annual picnic, rendering the event one to be long remembered by reason of the very efficient manner in which they discharged the duties devolving upon them.

Henry J. Vinkemulder offered the following resolution, which was unanimously adopted:

Resolved—That the thanks of the Association are due, and are hereby tendered, to the H. J. Heinz Co. for the usual contribution of badges for our eleventh annual picnic.

Resolved—That the Secretary be requested to communicate with the donors, expressing the thanks of the Association for the courtesy thus conferred.

Homer Klap offered the following resolution, which was adopted:

Resolved—That the sympathy of the Association be extended our Detroit brethren in their contest with the cohorts of peddlery, and that they have our best wishes for a successful outcome of the agitation now being conducted against an impartial enforcement of the present ordinance.

There being no further business, the meeting adjourned.

Electricity comes very near annihilating time and space. In the course of time it will raise the mischief with eternity.

Fruits and Produce.

Enforcement of Laws Against Adulteration of Drugs and Foods.

I submit a proposition, almost self-evident, that for the management of legal measures to check drug adulteration, a good body of representative pharmacists are and will be more competent, more just, more considerate and more effectual than any other official body. To raise, step by step, the general standard of purity of medicines and to stop the worst impurities in a common sense way is the proper aim of adulteration law. To this end we need just the same qualifications that we need on the Board of Pharmacy. These qualifications are, in fact, as I believe, more likely to be found in a Board of Pharmacy than elsewhere. It is the profession of pharmacy that has built up the standards of purity and strength of drugs and found the methods of analytical determination. It is the duty and privilege of pharmacy to correct its own deviations from its own standards.

Over half of the state laws for the regulation and limitation of the practice of pharmacy have a clause making adulteration of drugs an offense. In Wedderburn's compilation of pharmacy laws, made in 1893, I find an anti-adulteration clause in the law of Col., D. C., Ga., Ill., Ia., Kan., Md., Mich., Minn., Miss., Neb., N. J., N. Y., N. C., N. D., Ok., Ore., Pa., R. I., So. Da., Tenn., Va. and Wash. I may have overlooked others. All of these laws make it the duty of the Board of Pharmacy to enforce them, including these provisions against adulterations. In our own law, and in most others, the provision is explicit. "The Board of Pharmacy is hereby empowered to employ an analyst or chemist, whose duty it shall be to examine into the so-called adulteration, substitution or alteration and report the result of his investigations." The fines, twenty-five to one hundred and fifty dollars, would go in liquidation of expenses to the State if not to the Board.

Nearly all of the states whose pharmacy laws have clauses against adulteration of drugs have other laws against adulteration of foods, drinks and drugs, these other laws giving no duty to a board of pharmacy. The pharmacy law of Ohio has no anti-adulteration clause, neither has that of Massachusetts nor that of Wisconsin. The active measures to check adulteration of drugs by law in this country have been taken along with like measures for foods, either by boards of health, as in Massachusetts, or by dairy and food commissioners, as in Ohio. In Michigan, the new law to prevent the adulteration of foods, in the hands of the Food and Dairy Commissioner, does not deal with medicines at all, leaving these to the Board of Pharmacy.

The Dairy and Food Commissioner of Michigan is now well inaugurated and was handsomely supported by the Legislature at its last session. All over the world foods and drugs have gone together in suppression of adulterations. In this State, then, there would seem to be a loud call to the Board of Pharmacy to fill the gap, and this is the opportunity to prove the fitness of a board of pharmacy to do this service.

How far a true judicial interpretation of the adulteration clause of the Michigan law would carry its application will prove to be limited by

the words "with the intention to defraud or deceive the purchaser," I do not know. In the greater number of the pharmacy laws which carry an adulteration clause, this clause begins with the words, "Every registered pharmacist shall be held responsible for the quality of all drugs, chemicals and medicines he may sell or dispense, with the exception of those sold in the original packages of the manufacturer, and also those known as patent medicines." In the case of the law for pure foods in the State of Michigan, the Supreme Court of the State has decided that "the Legislature did not intend to make criminal intent or guilty knowledge a necessary ingredient of the offense. * * * As a rule, there can be no crime without criminal intent; but this is not by any means a universal rule." It is a question as to the intent of the law; but it is not reasonable that a law which, as its chief end, requires professional knowledge on the part of the pharmacist should make ignorance or inattention a release from the penalty for malpractice. On the other hand, the man who adulterates a medicine, or manufactures it below a standard, ought to be called to account earlier and more severely than the man who merely allows himself to be the salesman of the same article. At any rate, a board of pharmacy would be the officers of best service in bringing the law to bear upon the root of the evil.

ALBERT B. PRESCOTT.

What a Woman Always Says About a Trunk.

From the Nebraska State Journal.

This is one reason why so many marriages are a deadflat fizzle and failure. "When a woman tells you a trunk is light, look out for it." These are the words of a baggage expressman and he ought to know. He had gone to a house in the suburbs in response to a hurry call and found the house in a great bustle. The lady was going to leave town in an hour and her trunk was upstairs and had to be brought down and loaded into the wagon. "It's not very heavy," she said to the man, whereat he spat on his hands and called in his helper. He had all he could do to lift one end.

"I've found it always the case," said he, "that when a woman says a trunk is light, it's dead sure to be heavy, and when she says it's heavy I can usually handle it with one hand. I don't know why a woman is this way, unless she thinks I charge her more for a heavy trunk, and will never find out how much it weighs unless she tells me. But if that is so, why does she tell me that a light trunk is heavy? I'll give it up."

The Board of Health of San Francisco held a special meeting last week for the purpose of taking up the question of the use of salicylic acid as a preservative for commercial catsup. Dr. Wenzell, the official analyst of the Board, stated that salicylic acid in food is apt to retard digestion, but not to any injurious extent. Upon his recommendation, it was resolved to permit the use of the acid, but to restrain it to the proportions of eight ounces of acid to six gallons of catsup.

The California Olive Co. has filed articles of incorporation. The principal place of business is Los Angeles and its purpose is to plant olive trees, pickle and cure olives and manufacture olive oil.

The National Lead Company is reported to have earned its dividend on the preferred stock for the entire year in the six months ended June 30, and to have \$7,000,000 available surplus.

Appraiser Wakeman decides that silk ribbons are dutiable at 60 per cent. as hat trimmings, and not at 50 per cent. as silk manufacture. The matter will doubtless be appealed to the courts.

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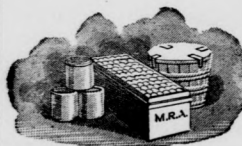
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Michigan Free Stone Peaches

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SWEET HEART WATERMELONS

GOTHAM GOSSIP.

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

New York, Aug. 14.—It gives a feeling of pleasure to record more active markets, large contingents of buyers and everything moving as it did "befo' de wab." Twenty million dollars, some say, will be spent here by visitors this fall, and trade is now a month earlier than usual. Hotels are thronged, the sidewalks in front of the dry goods concerns are piled high with boxes going to every part of the country, prices are firm and in many cases higher, everybody is full of good cheer—all these go to make a good situation.

Of course, with a supply for all requirements—and more, too—there will naturally be no great excitement in coffee, which moves along in a quiet manner, with interior roasters and dealers showing little interest. It is said that one of the big concerns, presumably Arbuckles, has been a large purchaser at Rio and Santos. The market here is on a basis of 7½c for Rio No. 7. In store and afloat there are 741,000 bags, against 497,000 bags at the same time last year. Mild coffees have met with pretty good request for the finer sorts, but the general tone is rather quiet.

The demand for refined sugars has been fairly good and prices have remained without change to speak of, granulated still being 5c. There is very little sugar being purchased ahead of present needs, unless it is in the Southwest, where the freight war has conferred low rates. These low rates, by the way, are mistakenly supposed to be a blessing; but they don't last, and if they did, the result would be disastrous. When 'tis over, the communities now enjoying the cut rates will be squeezed worse than ever and thus will not be any better off than now.

There are so many dealers in town that even the tea market is benefited. Sales have been quite satisfactory during the week, and for once there has been some approach to activity. Prices remain low, however, and the outlook is not favorable for any important advance. Reports from producing countries are firm, it is said, but there need be no alarm felt over a tea famine, so far as this country is concerned.

Activity has characterized the rice market all the week. Both foreign and domestic have been in good enquiry and dealers are busy. For Japan, 4½c is paid. Choice to fancy domestic, 5¼@6¼c.

There is very little change to note in spices. Business is of an everyday character. Few orders have come from the interior and the general situation is one that leaves room for the improvement which will certainly come a little later on.

Good to prime open kettle molasses is held at 15@18c. Open kettle, 23@26c. The market is firm for good qualities of New Orleans. Business is improving every day and dealers express much confidence in the future. The grocery trade is especially in evidence.

When you get to this market you see a change that was utterly unlooked for and one that is full of encouragement for the canned goods packer and his broker. Tomatoes, peas and corn are all higher and the whole market is inclined to take a whirl upward. Tomatoes are from 5@7½c higher. Excellent weather is now prevailing, and if it keeps up, the supply of canned goods will not be as short as anticipated a while ago.

Dried fruits are firmer. The situation improves right along. California raisins are meeting with good enquiry, and here again the visiting buyers come in play.

Lemons are about 25c per box higher than a week ago. Oranges are firm, but with no great demand. They are kept in check by the quantities of other fruits, which are here in abundance.

There seems to be a little better tone to the butter market, but 15c remains the top quotation for best Western

creamery, and from this the descent is rapid.

The market for full cream cheese is about steady, although dealers are anxiously hoping for an increased volume of business before long. There has been a slight advance for full cream cheese, which is held at 8@8½c.

Western eggs are worth 14c. There is an improving demand and, as the arrivals show fewer eggs that are damaged, the market assumes a healthier appearance all around.

Beans are firm, pea beans being held at \$1.15@1.20. It is said that the J. K. Armsby Co. has bought the 40,000 bags of California limas for sale there and that his profit will be a very handsome one. Here is the advantage of having a little pile of "rocks," as Armsby has, to meet the situation.

Home Catechism Which Hurts.

A good many hundreds and even thousands of long-suffering husbands can bear sorrowful testimony to the fact that this is the sort of catechism the wives of their bosoms subject them to every time they put on their hats to go out in the evening:

"Where are you going?"
"Oh, I'm going out for a few minutes."

"Where?"
"Oh, nowhere in particular."

"What for?"
"Oh, nothing."

"Why do you go then?"
"Well, I want to go; that's why."

"Do you have to go?"
"I don't know that I do."

"Why do you go, then?"
"Because."

"Because what?"
"Well, simply because."

"Going to be gone long?"
"No."

"How long?"
"I don't know."

"Anybody going with you?"
"No."

"Well, it's strange that you can't be content to stay at home a few minutes. Don't be gone long, will you?"

"No."

"Now see that you don't."

The Federal Court Against the Measure.

Decisions have been discovered that seem to show conclusively that the courts will refuse to affirm the anti-prize provision of the new tariff law forbidding the insertion of prize coupons and other gift devices in packages of cigarettes or smoking tobacco. The courts have held that no unnecessary hardships should be imposed in the collection of the revenue and it is claimed that, if the Treasury Department were called upon for an opinion as to whether the provision is necessary to protect the Government in making its collections, a negative answer would be returned. The revenue officers will, however, enforce the provision in cases where articles are inserted in cigarette and tobacco packages to materially increase the bulk or otherwise allow deception to the purchaser.

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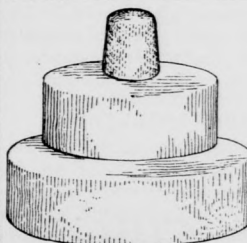
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E. A. STOWE, EDITOR.

WEDNESDAY, - - - AUGUST 18, 1897.

THE STRIKERS AND THE COURTS

The greatest interest has attached to the strike situation during the past few days on account of the legal aids which have been invoked by both the parties to the controversy. On the part of the strike managers especial efforts have been made to turn the legal steps taken by the operators to their own advantage by influencing public opinion and prejudice against the idea of government by injunction. For several days after the strikers were enjoined from interfering with the operations of the Monongah Coal & Coke Company or assembling or marching on its grounds, there was a tremendous hue-and-cry on the part of the strike leaders that the injunction was aimed at the right of assemblage and free speech. This was an especially effective weapon in the hands of Debs with his sympathizers on account of his experience with the courts in the same direction as an outcome of the Pullman strike of 1893.

To destroy the effectiveness of this maneuver on the part of the strike leaders it became necessary to publish the full text of the injunction, which showed that nothing was enjoined except that which would be manifestly illegal on the part of the strikers. Thus there was only left the opportunity for them to inveigh against government by courts in general, and against the principle of interfering with lawless acts before they are committed. Surely it is to be deprecated that it should be necessary to invoke the aid of courts to prevent the violation of law; but, as to the right of such interference when other means are insufficient—as to the proposition that there can be no jurisdiction before the crime is committed—it is too absurd for statement.

In the management of the strikers in their marching and endeavoring to coerce the workmen who have refused to come out and in the care that is taken to heed the admonitions of the courts, it is manifest that the experience of recent years in defying both laws and courts has taught a salutary lesson. It has been sufficiently demonstrated that there is no public sentiment which will endorse defiance of law under any consideration. So, as far as the leaders have been able in this struggle, they have stopped short of the degree of violence likely to precipitate actual conflict with the authorities, and have discountenanced rioting and disorder.

They have been ready enough to encroach upon private rights, and to interfere in every way possible with the operation of the mines under these limitations.

Whatever may be the result of this struggle as to the main questions at issue, it can hardly fail to bring prominently before the people the question of judicial authority in the prevention of lawlessness and crime. Much stress has been, and will be, laid upon the invoking of the authority of the courts to serve the purposes of corporate greed. But those who thus attack the authority for enforcing a respect for law are doing it in this way only because, in their estimation, it is a vulnerable point on account of the popular prejudice against tyranny of any kind. The spirit which prompts such attacks is no less the spirit of anarchy than if it were more open in its assaults. To the law-abiding there are no terrors in any possible exercise of judicial authority subject, as in the present instance, to the well-defined principles of right.

AN ACTIVE SECRETARY.

The present Secretary of Agriculture, Hon. James Wilson, appears to be determined, if possible, to make his position other than a mere sinecure, and in this purpose he, of course, will have the sympathy and active assistance of the good people of the country, regardless of politics.

Secretary Wilson has an idea that the agriculturists are not doing themselves justice in the matter of a variety of crops, or in attention to those products of the farm which pay best. Then he feels that the foreign market is not sufficiently studied and cultivated, and it is his intention to visit all sections of the country and arouse a new interest in both the directions indicated. The secretaries of agriculture heretofore have been political figure-heads or wordy theorists, while the present officer seems to be both practical and a man of ideas. We have run the Agricultural Department since its creation as a kind of campaign annex for the benefit of Congressmen, through the distribution of reports and seeds. In other countries the department of agriculture is altogether different from ours. There the great interests of agriculture are studied and promoted and the agricultural bureaus are of direct assistance to the nation's production and commerce.

It is Secretary Wilson's idea that agriculture in the United States can be stimulated along profitable lines and new markets be obtained through the efforts of his department, as is the case abroad. As a preliminary step, he is now in the West, and later will be in the South. He is attempting to post himself as to the conditions and needs of the American farmers in all parts of the country and then proposes to formulate plans to meet these wants. It is a great work this new cabinet officer has laid out for his department, and if he is but partially successful he will be entitled to a large share of public gratitude.

Contrary to a pretty well-diffused notion, farm labor, in some instances at least, pays better than some not by any means undesirable city labor. The Consolidated Iron Mines of Duluth the other day wanted seventy-five men to go to Hibbing, but could not get them because the farmers were paying higher wages for workers in the wheat fields than were offered at the mines or were being paid in Duluth.

PROSPECT OF REVOLUTION.

It has been shrewdly suspected that the great standing armies of Europe are maintained as much for the suppression of possible insurrections and revolutionary movements as for defense against the aggression of foreign foes. No such purpose is avowed when appropriations are asked for the support of a military establishment. It would not be politic to confess any doubt as to the popularity either of the form of the government itself or of its personal head. More or less uneasiness is undoubtedly felt, in some instances, on both these accounts; but the subject is one which the representatives of the sovereign authority prefer to avoid. It is true that the German Parliament—the Reichstag—is occasionally asked to pass stringent election laws, and to take other severe measures, to check the progress of socialism; but even the German Emperor would be slow to acknowledge that the security of his imperial throne is largely dependent upon the strength of a police force of which the army itself is the most considerable part.

There is naturally a wide difference between the German and the American view of the proper limit of the prerogative vested in the Chief Executive; still, there must exist in Germany some degree of that intense aversion which all Americans feel for a government whose ultimate ground of authority is simply military power. The Europe of to-day is not the Europe of Louis the Fourteenth, nor of Frederick the Great. The old idea that the right to rule absolutely has been conferred upon certain families, or the heads of certain families, by a divine decree has become incredible in all enlightened countries. In Russia, perhaps, the ignorant millions, cherishing a sentiment of profound reverence for the Czar as the head at once of their church and State, may still cling to the ideal of a strictly personal government *jure divino*. But education is universal in Germany, and although it has been remarked that Germans even now very commonly entertain the ancient feeling of loyalty to king and emperor, that country is too much under the influence of modern ideas to accept the theory of a theocracy reposing upon the inalienable royalty of the Hohenzollerns. The young Emperor himself is probably the only highly educated German who does not understand the utter absurdity of any attempt to return to mediaeval conditions—one of the very few, at least, who do not thoroughly understand that modern society is a pyramid which rests upon its base, and could not be made to stand upon its apex. There seems to be a good deal of reason to doubt that he really believes that government now depends necessarily upon the consent of the governed, although, certes, he, too, has been taught that he must occasionally yield to the force of popular opposition. On the other hand, it is very difficult for Americans, brought up wholly under the influence of their own institutions, with free speech and a free press, to appreciate the strength of conservatism in Germany. The average American is not apt to be misled by the reports he finds in the daily press of disaffection in that country; but that disaffection is almost wholly confined to the proletariat—that is, to the laboring and wage-earning class in the cities. The bankers, the wealthy merchants, the small shopkeepers, the great manufacturers and the better paid of their employees, the

large landholders, the farmers, the peasants, and the homekeeping, respectable class generally, are heartily opposed to revolution, and very generally inclined to support the existing order. The chances are that they would approve even very arbitrary acts on the part of the Emperor in the interest of social repose and the security of property rights. He says and does things sometimes that appear ridiculous to his own countrymen as well as to others; but the German burgher puts them in his pipe and smokes them without difficulty; for, after all, they have led to nothing serious, and the young must be allowed time to grow old. It is not very pleasant, indeed, for a learned professor or an accomplished artist to be reminded by a war lord who has never served a single campaign in actual warfare that the lowest soldier stands higher in the empire than the highest civilian; but in Germany everybody, or nearly everybody, who is physically capable serves a term in the army, and so, for the most part, the Emperor's words may be construed without offense.

