

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS.

\$1 PER YEAR

Volume XV.

GRAND RAPIDS, WEDNESDAY, JUNE 15, 1898.

Number 769

J. H. Prout & Co.,
Proprietors of
The City Roller Mills
Howard City, Mich.
Wholesale and Retail Dealers in
Flour, Feed and Grain
Our Prout's Best is a trade winner. Try it.

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Everything in the Heating Line
Be it Steam, Hot Water or Hot Air. Mantels, Grates and Tiling. Galvanized Work of Every Description. Largest Concern in the State.
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Every Wall Paper Design is of 1898 make.
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[We are not connected with any other firm using our name.]

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An improvement over all others. Does work that no other Sprayer can, as it throws a spray either up or down. Just the thing for spraying all kinds of **Small Fruit Trees, Vines and Plants.** Throws a mist with such force as to reach every part of the tree or plant with one action. Very economical, as it saves enough compound in one day to pay for itself. Tank holds enough to spray 600 to 800 hills of potatoes. Full directions and formulas for using furnished with each sprayer. Manufactured only by
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The Most Popular Nickel Cigar on Earth

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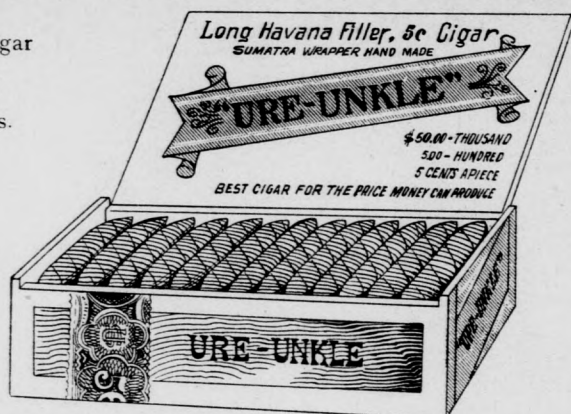
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A 10 cent cigar
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Northrop Flavoring Extracts.**

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quality considered, and guaranteed
to give entire satisfaction. Manu-
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Are our **FREIGHT ELEVATORS** of any capacity.
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As placed on the market in tin foil and under
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ABSOLUTELY PURE

Of greater strength than any other yeast, and
convenient for handling. **Neatly wrapped in
tin foil.** Give our silverware premium list to
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Detroit Agency, 118 Bates St.

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ANNOUNCEMENT

EVERY BUTCHER SHOULD LAY
ASIDE THE KNIFE AND
CLEAVER LONG ENOUGH TO STUDY
THIS ANNOUNCEMENT

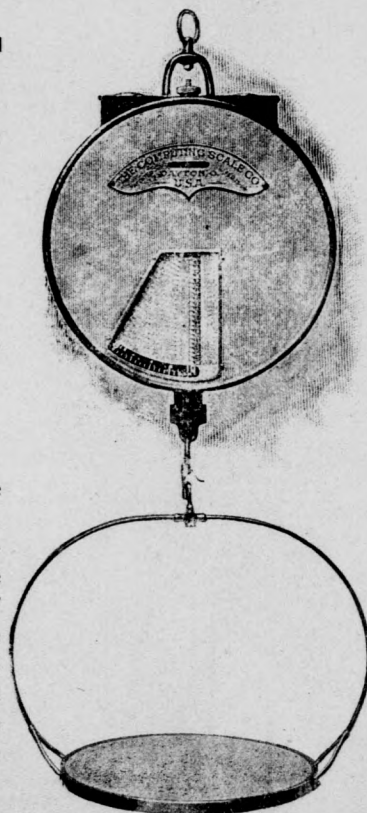
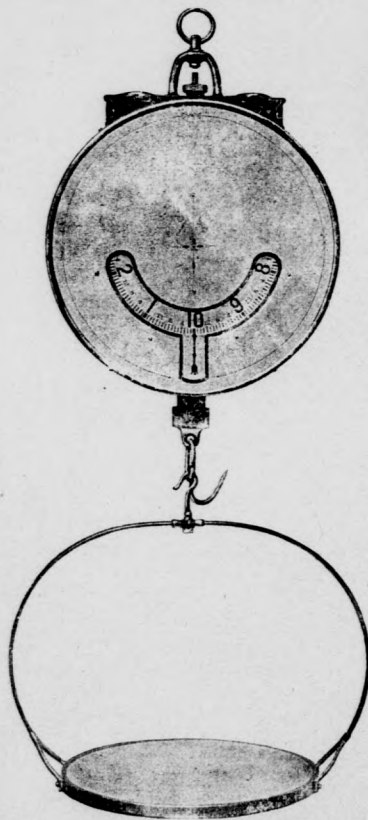
You have been looking for a reliable, Quick-acting,
Spring-balance "Computing" Scale.