The people of the United States have always been opposed to the maintenance of a large standing army. The United States army is called a skeleton organization, and it has never been anything else, except in time of war, or for a few months at most after the conclusion of a war. Mr. Cleveland showed how effective even a small Federal force might be for the purpose of suppressing a local riot. He was unquestionably sustained by public sentiment, although he was severely criticised in certain quarters. But it was never contemplated that the Federal army should be ordinarily employed as a police force, and certainly the country would not consent to have it largely increased for that purpose. No party would venture to propose a step of that sort. It is, therefore, mainly upon the militia that this country must rely for the suppression of riot and sedition. The militia is, in effect, a popular military organization or system in the United States. It is essentially a volunteer organization. The troops actually enrolled in its ranks are usually perfectly obedient to their officers; but the whole body is infused with the democratic spirit, and would never be found available for any purpose of arbitrary power. It will never act except under law and in the name of the people. It need never be apprehended, then, that free institutions in this country will be subverted by an undue use of military power in the hands of a daring and unscrupulous adventurer. There is no possibility of a coup d'etat here such as that which made Louis Napoleon an Emperor of France, or such as that which the first Napoleon employed to overthrow the Directory and to establish the Consulate. This Government will not be overturned from above; and it is difficult to imagine how it might be subverted by any sudden popular uprising. There may be from time to time a succession of far-reaching strikes, and these strikes may be occasionally attended by acts of mob violence; but in this country popular movements are sooner or later embodied in party organizations, and every great public question must be settled here at last in the arena of politics.

Prosperity comes to a man when he has a chance to earn money, and has something left to spend for pleasure after supplying his wants. Prosperity never can come to a loafer, who must always be a beggar, when he is not a crook.

GOLD BRICK SWINDLES

Apparently, anybody can be swindled. Business experience offers no protection against the swindler. If he be a person of sufficient impudence and assurance, and show a fair knowledge of the enterprise he is trying to put forward, he will have no more difficulty in imposing his nefarious schemes upon the banker and the merchant than upon the most unsophisticated dweller in the rural districts.

The fact is, any person of good address, fair information and sufficient self-assurance to put a showy exterior on his propositions can get the better of almost anybody, no matter how shrewd in matters of finance. Such an operator knows how to arouse human cupidity and to play upon the chords of self-interest. Only make the intended victim believe that an opportunity to gain a great advantage is offered to him, and to him above all others, and no matter how wild the scheme, if only it be plausibly presented, almost anyone to whom it is presented will bite at the bait.

Such masterful confidence men as James Fiske, Ives, Ward, Barnato and other Napoleons of finance began with nothing, but they were able to gain universal confidence and to retain it until the enormous bubbles of speculation which they had blown up finally burst, ruining thousands who had trusted them and dealt with them. Of course, operators on such a gigantic scale are not seen every day; but they rise up every few years; while not a day passes but that business men are plundered in a lesser degree by plausible and ingenious rascals.

Let some well-known person of proper reputation present some plan for an honest and fair business enterprise, with a reasonable promise of moderate but safe returns, and he will be repulsed, if not actually refused a hearing, by the average capitalist and man of business; but when some smooth operator comes with a scheme that promises hundreds or thousands of percentage of profit, he will have little difficulty in being listened to. Men who are thoroughly cautious and wise in business matters with which they are acquainted are often astonishingly credulous concerning promises of vast profits out of enterprises with which they have no acquaintance.

Many examples could be named of the wild and unreasonable undertakings into which the people have put money and lost it, but experience only teaches those who have suffered by reason of it. At every moment of time there is born upon the earth an individual who is likely to furnish opportunities for the confidence man and the swindler, and while this goes on there will be no lack of unscrupulous operators to take advantage of the fact. "Hope springs eternal in the human breast," and almost everybody hopes to get rich, and to get rich suddenly. It is for this reason that even the most unlikely and improbable schemes will find somebody to risk money on them.

The present is an age when money has tremendous power in all the affairs of life, and naturally everybody wants to become rich and to become rich rapidly. This is an age when all sorts of schemes to make money are put forward. Many of them are of questionable honesty, and not a few are positively dishonest; but they all find patrons and they all receive countenance. Those who use them have only one prime ob-

ject, and that is to get money. The man who purchases stolen gold bricks for a tithe of their supposed value suffers no shock to his moral sense until he finds he has been made the victim of a smooth thief, and only then he seems to realize that the man who would plunder the Government of which he was a servant of its gold would also cheat those to whom he proposed to sell his ill-gotten plunder.

It is evident that the consumption of beer has fallen off this year, whatever the cause may be. The semi-annual reports of two large brewing and malting establishments in Chicago and Milwaukee show a decrease in sales of 47,427 barrels, and the total output of all the breweries in the Chicago internal revenue district decreased 120,751 barrels for the six months, and although the hot weather has increased the consumption somewhat, it is still below that of the corresponding period of previous years. If it is the bicycle, as is generally supposed, that has done this, the wheel is not likely to prove the wheel of fortune to the liquor trade, for it appears to be the best ally the cause of temperance has had for a long time.

In the kingdom of Poland there was formerly a law that a person convicted of slander must walk on all-fours through the streets of the town, accompanied by the beadle, as a sign he was disgraced. At the next public festival the delinquent had to crawl on hands and knees under the banquet table and bark like a dog. Each guest was at liberty to give him as many kicks as he chose and he who had been slandered must at the end of the banquet throw a picked bone at the culprit, who, picking it up in his mouth, would leave the room on all fours.

The officials of the weather bureau are at work compiling statistics going to show what effect the various brands of weather have upon the health and morality of the people. Mr. Moore, the chief, says that the figures already collected show that there is a decided increase in crime during hot weather and he feels that the investigation may develop some interesting facts concerning the question of criminology.

Government ownership of railroads has been a failure in Brazil, and the government has offered to lease its entire system of 14,000 miles of track to any responsible company that will pay a bonus of \$70,000,000 as rental of the tracks, rolling stock, and other property for a term of fifty years, and guarantee to restore them in good order at the end of that period.

The mayor to be elected in Greater New York next November will be a potentate of great power and influence. London's lord mayor is not a circumstance to him. He will have a patronage almost as large as that of the President of the United States, with a pay roll bigger than that of any other city in the world.

Packages weighing up to twenty-two pounds and measuring not more than five feet cubic are now transported by the French postoffice for 37 cents to any part of France.

Canada wants a new flag of her own. She ought to have it, as a sort of annex nation. The duty of the United States is to give her all the protection she wants.

Men have tried to be orators without ideas or common intelligence to feel their eloquence.

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.

ANNUAL ADDRESS.

President Phillips' Message to the Michigan Druggists.

For the second time in the history of this Association we meet in this vicinity. Those of you who were with us at the last annual meeting will remember that the chief interest in that meeting seemed to center around the spot where it was held—that historic old ground which has been dubbed, "the fairest spot on God's green earth." But I find, and the experience is, undoubtedly, the same with you all, that the more I travel the more of those "fairest spots" I find. And now we have come to another of the many evidences of the handiwork of the great Landscape Gardener of the universe, and what a surprise it is to many of us, who little realized that a place so unique, so restful, so picturesque lay so near. For the second time, I repeat, we have come to this vicinity. What changes have taken place in the Association in fourteen years! How many of the pillars which then supported the structure have been removed—some by the hand of Death and some to become supports of other organizations in other lines of business.

As I look over the faces now before me I find comparatively few who were with us in Lansing that November, 1883. This is a world of change and we can but note them as they pass by. Among them I cannot fail to note the sudden call of our ex-Vice-President, S. P. Whitmarsh, of Palmyra, who, on June 21, was stricken down while about his daily duties. A recent pharmaceutical journal says, in commenting on his life, that his aim was to be an ideal country druggist. At least two of our staunchest supporters—corner stones, I might say—have left the ranks of retail pharmacy to join other ranks in more remunerative callings. We shall always revere their names for the good work they have done and wish them abundant success in the other fields of labor.

In the year that has passed there have been a number of storms at the Capital which bid fair to work havoc in pharmacy. Among them, and most serious, were probably House bill No. 66, which allowed physicians to register without examination, and the Coleman bill, which required druggists to make a complete inventory of all liquors on hand each month and imposed a heavy fine if inventory and record of sales during the month did not agree. It also prohibited the sale of all liquors in original bottles. Owing to the faithful work of the Legislative Committee, members of the Board of Pharmacy, your Secretary and some members outside of office, the skies are once more clear, only to gather moisture in the two years to come, which will be precipitated upon us again by coming in contact with a current from some iceberg of a legislator at the next session. The report of the Legislative Committee will show more fully the extent of these disturbances and also recommend some needed legislation.

The Secretary has circulated the correspondence relative to tax-free alcohol which was sent from Washington, and the various letters sent to Congressmen are probably familiar to you all and will undoubtedly be mentioned in his report.

It is customary in addresses of this nature for the President to review, from year to year, the status of pharmacy. What, with the dispensing of medicine by physicians, the cutting of prices by department stores (of course, they are the only ones which cut), the cry of substitution by the manufacturer, and the sale of goods to the arch cutter by jobbers, the slang expression "Where are we at?" echos about the only description of the situation to be given.

It is much easier to mention these various phases of our situation than it is to suggest successful treatment of any one of them. The cutter and the department store seem to have come to stay and the matter of fighting and legislating them away seems about as fruitless a task as that of attempting to lift

one's self by his bootstraps. Still, there are those who are sanguine in the belief that these efforts will prevail.

To the younger ones in our Association, I would point, as a relief from the burdens which have been placed upon the back of the retail pharmacist by these existing conditions, to "higher education." Bacteriology, physiological chemistry and microscopy are fields wherein the pharmacist may explore with the prospect of a greater amount of future pleasure and profit in store for him than he at present knows. In the modern practice of medicine the diagnosis of disease has ceased to be the "feeling of the pulse" and "looking at the tongue." The physician must know in some instances all about the urine (specific gravity, reaction, sugar, blood, pus, urea, etc.); the contents of every cavity taken by aspirator needs examining as minutely; in the numerous infectious and contagious diseases examinations for bacilli must needs be undertaken; the microscope is again called into play in the examination of tumors, etc. The skilled physician should be and is abundantly able to carry on all these examinations, but many of them need hours and days of careful study and watchfulness, which the busy practitioner is unable to give to them. To whom would the doctor more gladly turn than to the pharmacist who, by careful training and well-equipped laboratories, would be competent to work out these painstaking details? Then for the public there are water analyses, food analyses, milk analyses, etc. I think I am not too visionary when I predict that the Twentieth Century pharmacy will have its microscopical, bacteriological and chemical laboratories in connection (in fact, we have at least one instance on a large scale of such a pharmacy now), and I also predict that the "higher education" is to be the connecting link that reunites pharmacy and medicine on the old plane of reciprocity.

For the druggist of to-day—the "merchant druggist," as he is more often called—I would advocate as many side lines as space and capital will permit. I would also advocate the practice of substitution with a big S. Not the mean, contemptible, criminal substitution which, when Listerine, for instance, is prescribed or called for, dispenses a "home grown" product of the laboratory, but in the Listerine case—and this would apply to a score or more of secret remedies or doctors' patents—I should advocate putting up a preparation similar to the ones which every manufacturing concern in the country catalogues, giving it some euphonious name, sampling the physicians with it in precisely the same manner in which the aforesaid houses do, asking them to use it in their own mouths and in cuts and wounds in their own practice. Their experience will dictate to them that it would be just as professional and that the beneficial results would be just as pronounced should they prescribe Eucathylene as though they wrote the other preparation. Then the dental profession can be worked in the same manner. (Of course, I am not speaking of one's own neighborhood.) In my own experience, we get a goodly number of prescriptions for Eucathylene from our D. D. S. Some of the coal tar derivatives can be worked in the same manner, and the "way" is just as legitimate and honorable as the introduction of my line of goods in competition with your line can be.

Then, with the general public, I should advocate the putting up of your own household remedies and then advertising them by space in newspaper, circular, booklet, sample or otherwise, as experience and locality might suggest, to such extent that the customer will "get what he asks for," and the article will not be Blain's or Rood's, but your own. That is the substitution which I would hold out to you as legitimate. I quote from a recent article on the subject by a Western man: "Every pharmacist must make a battleground of his own neighborhood, combat the ready-made, cure-alls and what-nots as fiercely as he would the cutter, pay less

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.



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.

attention to the sale of putty and gum and prove to every physician in his own neighborhood that his own preparations are better than most and as good as the best." The pecuniary benefit derived from such a course is considerable, but the prestige given a store by a line of remedies, which years of relentless advertising and pushing have made popular, is measureless.

The struggle for the adoption of the metric system of weights and measures is still before us, and it is the opinion of your President that we, as an Association, should take sides in the matter and place ourselves on record as favoring this step forward in universal progress. It took four hundred years of agitation and discussion to secure the adoption of the Arabic numerals in place of the Roman. If any member present will write down and multiply LXXXVIII by XCIX, he will readily see that the "new way" was a step in the forward direction, and yet those very agitators were undoubtedly dubbed "cranks." The only countries now of importance, I might add, which have not adopted the Metric system are England and the United States. Even Mexico, than which, by the way, no nation on earth has progressed so rapidly in the past twenty years, has the system in vogue. A resolution which has been adopted by some associations, and one which would be eminently appropriate for us to adopt, reads something like this: Whereas, Recognizing the convenience and scientific importance of the metric system of weights and measures, therefore be it resolved, that we, the members of the Michigan State Pharmaceutical Association, in fifteenth annual convention assembled, unanimously adopt the same as the official system of weights and measures of this organization. Be it further resolved, that the members of this Association be requested to make use of the metric system in designating weights and measures in papers, reports and communications presented to this organization; that the officers and committees be instructed to employ the denominations of the metric system wherever weights and measures occur in their circulars or reports.

A leading journal tells us that "any state pharmaceutical association President is guilty of the sin of omission if he fail to mention the American Association in his address." I shall go further and say that any member of this Association is equally guilty if he does not become a member of the American. Every member of the A. P. A. gets a direct and incalculable benefit if he attends the meetings of that body, meeting and listening to the old wheel horses of the profession; and if he but stays at home, he gets a volume of proceedings, as that work of reference is almost indispensable, including, as it does, the report on the progress of pharmacy, which, in the present volume, contains over five hundred pages, embracing proceedings of the various state associations (except Michigan, in this instance), new apparatus and formulae, new remedies, materia medica, including botany and microscopy, inorganic chemistry, including physics, and organic chemistry; in short, if you want to keep thoroughly up-to-date, among all other things join the American Pharmaceutical Association, if you are not already a member; attend the meetings if possible, read the proceedings and keep the volume always at hand as a reference work.

The advisability of a permanent place of meeting has been much discussed in this and other organizations, and while the new place of meeting each year tends to furnish new members, the permanent place brings out the greatest attendance. My recommendation would be to dispense with the subscription which is usually circulated among local druggists, jobbers and manufacturing concerns and prepare a program of amusements, each member to pay for his coupon tickets to all when he registers. The amount would be small compared with railroad fare and hotel bills. This would forever preclude the possibility of the Association going begging

for a "spot on which to lay its weary head." I would further recommend Detroit as that place of permanent meeting, on the ground that the greatest attendance can be counted on at that point.

It is the opinion of your President that it would be much better to fix the time of the next meeting before adjournment, instead of leaving it to the Executive Committee, as has been done in several instances in previous years, for these reasons: All members would then know for the whole year that the State meeting is "such a time" and can arrange their business affairs, vacations, etc., much easier than they can when they only know it four weeks beforehand. Pharmaceutical journals can insert the date in their tables of state meetings for months previous, thereby continually reminding the readers of said date. The Secretary can keep things stirred up in like manner for three months previous to such meeting, whereas he is, necessarily, crowded for time under the present method.

I would further recommend that at our annual meeting a list of four names be placed in nomination for every vacancy occurring on the Board of Pharmacy, to be given to the Governor, from which to select such members of the Board. This would necessitate a change of the by-laws, probably, and I would recommend such change.

A state society is almost indispensable in the present age when more than ever before business and professional interests need a constant and watchful eye upon them. Nearly every trade, occupation and profession in the land has its association or organization. The proposed legislation in the last session, and experience of the Ohio pharmacists with their ring of blackmailers during the past year, are illustrations of the constant dangers to which we are liable to be subjected, and are strong reminders that we should remain banded together in goodly numbers for self-preservation; but the fighting of evils and unjust legislation, although of vital importance, is not the only reason for the existence of a vigorous association. The social side of our meetings is by no means a non-essential one. The druggist's life somewhat resembles that of a hermit. His hours are long and the confinement close and constant, by no means conducive to good digestion and a composed and well-balanced mind. (And what occupation has more need of these?) Now the recreation and change of environment to be had while attending these meetings is worth more to the penned-in pill-pounder than he can measure by any denomination of our metric monetary system. The brushing-up one gets by the interchange of ideas among so many who are working and striving along the same lines is worth all the time, trouble and expense undertaken in attending the meetings. Therefore, I urge it upon you, if you are not members, become such at once; and if you are so fortunate as to belong to the Association, try and induce every druggist of your acquaintance outside the ranks to fall in line.

George Winn, a Windsor, Vt., jeweler, was much surprised the other morning at the way in which a bat with three young ones got away from him. He had found the four in front of his house, and he took them in and put them on a table. The old bat, which had shown fight, then turned on its back and feigned death. The little ones fastened themselves to it, and the old one flopped instantly and flew away, taking its family along.

If this is your first season with Tanglefoot, you may not know that every sheet of it is guaranteed! It is not likely you ever will, but if by any chance you should find a sheet or a box or a case of it unsalable, write to the makers, sending sample sheet, and if they find that the trouble can in any way be attributed to any fault of the paper, the same will be replaced at once.

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.

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

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.

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 Oil & Paint Co.

80 E. Ohio St., - CHICAGO.

Shoes and Leather

Scheme Which Sold the Goods at the Regular Price.

The handsome large plate glass window of 721 North Twenty-first street was polished to a degree of brilliancy not often attained by a shoe store window away from the down-town section of a big city. Messrs. E. Z. Fitte & Son are sticklers for cleanliness and a fly-speck on the big front window is as irritating to the junior Mr. Fitte as a red flag to a bull.

Within was, as is usual, a striking display of footwear strictly up to date and of the first quality, set off to excellent advantage by tasty draping of bright pink cheese cloth, puffed and plaited, and relieved here and there by delicate tracings of artificial vines. In the center and near the front, setting by itself on a small stand covered with the fabric, was a beautiful specimen of ladies' footwear—a dainty green shoe, cut in the latest style and full of that indescribable quality called, for the lack of a better name, "tone."

These days of bargain sales and cut-in-half prices it requires a striking window to hold the feminine gaze if there is within no seductive "reduced from" tag in sight, and the junior Mr. Fitte noted with pleasure, not unmixed with pride in his work in the window, that the women who passed that way were unable to get by without a longing look.

Miss De Style did more than look. She entered the store and greeted with a sort of business smile the amiable junior Mr. Fitte, who came forward briskly, as if he had not seen her coming reflected in the polished glass of the open door.

"Please show me a shoe like that green one in the window. It is very pretty. Is it the latest thing?" requested the beauty as she sank wearily onto the settee and began plying her fan with vigor.