WE HAVE IT FOR YOU

The Spring Balance Automatic Scale we now offer the
public is the best that brains and money can produce.
Our long successful career as the Pioneer Manufac-
turers of Money-Weight Scales is a sufficient guarantee
that anything in this line we may offer you is a "Success."
A scale that shows the selling price in money. One
operation to obtain results. Shows both weight and
value of the article weighed. Has two separate and
distinct dials. The front, or weight and value dial, shows
money-value and weight of the article being weighed.
The reverse dial gives weight alone.

WRITE

THE COMPUTING SCALE CO., Makers, Dayton, Ohio, U. S. A.



MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, JUNE 15, 1898.

Number 769

COMMERCIAL CREDIT CO., LIMITED, of Grand Rapids, Mich.

REPORTS, COLLECTIONS AND
COMMERCIAL LITIGATION.

L. J. STEVENSON, Manager and Notary.
R. J. CLELAND, Attorney.

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

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Books arranged with trade classification of names.
Collections made everywhere. Write for particulars.
L. P. WITZLEBEN, Manager.

Rare Chance for Small Capital.

A plant equipped for planing, resawing, turning, inside finishing, etc., costing originally over \$10,000, offered for about one-third that. Good condition. Now in operation. Just taken on debt by present owners who have other business. Growing city, 8,000 population. Fine surrounding country. Good opening for lumber yard. Certainly a SNAP. Easy terms. Lock Box 7, Traverse City, Mich.

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You should use our

Perfect Time Book and Pay Roll.

Made to hold from 27 to 60 names
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Send for sample leaf.

BARLOW BROS.,

GRAND RAPIDS, MICH.

PREFERRED BANKERS LIFE ASSURANCE COMPANY

OF DETROIT, MICHIGAN.

Commenced Business September 1, 1893.

Insurance in force.....	\$2,746,000.00
Net Increase during 1897.....	104,000.00
Net Assets.....	32,738.49
Losses Adjusted and Unpaid.....	None
Other Liabilities.....	None
Total Death Losses Paid to Date.....	40,061.00
Total Guarantee Deposits Paid to Beneficiaries.....	812.00
Death Losses Paid During 1897.....	17,000.00
Death Rate for 1897.....	6.31
Cost per 1,000 at age 30 during 1897.....	8.25

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

WILLIAM CONNOR now shows a

full line of Fall and Winter Clothing. Has the largest line of Kersey Overcoats and Ulsters on the road; best \$5.50 Kersey all wool overcoat in market, all manufactured by KOLB & SON, ROCHESTER, N. Y.

If you wish to look over my line, write me, Box 346, Marshall, Mich., or meet me at Sweet's Hotel, Grand Rapids, Mich., from Tuesday, June 21, until Saturday evening, June 25. Expenses allowed. No harm done if you don't buy.

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

THE OLD OLD STORY.

Another Dealer Who is Paying Above the Market.

The three letters herewith submitted are self-explanatory:

F. W. Brown, Ithaca: I notice in your paper each week what you have to say about A. C. Hager. Such people ought to be shown up and I am heartily glad that there is one trade paper in the country which has the courage to expose irresponsible and fraudulent dealers for the benefit and guidance of the country merchants and produce shippers of the State. Hager bothered me badly all this spring, and now we have another such a snag at Cleveland, Ohio, in the person of A. Sulter. He has been flooding the country with circular letters for some time, offering 10 3/4c more for eggs and butter than they are worth. He is offering 10 3/4c for eggs on track to all my customers here, which made it bad for me, so I wrote him I would sell him a case of eggs at 10c here. He accepted the offer and I shipped 160 cases, billed to F. W. Brown, Cleveland, Ohio, notify Sulter. That was last Saturday, and Monday the car arrived there and he wired back, asking me to have the railway release the car and he would give 10 3/4c on track here for two more cars. I wired him that he would find draft at the bank and that I would ship two cars more at his price, but Tuesday the bank wired our bank that Sulter's draft was refused, so I ordered the car on to Philadelphia. I thought all the time it was a fraud, but determined to satisfy myself on that point. Such people ought to be advertised thoroughly. I know of a considerable number of people who have shipped him. I sold him, f. o. b. Ithaca, case count, so he had no reason for not paying for the shipment, especially as I agreed to take 1/2c less than he was offering to pay in small quantities.