"Yes, indeed," returned the junior Mr. Fitte, stepping back a moment to turn on the electric fan, "it's the very latest thing out and is bound to prove the fad this fall; in fact, we have only received a very few pairs ourselves as yet. They are most all in the larger numbers, too, and I fear I haven't your size. However, let me fit you with a pair of these light tans and when I once get the exact fit I will have it duplicated to order in the green and the shoes will be ready for you day after to-morrow."

"My, but isn't it warm? That breeze is so refreshing I could almost sit here until the shoes are done. How can you make them so quickly? Are you sure it won't be next week instead of day after to-morrow?" chattered the young woman in a breath.

The junior Mr. Fitte, having removed the worn but trim oxford that covered the shapely left foot, went ahead fitting his customer and after a moment, ignoring her remarks on the weather, replied, "Oh, day after to-morrow I will have them ready for you. The shoe factories are fast workers. Why, you will hardly believe it, but only last month a pair of shoes were made complete, by the watch, in one of our large factories inside of an hour."

Miss De Style was easily fitted and the shoe which was brought her from the window pleased her greatly.

"Yes, I'll take them, and they are to be ready now, day after to-morrow without fail, remember," she said as the

knot was tied again over the arched instep.

"Yes, ma'am, without fail. Thank you; good afternoon," responded the junior Mr. Fitte politely and then, as she disappeared around the corner, he laughed.

"Father," he exclaimed, "what did I tell you? Didn't I say it was all bosh for us to cut the price on those light tans? Where is the green stain?"

Up the street three blocks Miss De Style met her particular chum, Miss Bonnie Tonn. "O, Bonnie, dear," she gushed as she removed her cherry lips from her friend's downy cheek. "I have just ordered the loveliest pair of green shoes from Fitte's! Green, dear, and just too sweet, and they are to be made for me at the factory and they'll be ready Thursday. Oh, but they're swell."

"Get a bargain?" enquired Miss Bonnie, briefly.

"No-o—but they're so pretty. They're regular loves—the very latest thing."

Meantime, down at the "factory" at 721 North Twenty-first street the junior Mr. Fitte was busily occupied in making the green shoes for Miss De Style.

He took the pair of light tans that had fitted the young lady so satisfactorily and applied a coat of liquid cleaner of a green hue, which gave the kid a dull appearance, removing the sheen and luster that had made it so handsome. Following this he applied a coat of green stain all over the shoes, and in due time another, completing the transformation with an application of green polishing paste. With brisk movements the junior Mr. Fitte brushed up a high polish and smiled to himself as he painted the yellow sole a dark green and murmured to himself, "Oh, yes, we will have them all ready for you day after to-morrow, Miss De Style."

That evening, on the desk at the rear of the store, reposed a neat package resembling greatly in size and shape a shoe box. On one side was written:

Miss DeStyle,
4276 Vantyne Place.
Paid.

"Remarkably quick work of our factory," commented the junior Mr. Fitte as he tied it up. "I think it's a mighty good idea, father, don't you, that staining up a pair of light tans that we couldn't sell and putting them in the window? I tell you Miss De Style wouldn't have looked at those shoes a minute if they had been tans unless there was a tag, 'Cut from \$3 to \$2.19,' on them. And there are whole lots like her. That green stain is a good thing and the beauty of it is that with it and ox-blood and black stains we can keep all the shades of the rainbow with little trouble. One pair in the window does it."

"Yes," observed the senior Mr. Fitte, "if it doesn't rub off within a week."

The junior Mr. Fitte continued to scrub his verdant hands with soap and water in an ineffectual effort to remove the emerald stain, and said nothing.

"Oh, aren't they swell?" ejaculated the dashing Miss De Style two days later, as she lifted her skirts slightly and looked with pardonable pride down upon the trim No. 3 with its bright grass-hued coat; "but Mr. Fitte, look at your hands. Does it come off like that? Oh dear me, I can never wear them if it

...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.



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.



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
Widdicombe Bld.
Grand Rapids, Mich.

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

We are now ready to make contracts for bark for the season of 1897.

Correspondence Solicited.

does; they'll ruin my skirts; oh my, why didn't you tell me!"

"Oh, no, no, it doesn't come off. It won't hurt your skirts at all. You needn't be alarmed on that score," returned the junior Mr. Fitte nervously. "I—you see—that is—the green shoes require a good deal of polishing and when these shoes came in this afternoon I thought they would look brighter if I polished them. So I did, and this new polish stains dreadfully. By the way, Miss De Style, if you will send these shoes over occasionally we will be glad to polish them for you."

"Thank you, Mr. Fitte, you are very good. I will gladly avail myself of your offer to keep my shoes green. And will you send the oxfords home? I'll wear these. Good bye."—F. D. Wood in Shoe and Leather Gazette.

A Scotch Pure Food Break.

Two grocers in Armadale, Scotland, were recently prosecuted for selling as pure butter, according to the local analyst, a compound containing from 40 to 46 per cent. of foreign fat, but which was proven to be pure butter on the certificate of the Edinburgh city analyst. The local analyst subsequently admitted his mistake. This, it will be observed, is just a duplication of what recently occurred in San Francisco; and it would hence appear that it would be wise for pure food authorities to be cautious in these matters until they have some experience in the character of their chemical advisers.

A Liquid Coffee Essence at Last.

The greatest chemists, including the immortal Liebig, who was a devotee of coffee, have for a century exhausted their skill in trying to produce a true extract of coffee, one which, when diluted with water, hot or cold, would make a drink equal in every respect to the infusion of the roasted bean. All their efforts were in vain, and it remained for an American to solve the problem. This he did recently, and the new extract is called Jamorio. This extract is said to make a liquid equal in every respect to a fresh infusion, and that instantly.

Use of Waste Cherry Stems.

Cherry stems, that part connecting the fruit itself and the branch upon which it grows, are an article of commerce. They are purchased chiefly by French bakeries, where they are used to convey to confections the cherry flavor. The chemical property that does this is hydrocyanic acid. The stems sell at retail at 5 cents an ounce, or 75 cents a pound. At the figures a man engaged in the industry might stem the tide of adversity.

Fraudulent Formula.

A brand-new swindle is out, and it is said that many persons have been taken in by it. The swindle is in the sale of a formula which is claimed to make gasoline non-explosive. The swindle is not attempted in cities to any extent, because many people in cities use gas stoves in summer, but in the country and small towns the salesmen are said to be making a big thing out of it. The formula is a fake.

A New Utensil for Grocers.

A new combination for grocers' use consists of a funnel with a plug operated by a thumb lever in the outlet, for use in measuring liquids, the funnels being made in different sizes and also with a graduated scale on the inside, so that when the desired quantity is obtained the plug can be drawn and the liquor flows out through the tube at the bottom.

In France it is a punishable offense for anyone to give infants under one year any form of solid food unless such be ordered by written prescription signed by a legally qualified medical man.

The Courtesy Due Traveling Salesmen.

Wm. H. Young in Shoe and Leather Facts.

Speaking about the best way to handle visiting salesmen so that they may not take up too much of the buyer's time, it is an excellent plan to let the salesmen know at once whether one intends to buy from him or not. I do not approve of the method which is peculiar to a great many buyers in Chicago, of keeping a poor salesman running after one from day to day and guessing all the time whether he will ultimately get an order before he leaves town.

The buyer should always recognize the fact that a salesman is under considerable expense while he is running around town, and probably that expense amounts to \$10 every day. If he is made to stay in the city a whole week the amount foots up to \$70.

I am in my office every morning from 8 o'clock until 11 o'clock, and I am then always pleased to meet the boys. I invariably tell them on the spot whether their goods interest me or not, however, and never have them chasing after me as if I were a rainbow. I always treat them courteously, and invariably do so with the view of being not merely polite, but also from a desire to be genuinely kind, if possible, and to make them my friends.

It pays to do so, and it is the part of wisdom that every buyer should practice until he has made it one of his personal characteristics. To illustrate a point I desire to make, I will suppose the case of some buyer who is, perhaps, never churlish to visiting knights of the grip. Now, whenever the boys have a good thing to dispose of they never forget that buyer. They enter into a sort of reciprocal relationship with him, as it were, and go to his office whenever they happen to have something in the nature of a bargain and ask him if he is in a position to gather it in. I speak from experience, and without any attempt to eulogize what I have said with reference to my own disposition in this direction.

Certain it is that in this way I have time after time secured my share of whatever snaps the boys happened to have in their grips, and which never in the world would have come my way if I had been characteristically repellent in my attitude toward them. Therefore, I believe suavity pays. The travelers regard it as a strong manifestation of benevolence in their direction whenever they perceive it, and the buyer is all the better off for it, because he is enabled to stand in closer relation with them in business matters as a result. Then, the boys require a certain degree of sympathy sometimes to keep up their stamina, and especially is this the case when the salesmen first take to the road. That is the time they have to perform work that tells on the nerves, and, if they are not treated with at least a modicum of fellow feeling by those they come in contact with, the result will prove anything but beneficial to them before they get back home. Indeed, an old man will break down altogether under unfavorable circumstances of this kind, while the young man will stand it, perhaps, because he will not be conscious of the hard work he is doing.

Now, look at the buyer who is otherwise than genial and straightforward in his dealings with traveling men, and what are the results? One of the results is that he gets the "go-by" every time the boys have a snap to offer. He never gets a snap; never gets the chance to get it, or seldom does, anyway, because he does not deserve it, and that amounts to the same thing. I don't mean to indicate that the buyer ought to pass his orders around indiscriminately among the salesmen that call on him from time to time. Far from it. Tom, Dick and Harry should be eschewed every time, and the buyer who does not turn them away is simply wasting precious minutes and working indirectly against the best interests of his department. But he should be willing to give a hearing to every drummer who represents a house that has not descended to antiquated methods of conducting business, and which is well known for its progressiveness in its particular sphere

of activity. I think almost everybody will agree with me here. That is the point that I have endeavored to emphasize, anyway.

The Klondyke Gold Fields

Are now attracting the attention of the whole world, and the results of placer and quartz mining are fully equal to the finds of nuggets in the early California days, and extraordinary inducements are being offered to prospectors, practical miners and investors.

By next spring the gold fever will have taken possession of thousands of people, and the Western roads will have all they can do to transport the fortune hunters.

The Chicago, Milwaukee & St. Paul railway, and its connecting lines, offer the best facilities for reaching the Alaska gold regions.

For further information, address Harry Mercer, Michigan Pass. Agt., Detroit, Mich.

New Prices on Rubbers

LYCOPING, 25 and 5 off.
KEYSTONE, 25 and 5 and 10 off.

These prices are for present use and also for fall orders. Our representative will call on you in due time with our specialties in

Leather Goods, Felt Boots,
Lumbermen's Socks . . .

and a full line of the above-named rubber goods, and we hope to receive your orders.

Geo. H. Reeder & Co.,

19 South Ionia St.,
Grand Rapids, Mich.

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.

Popular Priced Leaders



Best Milwaukee Oil Grain

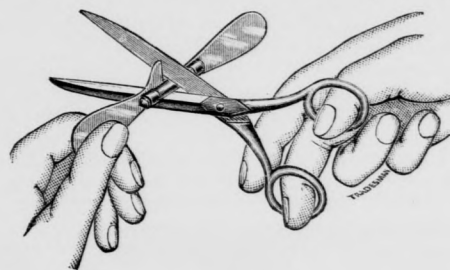
Dom Pedro Plow No. 521.
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Manufactured by

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.

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.

Put up one dozen on handsome 8x12 easel card.

\$1.50 Per Dozen.

FOR SALE AT WHOLESALE BY

TRADESMAN COMPANY,
GRAND, RAPIDS, MICH.

FIFTEENTH MEETING.

Summarized Report of the Grand Ledge Convention.

The fifteenth annual meeting of the Michigan State Pharmaceutical Association was called to order at Grand Ledge Aug. 3 by President Phillips, who congratulated the members on the improved attendance, as compared with the convention held the previous year at Mackinac Island.

A. B. Schumaker welcomed the druggists to Grand Ledge in the following well-chosen words:

In behalf of the Mayor and citizens of Grand Ledge, I take pleasure in most heartily welcoming you, as citizens of this great State of Michigan, to our beautiful and enterprising village. We are glad to see so many of you here and hope your stay will be a pleasant one. We hope your meeting will be of profit to you, both in a business sense and in a social way. The keys of the city are in your hands and we wish you to make the best of everything. We want you to ask for anything you wish; and I can assure you that the Grand Ledge citizens are proud of this occasion and will spare no pains to show you that we are happy to have you convene with us and to assist you in making the meeting a happy memory.

The response was made by H. J. Brown, of Ann Arbor, as follows:

I do not think there is much to be said in answer to such a frank and friendly speech as Mr. Schumaker has just made in behalf of the Mayor and citizens of this delightful place. If the people of this city are glad we are here, I am sure we are glad to be here. Most of the members of the Association who are here to-day have never been in this particular part of the State before. I have but just arrived and am both surprised and enchanted with the picturesque scenery and life here. I have only seen a little of Grand Ledge, but from what others say, I judge that it is a beautiful place, and am sure the balance of what I expect to see here will bear me out in saying truthfully that the place is grand and the people alive, good-natured and enterprising. I have but one complaint to make regarding the people of Grand Ledge, which is personal: When I was in the barber shop this morning for the purpose of being shaved, the tonsorial artist, after he had finished his task, calmly and dryly enquired, "What do you wish on your hair?" (Mr. Brown has a slightly bald pate.) I am glad to have the pleasure of meeting Mr. Schumaker and the citizens here and, in behalf of the Association, I beg leave to thank him and the other druggists and business men of Grand Ledge in advance for the honors and hospitality shown to us.

President Phillips then called Vice-President Webber to the chair and read his annual address, which is published in full elsewhere in this week's issue. The address was referred to a special

committee, composed of H. G. Coleman, H. J. Brown, A. B. Schumaker and Geo. McDonald.

John S. Bennett, of Lansing, called attention to the danger of inimical liquor legislation at the hands of the Legislature and urged that the Association solicit a small sum from every druggist in the State, such contributions to constitute a fund to be kept separately by the Treasurer for the exclusive purpose of maintaining a lobby at Lansing during legislative sessions.

Secretary Schrouder presented the following applications:

George O. Young, Lansing.
John S. Bennett, Lansing.
J. Frank Spinning, Lansing.
Fredrich Weinman, Lansing.
Robt. S. Kimmich, Lansing.
A. C. Bauer, Lansing.
John J. Sourwine, Escanaba.
D. S. Halleck, Detroit.
W. P. Doty, Detroit.
Henry Heim, Saginaw, E. S.

On motion of H. J. Brown, the applications were approved and the applicants duly elected members of the Association.

C. N. Anderson, chairman of the Committee on Trade Interests, presented a lengthy report, recommending co-operative manufacturing, and an amendment to the present pharmacy law which will wipe out the saloon element on certain drugs, the enforcement of the amendment to be placed in the hands of the Board of Pharmacy. The report was referred to a special committee, composed of A. H. Webber, A. B. Schumaker and Chas. Mann.

F. W. R. Perry presented the annual report of the State Board of Pharmacy, which was accepted.

Prof. Prescott read a paper on "Enforcement of laws against the adulteration of drugs," which was ordered printed in the proceedings.

The second session was held in the evening, when the Committee on President's Address made the following report:

Your Committee appointed to consider the able and interesting address of President Phillips would report that it has carefully reviewed same, and, from the many valuable suggestions and recommendations which it contains, finds the following, which we think should receive special consideration and on which the Association should take action at this time:

1. His recommendation regarding the popularizing of the metric system of weights and measures and the adoption by the Association of a resolution, as outlined by him, to that end.

2. His recommendation relative to

one place for holding our annual meeting.

3. His recommendation that we fix the time for our next annual meeting during the session.

The Committee also ventures to suggest that the time for the annual meeting be the Tuesday following the first Monday in August.

The Committee also fully concurs with the President in urging all members to exert themselves in extending the membership of the Association.

The report was accepted and ordered printed in the proceedings.

The special committee appointed to consider the report of the Committee on Trade Interests reported as follows:

We, the special committee appointed to report on the Trade Committee's report, respectfully submit for your consideration the following recommendations:

1. In regard to mutual manufacture for the benefit of the retail druggist, we coincide with the recommendation made by the President in his address, as we think the matter worthy of discussion by the Association.

2. We believe the druggists should take action individually in waging a persistent warfare against any and all manufacturers and proprietors who are using the public press in any form for the purpose of creating distrust in the minds of the public regarding the integrity of drugs, medicines, etc., dispensed by them. We further recommend the selling of our own preparations, as against the ones so advertised.

3. In regard to legislation, we recommend that the Legislative Committee be requested to take up the question of raising funds for the protection of the retail drug interests of the State of Michigan in the following manner: The members of this Association contribute enough money to circularize every druggist in this State, asking him to contribute \$1 for the purpose of watching legislation. The amount necessary is estimated at \$50 for the announcement, the amount so collected to be deposited with the Treasurer of the Association in a separate account and used only for legitimate purposes.

In regard to the amendments of the pharmacy law, we believe that this matter should be placed in the hands of a competent committee of three members and the present law so revised that it will, in a great measure, embody a protection of the liquor interests that will relieve the druggists of the odium of the drug store saloons, and that the prosecution of this law be placed in the hands of the Board of Pharmacy, and such other changes made in the law as the Association deems advisable.

On motion of H. J. Brown, the report was accepted and laid on the table until the next session.

John S. Bennett invited the members

to hold the next annual convention in Lansing.

A letter was read from the Mayor and druggists of St. Joseph, extending a similar invitation for that place.

The following invitation was received from N. S. Boynton, Mayor of Port Huron:

On behalf of the citizens of Port Huron I herewith extend a cordial and urgent invitation to your Association to hold its next annual meeting in this city. Should you decide to do so, I can assure you that nothing will be left undone to make your visit here an enjoyable one.

I need not say that Port Huron is a wide-awake city; its people active, and their hospitality up to the highest standard. As Port Huron is not fenced in and whitewashed overhead, we have no gates to open or bars to let down. All avenues, highways and byways leading into the city are open to everyone. You can come by wagon road, in ordinary vehicles, in carriages, in chaises, or on the festive bicycle. Or you can come by rail in luxuriant cars from any quarter of the State, or you can reach here in palace steamers from the North and South and enjoy a ride on the Detroit River, Lake St. Clair and St. Clair River, the connecting link in the great waterway of commerce between the East and the West.

I can assure you that the attractions in and about our city will interest you. Here you will find the greatest submarine tunnel in the world, running underneath the St. Clair River, connecting (not annexing) Canada with the United States.

If, perchance, circumstances not under your control should require a quick trip to the Queen's Dominions, you can be transported without a moment's delay by the under ground route, or you can take a ferry boat, a steam yacht or a row boat and find yourself outside of Uncle Sam's country, quickly and without form or ceremony.