A well-known Cleveland dealer: I can not approve of Sulter's methods, because I do not consider them strictly within the lines of good business. He has been following since Jan. 1 a custom which will surely require a balance sheet to be made and I am very much in doubt if it will be one that will show very much profit. Our market is 10 1/2 @ 11c on eggs. Dairy butter in jars fetches 10 @ 12c. I am offering to pay shippers within a certain freight rate limit 8 1/2c on track for country butter, packed in tubs, pails or barrels. I give you this so you can judge which is the more businesslike and which, in your judgment, shows the more profit. I have my butter sold ahead, so that it will show a profit, while he is putting his in storage in the original packages, just as it comes in. He is getting large quantities of eggs at this time and has a large force of inexperienced girls who never handled eggs before at work, transferring them from the shippers' cases, without candling, to his storage cases, which he puts into storage. You can imagine the result this fall, especially with the condition of the weather we are having at the present time. I think you can judge from what I say what the result will be in the end.

A large dealer at an Eastern market: We do not say very much in regard to other people, but there is a dealer in Ohio who is operating on the same plan as A. C. Hager; at least, that is the general opinion on the street in our city. Some of his goods are being shipped here and are selling for whatever they will bring, while he is paying high prices in the West. We do not tell you this because it hurts us any, as it does not, but it will probably hurt some of his shippers in Michigan if they per-

sist in sending him goods. We understand this man is offering 10 3/4c on track for eggs. We have also received several of his circulars where he is offering 12 1/2c for packing stock in Michigan. Packing stock is only worth 11c delivered in any market in the country. He will not pay any drafts on consignments, but so far as our information goes, turns them down. We think it would be to the interests of your people if you would look up this matter. Of course, we would not want our name brought into the matter, but as you and your valuable paper represent fully 95 per cent. of the general merchants and shippers of Michigan, and they depend on you to look out for their interests, it strikes us that you ought to investigate the matter thoroughly and post your readers, in case the investigation discloses the existence of wrong business methods.

The reports of the mercantile agencies disclose the fact that Sulter's real estate is mortgaged for \$5,500 and that the homestead which he inherited from his wife has been mortgaged to a bank as security for advances made from time to time. He refuses to make a statement of his assets and liabilities and all efforts on the part of the Tradesman to secure a personal statement have proved futile.

In the light of these facts, and in view of the effort he is making to secure shipments, and considering that he refuses goods when they are shipped C. O. D., the Tradesman advises due caution on the part of its patrons in making shipments to Mr. Sulter.

The Grain Market.

The wheat deal has suddenly come to an end. The exceptionally good growing weather downed the would-be wheat king and naturally forced prices beyond legitimate market values. All this worked to ruin a multi-millionaire, who not only lost his large gains, but probably made inroads into his millions. The question now arises, Who will be the next foolhardy speculator to try to corner the wheat market? This cornering the wheat market has not been a success with any one. Leiter would have been successful had he not extended it into the new crop months. During the past week we have seen a slump not only in the wheat market but in other grains as well. Cash wheat has dropped fully 8c per bushel since our last, while active futures dropped considerably more, especially in the Northwest. The exports have been very heavy. The visible decreased double the amount expected and under ordinary conditions would have been considered quite a bullish factor, but nothing could stop the downward movement.

Corn, owing to the fine weather, is also weak, while oats seem to be a little better to-day, owing to the fact that the reports are not very favorable.

The receipts of grain during the past week were 37 cars of wheat, 5 cars of corn and 1 car of oats.

Local millers are paying 88c for wheat.
C. G. A. VOIGT.

The American Jewelry Co. has been organized for the purpose of embarking in the wholesale jewelry business at 80 and 82 Canal street, third floor.

Army Life As It Really Is at Camp De Soto.

Tampa, Fla., June 10.—To be a soldier and march off to war sounds patriotic and noble, but it is not until after one leaves home that he begins to realize that army life is full of hardships.

We are now fairly well settled and our camp presents a very creditable appearance, as compared with the 2nd Georgia and 5th Ohio regiments, both neighbors of ours.

When we first arrived here and saw the space allotted us as a camp ground we were not a little discouraged, as the ground was completely covered with thick scrub palmetto, commonly called cabbage palmetto. It was necessary to clear this away and was finally accomplished after a week's hard labor with axe, pick and spade, assisted occasionally, by some well-learned Michigan slang (?) phrases. It was amusing in the extreme to see the perspiration stand out and roll from the faces of some of our boys who at home never did anything harder than walk up Canal and Monroe streets, carrying a cane and smoking a cigarette. This happened to be pastime of a different sort entirely, but the boys did very little grumbling and set to work with a will.

It is very warm down here in these regions, but, if it does not get any warmer, I am sure we can all stand it without difficulty, but it will scarcely be necessary to use the overcoats which we brought with us. The nights here are especially cool and pleasant, as we are favored with nice refreshing Gulf breezes. It is just cool enough at night to make it comfortable to sleep under cover. Were it not for this fact we certainly would suffer.

We drill daily from four to five hours and it is for the most part extended order and battle formation, which is entirely practical in war time. We also devote much time to firings, only we wish we had some real live Spaniards to practice on. It would be more fun and make it all the more interesting.

The excellent health of the 32nd is shown by the fact that there are only four persons in the hospital, while the Ohio hospital is nearly full. Three of our cases are measles.

The people of Michigan have a perfect right to be proud of her soldier boys, for they are winning honors right and left. People from Tampa, and other strangers wishing to see a fine dress parade, make for the Michigan camp and we try not to let them go away disappointed.

We appreciate the fact that Michigan has sent her boys so well equipped. We make a strong contrast with the Southern troops. Yesterday some Ohio troops were stationed on guard at a certain saloon nearby and inside was a very disorderly and drunken soldier. The guard either did not know its business or else was lacking in nerve to tackle him. Finally the crowd grew tired of the foolery and there came the cry from all sides, "Let the Michigan boys get at him—they will put him out." This merely goes to show that we are considered good soldiers and know our business as military men.

WM. A. ANSORGE.

The President is so very busy that he really has no time to receive statesmen who call in the kindest manner for the purpose of telling him how to run the Government, and he is also obliged to omit reading many of the provincial newspapers that are generally well supplied with advice.

Dry Goods

Good Samaritan Work for a Fellow Clerk.

Written for the TRADESMAN.

Dave Kennedy, the clerk at the silk counter at Fisher & Rhoades', for some reason which he couldn't account for, found himself watching Burt Snyder, a fellow worker at the linings counter. They had been working within sight of each other for months; but somehow, for the last four or five days, there was something about the boy which seemed to appeal to him. He hadn't noticed before how thin and long-drawn-out and overgrown the fellow was. Early in their acquaintance, he had looked Burt over and put him down as a gawk, and so far had seen no reason for changing his opinion. The fellow was careless, if not slovenly, about his dress, an unpardonable sin in David's eyes, who saw no cause for that even if a fellow was a good comparison with Job's turkey. Soap and water are cheap even in times like these and a pocketknife is not an unattainable luxury.

That period of life he had lived through and he knew what he was talking about. A dollar a week, expended with care, would clothe fairly well any boy who stood behind the counter. And just look at that Snyder this blessed minute! If a fraction of the shine on that cheap diagonal were deposited on his shoes they wouldn't need blacking again for a week; and if he should clean with a little benzine the lapels of his coat, he would look like another human being; and if he only would be considerate enough towards his fellow clerks, to say nothing about his customers, to step around to the neckwear department and invest a dime in a new necktie it would be an occasion for public rejoicing.

Neckties were objects of great moment with young Kennedy. He had thought deeply upon the important topic—years ago, it must in justice be stated, for he wasn't a fop nor anything like a la-de-dah at this period of his existence—and he had reached this wise conclusion: A necktie is the only place where a man has a chance to display any individual taste in his dress; the rest is conventional. He may, indeed, exercise his judgment as to quality and cost and he may be loud or subdued in regard to general effect; but it is that little spot at the neck that does or does not "give him away," and consequently he can not afford to be indifferent to it. Just look at Snyder's tie now! A twenty-five cent made-up thing to start with, it had been worn until it was faded and ragged and soiled, and he had got into the habit of letting it go loose enough to display a sample of Attleborough collar button, which did not improve the general effect. How could a fellow who had any respect for himself go around looking like that!

He turned his observant eyes to the fellow's face, to see if he could find there an answer to his questions, wondering how it had happened that in this neighborly intercourse of months he had not thought of it before. The ten-cent haircut of a month ago added no attraction to that pale thin face and the black hair, tumbling uncared-for about the white forehead, made the hollow black eyes look almost ghastly and gave greater prominence to the high cheek bones and the sunken cheeks. The mouth was pleasing; but what attracted and fixed the attention of the face reader

was an expression of hopelessness, apparently beyond all cure.