It will be worth the time of each and every one of you, to spend a few days in our city. Standing on the banks of the St. Clair, or seated in Pine Grove Park, so finely located near the rapids, you will see passing almost constantly up and down that beautiful stream elegant passenger steamers, monster steam freighters, immense barges, sail vessels and other water craft the combined tonnage of which is greater than that which arrives and departs from all the other ports of the United States, making a panorama not soon forgotten.

You can bathe in the beautiful water which flows rapidly down that river, wash in it and drink it at the same time without danger of results, unless you get beyond your depth.

Our hotel accommodations are excellent. The Hotel Harrington ranks with the best in the State. Our electric street car service is unequalled, while the police department is run in the interest and for the sole benefit and protection of visitors. The chief and the patrolmen will be hypnotized during the session of your body.



BELLE ISLE PICNIC

QUALITY
OUR
MOTTO

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

If you desire any subjects to experiment on, in order to ascertain the strength and utility of any drug or compound, they will be furnished gratuitously. We have a very few fossilized inhabitants, and a few chronic kickers, whose funerals will be well attended, if your mixtures get in their work well.

Come, by all means, come. Our live, active citizens will treat you right royally. If you accept this urgent invitation and hold your next annual session in Port Huron and do not find things just as I have represented them, your humble servant will pay the freight.

Prof. Stevens then entertained the members with a stereopticon entertainment, illustrating the manner in which the practical side of pharmacy is taught at the University. The entertainment was thoroughly enjoyable and Prof. Stevens was given a hearty vote of thanks.

At the third session, which convened Wednesday morning, Dr. Prescott addressed the Association as follows on "Sale and registration of poisons:"

I wish to call your attention to the question arising in the American Pharmaceutical Association which is creating so much interest—so much that some of us have been giving new thought to the subject in the past year—the question regarding the law regulating the sale of poisons. When we think of it, it is a subject of the very first importance, inasmuch as the responsibility and importance of the pharmacist lie almost entirely in the sale of poisons. We all understand that a registered pharmacist is such because he has poisons to sell to the public. We know that there is scarcely any distinction between medicines used for poisons or otherwise, only a different degradation between medicines that are poisons and medicines which may be said not to be poisons. The public naturally holds the pharmacist responsible in respect to the furnishing of poisons, for this reason: We have a State law for the regulation of the sale of poisons. This law requires of the pharmacist when selling a poison that said poison be properly labeled, also that the pharmacist keep a complete record of all poison sales, the record to consist of the name of the purchaser, amount purchased, date of purchase and the use the purchaser intends to make of said poison. In my judgment, the poisons sold by pharmacists are labeled faithfully and his sales and record thereof comply as well as can be expected. I believe Prof. Stevens voices my sentiment regarding poison furnished on the prescription of the regular physician. I believe these prescriptions should contain no other label (unless so specified by a physician) and that no other legislation is required for a law to compel the registration of these prescriptions, the law requires that there shall be some action taken to hold the purchaser responsible for his act in the purchase of poisons. The danger of poisoning applies to ac-

cidental poisoning, suicidal and homicidal, the physician to make the proper enquiries in a case of accidental poisoning or poisoning as to whether the purchaser was of sound mind, acting in good faith and capable of exercising the right of a citizen to buy such medicines as he may want in the treatment of diseases. The pharmacist has a certain responsibility to enquire into such cases. He naturally feels that it is a great question as to the advantage of registering certain poisons, because he says he cannot help this individual from buying poison. The pharmacist is apt to confine his thoughts to this matter of the second many purposes for the registration of poisons to avoid a fuss. Many states have no laws requiring the registration of the sale of poisons. In some instances there is no poison law of any kind; nevertheless, many pharmacists in those states keep a careful record of such sales and are very cautious in dispensing such medicines—an act of their own which is purely voluntary and wise. If we are to have any new legislation in the matter of the sale of poisons, I would recommend that the Association fix a schedule of poisons, and one so narrow and simple that every pharmacist could and would strictly adhere to it. Secondly, I would recommend that the State Board of Pharmacy take this same law in hand and enforce it to the letter.

John J. Sourwine, of Escanaba, then presented his paper on "How to prevent price-cutting," which will appear in a subsequent issue of the Tradesman. The plan outlined by Mr. Sourwine was endorsed by the Association.

Election of officers resulted as follows:

President—A. H. Webber, Cadillac.
Vice-Presidents—W. R. Cutler, Ionia;
John J. Sourwine, Escanaba; C. N. Anderson, Detroit.

Secretary—Charles F. Mann, Detroit.
Treasurer—John D. Muir, Grand Rapids.

Executive Committee—A. B. Stevens, Ann Arbor; H. G. Colman, Kalamazoo; W. S. Winegar, Lowell; E. E. Calkins, Ann Arbor; A. B. Schumaker, Grand Ledge.

Delegate to National Wholesale Association Convention—John J. Sourwine, Escanaba.

The Executive Committee reported that it had found the reports of the Secretary and Treasurer correct, but that the Secretary's report was not quite as lucid as could be desired, owing to the amount of goods taken in exchange for advertisements in the proceedings and announcements. The Committee also recommended that both officers hereafter furnish a satisfactory bond. The report was adopted.

On motion of Prof. Stevens, the salary of the Secretary was fixed at \$225 per year, providing there are funds

enough in the treasury to warrant such payment.

Co-operative manufacturing was then discussed at some length, resulting in the appointment of C. N. Anderson, H. G. Colman and F. A. Thompson as a special committee to take the matter under consideration and report at the next meeting.

Stanley E. Parkill called attention to the slurring references to the retail druggist in the daily and weekly press, suggesting that if druggists would decline to use the columns of such papers for advertising purposes, the unkind items would quickly disappear.

On motion of Geo. Gundrum, every one present was requested to contribute \$1, to create a fund to be used for printing circulars and mailing one to each druggist in the State, soliciting a contribution of \$1 to create a fund which shall be used for legislative purposes. The result was \$26.

On motion of Mr. Church, Mr. Sourwine was unanimously elected a delegate to the next meeting of the National Wholesale Druggists' Association.

Prof. Prescott presented the following resolution, which was unanimously adopted:

Whereas, The Michigan State pharmacy law, in Section 11, provides for legal procedure in cases of adulteration of medicines, and

Whereas, This provision constitutes the Board of Pharmacy as State officers for procedure against adulteration of medicines, therefore

Resolved, That this Association requests the Board of Pharmacy to take into immediate consideration its duty in the execution of Section 11 of the pharmacy law, and that we pledge to the Board our moral support toward a reasonable policy in faithful legal measures to preserve the true standard of medicines in this State.

Prof. Stevens then read a paper on "Chlorinated Lime," which will appear in a subsequent issue of the Tradesman.

At the concluding session of the convention the Committee on Prize Papers recommended that the \$5 prize for the best paper on pharmacy be awarded to Prof. Stevens, and that the \$5 prize for the best paper of practical interest to the retail trade be awarded to Mr. Sourwine. The report was adopted.

It was decided to hold the next convention at Port Huron and the date selected was the first Tuesday after the first Monday in August.

On motion of Mr. Anderson, a hearty vote of thanks was tendered the druggists and citizens of Grand Ledge for the hospitality shown the members during the convention.

On motion of Mr. Phillips, Ed. J. Rodgers, of Port Huron, was elected

Local Secretary for the next annual convention.

A vote of thanks was then tendered Local Secretary Schumaker and the convention adjourned.

While discussing the qualifications of a traveling man in a party of friends a few days ago, a veteran traveling man remarked: "An unfortunate quality in a traveling salesman is bashfulness. Not a common one, you say? It is, however, to be found. Shy manners are most generally the result of a faulty education, but are sometimes inborn, and caused by lack of self-confidence and, in a measure, by over-estimation of others. Moreover, bashfulness is oftener met with among highly cultivated persons than among the comparatively ignorant. Some very intelligent people are almost childlike in their timidity; and as the world is apt to judge more by the exterior than by the true perception of worth, it is not an easy task for such persons to keep up or to reach the social standing which their capacities undeniably merit. On the other hand, a person destitute of superior worth or excellence is often seen to have the better of them, and they lose the advantage and profits which life offers to those who have the confidence to seize them. Very sensitive people could never be successful as drummers. When bashfulness is inborn it is difficult—almost impossible—to overcome it, even by the only means which might be tried with the expectation of success, namely, that of continually mixing with other people. But, although exaggerated modesty and timidity are undesirable qualities in a commercial traveler, arrogance and haughtiness are no less objectionable and have a very detrimental effect on business transactions. An overbearing, insolent person is never well liked wherever he may go. He is treated with impatience or contempt if obliged to be tolerated at all, and he is gotten rid of as soon as possible. Furthermore, presumption is generally a sign of stupidity. My young fellow travelers may ask themselves how they would feel if an insolent prig introduced himself to them. Nowadays storekeepers have many and various means of keeping themselves supplied with goods, and are almost overwhelmed with applications for orders; and, beyond question, only those on the long list of commercial travelers who understand the art of making themselves appreciated can hope to be prosperous."

A drug store window has a display of goods marked: "Everything that baby needs." It does not pretend to show everything that baby wants and cries for.

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



Enameline
The Modern STOVE POLISH

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

JANE CRAGIN.

End of the Romance Begun in the Milltown Store.

Written for the TRADESMAN.

The almost miraculous escape from death, and the shock resulting from the loss of the Doctor and Miss Marchland, threw Jane into a violent fever. For days her life was despaired of and for weeks fears were entertained that she would never be herself again. Slowly, however, the strong constitution she had received from a sturdy ancestry asserted itself and one bright October morning the partners of the Milltown store started on the long journey eastward across the continent. It had not been a long time since she had come to that bright spot in the wide waste of plains, but the events of a lifetime had been crowded into it. Then, she had looked out upon the green of the early summer "in maiden meditation, fancy free;" now, the chill fall winds complained of an ended summer that had brought only death and sorrow.

The journey was made with but little discomfort, and when the station nearest Milltown was reached and Jane looked out upon the autumn splendor that brightened it and all about it, a bit of the crimson that dyed the maples crept into her pale cheeks, a welcome sight to all Milltown, who had come to the station to give a hearty home-coming to the two in whose welfare they were so much concerned.

The welcome was boisterous and hearty. Cy's appearance on the platform was the signal for three rousing cheers, hardly finished when Jane's dear face was seen. Then the cheers were multiplied by three and a tiger, "that fairly lifted the hair right off'm yer head!" There was no end to the handshakings and many were the expressions of sympathy and condolence, Amanda Bettis's speech to Cy being the most condensed and covering the most ground: "You poor critters! There ain't one on us that don't feel as if you'd come to us right from Death's door; an', now't we got ye back where white folks live, we ain't never goin' to let ye break away agin! Josiah says, 'When the Lord's taken the trouble to fix up a place way off in one corner sumers for cloudbusts an' sicklones an' sich, 'tain't anyways likely that he's calc'latin' to hev any dumbered idjit botherin' round an' gittin' in the way!' He's diggin' pertaters ter-day an' couldn't leave, but he tole me to tell ye that, now ye've found out that ye ain't quite so alfred smart 's ye thought ye was, an' got some o' the conceit knocked out of ye, he don't know anybody he'd cabbage to quicker'n he would to you; an' when he read in the papers about yer fightin' uv the flood with one han' an' savin' uv Jane with t'other, an' both on ye comin' out all right, he jes' made up his mind, b'gosh, that you'd got the right sort o' stuff in ye. An' he says ef ye want ter set in the next Legislater, all ye got ter dew is ter say so!"

This was not the only way that these homely people took to let Cy and Jane know that their welcome was a hearty one. At intervals all the way from station to village there was some pleasing device, some cheery word which proclaimed the deeper feeling the sturdy New England character is always loath to show; and, when the carriage turned into the business street of Milltown, and the eye took in the display and still better the heart-work behind it, to do his best Cy had hard work to keep

the lump out of his throat and Jane at once embraced the privilege of her sex and cried to her heart's content. There were flags everywhere. There were wreaths and festoons of fall flowers. There were ribbons in streamers and in knots, and Hello! Jane's and Hello! Cy's were heard in a continued strain from the bend to the store, which Sid had literally covered with colors, and sentiments "from grave to gay."

Then the store was transformed into a reception room, with Sid and Jim to do the honors, where those who had not welcomed the returned—and many of those who had—with hearty handclasp and old-fashioned phrase expressed their delight at receiving them at last safe and sound.

It scarcely need be said that Jane did not resume her place at the desk. For weeks, which soon became months, the thought of the old work seemed distasteful to her; and, after a great many conferences with Cy, it finally seemed best to fit Jim for the place, who promptly refused it unless the "fitting" should come from Jane. Whether by nature or design on the part of the learner, the task did not prove an easy one and Jane's sweet face brightened the office and cheered the customers, who liked to come to the window and "exchange the time o' day" with "the best business woman in the kentry, thet hed be'n the makin' o' Cy Huxley—an' the Milltown store int' the barg'in 'f the trewth must be spoken." At last, in spite of his dulness, real or feigned, Jim mastered the books and Jane's life as a business woman was over.

It was pleasing to see, however, that, as the store missed her, the interests of the little village increased and widened in every direction. The library, which Cy had become discouraged over, received new books and renewed life. The church societies, which had waged unrelenting war upon each other time out of mind, for reasons which have never been satisfactorily explained, forgot to contend and surprised everybody one day by meeting to confer upon methods pertaining to the common interest and parted, after accomplishing their purpose, without even calling each other names! This state of affairs continued and in time resulted in the union of the two churches, so that, instead of each starving a minister, both, united, supported one respectably.

One day, Jane found time to step into the schoolhouse and see what was going on there. That one visit didn't satisfy her and she went again. Then, when the term had closed and the question came up in regard to the teacher for another term, everybody had come to the conclusion that Milltown deserved a teacher who understood his business. The result was that within a short time the "Milltown Academy" became the center of attraction for students from all parts of the country and is, to-day, a leading educational center. These changes did not all come about in a day; but it is an acknowledged fact that, while plans had long existed in regard to them, they never began to materialize until Jane Cragin breathed into them some of her abundant enthusiasm.

None saw this more clearly than Cyrus Huxley; and he felt more keenly the fact that, with all this prosperity going on in the village life around him, there remained still one barren spot, uncared for and untouched. A year after their return from Colorado went by, and another, and the same ache and unrest filled his heart. He watched Jane as she went her daily round of duty—for he

often saw her—and it seemed to him the graces of her womanhood increased the farther she became removed from the influences of trade and the store; and, at last, when he was feeling one day the utter loneliness of his life, and wondering what it would be if she drifted wholly away from him, he could endure the thought no longer and went out to banish it in a walk under the green leaves of the early June. The air was sweet with roses; and he thought of the rich red one whose wearer had loved him with all her heart. Then he thought of another as red and as rich whose

wearer he had saved from the rushing torrent of an angry flood.

A shadow fell on the ground at his side. Looking up, he saw the dear being who made it.

"I saw you, Cy, and I wanted to walk with you."

"Walk with me always, Jane, won't you?"

And Jane Cragin, with a smile upon her happy, upturned face, answered, "Yes, Cy, always!"

And that long, blissful walk began that very June.

RICHARD MALCOLM STRONG.

FIRE PROOF ASPHALT PAINT AND VARNISH

We are offering to the trade the genuine article, and at a price that all can reach. Our paints are suitable for any use where a nice raven black is required. Contains no Coal Tar, and will not crack, blister or peel. Sold in quantities to suit purchasers.

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

Bicycle Sundries

Everything up to date.

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

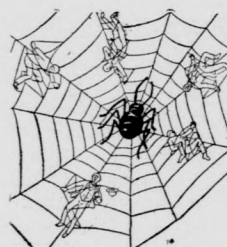
ADAMS & HART,

Wholesale Bicycles and Sundries,

12 W. Bridge St., Grand Rapids.

Send for catalogue and discount sheet.

Mention where you saw this ad.



Don't get mixed up in the Web of Uncertainty as to

the condition of your business through the complications of accounts.

The use of a suitable system of

Coupon Books

will cut off all annoyances and loss and thus eliminate the principal uncertainties of business. The best are made by the

TRADESMAN COMPANY,
GRAND RAPIDS.

Samples and prices will be sent on request.

Commercial Travelers

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Gripsack Brigade.

Big debts come from big promises. Little minds make the biggest display.

Leaks in business are like gimlet holes in a barrel.

If you jump at conclusions you will leap over reason.

Little ideas and big successes never go in the same set.

If you are afraid of yourself the world will be afraid of you.

Success is coy and will stay with you only when treated well.

A careless salesman will have careless customers—about paying.

The sneer of the man who won't pay his bills is sincerest flattery.

If excuses had a money value, some traveling men would be rich.

Watch shaky customers more and your competitors less and you will get along better.

A man who intends to pay his bills is never afraid to ask for credit before a crowd.

Successful traveling salesmen do not "jump on" their competitors. They are too busy.

If all that glitters were gold, the brass in the cheek of some men would pay their bills.

A salesman should care more for the interests of his house than for his individual record.

Some men on the road cultivate their mustaches more carefully than they do business sense.

The successful man with peculiar ways is called original. If he fails he is called an idiot.

The man who knows the weak side of his nature and is afraid of it is usually a strong man.

When you have once established a good trade, hang onto it like a colored preacher to a fat pullet.

Egotism and intolerance, twin sisters themselves, are ever the handmaidens of tyranny and oppression.

These "don't-give-a-durn" customers will bear watching. They "don't give a durn" if they owe you, and they tell people so.

Some men who haven't sense enough to couple joints of stovepipe or lay carpets think they can become successful traveling salesmen.

On account of the rain which prevailed Saturday morning, the Grand Rapids traveling men concluded to postpone their annual picnic until Saturday, Aug. 28, at which time it is expected there will be a large turnout. Special efforts are being made to render the programme interesting to all who attend.

When a man thinks more of his bank account than his honor, he is bankrupt in the latter.

M. M. Read (E. B. Millar & Co.), of Ypsilanti, has taken possession of his new summer cottage at Ypsilanti Resort, located on Portage Lake, six miles north of Dexter.

Wm. Boughton (C. E. Smith Shoe Co.), who has been confined to his bed at Butterworth Hospital for the past two weeks by a recurrence of his old trouble, is improving so rapidly that he expects to be able to resume his work on the road in the course of a couple of weeks.

Geo. W. Howell, who has represented Merriam, Collins & Co. (Chicago) in Western Michigan for some time past, is under arrest at Muskegon on a charge of having forged the name of a reputable person to the bond given his house to secure it against his failure to turn in collections. It is alleged that Howell is several hundred dollars short in his accounts and that the shortage is due to the pernicious system of giving rebates indulged in by Mr. Howell. If the allegation is correct—and the Tradesman is assured that the demoralization incident to Mr. Howell's visits to the trade leaves little ground for doubt on this point—his fate should be a warning to other salesmen in the same line who may harbor the delusion that they can keep on making rebates and still retain their positions.

Local railroad men assert that the new interchangeable mileage book will be on sale Sept. 1, but they do not anticipate that it will meet with the approval of the traveling fraternity because of the obnoxious provision relating to the exchange of mileage slips for trip tickets. It is asserted that the local lines of Michigan voted solidly against this provision, but that it was insisted upon by the Vanderbilt interests—the Michigan Central and Lake Shore—who succeeded in carrying their point. Inasmuch as all Michigan roads will continue to issue family mileage books, good in Michigan, the Tradesman advises those members of the fraternity who do not travel outside the State to reject the new book altogether and refuse to have anything to do with it, as it is the product of bad faith on the part of the Michigan railway men who promised the boys a "satisfactory" mileage book in the event of their staying away from the Legislature. In the meantime, the boys should remember the position of the Vanderbilt lines and govern themselves accordingly when they have an opportunity to divert any freight—and such opportunities sometimes come to traveling men.

Interesting Game Between Soo Grocers and Hardware Dealers.

Sault Ste. Marie, Aug. 16—Hoops, bloomers and roller skates have had their day and we are in the midst of a wheel craze, yet the hardware and grocery proprietors and clerks had it bad enough to lay business aside and adjourn to the stone yard to play ball.

What a game it was! Everybody was captain and there were a dozen coaches on a side. There were glass-arms, has-beens, charley-horse and ice-wagons galore; and for genuine up-and-up noise-making, tough ward kids are not in it.

The line up of the grocery team was as follows:

Dried Apple Aitken, Tapioca Pudding Mackin, Egg Shell Royce, Ancient Ham Eddy, Wafer Shaped Freeburn, Herring Bone Ramsay, Easy Bright Miller, Jaw Breaker Maloney, Asparagus Woodhull.

The hardware line up was composed of the following:

Flue Cleaner Robbins, Anti-Leak Ferguson, Road Scraper Hernon, Planished Iron Deyotte, Strap Hinge Knee, Japanned Screw Barton, Jack Knife Slurton, Jack Rabbit Frederick, Carriage Jack Thoenen.

Umpire Higgins was the busiest man in town. The attendance was less than 999.

The score at the end of the sixth inning was 47 to 54 in favor of the grocers. The hardware side was composed largely of plumbers, who got in their work well, as plumbers usually do. They thought they had a lead pipe cinch on the game and could wipe the joints of all the grocery players, as well as be able to plug the ball at every turn. In this they were disappointed. They got in a trap, got wiped themselves and were piped off by the rooters.

The hardware battery was pretty square. The pitcher threw corkscrew curves and scooped in everything that came his way. Whenever he saw a man napping, he shot the ball to a baseman, who would rake it in. The hardware catcher showed a pretty level head, the way he handled himself. He seldom spoke, and tackled every foul fly, tried to brace up the balance of the team a bit, plainly saw from the first he had no snap, yet in the face of it all he bore up well. The spouting on the stands and track did not make him lose his sand. He knew the game hinged on the battery and so they played until the end, when darkness compelled the umpire to call the game and they all filed out—cranks and all.

OUTIX.

Gasoline and Similar Explosives Must Be Labeled.

Grand Rapids, Aug. 16—Please inform me, through the columns of the Tradesman, if there is a law compelling those who sell gasoline or naphtha to brand it as such, so that it will not be mistaken for kerosene. Several deaths have recently been caused in this city by people filling lamps with gasoline in place of kerosene; and if there is no law covering this point, I think it is time such a provision was added to the statutes. The law is very strict in regard to the handling of Paris green and other deadly articles. It would be safe to say that not more than one accident happens by a careless use of Paris green to a thousand from gasoline.

ENQUIRER.

The Legislature of 1889 took up the question of labeling vessels containing gasoline and enacted one of the shortest laws on the statute books, as follows:

Every druggist, grocer or other person who shall sell and deliver at retail any gasoline, benzine or naphtha, without having the true name thereof and the words "explosive when mixed with air" plainly printed upon a label securely attached to the can, bottle or other vessel containing the same, shall be punished by a fine not exceeding one hundred dollars.

The existence of this law is not generally known, but the Tradesman finds that it is rigidly enforced in a few localities in the State. The frequency of accidents resulting from the mistaken use of gasoline certainly affords reason for the observance of the law.

French newspapers are suggesting a new system for the prevention of marine accidents, which proposes to place strongly smelling chemicals in floating receptacles to be attached to the existing light buoys and bell buoys. Cliffs and dangerous shoals are very often hidden by thick fog, which does not allow light to penetrate nor sound to be heard until too late, while the strong smell of some chemical substances would be carried far way, and would indicate to the seafarer with a keen olfactory sense at great distance that he was nearing a dangerous coast.

A duty is not to be shirked because it is disagreeable; but if it can be made agreeable, by all means make it so.

HOTEL WHITCOMB

ST. JOSEPH, MICH.

A. VINCENT, Prop.

Whitney House

Best Hotel in Plainwell, 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.

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

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Commercial House

Iron Mountain, Mich.

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

\$2 per day.

IRA A. BEAN, Prop.

NEW REPUBLIC

Reopened Nov. 25.

FINEST HOTEL IN BAY CITY.

Steam heat, Electric Bells and Lighting throughout. Rates, \$1.50 to \$2.00.

Cor. Saginaw and Fourth Sts.

GEO. H. SCHINDHETT, Prop.

Will Pay YOU

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

HOTEL NEFF

FRANK NEFF, Propr.

GRAND LEDGE, MICH.

Rates, \$1.00.

One block east of depot.

Drugs==Chemicals

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CALIX CHLORATE.

Prize Paper Read at Grand Ledge by
Prof. A. B. Stevens.

Chlorinated lime cannot be advantageously prepared by either the retail or manufacturing chemist. It is manufactured in enormous quantities by treating freshly slaked lime with chlorine gas, which combines to form calcium chloride and hypochlorite. Nearly all the chlorinated lime is imported from England and Scotland. It comes in casks containing 800 pounds or more. These are frequently divided into kegs or barrels and sent out to consumers, or it may be transferred to quarter, half or pound packages. Chlorinated lime, unless sealed and kept in a cool, dry place, constantly loses chlorine. As often as it is transferred from one container to another, there occurs a loss of chloride. By the time it reaches the small consumer it cannot be expected to stand the highest test. Yet there is no excuse for the deplorable condition of the chlorinated lime found in the market at the present time. Dr. Squibb has shown that chlorinated lime put up in amber bottles and wrapped in paper kept without loss from December to March, but during the next ten months lost 8 per cent., and in sixteen months lost 9.5 per cent.

When chlorinated lime is put up in packages, the label should bear the date of packing, also the per cent. of chlorine available at that time. The U. S. Pharmacopoeia very justly requires that it should be of a definite strength and furnishes an easy method of estimation. It is both interesting and instructive to review some of the results of estimations made during the past ten years and compare them with results obtained at the present time.

The Pharmacopoeia of 1880 states that chlorinated lime should contain at least 25 per cent. of available chlorine. Dr. Squibb, in 1885, referring to the above requirement, writes as follows: "This standard, adopted thirty-five years ago, has been too low for twenty years past. The standard strength of the British manufacturers has long been 32 per cent. of available chlorine, and it would be difficult to find in first hands any below 30 per cent., while 35 to 37 per cent. is always available and 38 to 40 per cent. is not very uncommon."

M. M. Schroeder, in 1889, gave the results of the estimation of eighteen samples with a maximum strength of 37.84 per cent.; minimum, 22.63 per cent.; average, 29.83 per cent. Only three specimens were below the standard of 1880, while four were above our present standard. Of the eighteen samples, eight were in bulk, with an average of 31.39 per cent. The remainder were in packages, with an average of 28.58 per cent. strength.

The Pharmacopoeia of 1890 increased the standard of strength from 25 to 35

per cent. In 1892, Dr. Squibb examined eight samples obtained from retail houses, each specimen, with a single exception, being enclosed in metal or pasteboard boxes. Maximum, 36.4 per cent.; minimum, 18.2 per cent.; average, 28.65 per cent. Only two of the samples would meet the requirements of the U. S. P. With one exception all were above the standard of 1880.

In 1895, C. H. Wall reported the results of nine estimations: Maximum strength, 38.36 per cent.; minimum, 6.2 per cent.; average, 25.2 per cent. Only two were up to the U. S. P. requirement. Three were in bulk, with an average of 35.25 per cent. The remainder were in pasteboard boxes, with an average of 20.34 per cent., after successive estimations.

J. U. Lloyd reported in October, 1895, an average of 20.51 per cent., and in May, 1896, an average of 31.47 per cent. Since last November the writer has examined thirty-two samples, with the following results:

No. 1, 8.0 per cent.
No. 2, 2.0 per cent.
No. 3, 14.7 per cent.
No. 4, 7.7 per cent.
No. 5, 12.0 per cent.
No. 6, 5.8 per cent.
No. 7, 17.6 per cent.
No. 8, 1.8 per cent.
No. 9, 7.6 per cent.
No. 10, 13.5 per cent.
No. 11, 14.3 per cent.
No. 12, 23.6 per cent.
No. 13, 31.3 per cent.
No. 14, 26.4 per cent.
No. 15, 20.2 per cent.
No. 16, 24.1 per cent.
No. 17, 14.1 per cent.
No. 18, 23.8 per cent.
No. 19, 20.5 per cent.
No. 20, 23.8 per cent.
No. 21, 26.8 per cent.
No. 22, 27.3 per cent.
No. 23, 31.0 per cent.
No. 24, 16.5 per cent.
No. 25, 28.9 per cent.
No. 26, 19.3 per cent.
No. 27, 18.9 per cent.
No. 28, 27.9 per cent.

The first ten samples packed in this State furnished an average of 9.07 per cent. The first eight were labeled "high test." Just why they were so labeled we are unable to understand. All were in metal cans.

Numbers 11 to 15 inclusive were of one brand and gave an average of 26.16 per cent. The labels on Nos. 11, 12 and 13 furnished the following interesting information: "This being put up in airtight metallic cans, the contents will keep for any length of time." If this statement were true, we can only infer that the packers must have put up an inferior article, as every sample was below the U. S. P. requirement. Numbers 16 to 22 inclusive were of one brand and all in pasteboard boxes, with an average of 22.9 per cent. The remainder were in bulk, with an average of 23.75 per cent. Nos. 6, 8, 14, 15, 21 and 22 were obtained from wholesale houses; No. 7 direct from the packer, and the remainder from retail houses. Number 26 was from a 100 pound keg, opened the day it was received and tested at once. No. 23 was from a jar which had been opened several months, but kept in a cool place covered. No. 24 was the last of a 100 pound keg. No. 28 was from a barrel which had been opened one month. The following four estimations were not included in the above report:

No. 29, one-quarter pound metal can, wet, 0.6 per cent.

No. 30. This sample had been in stock three years and kept in a loosely covered jar. Sometime previous to es-

timation, it had been transferred to a sealed jar. It was represented as being a very good sample, because the odor from the jar was very strong, but on estimation it yielded only 1.7 per cent.

No. 31 was the last of a barrel which had been in stock one year, dry, yielded 0.4 per cent.

No. 32 had been transferred from a batter to jars, covered, but not sealed, very damp, yielded 0.7 per cent.

Many erroneously judge the quality of chlorinated lime by the odor, which is very misleading. Several students, depending upon the odor as an indication of quality, rejected a number of packages containing 12 and 14 per cent. and accepted a partially filled jar, the contents of which contained less than 2 per cent. A number of the poorest samples examined by the writer gave a very strong odor of chlorine. This is easily accounted for when we reflect that it is the decomposed hypochlorite or free chlorine that produces the odor and not that in combination. A very little decomposed hypochlorite is sufficient to fill a large jar with a suffocating odor of chlorine. No reliance can be placed upon anything short of a chemical estimation. Wholesale and retail houses alike should not purchase more than can be disposed of in a few months and should insist on having a standard article.

As it is essential to the preservation of life and the progress of the arts that all drugs and chemicals should be not only of the purest character but of the required strength, it becomes the chemist and the pharmacist, as guardians of the public welfare, to decrease, so far as possible, the sale of inferior articles. I would that our Association might have a hand in this good work. Let us begin with chlorinated lime—an article valuable as a sanitary agent and useful in the manufacturing arts. To assist in this improvement I will, until our next meeting, analyze and report, free of charge, upon every original package sent me by any brother pharmacist in our State. Let us refuse to handle any brands falling below the standard strength, and soon a better brand of chlorinated lime will be upon the market. This will be an advantage both to the health and the commercial interests of the State.

A man must be a pretty good orator to make his troubles sound interesting to others.

The Drug Market.

There are no important changes to note this week. Trade in this line is in a healthy condition, with prospects of a large fall trade.

Opium—The situation is unchanged. It is stated that there is enough opium in the United States to last eight or nine months, but a large portion of this is not fit for manufacturing.

Morphine—The demand is large, with unchanged prices.

Quinine—The demand is large for the season and the market is firm.

Quicksilver—This article has declined. This may affect the price of all mercurials.

American Saffron—Has again declined, owing to large stock on hand.

Camphor—On account of reduction in price of crude, refiners have reduced their price 1½¢ per lb.

Linseed Oil—Is very firm at the last advance and in good demand.

For making a common, ordinary Mother Hubbard wrapper, the only dressmaker in the Klondike region charged \$5, and in thirty working hours she netted \$90 from her sewing.

PATENT MEDICINES

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

THUM BROS. & SCHMIDT,
Analytical and Consulting Chemists,
84 CANAL ST.,
GRAND RAPIDS, MICH.
Special attention given to Water, Bark and
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New
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**Tinware
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Wm. Brummeler & Sons,

Manufacturers and Jobbers,

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**"MASTER"
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The best 5 cent cigars ever made. Sold by

BEST & RUSSELL CO., CHICAGO.

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

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CIGARS

For sale by all first-class jobbers and the

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

WHOLESALE PRICE CURRENT.