Customers began to crowd about his counter and Kennedy was soon deeply engrossed in increasing his list of sales; but that face over there kept haunting him. Strive as he might, he found himself constantly turning his eyes in the direction of the linings counter, and wondering why. Burt Snyder was nothing to him, but still he kept thinking about him—his white face, his longing eyes and the something akin to despair that seemed to attend every movement he made. What was it? He looked at his watch and found it read five minutes to lunch time. That may have given direction to his thought—anyway, he looked over towards Snyder's counter at the instant that Snyder, attracted by Dave's glance, looked at him; and, hardly knowing what he was doing or why, Kennedy gave a good-natured nod to his fellow clerk, and, walking over to his counter, told him to get his hat and come along with him to luncheon.

"Come along, old man! I've been watching the clock for the last half hour. I'm hungry as a dog and I want you to come along and help me do myself justice. Never can eat and enjoy it unless I have somebody with me to kind of encourage me, you know! Oh, yes, you are going with me, too," for a flush in the thin cheeks announced the expected refusal. "I know I haven't been especially neighborly, but that's because it always takes me a long time to get 'good and ready.' Get your hat and come right along and let me show you how a Yankee and the son of a Yankee fills himself up when he's hungry."

There wasn't any refusing that sort of invitation when Dave Kennedy choose to make it. The other fellows had received it "many a time and oft," and just as often had come back to the store to sound the praises of the dinner and the hospitality and good fellowship of the general favorite. Burt had heard, and wished, and wondered if and why; but things wanted never came his way and he wasn't the kind to be always standing with his dish waiting for it to rain porridge. When it did come, it found him dishless and, worse than that, wholly unprepared to lunch with anybody, especially with Dave Kennedy, who always looked as if he had just stepped out of a bandbox.

"Why, Kennedy, I ain't fit to go with you—you see—"

"Exactly. I overslept myself this morning and had just time enough to get here without a chance at touching soap and water, let alone eating my breakfast, so I'm totally demoralized, and ahead of you there. We are going over to the Metropole, however, and will have a whack at their wash-room appliances. I guess we shall be presentable by the time we get into the dining room. It's wonderful, at certain periods in a man's life, what a change it is to him to wash his face! I'm in that condition to-day and I hope you are. 'One touch of nature,' you know, and 'Blest be the tie that binds;' and, unless you are a great deal better off than I am, it's a pretty dirty necktie that'll do the business for us to-day."

The Metropole is famous for its good luncheons and good prices, but it didn't make anything out of two of Fisher & Rhoades' clerks that noonday. Kennedy made a bet with his guest that he would eat the more, a bet which was promptly taken—and lost. Another luncheon was the wager to be paid, when both felt like it.

Dealers don't keep our goods; they SELL them.

Carpets



All grades cut at wholesale.

You Carry Only Samples

We carry the stock. When you make a sale, send us the pattern number, size of room or quantity wanted and we will ship your order the same day as received—sewed if desired.

OVER 3,000 DEALERS are now handling our carpets profitably. Let us start you to success.

For One Dollar

We will send you a book of Carpet Samples containing about 50 patterns—size 9x18 inches. These samples are cut from the roll, so you can guarantee every carpet as represented—in style, color and quality. No picture scheme or Misrepresentation. Every sample is finished, numbered and quality specified on ticket, so you can make no mistake when ordering. We also make up books as above, 18x18 in., which we will furnish

For Three Dollars

This size is very popular, as the patterns show up beautifully. If you prefer large samples we will cut them any length desired at the price of the goods per yard. We have the best-selling goods on earth. Don't wait, order samples at once; it will be to your interest and we want you to represent us.

HENRY NOEE & CO.,
SOUTHEAST CORNER MARKET & MONROE STS., CHICAGO.

Complete price list and telegraph code will be sent with samples.



Fourth of July Decorations

Flags on Sticks, or Unmounted Bunting,
3½ cents to 8 cents per yard.

P. STEKETEE & SONS, Jobbers, Grand Rapids, Mich.



Underwear that Fits

is the kind we sell. It wears better, is more comfortable, sells better and costs no more than the poorly-made, ill-fitting stuff some jobbers sell. You may have run short of summer weights; if so, we are in position to fill all kinds of orders.

VOIGT, HERPOLSHEIMER & CO.,
WHOLESALE DRY GOODS,
GRAND RAPIDS, MICH.