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

Acidum			Conium Mac.			Scilla Co.		
Aceticum	60	8	Copaiba	1 10	2 20	Tolutan	50	50
Benzolcum, German	70	75	Cubeba	90	1 00	Prunus virg.	50	50
Boric.	15		Exechthitos	1 00	1 10	Tinctures		
Carbolicum	20	41	Erigeron	1 00	1 10	Aconitum Napellis R	50	50
Citricum	40	42	Gaultheria	1 50	1 60	Aconitum Napellis F	50	50
Hydrochlor.	30	5	Geranium, ounce.	50	60	Aloes.	50	50
Nitrosum	10	10	Gossypii, Sem. gal.	50	60	Aloes and Myrrh	50	50
Oxalicum	12	14	Hedera	1 00	1 10	Arnica	50	50
Phosphorium, dil.	15		Juniper.	1 50	2 00	Assafetida	50	50
Salicylicum	60	65	Lavendula	90	2 00	Atrope Belladonna.	50	50
Sulphuricum	13	15	Limonis	1 20	1 40	Auranti Cortex.	50	50
Tannicum	1 25	1 40	Mentha Piper.	1 00	2 20	Benzoin	50	50
Tartaricum	30	38	Mentha Verid.	2 10	2 25	Benzoin Co.	50	50
Ammonia			Morruae, gal.			Barosma	50	50
Aqua, 16 deg.	40	6	Myrica	4 00	4 10	Cantharides.	75	75
Aqua, 20 deg.	60	8	Olive	75	3 00	Capicum	75	75
Carbonas.	12	14	Pieis Liquida	10	12	Cardamon	75	75
Chloridum	12	14	Pieis Liquida, gal.	35	35	Cardamon Co.	75	75
Aniline			Ricina	90	1 00	Castor	1 00	1 00
Black.	2 00	2 25	Rosmarini	1 00	1 00	Catechu	50	50
Brown	80	1 00	Rose, ounce.	6 50	8 50	Cinchona	50	50
Red	45	50	Succini	40	45	Cinchona Co.	50	50
Yellow	2 50	3 00	Sabina	90	1 00	Columba	50	50
Bacca.			Santal	2 50	3 00	Cubeba	50	50
Cubese.	po. 18	13	Sassafras	50	55	Cassia Acutifol	50	50
Xanthoxylum	25	30	Sinapis, ess., ounce.	1 40	1 50	Cassia Acutifol Co	50	50
Balsamum			Tigly	1 40	1 50	Digitalis	50	50
Copaiba.	50	55	Thyme	40	50	Ergot	50	50
Peru	20	40	Thyme, opt.	1 00	1 00	Ferri Chloridum	35	35
Terabin, Canada.	40	45	Theobromas	15	20	Gentian	50	50
Tolutan.	75	80	Potassium			Gentian Co.	50	50
Cortex			Bi-Carb.	15	18	Guaiaca	50	50
Abies, Canadian	18	18	Bichromate	13	15	Guaiaca ammon	50	50
Cassia	12	12	Bromide	12	15	Hyoscyamus	50	50
Cinchona Flava	18	18	Carb.	12	15	Iodine	75	75
Euonymus atropurp	30	30	Chlorate, po. 17	19	19	Iodine, colorless.	75	75
Myrica Cerifera, po.	20	20	Cyanide	35	40	Kino.	50	50
Prunus Virgin.	12	12	Iodide	2 60	2 65	Lobelia.	50	50
Quillaia, gr'd.	12	12	Potassa, Bitart, pure	24	28	Myrrh.	50	50
Sassafras.	12	12	Potassa, Bitart, com	80	10	Nux Vomica	50	50
Ulmus.	po. 15, gr'd	15	Potass Nitras, opt.	80	10	Opil	50	50
Extractum			Potass Nitras	70	9	Opil, camphorated	50	50
Glycyrrhiza Glabra	24	25	Prussiate	20	25	Opil, deodorized.	50	50
Glycyrrhiza, po.	28	30	Sulphate po	15	18	Quassia	50	50
Hematox, 15 lb box	11	12	Radix			Rhatany.	50	50
Hematox, 1s	13	14	Aconitum	20	25	Rhei.	50	50
Hematox, 1/2s	14	15	Altha	22	25	Sanguinaria	50	50
Hematox, 1/4s	16	17	Anchusa	10	12	Serpentaria	50	50
Hematox, 1/8s	16	17	Arum po.	20	25	Stromonium	60	60
Ferru			Calamus	20	40	Tolutan.	60	60
Carbonate Precip.	15	15	Gentiana, po. 15	12	15	Valerian	50	50
Citrate and Quinia.	2 25	2 35	Glycyrrhiza, pv. 15	10	18	Veratrum Veride	50	50
Citrate Soluble	75	75	Hydrastis Canaden.	35	35	Zingiber.	30	30
Ferrocyanidum Sol.	40	40	Hydrastis Can., po.	15	20	Miscellaneous		
Solut. Chloride	15	15	Heliolebo, Alba, po.	15	20	Ether, Spts. Nit. 3 F	30	35
Sulphate, com'l, by	50	50	Inula, po.	15	20	Ether, Spts. Nit. 4 F	30	35
Sulphate, pure	7	7	Ipecac, po.	2 00	2 10	Alumen	24	3
Flora			Jalapa, pr.	25	30	Alumen, gro'd. po. 7	30	4
Arnica	12	14	Maranta, 1/2s	22	25	Amatto	40	50
Anthemis	18	25	Podophyllum, po.	75	100	Antimon.	40	50
Matricaria	30	35	Rhei	75	100	Antimon et Potass	40	50
Folia			Rhei, cut.	1 25	1 35	Antipyrin	1 40	1 40
Barosma	15	20	Rhei, pv.	75	1 35	Antifebrin	15	15
Cassia Acutifol, Tin-	18	20	Spigelia	35	38	Argent Nitras, oz	50	50
nevelly	18	20	Sanguinaria, po. 40	30	35	Arsenicum	100	12
Cassia Acutifol, Alx.	25	30	Serpentaria	30	35	Balm Gilead Bud	30	40
Salvia officinalis, 1/2s	12	20	Senega	35	40	Bismuth S. N.	1 40	1 50
and 1/4s	12	20	Similax, officinalis H	10	12	Calcium Chlor., 1s	10	9
Ura Ursi.	80	10	Smilax, M.	10	12	Calcium Chlor., 1/2s	10	9
Gummi			Scilla	10	12	Calcium Chlor., 1/4s	10	12
Acacia, 1st picked.	60	65	Seille, M.	10	12	Cantharides, Rus. po	75	75
Acacia, 2d picked.	45	50	Sinapis, po. 30	75	100	Capisci Fructus, af	15	15
Acacia, 3d picked.	30	35	Symplocarpus, Pesti-	25	30	Capisci Fructus, po	15	15
Acacia, sifted sorts.	28	30	dus, po.	25	30	Capisci Fructus B, po	15	15
Acacia, po.	60	80	Valeriana, Eng. po. 30	15	20	Caryophyllus, po. 15	100	12
Aloe, Barb. po. 18	12	14	Valeriana, German.	15	20	Carmin, No. 40	3 00	3 00
Aloe, Cape.	12	12	Zingiber	12	15	Cera Alba, S. & F.	50	55
Aloe, Socotri.	12	12	Zingiber j.	25	27	Cera Flava	40	42
Ammoniac	55	60	Semen			Coccus	40	40
Assafetida	50	55	Anisum	12	12	Cassia Fructus	30	33
Benzoinum	50	55	Apium (graveleons)	13	15	Centaria	10	10
Catechu, 1s	13	14	Bird, 1s	40	6	Cetaceum	45	45
Catechu, 1/2s	13	14	Carui	10	12	Chloroform	60	63
Catechu, 1/4s	13	14	Cardamom	1 25	1 75	Chloroform, squibbs	1 25	1 25
Camphora	48	55	Coriandrum	80	10	Chloral Hyd Crst.	1 50	1 60
Euphorbium, po. 35	10	10	Cannabis	3 1/2	4	Chondrus	20	25
Galbanum	10	10	Cydonium	75	100	Cinchonidine, P. & W	20	25
Gamboge po.	65	70	Chenopodium	10	12	Cinchonidine, Germ	15	22
Gualacum	35	35	Dipterix Odorata	2 00	2 20	Cocaine	3 05	3 25
Kino	30	30	Fenugreek, po.	70	9	Corks, list, dis. pr. et	35	35
Mastic	60	60	Linl.	2 1/2	4	Creosotum	35	35
Myrrh	40	40	Linl, gr'd.	3 1/2	4	Creta	2	2
Opil.	2 50	2 60	Lobelia	35	40	Creta, prep.	11	11
Shellac	25	35	Phalaris Canarian.	3 1/2	4	Creta, tubra	8	8
Shellac, bleached	40	45	Rapa	4 1/2	5	Croscus	1 10	20
Tragacanth	50	80	Sinapis Albu.	70	8	Cudbear	2	24
Herba			Sinapis Nigra	110	12	Cupri Sulph.	50	6
Absinthium, oz. pkg	25	25	Spiritus			Dextrine	10	12
Eupatorium, oz. pkg	30	30	Frumenti, W. D. Co.	2 00	2 50	Ether Sulph.	75	90
Lobelia	30	35	Frumenti, D. F. R.	2 00	2 25	Emery, all numbers	2	8
Majorum	28	28	Frumenti	1 25	1 50	Emery, po. 40	30	35
Mentha Pip. oz. pkg	23	23	Juniperis Co. O. T.	1 65	2 00	Ergota.	100	10
Mentha Vir. oz. pkg	23	23	Juniperis Co.	1 75	3 50	Flake White	13	15
Rue	39	39	Saacharum N. E.	1 90	2 10	Galla.	23	23
Tanacetum Voz. pkg	22	22	Spt. Vini Galli	1 75	6 50	Gambier.	80	9
Thymus, V. oz. pkg	25	25	Vini Oporto	1 25	2 00	Gelatin, Cooper.	60	60
Magnesia.			Vini Alba	1 25	2 00	Gelatin, French	35	60
Calined, Pat.	55	60	Sponges			Glassware, flint, box	60, 10 & 10	10
Carbonate, Pat.	20	22	Florida sheeps' wool	2 50	2 75	Less than box.	90	12
Carbonate, K. & M.	20	25	Nassau sheeps' wool	2 00	2 00	Glue, brown	13	25
Carbonate, Jennings	35	36	Velvet extra sheeps'	2 00	2 00	Glue, white.	14	20
Oleum			wool, carriage	1 25	1 25	Glycerina	19	20
Absinthium	3 25	3 50	Extra yellow sheeps'	1 00	1 00	Grana Paradisi	15	15
Amygdale, Dulc.	30	50	wool, carriage	1 00	1 00	Humulus.	25	55
Amygdale, Amara	8 00	8 25	Grass sheeps' wool,	1 00	1 00	Hydraag Chlor Mite	70	70
Anisi	2 40	2 0	carriage	1 00	1 00	Hydraag Chlor Cor.	70	70
Aurant Cortex	2 00	2 20	Hard, for slate use.	1 40	1 40	Hydraag Ox Rub'm	70	70
Bergamit.	2 40	2 50	Syrups			Hydraag Ammonlati	1 00	1 00
Cajiputi	75	80	Acacia	50	50	Hydraag Unguentum	45	55
Caryophylli	55	65	Auranti Cortes	50	50	Hydrargyrum	65	65
Cedar	35	65	Zingiber	50	50	Ichthyobolia, Am.	75	75
Chenopadii	4 00	4 00	Perri Iod.	50	50	Indigo.	1 00	1 00
Cinamoni	1 75	1 90	Rhei Arom.	50	50	Iodine, Resubi.	2 60	3 70
Citronella	00	45	Smilax Officinalis.	50	60	Iodoform.	2	20
Syrups			Senega	50	50	Lupulin.	4	25
Acacia	50	50	Sella.	50	50	Lycopodium	40	45
Aurant Cortex	50	50	Tinctures			Maels	65	75
Zingiber	50	50	Scilla Co.	50	50	Liquor Arse. et Hy-	50	50
Ipecac	50	50	Tolutan	50	50	drag Iod.	100	12
Ferri Iod.	50	50	Prunus virg.	50	50	Liquor Potass Arsinit	2	3
Rhei Arom.	50	50	Aconitum Napellis R	50	50	Magnesia, Sulph.	2	14
Smilax Officinalis	50	50	Aconitum Napellis F	50	50	Magnesia, Sulph, bbl	500	60
Senega	50	50	Aloes.	50	50	Maunila, S. F	500	60
Sella.	50	50	Aloes and Myrrh	50	50	Menthol	2	40
Tinctures			Arnica	50	50	Miscellaneous		
Scilla Co.	50	50	Assafetida	50	50	Ether, Spts. Nit. 3 F	30	35
Tolutan	50	50	Atrope Belladonna	50	50	Ether, Spts. Nit. 4 F	30	35
Prunus virg.	50	50	Auranti Cortex.	50	50	Alumen	24	3
Tinctures			Benzoin	50	50	Alumen, gro'd. po. 7	30	4
Aconitum Napellis R	50	50	Benzoin Co.	50	50	Amatto	40	50
Aconitum Napellis F	50	50	Bismuth	50	50	Antimon.	40	50
Aloes.	50	50	Cantharides	50	50	Antimon et Potass	40	50
Aloes and Myrrh	50	50	Capicum	75	75	Antipyrin	1 40	1 40
Arnica	50	50	Cardamon	75	75	Antifebrin	15	15
Assafetida	50	50	Cardamon Co.	75	75	Argent Nitras, oz	50	50
Atrope Belladonna.	50	50	Castor	50	50	Arsenicum	100	12
Auranti Cortex.	50	50	Catechu	50	50	Balm Gilead Bud	30	40
Benzoin	50	50	Cinchona	50	50	Bismuth S. N.	1 40	1 50
Benzoin Co.	50	50	Cinchona Co.	50	50	Calcium Chlor., 1s	10	9
Barosma	50	50	Columba	50	50	Calcium Chlor., 1/2s	10	9
Cantharides.	75	75	Cubaba	50	50	Calcium Chlor., 1/4s	10	12
Capicum	75	75	Cassia Acutifol	50	50	Cantharides, Rus. po	75	75
Cardamon	75							

GROCERY PRICE CURRENT.

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

AXLE GREASE.		CHEESE.		CATSUP.		FARINACEOUS GOODS.		Souder's.		SALERATUS.	
Aurora.....	55 6 00	Acme.....	@ 9	Columbia, pints.....	4 25	Farina.....	3	Oval bottle, with corkscrew.	Packed 60 lbs. in box.	Church's.....	3 30
Castor Oil.....	60 7 00	Amboy.....	@ 8 1/2	Columbia, 1/2 pints.....	2 50	Grits.....	3	Best in the world for the money.	Deland's.....	3 15	
Diamond.....	50 4 00	Byron.....	@ 9	CLOTHES PINS.		Walsh-DeRoo Co.'s.....	2 00		Taylor's.....	3 30	
Frazer's.....	75 9 00	Elsie.....	@ 9	5 gross boxes.....		Hominy.....	2 25	Regular Grade Lemon.	Packed 60 lbs. in box.	Church's.....	3 30
IXL Golden, tin boxes 75 9 00		Gem.....	@ 9	CONDENSED MILK.		Flake, 50 lb. drums.....	1 00	doz.....	Granulated, bbls.....	1 10	
Tica, tin boxes.....	75 9 00	Gold Medal.....	@ 9	4 doz in case.		Beans.....	3	2 oz.....	Granulated, 100 lb cases.....	1 50	
Paragon.....	55 6 00	Ideal.....	@ 9	Gail Borden Eagle.....	6 75	Dried Lima.....	3	4 oz.....	Lump, bbls.....	1	
BAKING POWDER.		Jersey.....	@ 8	Crown.....	6 25	Medium Hand Picked.....	1 10	2 oz.....	Lump, 145 lb kegs.....	1 10	
Absolute.		Lenawee.....	@ 8 1/2	Daisy.....	5 75	Maccaroni and Vermicelli.....	60	4 oz.....			
1/4 lb cans doz.....	45	Riverside.....	@ 9	Champion.....	4 50	Domestic, 10 lb. box.....	2 50	2 oz.....			
1/2 lb cans doz.....	85	Sparta.....	@ 8 1/2	Magnolia.....	4 25	Imported, 25 lb. box.....	2 50	4 oz.....			
1 lb cans doz.....	1 50	Brick.....	@ 9	Challenge.....	3 50	Pearl Barley.....	1 90	2 oz.....			
Acme.		Edam.....	@ 7 1/2	Dime.....	3 35	Common.....	2 60	4 oz.....			
1/4 lb cans 3 doz.....	45	Leiden.....	@ 15	COUPON BOOKS.		Chester.....	2 20	2 oz.....			
1/2 lb cans 3 doz.....	75	Limburger.....	@ 15			Empire.....	2 20	4 oz.....			
1 lb cans 1 doz.....	1 00	Pineapple.....	@ 43			Green, but.....	80	2 oz.....			
Bulk.....	10	Sap Sago.....	@ 18			Split, per lb.....	2	4 oz.....			
Arctic.								2 oz.....			
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SOAP.

Laundry.

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



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

JAS. S. KIRK & CO.'S BRANDS.

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

One box American Family free with five.

Schulte Soap Co.'s Brand.



100 cakes, 75 lbs.....	2 80
Single box.....	2 75
5 box lots, delivered.....	2 70
10 box lots, delivered.....	2 60
25 box lots, delivered.....	2 60

Wolverine Soap Co.'s Brands.



Single box.....	2 65
5 box lots, delivered.....	2 60
10 box lots, delivered.....	2 50
Allen B. Wrisley's Brands.....	
Old Country, 80 1-lb. bars.....	2 75
Good Cheer, 60 1-lb. bars.....	3 75
Uno, 100 1/2-lb. bars.....	2 50
Doll, 100 10-oz. bars.....	2 05

Scouring.

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

Washing Powder.



100 12 oz pkgs..... 3 50

STARCH.



Kingsford's Corn.

40 1-lb packages.....	6 1/2
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
125 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.

Cut Leaf.....	5 63
Domino.....	5 50
Cubes.....	5 25
Powdered.....	5 25
XXXX Powdered.....	5 38
Mould A.....	5 25
Granulated in bbls.....	5 00
Fine Granulated.....	5 00
Extra Fine Granulated.....	5 13
Extra Coarse Granulated.....	5 13
Diamond Confection.....	5 00
Confection Standard A.....	4 85
No. 1.....	4 75
No. 2.....	4 75
No. 3.....	4 75
No. 4.....	4 75
No. 5.....	4 75
No. 6.....	4 63
No. 7.....	4 50
No. 8.....	4 44
No. 9.....	4 38
No. 10.....	4 31
No. 11.....	4 25
No. 12.....	4 19
No. 13.....	4 06
No. 14.....	4 00
No. 15.....	3 94
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. & P. Drug Co.'s brand.

Quintette..... 35 00

G. J. Johnson Cigar Co.'s brand.

S. C. W..... 35 00

H. Van Tongeren's Brand.

STAR GREEN

CIGAR

Miscellaneous Brands.

American Queen..... 35 00

Mailory..... 35 00

Michigan..... 35 00

Royal Knight..... 35 00

Sub Rosa..... 35 00

VINEGAR.

Leroux Cider..... 10

Robinson's Cider, 40 grain..... 10

Robinson's Cider, 50 grain..... 12

WICKING.

No. 0, per gross..... 25

No. 1, per gross..... 30

No. 2, per gross..... 40

No. 3, per gross..... 75

Fish and Oysters

Fresh Fish.

Per lb.

Whitefish..... 8

Trout..... 8

Black Bass..... 10

Halibut..... 15

Clisces or Herring..... 4

Bluefish..... 10

Live Lobster..... 18

Boiled Lobster..... 20

Cod..... 10

Haddock..... 8

No. 1 Pickerel..... 8

Pike..... 7

Smoked White..... 8

Red Snapper..... 10

Col River Salmon..... 12 1/2

Mackerel..... 12 1/2

Oysters in Cans.

F. H. Counts..... 40

Shell Goods.

Oysters, per 100..... 1 25

Clams, per 100..... 90

Candies.

Stick Candy.

Standard.....	6 1/2 @ 7 1/2
Standard H. H.....	6 1/2 @ 7
Standard Twist.....	6 @ 8
Cut Leaf.....	8 1/2 @ 8 1/2
Jumbo, 32 lb.....	6 1/2 @ 6 1/2
Extra H. H.....	8 1/2 @ 8 1/2
Boston Cream.....	8 1/2 @ 8 1/2

Mixed Candy.

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

Fancy-In Bulk.

Lozenges, plain.....	9 @ 9
Lozenges, printed.....	9 @ 9
Choc. Drops.....	11 @ 11
Choc. Monumentals.....	12 @ 12
Gum Drops.....	5 @ 5
Moss Drops.....	7 1/2 @ 7 1/2
Sour Drops.....	8 1/2 @ 8 1/2
Imperial.....	8 1/2 @ 8 1/2

Fancy-In 5 lb. Boxes.

Lemon Drops.....	50 @ 50
Sour Drops.....	50 @ 50
Peppermint Drops.....	50 @ 50
Chocolate Drops.....	50 @ 50
H. M. Choc. Drops.....	50 @ 50
Gum Drops.....	50 @ 50
Licorice Drops.....	50 @ 50
A. B. Licorice Drops.....	50 @ 50
Lozenges, plain.....	50 @ 50
Lozenges, printed.....	50 @ 50
Imperial.....	50 @ 50
Motives.....	50 @ 50
Cream Bar.....	50 @ 50
Molasses Bar.....	50 @ 50
Hand Made Creams.....	80 @ 80
Plain Creams.....	60 @ 60
Decorated Creams.....	90 @ 90
String Rock.....	60 @ 60
Burnt Almonds.....	1 25 @ 1 25
Wintergreen Berries.....	55 @ 55

Caramels.

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

Fruits.

Oranges.

Choice Napples.....	160s @ 3 50
200s.....	23 @ 75
Rodis.....	160 @ 4 50
Imperial.....	200 @ 5 00
200 Fancy.....	150-170-200 @ 4 50

Lemons.

Strictly choice 300s.....	23 @ 75
Strictly choice 300s.....	24 @ 90
Fancy 300s.....	24 @ 25
Ex. Fancy 300s.....	24 @ 50

Bananas.

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

Foreign Dried Fruits.

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

Nuts.

Almonds, Tarragona.....	2 12 1/2 @ 12 1/2
Almonds, Ivaca.....	2 11 @ 11
Almonds, California, soft shelled.....	7 @ 7
Brazils new.....	7 1/2 @ 7 1/2
Filberts.....	10 @ 10
Walnuts, Grenoble.....	12 1/2 @ 12 1/2
Walnuts, Calif No. 1.....	10 @ 10
Walnuts, soft shelled.....	12 @ 12
Table Nuts, fancy.....	11 @ 11
Table Nuts, choice.....	10 @ 10
Pecans, Med.....	10 @ 10
Pecans, Ex. Large.....	12 @ 12
Pecans, Jumbos.....	12 @ 12
Hickory Nuts per bu.....	3 50 @ 3 50
Ohio, new.....	3 50 @ 3 50
Cocoanuts, full sacks.....	7 @ 7
Peanuts.....	7 @ 7
Fancy, H. P., Suns.....	7 @ 7
Fancy, H. P., Flags.....	7 @ 7
Roasted.....	7 @ 7
Choice, H. P., Extras.....	4 @ 4
Choice, H. P., Extras, Roasted.....	6 @ 6

Grains and Feedstuffs

Wheat.

Wheat..... 82

Winter Wheat Flour.

Local Brands.....	
Patents.....	5 05
Second Patent.....	4 65
Straight.....	4 45
Clear.....	4 10
Graham.....	4 40
Buckwheat.....	3 40
Rye.....	3 25
Subject to usual cash discount.....	

Flour in bbls., 25c per bbl. additional.

Worden Grocer Co.'s Brand.

Quaker, 1/2s.....	4 55
Quaker, 1/4s.....	4 55
Quaker, 1/8s.....	4 55

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.....	
Pillsbury's Best 1/2s.....	5 45
Pillsbury's Best 1/4s.....	5 35
Pillsbury's Best 1/8s.....	5 25
Pillsbury's Best 1/4s paper.....	5 25
Pillsbury's Best 1/8s paper.....	5 25
Ball-Barnhart-Putman's Brand.....	
Grand Republic, 1/2s.....	5 50
Grand Republic, 1/4s.....	5 40
Grand Republic, 1/8s.....	5 30

Lemon & Wheeler Co.'s Brand.