When both, on this occasion, had settled down to business, after the hunger pangs had been removed, Dave found his guest amenable to his advances upon topics referring to personal affairs and almost without knowing it the two were soon talking of ways and means of getting on with the limited income they both received.

"It isn't so much the amount a fellow spends as it is the manner," said Kennedy, as he swung himself nimbly and gracefully into the saddle of his hobby. "I wouldn't ask for over a dollar and a half a week to keep myself well clad—well clad, mind you—and that without a single twenty-five cent necktie or hand-me-down article of clothing. I can do it—I am doing it—and so can every other clerk in that store if he will. It takes care and calculation, but a fellow ought to be willing to do that much for himself. I don't know a better way than that, do you? There's that Cranston—he's a pig. His wages are more than mine; and just look at him! He spends all he gets, and more if he can get anybody to lend him any money; and the rest can get along if they have a mind to. Don't you think so?"

"Why-er, Kennedy, I have an idea that they can't—always. For some reason or other, I feel as if you might mean me; and for the first time in my life, I am prompted to tell how I am fixed: I'm getting, perhaps you know, ten dollars a week. If I had that all for myself it would be easy enough for me to take a dollar and a half or two dollars for clothes and have something left after paying my board; but I can't do that. I'm the oldest of five children, and father died five years ago. Out of my ten dollars I have to pay house rent and keep the rest of the family in food and clothes, except Charlie, who is earning three dollars a week. He is twelve years old and the others are younger. Mother does what she can; but that isn't much after she gets through with her housework. I needn't tell you that I like good things just as well as other fellows. I don't fancy ready-made clothes and twenty-five cent neckties any better than you do; but I've got to wear 'em or have the folks go hungry; and I can't do that. These things are not pleasant to talk about, and perhaps I ought not to talk about them, but it does a fellow good sometimes to let himself out. If I could see some chance of things brightening I should be all right; but I don't and, to tell you the plain truth, I feel sometimes like giving up. I should, if it wasn't for mother—she is worse off than I am, and she doesn't know what 'give up' means. Your theory is all right, Kennedy, and it will work practically in most cases; but it does cost more to support six than it does one, and with an income for one the outlook for the others isn't encouraging. But perhaps this isn't going to last forever, and when my turn comes I shall be all the readier for it for having had this run of hard luck. Gee-whizz! we've just about time to get back to the store—come on!" and the two young men went back to their work, Snyder with a grateful regard for the kindness he had received, and Kennedy somewhat upset by an unexpected application of a theory which a limited experience had pronounced perfect. It set him to thinking and wondering if something couldn't be done for a fellow clerk whose lines had not fallen in altogether pleasant places.

RICHARD MALCOLM STRONG.

Women kiss each other merely to keep in practice. They don't mean it.

The Dry Goods Market.

Staple Cottons—The trade is very much exercised over the expected cut in 4-4 bleached cottons. They acknowledge the need of some drastic measures to place this part of the market upon a firm basis, but many believe that this could be much better secured by curtailment of production, or by the sale of goods in the gray accompanied by the placing of bleached goods "at value." Low prices, they argue, will aid the market only temporarily, and will temporarily have an adverse influence upon the price position of brown cottons and print cloths, as well as upon other makes of bleached goods. Large numbers of orders are undoubtedly being held back by buyers until some definite action is taken by agents. The demand may be sufficient to absorb the larger part of present stocks, but many fear that if a low price is once named it will be difficult to reach the old price level again.

Dress Goods—There is no good reason to doubt that the fall season will be a good one if the conditions do not change except in such directions as seem probable now, and which the jobbers are preparing to take advantage of. Many of them are confident that the fall trade will be the biggest in the history of the business, but this is an extremely sunny view to take of the situation, and in the face of the present depression, shows, first, that the jobber is not to be held down by any ordinary bad luck, and further that the reasons for expecting this great increase of trade must be very strong. We should hardly be inclined to voice such optimistic views as many, but we do think that from all existing conditions, it is the only wise thing to do to prepare for a large volume of business for this fall, and the chances are three to one that it will be a great increase over that of several years past.