Gold Medal 1/2s.....	5 50
Gold Medal 1/4s.....	5 40
Gold Medal 1/8s.....	5 30
Parisian, 1/2s.....	5 50
Parisian, 1/4s.....	5 40
Parisian, 1/8s.....	5 30

Olney & Judson's Brand.

Ceresota, 1/2s.....	5 50
Ceresota, 1/4s.....	4 40
Ceresota, 1/8s.....	4 30

Worden Grocer Co.'s Brand.

Laurel, 1/2s.....	5 50
Laurel, 1/4s.....	4 40
Laurel, 1/8s.....	4 30

Meal.

Bolted.....	1 50
Granulated.....	1 75

Feed and Millstuffs.

St. Car Feed, screened.....	13 50
No. 1 Corn and Oats.....	12 50
Unbolted Corn Meal.....	12 00
Winter Wheat Bran.....	9 50
Winter Wheat Middlings.....	1 00
Screenings.....	9 00

The O. E. Brown Mill Co. quotes as follows:

New Corn.

Car lots.....	32
Less than car lots.....	34

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:

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

Soda.

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

Oyster.

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

SWEET GOODS-Boxes.

SWEET GOODS—Boxes.	
Animals.....	9
Bent's Cold Water.....	13
Belle Rose.....	6
Cocoanut Taffy.....	8
Coffee Cakes.....	8
Frosted Honey.....	10
Graham Crackers.....	6
Ginger Snaps, XXX round.....	5
Ginger Snaps, XXX city.....	5
Gin. Snps, XXX home made.....	5
Gin. Snps, XXX scalloped.....	5
Ginger Vanilla.....	7
Imperial.....	10
Jumbles, Honey.....	10
Molasses Cakes.....	6
Marshmallow.....	12
Marshmallow Creams.....	13
Pretzels, hand made.....	6
Pretzelettes, Little German.....	6
Sugar Cake.....	6
Sultanas.....	10
Sauers Lunch.....	6
Vanilla Squares.....	7
Vanilla Wafers.....	12
Pecan Wafers.....	12
Mixed Picnic.....	10
Cream Jumbles.....	11½
Boston Ginger Nuts.....	6
Chimnie Fadden.....	9
Pineapple Glace.....	12
Penny Cakes.....	6
Marshmallow Walnuts.....	13
Belle Isle Picnic.....	10

Hardware

Some Hardware Snags and How to Remove Them.

At the present time we realize that there are many obstacles and hindrances in all lines of trade to such a much-desired, and we are inclined to think fortunate, state of affairs. Trade has a great deal to contend with—the financial depression of the times, owing in a large measure to the recent campaign, changes in administration, and unsettled political issues, opposition, competition and numerous other business evils, commonly called business snags, that must be encountered and overcome daily. A hardware dealer has to have capital, brains, experience and a good share of business enterprise and energy to get to the top these days. However, we do not despond, but anticipate better things for the future. Our fathers, mothers and teachers were ever wont to impress us with the fact that "The road to success is steep and strewn with many difficulties." Cheer up, then; we are undoubtedly on the right road.

Speaking of business snags, I regard competition as one of them. We recognize, of course, that there is such a thing as legitimate competition. We do not wish to be a monopolist or "cock of the walk" in any community, realizing that a fair degree of competition is healthful, in that it is a stimulus in business and suggestive of enterprise in a thriving locality. There is, however, a reckless competition, and this is the snag I have reference to, a reckless competition that is indulged in, to the demoralization of prices. We are all aware that there are dealers in some towns who, because they have capital, have no compunction about driving a rival out of business by a systematic cutting of prices on leading articles, and more especially on staple goods. They seem to be utterly wanting in the spirit of public, or, rather, local interest, that would tend for a regard for the business welfare which ought to be fostered and preserved among mercantile men in business centers.

This brings to mind another business snag or evil, one whose harassing influence has been felt throughout this country, more especially in the West, and which may be considered as perhaps our most formidable adversary. I refer to department stores. They have been the subject of much earnest consideration and consultation on the part of the business men of the Northwest. People generally seem to be in sympathy with the retail dealers, but not to the extent that they are willing to pay a few cents more for an article than they can get it for at the bargain counter of a department store. The universal sentiment is strong against this hindrance to legitimate business and local prosperity. Let me quote a few remarks on the subject from a trade paper:

The opposition to the great department stores is taking a tangible form that promises to array the best retail interests of the country against this giant monopoly. It is the universal sentiment that there is just at present especial need that efforts be made everywhere to revive trade and place our manufacturing, mercantile and financial interests on a firm footing. To such progress the department store is an obstacle, and legitimate business should not be hampered by the demoralizing policies of such establishments, which, avoiding the burdens and responsibilities common to the regular retailers, keep within no settled boundaries of action, depend on others to carry stock and pay ex-

penses, destroy adjacent real estate values, and take the cream of the retail trade from the men who have built up and still maintain the real business of the country.

Thus it is evident that others realize how unequal is the contest and are anxious for a solution to the difficult problem. Has it not been proved more than once in the history of our country that centralization of power in one or a few individuals is not only contrary to all ideas of democracy, but also a threat against national power? The same argument holds good in reference to institutions that do business on piratical principles. They are a menace to trade. Therefore, for the sake of the many, as opposed to the selfishness or cupidity of the few, department stores should be suppressed.

Another snag looms up in the interference with our trade on the part of manufacturers and jobbers. We are glad to say we personally have nothing to complain of. Nevertheless, it is a grievance which some dealers have. The selling of goods and quoting of prices direct to the consumer constitute the worst kind of opposition and hurt the retailer more than hard times, crop failures or anything else.

Again, another evil, one that is not common to hardware dealers only, but is a source of annoyance, if not worry, among merchants in various lines of business, is the lack on the part of the people of what may be termed local patriotism or loyalty, and I am sorry to say that business men are often to blame in that they often thoughtlessly encourage it. Take, for instance, a druggist who allows his wife to send to Milwaukee for a steel range and trimmings for a new house. A good hardware house is right in the same block, pleasant relations otherwise existing between families and dealers, yet that druggist has a kick coming because the hardwareman allows his wife to go to Green Bay to take advantage of a sale there, in buying wall paper for her new house.

We merchants are aware, or should be if we are not, that the prosperity of the place in which we live is of vital importance to us. Our influence should be directed toward strengthening and building up the resources of our own town and in the protection of home institutions. Not alone this, but we should impress that opinion upon our families and friends. How many here who do not know of instances where business men allow their wives and daughters to buy out of town, even encouraging them in the practice, because they can save a few dollars? Nevertheless, these same men expect the patronage of the wives and daughters of other local dealers. I tell you there is no surer way than this of destroying confidence and creating business jealousies in a community.

J. A. WIEKIE.

Fond du Lac, Wis.

The Hardware Business of To-day.

In my opinion the hardware store of to-day differs vastly from the old one of twenty years ago. I can picture the average hardware store of that time as dark, dingy, gloomy, poorly-lighted and uninviting, and then note the contrast as you step into one of the hardware stores they are building and arranging now. A hardware store can and should be made as attractive and inviting, even to ladies, as a dry goods, millinery or jewelry store, and I am glad to note that every year there is a forward movement in the direction of making them so.

This is a progressive age, and a man, to keep up with the procession, must study up and employ new methods to display and arrange his goods so as to attract the attention of the people. An attractive store front, with a tasty window display, which ought to be changed often, will make a favorable impression on a passer-by and invite him to come in, and once in, if properly handled, you can probably make a customer of him. Particular attention should be paid to keeping the stock clean and in order. There is always some time during the day when there are no customers to be waited on that can be employed in cleaning, dusting and rearranging goods on shelves or on the floor, and thereby help you to more quickly wait on customers in busy hours.

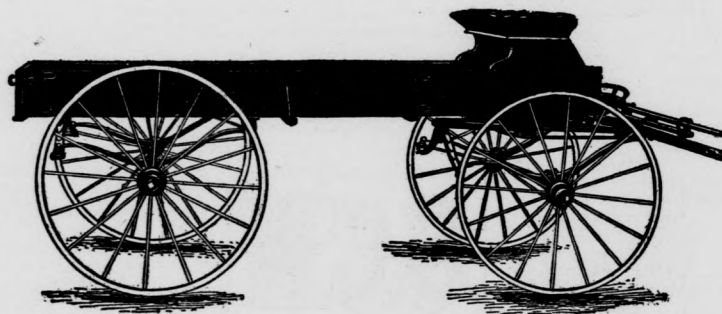
The hardware business of to-day could not be carried on successfully and profitably in the same manner it was twenty, fifteen or even ten years ago, as competition has been growing sharper and profits have been growing smaller year by year; in fact, so much so, that to-day many articles are being sold for less money than the profits formerly made on them. For instance, Universal wringers used to retail at \$8, leaving a profit of \$1.75 to \$2 each; to-day the retail price is \$2 or less. I re-

member selling 6-quart plain IC pressed dairy pans at \$4 per dozen, leaving 75 cents to \$1 per dozen profit, while now they sell at 75 cents per dozen, netting 12 cents to 15 cents per dozen profit. The first barbed wire I sold at 12 cents per pound, leaving 2 cents to 2½ cents per pound profit, and I could mention many similar items. Then, on the other hand, you take the growing tendency of dealers in other lines to put in some lines of hardware, either to help keep up their diminishing profits or use as trade-catchers. I know of instances of lumber dealers selling building paper, nails, paint and also house trimmings, and selling them at, or nearly at, cost in order to catch the order for lumber, on which they would make larger profits. Dry goods, grocery and notion stores have put in 5 cent and 10-cent counters of hardware, besides pocket knives and tinware. Drug stores are selling cutlery and fishing tackle. Bicycles are sold in all kinds of stores and shops, even in butcher and barber shops, and last, but not least of all, is the department store, with almost every thing in the hardware line where there is, any profit for the legitimate hardware dealer.

O. P. SHAFER.

Appleton, Wis.

Woman's tongue is her sword, which she never lets rust.

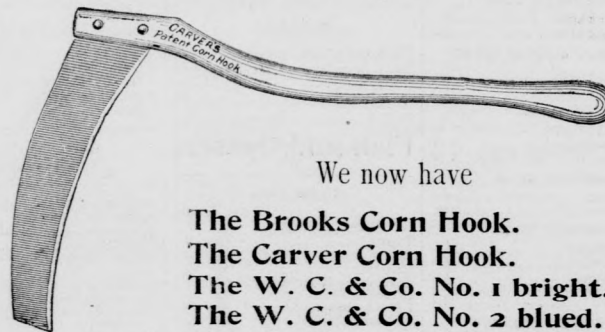


This is our **FRUIT AND DELIVERY WAGON**. Furnished with Fruit Racks when desired. The Best is none too good. See this and our complete line of hand made Harness, Carriages, etc.

Write for new catalog.

BROWN & SEHLER, Grand Rapids, Mich.

Corn Hooks



We now have

**The Brooks Corn Hook.
The Carver Corn Hook.
The W. C. & Co. No. 1 bright.
The W. C. & Co. No. 2 blued.**

Get in your orders now and be ready when the demand begins.

Foster, Stevens & Co.,
Grand Rapids, Mich.

Low-Life Wedding in Switzerland.

Written for the TRADESMAN.

The other day I saw something in Bern which pales any records from the Wooly West of Uncle Sam's dominion. I had found my way to the famous Muenster, as all good "Baedekerites" do, and paid my entrance fee, when I noticed that everybody who entered the church directed his footsteps to a small chapel at the left. So I followed suite, and took a front seat near the door. The church warden, in a parti-colored robe, was seating several people when I entered, but he came to me soon afterward and said with a most peremptory manner that I did not belong there. So I quietly withdrew to the second row and waited for him to invite me to a back seat. People continued to come, who were shown to the front seats, which formed a semi-circle about the high pulpit or reading desk, and I became quite indignant that such partiality should be shown to ordinary citizens of Bern. I noticed that the warden was especially polite to the gentlemen, taking their hats and hanging them on the pew posts and setting the umbrellas in the corner.

A Sabbath stillness pervaded the place. I looked across the aisle at some other travelers with Baedekers, and wondered how they enjoyed wasting so much precious time in seeing and doing absolutely nothing. I was tempted, once or twice, to get up and leave, then thought better of it and decided to choose this time for resting. I read the texts on the walls, I examined the stained glass windows and looked for frescoes, but in vain; there was nothing to wonder at or admire. Everybody else seemed to have come to the same conclusion and resigned themselves to the inevitable.

At last, the painful silence was broken by the twelve strokes of the clock and the merry peals of the bells. There was a slight rustle and in walked a minister in the robes of the church. I recognized him at once as the original of many photographs I had seen in the various shop windows. On his appearance, everybody seemed to get up and move toward the altar. I, too, was in the act of doing the same thing when I changed my mind. For the first time I noticed these people were paired off like Noah's neighbors.

The minister ascended the altar stairs and performed the wedding ceremony on limited express schedule time. When he asked the all-important question, "Will you take this woman to be your lawful wife, etc.?" there was a hearty chorus of Yeses in bass voices, and the sopranos soon chimed in and completed the duet.

There each man stood holding his bride's hand, there was the distinguished preacher intent on his business, there were the travelers in bedraggled clothes and with ungloved hands, watching intently the proceedings, and back in the darkest corner were some simple fellows standing as witnesses. They seemed as unconscious as everybody else that their clothes had been bought at the bargain counter and worn for the past ten years, through rain and snow, wind and mud, to town on market days. Yes, and they seemed as supremely unconscious of their hair being faded on top from the sun, or their hands, in their present position, being unnecessary luxuries.

The service had almost reached its climax, when there was a slight click in the direction of my neighbors across the

aisle. Their faces assumed horrified expressions as they tried to secrete a kodak in the folds of a shawl between them!

But the service was not interrupted. The couples knelt in a semi-circle about the altar as the minister prayed, "Lead us not into temptation," and, "Give us this day our daily bread." When they stood up, they were man and wife.

There had been no wedding march, no rustle of white satin gowns or gentle flying of tulle veils. No giving away in marriage, no kissing of brides or congratulating of grooms. The kindly white-haired old minister put on his velvet cap and came down the chancel stairs with his arms full of parchments, which he distributed to the newly wedded couples. Within a minute the chapel was empty. Yet within the past five or six minutes had twelve people made the solemnest possible promise, and perhaps sealed their fates for all time to come.

* * *

It was raining and everybody waited at the church portals—not for carriages, but for pleasanter weather. As I turned my steps toward my hotel, one of the couples I had noticed specially in the church walked just ahead of me. While all the others had looked ready for market or trade, this couple had made some pretense at getting ready. He had on a brand new suit of seal brown tweed which had never seen London, and some brown cotton gloves. His hair was newly cut and he wore a large bonbonniere of artificial orange blossoms. She had on a plain black wool gown, with plenty of white ruching about collar and sleeves, while her smooth and shining hair was crowned with a wreath of the same quality of orange blossoms. They walked along quietly and scarcely spoke except when they stopped to admire an American eggbeater which was being sold on the streets. He carried his large cotton umbrella, she her smaller size, and they, in jolly Uncle Sam's domain, could easily have passed themselves off as utter strangers. Nevertheless, one felt sure they were the envy of all observers. All the merchants in the queer arcaded streets of Bern seemed to be standing in their doorways, and the pretty girl clerks to have suddenly nothing to do. Hundreds of wistful eyes followed eagerly their footsteps and many a sigh was suppressed. My way was another way, so I turned thoughtfully in the other direction, wishing them many goodly blessings, for I never expected to see them again.

But in the afternoon when I visited the Historical Museum, there they were, just ahead of me, entering the doors. It was free day at all the museums, and special rates on the railroads were being offered on account of a festival being held in Bern, so the groom did not have to go in debt so much as is usual in order to bring his bride home. They looked much the same as before dinner except that the bride had exchanged the wreath for a simple hat, and was carrying it, as well as "her man's" flowers, in a brown paper parcel. He still wore the same brown gloves, and his hands did not so much resemble "canvassed hams" as the country variety smoked to a turn!

They went through the Museum examining everything as seriously as if they were judges at a country fair. This was the greatest day in their lives, the day which they had looked forward to so long. How they had longed for it and worked for it, yet they moved along

as slowly and solemnly as mourners at a funeral. Were they overawed, overwhelmed or simply bored? She could not have been more than twenty-two, yet her forehead was already deeply furrowed. But she looked patient and long-suffering, ready to wash dishes, scrub, work in the hayfield, saw wood or exert herself in other wise to please her liege lord and master, while he, good-natured fellow, would never object. To-day, they were striving hard to enjoy themselves. To-morrow the duties of life would be resumed with new zest, and they would live the old, old story with its infinite variations.

ZAIDA E. UDELL.

Geneva, Switzerland.

We love handsome women from inclination, homely women from interest, and virtuous women from reason.

Hardware Price Current.

AUGURS AND BITS

Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10

AXES

First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50

BARROWS

Railroad.....	\$12 00 14 00
Garden.....	net 30 00

BOLTS

Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50

BUCKETS

Well, plain.....	\$ 3 25
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BUTTS, CAST

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

BLOCKS

Ordinary Tackle.....	70
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CROW BARS

Cast Steel.....	per lb 4
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CAPS

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

CARTRIDGES

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

CHISELS

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

DRILLS

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

ELBOWS

Com. 6 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.....	

GAUGES

Stanley Rule and Level Co.'s.....	60&16
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KNOBS—New List

Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80

MATTOCKS

Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10

NAILS

Advance over base, on both Steel and Wire.	
Steel nails, base.....	1 65
Wire nails, base.....	1 75
20 to 60 advance.....	Base
10 to 16 advance.....	06
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 ½ advance.....	85

MILLS

Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30

MOLASSES GATES

Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30

PLANES

Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60

PANS

Fry, Acme.....	60&10&10
Common, polished.....	70& 5

RIVETS

Iron and Tinned.....	60
Copper Rivets and Burs.....	60

PATENT PLANISHED IRON

"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages ½¢ per pound extra.	

HAMMERS

Maydole & Co.'s, new list.....	dis 33½
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30¢ list 70
Blacksmith's Solid Cast Steel Hand 30¢ list 40&10	

HOUSE FURNISHING GOODS

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

HOLLOW WARE

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

HINGES

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

WIRE GOODS

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

LEVELS

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

Sisal, ¼ inch and larger.....	5¼
Manilla.....	8

SQUARES

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

SHEET IRON

Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$3 30 \$2 40
Nos. 18 to 21.....	3 30 2 40
Nos. 22 to 24.....	3 45 2 60
Nos. 25 to 26.....	3 55 2 70
No. 27.....	3 70 2 80
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	3 80 2 90

SAND PAPER

List acct. 19, '86.....	dis
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SASH WEIGHTS

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

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

WIRE

Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62½
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 05
Barbed Fence, painted.....	1 70

HORSE NAILS

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

WRENCHES

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

MISCELLANEOUS

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

METALS—Zinc

600 pound casks.....	6¼
Per pound.....	6½

SOLDER

½@¾.....	12½
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
20x14 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
20x14 IX, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IX, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00

BOILER SIZE TIN PLATE

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

Saginaw Grocers Score Their Seventh Success.