Silks—The feature of the silk market is the increased demand for fabrics and patterns of seasonal character. The slow business of the last two months left considerable stocks in retailers' and jobbers' hands, but these have moved very rapidly during the last two weeks through special sales. Business has been so large that it has been reflected in the primary market, and buyers have been surprised at the small supplies of best selling lines that are available. Low-priced wash silks have sold at retail with especial freedom, and are hard to find in the primary market. High duties have restricted importations and supplies are smaller than ever before. Plain and changeable taffetas are also in comparatively small supply, and are moving freely at very full prices, considering the period of the season. Printed silks of nearly all kinds are big sellers with retailers. Indias, chinas, and twill foulards are especially active, but are held in such large supply, notwithstanding a more limited production than usual, that prices are somewhat irregular. The supplementary business that has been accomplished during the last two weeks was rather larger than wholesalers anticipated, and, owing to the fact that mills are now all employed upon fall goods, some good-sized orders had to be turned down. The indications are that plain and staple goods will be larger sellers this fall than usual, the leaders being satin duchesse, grosgrains, poplins, armures, bengalines, failles and peau de soie. In fancies there seems to be no doubt about the prominent place that will be occupied

by stripes, both vertical and horizontal Bayaderes are a prominent feature of every line of fancies, and jacquard bayaderes and corded barres are almost sure to be favorites. Warp prints are being pushed, with fair prospects of being popularized. These and warp-printed ombers are the striking novelties of the season, but the business has not progressed far enough to indicate the position they may hold.

Carpets—Ingrain manufacturers have already marked down prices for best extra super ingrain 2½¢ per yard from last season's prices; in other words, to 47½¢ per yard, instead of 50¢, and other grades of ingrain in proportion. While this price is no doubt in part due to the present low prices at which tapestry carpets have been sold, it is also caused by a disposition on the part of retailers this season, as well as last, to obtain goods as near as possible to Wilson tariff prices. Their reason for such desire is reflected, they claim, by the consumers not as yet being in a position to pay the advance asked, due to the increased cost of carpet wool, which is not grown in America, and, as carpet manufacturers claimed, was too high to permit them to do a satisfactory business. The change from regular goods to the art square or broad carpet has also made less business for the regular carpet, and the demand this season indicates a continuation of the popularity, not only of the art square, but also of Smyrna, all wool and jute rugs, and the increase in machinery is along this line. The masses of the people are continuing to practice economy. Some very choice lines of jute Smyrna are offered this season. The most popular shades are olives, blues, terra cotta and red cen-

ters, in large sizes, 9x12, 7x10 and 6x9 feet, selling wholesale from \$9.50 to \$10.50 each, and small sizes, 30x60 inches, from \$11 to \$11.25 per dozen, wholesale. The manufacturers of jute and wool rugs look forward to an active season on their lines.

Hammocks—Hammock manufacturers are anticipating a much larger demand this season, and some very attractive goods have been sold, with more value offered this year for a price than ever before. The goods, while more attractive, are also serviceable, and sharp competition can be relied upon to keep prices within the buyers' ability to purchase this summer luxury, which is now used in the country, as well as in the city, more than ever before.

The pin is mightier than the sword—in the hands of a woman.

JERSEY CREAM



6 oz.
6 doz. in case
85c

9 oz.
4 doz. in case
\$1.25

1 lb.
2 doz. in case
\$2.00

O. A. TURNEY, Mgr., DETROIT, MICH.

Ladies' Neckwear Specialties

Made to order, during this season of the year, in all the Up-to-Date Styles and in popular colors in Silks and Satins at popular prices.

ENTERPRISE NECKWEAR CO., KORTLANDER BLOCK, GRAND RAPIDS, MICH.



To Merchants:

We have a sample book that we will furnish without charge express prepaid to any good merchant who wishes to take orders for single suits, either ready to wear or made to order. We manufacture all our own Clothing, and do not sell through agents. We sell to merchants only. We furnish them the best book in the market, and are so well known that we do not need to sail under false colors like the Empire Tailors, or Royal Black Snake Manufacturers of Clothing, or American Mongul Tailor, or the Black Horse Tailors, etc. We have been established twenty-five years, and our firm is well and favorably known. Can you use a book of samples to advantage? If so, send in your application and we will send you our next book which will be ready July 1st. Our spring and summer books are all placed. Get your application in early, for we will have a larger demand for our books than we can supply.

Yours very truly,

Work Bros. & Co.,

Cor. Jackson and Fifth Ave., Chicago, Ill.

Around the State

Movements of Merchants.

Charlotte—H. A. Blackmar has sold his drug stock to James Bryan.

Lansing—Arthur Fry has purchased the meat market of Howard & Sons.

Battle Creek—J. S. Kribs has opened a grocery store at 146 Champion street.