Saginaw, Aug. 13.—The retail grocers of Saginaw have a remarkable record as entertainers on the occasion of their annual picnic, but never before have weather and all other conditions combined to make the day a success in such a fortunate manner as yesterday.

The spectacle of two rival excursions starting from one depot at one time was a novel one. It was marked by the noisy accompaniment of the enthusiastic, self-constituted ticket seller, who strove by all means to ensnare the doubtful picnicker. Rival bands rent the air with competing selections at the F. & P. M. depot before the start, and the puffing and whistling of rival engines combined to make the scene a memorable one.

The grocers' excursion went in two sections of ten coaches each. A moderate estimate places the number of people at 1,400 and they made noise and gladness enough for twice that number. The trip of both sections was without incident, and upon arriving at Port Huron, the excursionists scattered about to enjoy themselves as their tastes dictated. Some went to Sarnia, some to Huronia Beach, some to the base ball game, some down the river to St. Clair, some to Stag Island, and others to various parts of Port Huron. The majority, however, went direct to Riverside Park, where the picnic and games occurred.

The feature of the games was the fast time made in the bicycle races, breaking all amateur records for Port Huron. There was more pure fun caused by the comical efforts of the contestants in the footraces and in the fat men's race. The officers of the day were Charles Schwartz and F. L. Keating, starters and judges, F. Spatz and F. Crowley, timers, and George Holcomb, announcer. After the regular program had been carried out, Starter Keating announced that one event had been forgotten, the old maids' bicycle race, and asked if there were any entries. One comely maiden rode up to the front of the stand who would not be taken for one who would naturally enter in that class, amidst roars of laughter from the crowd. The results of the various events were as follows:

One-mile bicycle race, open to grocers only—Otto Rohde, Saginaw, first; George Holcomb, Saginaw, second; F. Spatz, Saginaw, third. Time, 2:15.

One-mile bicycle race, open to grocers' clerks only, B. Gain, Port Huron, first; A. Hammel, Port Huron, second; W. Foster, Port Huron, third. Time, 2:25.

One-hundred yard footrace, open to grocers only—C. W. L. Wartenberg, Saginaw, first; G. Holcomb, Saginaw, second; O. Rohde, third. Time, 11 seconds.

Fat men's race, 50 yards—G. Hill, Port Huron, first; J. J. Williams, Port Huron, second; P. P. Hiller, Saginaw, third. Time, 6 seconds.

Delivery boys' 100-yard race—W. Reynolds, Port Huron, first; L. Flint, Port Huron, second; A. Hammel, Port Huron, third.

The first train to return left Port Huron at 7:30, and arrived in Saginaw at 10:30 and the last one left at 9 o'clock, and arrived here about midnight. The first train contained the members of the Saginaw baseball team and the passengers were entertained by selections by an octet composed of Messrs. Ganzel, Moore, Hennhager, Snyder, Cole, Irwin, Tarbill and Beville. All the popular songs of the day were rendered in a pleasing manner and the performance concluded with a comedy sketch entitled, "A Hot Time in a Colored Camp Meeting," by Snyder and Moore.

Death of a Veteran Adrian Merchant.

Adrian, Aug. 16.—Hon. John R. Clark, founder of the firm of Clark, Mason & Co., wholesale grocers and packers, has passed into the Beyond. He had been confined to the house since January, and had been in a critical condition several times since. He re-

tained consciousness almost to the last, and his end was peaceful.

Mr. Clark was born in Ontario county, N. Y. (which county is now known as Wayne), September 4, 1822. He came to Adrian with his parents in the spring of 1836, and has remained here ever since. He graduated in 1840 from Brewster's select school, and then entered his brother's store as a clerk, remaining in that capacity until 1845, when he became a partner in the business.

In 1847 he purchased his brother's interest in the business, and erected a brick store on Maumee street, in which he carried on general merchandising until 1853, when his health failed. He then sold out to Col. L. F. Comstock and A. H. Wood, and purchased and moved upon the Pease farm in Madison township. During the years 1854 and 1855 he erected the finest farmhouse in the county at that time.

In 1855 he formed a partnership with A. H. Wood, and embarked in the dry goods business, which they continued until 1859, when he bought out his partner's interest, and carried on the business himself until 1863, when he closed out and decided to give his attention to farming and stock dealing.

In 1866 he became interested in the erection of the Madison cheese factory, and was its President and Manager for three years. He was elected supervisor of Madison township for five years.

In 1858 he was elected a member of the House of Representatives and was chairman of the Committee on Mines and Minerals, as well as served on four other committees.

In 1874 he sold his farm to A. H. Russell, and moved to this city. In 1871 he engaged in the wholesale cheese business with Henry F. Shattuck, and afterward in the pork packing business.

In 1877 Clark & Shattuck admitted to the firm as partner the late Lafayette Ladd, and continued the copartnership until 1878, when E. L. Baker was admitted and the firm of Clark, Baker & Co. entered upon a prosperous career in the wholesale provision, cheese and pork packing business.

In 1875 Mr. Clark was elected alderman of the Fourth ward, and was re-elected in 1877. Politically, he was in early life an old-line Whig, and cast his first presidential vote for Henry Clay. Since the organization of the Republican party he was affiliated with it and gave it earnest support.

April 8, 1846, Mr. Clark was married to Miss Emily E., daughter of Mr. and Mrs. Joseph E. Wadsworth, of Adrian, by whom he had four children, only one of whom, Mrs. Ira Z. Mason, is now living.

Low Rate Excursion to Northern Michigan Resorts.

Wednesday, Aug. 25, is the date for our popular excursion to the Northern resorts this year. Trains will leave Grand Rapids via C. & W. M. Railway at 7 a. m. and 1:15 p. m. The round trip rate is only \$4 to Petoskey, Bay View, Charlevoix or Traverse City, with return limit to Sept. 3. Full particulars given by agents and posters.

GEO. DEHAVEN, G. P. A.

Attention is directed to the announcement published elsewhere in this week's paper to the effect that the Schulte Soap Co. has arranged to make an exhibit of its celebrated Clydesdale brand at the State Fair to be held in this city the first week of September. In addition to the regular exhibit, the company will have on exhibition an original cake of soap as it comes from the frames, and an opportunity will be given every person who visits the fair to register a guess as to the exact weight of the mass, the one whose guess comes nearest to the exact weight to receive a high grade bicycle. Mr. Cooper, the local representative of the house, is sending out invitations to his customers, requesting them to make their headquarters at his exhibit during the fair, and those who know Mr. Cooper and the large-heartedness of his employers are assured that their welcome will be cordial and complete.

The New Peddling Law to Be Distributed Soon.

Kent City, Aug. 11.—In the Tradesman of July 7 I found a copy of the new law imposing licenses upon peddlers driving through the country. I have repeatedly called our township clerk's attention to the matter, but no attempt has been made to enforce the law. He says the board can do nothing until they receive a copy of the law and the necessary blanks from Lansing. Now, can you in any way assist us in hastening this matter? The law is explicit, but what the town board wants is instructions from the proper source.

A. H. SAUR & Co.

The Tradesman immediately submitted the enquiry to the Secretary of State, receiving the following reply:

Lansing, Aug. 16.—I have your letter of Aug. 13, together with enclosure from A. H. Saur & Co. There is a weak point in our method of publishing the laws, especially those which have been given immediate effect. Until the present session, never before in my experience in legislative matter has the Legislature authorized or allowed the publication of the immediate effect acts in any form. This year a bill was passed at the suggestion of this Department, but the distribution of the immediate-effect acts was limited to circuit judges, county clerks, prosecuting attorneys and a few others. No provision whatever was made for notifying township boards of a change in the law relative to hawkers and peddlers, or, indeed, of a number of other important changes. However, the State Treasurer had a small edition of the law, as passed, printed and distributed to those who asked questions in regard to the matter. This Department has also sent out three or four hundred copies.

The Public Acts will be out and placed in the hands of township officers in the course of a week or ten days, and in that manner the law will be thoroughly published.

JOS. W. SELDEN,
Deputy Secretary of State.

WANTS COLUMN.

BUSINESS CHANCES.

FOR SALE—A STORE BUILDING AND dwelling combined at Levering, Mich. An A1 place for a general stock. A. M. LeBaron, Grand Rapids, Mich. 369

BEST LOCATION FOR GRIST MILL IN THE State. Good grain region. Location and building will be given outright to man with \$4,000 capital. Address for particulars J. C. Neuman, Dorr, Mich. 370

WANTED—AGENCY FOR WESTERN NEW York for permanent staple line. Sell to retailers. Address Buffalo, care Michigan Tradesman. 371

I OWN SEVERAL GOOD FARMS LOCATED in Ringgold and Union counties, Iowa. The best grazing country in the world—right in the midst of the celebrated Blue Grass region of Southern Iowa. All have No. 1 good soil and can't be beat for grain and stock raising. I want to trade any or all of these farms for a well established store. Write at once. A. O. Ingram, Mount Airy, Iowa. 373

TO EXCHANGE—100 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

BUSINESS OPENINGS—MEN HAVING MOD-erate capital at their command, with experience, who seek advantageous openings in dry goods, cloaks, millinery, clothing, merchant tailoring, hats and caps, gentlemen's furnishing goods, shoes, notions, groceries, crockery, or any other department of trade, may find it to their advantage to correspond with me, with the view of taking an interest in a department store. L. A. Sherman, Port Huron, Mich. 374

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

FOR SALE—MEAT MARKET DOING A cash business. Will sell a heap 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

STORE TO RENT AT LAKE ODESSA, BRICK location very best; fine chance for general store. E. F. Colwell, Lake Odessa. 372

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

FOR SALE—STOCK OF GENERAL MER- chandise 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

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—CLEAN NEW STOCK GENERAL merchandise, located in brick building in growing town, surrounded by excellent farming country. Established trade. Address No. 354, care Michigan Tradesman. 354

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. 296

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

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 PAT-ents. Chiley & Allgier, Patent Attorneys, Grand Rapids, Mich. 339

MISCELLANEOUS.

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

Everybody Guess!



We shall make an exhibit of our CLYDESDALE SOAP at the State Fair, including an enormous cake of Clydesdale as it came originally from the frames. Everyone is invited to register a guess on the weight of the cake and the nearest guess entitles the guesser to a high grade bicycle, either gentleman's or lady's.

Schulte Soap Co., Detroit, Mich.

Premium given away with Clydesdale Soap Wrappers.

Established 1850.

Sells Best

Because it salts best, tastes best, keeps best—is best. **DIAMOND CRYSTAL SALT.**

See Price Current.
Diamond Crystal Salt Co., St. Clair, 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.

QUEEN & CRESCENT

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

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

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

PETOSKEY and MACKINAC G. R. & I. EXCURSION

The Annual Ten-Day Excursion to Northern 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 Petoskey 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. Good returning until Sept. 2. For further information apply to G. R. & I. ticket agents or

\$4.00 and \$5.00

Aug. 24th.

C. L. LOCKWOOD,
G. R. & I. A.

SHIP YOUR FREIGHT AND TRAVEL via the

GOODRICH LINE CHICAGO

AND ALL POINTS WEST.

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

THIS IS THE SHORT LINE TO CHICAGO.

Passengers should see that their tickets read via this popular line.

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

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

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.)
Leave. EAST. Arrive.
+ 6:45am. Saginaw, Detroit and East...+ 9:55pm
+ 10:10am. Detroit and East...+ 5:07pm
+ 3:30pm. Saginaw, Detroit and East...+ 12:45pm
+ 10:45pm. Detroit, East and Canada...+ 6:35am
WEST
* 8:35am. Gd. Haven and Int. Pts...+ 7:10pm
+ 12:53pm. Gd. Haven and Intermediate...+ 3:25pm
+ 5:12pm. Gd. Haven Mil. and Chi...+ 10:05am
* 7:40pm. Gd. Haven Mil. and Chi...+ 8:15am
+ 10:00pm. Gd. Haven and Mil...+ 6:40am
Eastward—No. 14 has Wagner parlor car. No. 18 parlor car. Westward—No. 11 parlor car. No. 15 Wagner parlor car.
*Daily. +Except Sunday.
E. H. HUGHES, A. G. P. & T. A.
BEN. FLETCHER, Trav. Pass. Agt.,
JAS. CAMPBELL, City Pass. Agent,
No. 23 Monroe St.

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

Going to Chicago.
Lv. Rapids. 8:35am 1:25pm * 6:25pm * 11:30pm
Ar. Chicago. 3:10pm 6:50pm 2:00am 6:40am
Returning from Chicago.
Lv. Chicago. 7:20am 5:15pm * 9:30pm
Ar. G'd Rapids. 1:25pm 10:45pm * 4:00am
Muskegon.
Lv. G'd Rapids. 8:35am 1:25pm 6:25pm
Ar. G'd Rapids. 1:25pm 5:15pm 10:45am
Traverse City, Charlevoix, Petoskey and Bay View.
Lv. G'd Rapids. 7:30am 11:30pm 5:30pm
Ar. Traverse City. 12:40pm 5:00am 11:10pm
Ar. Charlevoix. 3:15pm 7:30am
Ar. Petoskey. 3:45pm 8:00am
Ar. Bay View. 3:55pm 8:10am
PARLOR AND SLEEPING CARS. CHICAGO.
Parlor cars leave Grand Rapids 8:35 a. m. and 1:25 p. m.; leave Chicago 5:15 p. m. Sleeping cars leave Grand Rapids *11:30 p. m.; leave Chicago *9:30 p. m.
TRAVERSE CITY AND BAY VIEW.
Parlor car leaves Grand Rapids 7:30 a. m.; sleeper at 11:30 p. m.
*Every day. Others week days only.
Geo. DeHaven, General Pass. Agent.

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. + 2:20pm + 9:10pm
Cadillac...+ 5:25pm * 11:10am
Petoskey & Mackinaw...+ 11:10pm + 8:30am
Train leaving at 7:45 a. m. has parlor car to Petoskey and Mackinaw.
Train leaving at 2:20 p. m. has parlor car to Petoskey, Bay View and Harbor Springs.
Train leaving at 11:16 p. m. has sleeping cars to Petoskey and Mackinaw.
Southern Div. Leave Arrive
Cincinnati...+ 7:10am + 8:25pm
Pt. Wayne...+ 2:00pm + 2:10pm
Kalamazoo...+ 7:00pm + 9:10am
Cincinnati, Louisville & Ind...+ 10:15pm * 4:05am
Kalamazoo...+ 8:05pm + 8:50am
* 10a. m. train has parlor car to Cincinnati.
2:00p. 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 11:00pm 15:40pm
Lv. G'd Rapids. 19:00am 17:00pm
Ar. Muskegon. 9:00am 2:10pm 7:00 p. m.
Ar. Muskegon. 10:25am 8:25pm
Ar. Milwaukee, Steamer. 4:00am
GOING EAST.
Lv. Milwaukee, Steamer. 7:30am
Lv. Muskegon. 15:10am 11:45am 14:10pm
Lv. Muskegon. 8:35am 16:35pm
Ar. G'd Rapids. 9:30am 12:55pm 5:30pm
Ar. G'd Rapids. 10:00am 8:00pm
*Except Sunday. *Daily. †Sunday only.
Steamer leaves Muskegon daily except Saturday. Leaves Milwaukee daily except Saturday and Sunday.
A. ALMQUIST, C. L. LOCKWOOD,
Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.

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
D. McNeoli, Pass. Traffic Mgr., Montreal.
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids.

DULUTH, South Shore and Atlantic Railway.

WEST BOUND.
Lv. Grand Rapids (G. R. & I.) 11:10pm 17:45am
Lv. Mackinaw City. 7:35am 4:20pm
Ar. St. Ignace. 9:00am 5:20pm
Ar. Sault Ste. Marie. 12:30pm 9:50pm
Ar. Marquette. 2:50pm 10:40pm
Ar. Nestoria. 5:20pm 12:45am
Ar. Duluth. 8:30am
EAST BOUND.
Lv. Duluth. 16:30pm
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.) 17:45am
Lv. Mackinaw City. 4:20pm
Ar. Gladstone. 9:50pm
Ar. St. Paul. 8:45am
Ar. Minneapolis. 9:30am
EAST BOUND.
Lv. Minneapolis. 16:30pm
Ar. St. Paul. 7:30pm
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



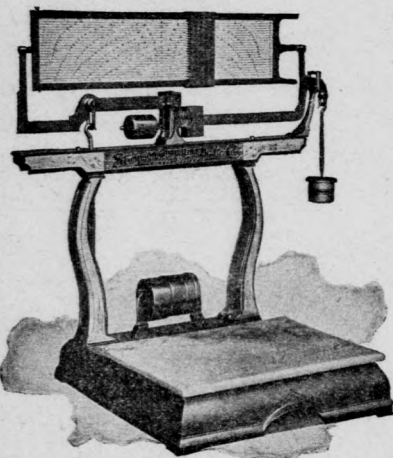
Artistic Designs

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.

Gradesman Company
GRAND RAPIDS & WEST MICHIGAN.

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.

**This Patent Ink Bottle FREE
To Fly Button Dealers**



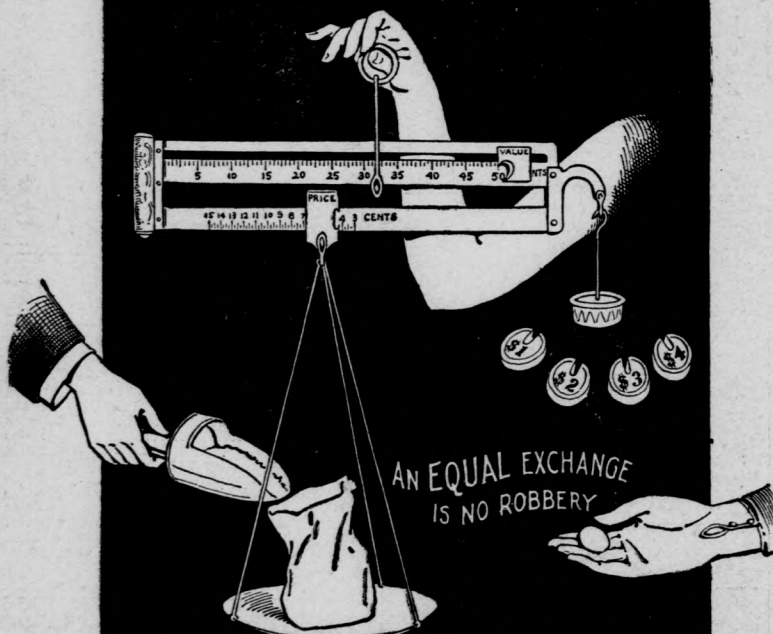
**WHAT ARE
FLY BUTTONS?**

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

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

The Fly Button Co.,
Maumee, Ohio.

KEY TO THE MONEY-WEIGHT SYSTEM
ALL THE FIGURES REPRESENT MONEY



THE GOODS BALANCE THEIR VALUE
GIVES THE SAME ACCURACY IN GOODS AS IN CHANGING 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.