Flint—Chas. H. Wolverton, of Foote & Wolverton, boot and shoe dealers, is dead.

Rives Junction—Will Byrun, of Onondaga, has opened a meat market at this place.

Mt. Clemens—S. A. Cleveland has engaged in the jewelry business at this place.

Bay City—D. J. Lewis succeeds Pierce & Lewis in the cigar and tobacco business.

Jackson—Cummins & Marvin succeed Marvin & Wilson in the boot and shoe business.

Ishpeming—Samuel Collins has purchased the meat business of Oscar Forsberg & Co.

Belding—E. Rutan continues the flour and feed business formerly conducted by E. Rutan & Co.

Richmond—Jarvis & Co., dealers in general merchandise, have made an assignment to C. S. Gilbert.

Delray—The Delray Hardware Co. is successor to E. M. Alexander & Son in the hardware business.

Maple City—O. W. Mix, who was engaged in the drug business at this place, died last week of consumption.

Brutus—John P. Dimling & Co. succeed Mrs. John P. Dimling & Co. in the general merchandise business.

Ionia—G. S. Cooper has engaged in the produce and cold storage business under the style of the Ionia Produce Co.

Mt. Pleasant—Fred Vowels & Co. is the name of the new firm which has purchased the book stock of Bert Isbell.

Sault Ste. Marie—Lamontagne & Lauzon, grocers, have dissolved. J. E. Lamontagne will continue the business.

Ithaca—Will Iseman has purchased the grocery stock of F. L. Convis, who has engaged in general trade at Maple Rapids.

Flushing—Dillon & Passmore have sold their mercantile stock to Gilbert & Sturtevant, of Sherman, who will remove the stock to that place.

Otsego—J. K. Jackson has purchased the interest of his partner, H. B. Parmeley, in the meat business and will continue the business alone.

Shelby—Geo. Hume & Co., of Muskegon, closed the doors of the Tenney grocery store last week. The stock was purchased by H. L. Andrus.

Oxford—S. A. Kellam has sold his grocery stock to Robert and Albert Marshall, who will continue the business under the style of Marshall Bros.

Fennville—Geo. F. Goodrich has contracted to sell his drug stock to A. S. Lee, of Climax, who will continue the business at the same location.

Detroit—M. Metzger, who for the past twelve years has been in the crockery and glassware business on Gratiot avenue, has opened a grocery store at 262 Gratiot avenue.

Mt. Pleasant—Morrison & Dains have purchased the stock of boots and shoes of Walker & Peterson, at Ithaca, and will add it to their general merchandise stock at this place.

Alma—C. C. Thompson and Otto Sanderhoff have formed a copartnership, under the style of Thompson & Sanderhoff, to engage in the hardware and implement business.

St. Ignace—Patrick E. Murray and P. J. Murray have purchased the interest of M. D. Murray in the grocery firm of Murray Bros., and will continue the business under the same style.

Jackson—E. L. Webb has purchased the interest of his late partner, John P. Crandell, in the firm of Webb & Crandell, undertakers, and will continue the business in his own name.

St. Johns—The copartnership existing between A. A. Chick and Willard Lyon, under the firm name of Chick & Lyon, grocers at this place, has been dissolved. Mr. Chick will continue the business in his own name.

West Bay City—Frank C. Warner, for many years connected with the drug trade in this city, and for the past six months traveling representative for a New York wholesale drug firm, has opened a pharmacy at 107 South Linn street.

Durand—Three weeks ago the shoe firm of Ash & Boyd sold their stock of goods to Oscar Ismond, of Owosso. He continued the business until last Saturday, when Sheriff Scongale closed the doors, at the instance of the Rodgers Shoe Co., of Toledo, which alleges that the sale was a fraudulent one.

Port Huron—The Port Huron Retail Grocers' Association has elected Charles Ellsworth, President; R. M. Sherwood, Vice-President; S. W. Waters, Secretary, and C. M. Baumgarten, Treasurer. Committees have been appointed to make arrangements for the annual picnic, which is to be given within a short time. It is customary to close all groceries and meat markets on the day of the annual excursion.

Manufacturing Matters.

Pickford—Geo. Walz succeeds Griffith & Walz in the flouring mill business.

Stanton—Oscar Filkins has purchased the feed mill of J. S. Holcomb & Sons.

Mt. Clemens—J. A. Weeks has been appointed receiver of the Mt. Clemens Creamery Co.

Niles—The Griffith Paper Co. is erecting buildings for the purpose of establishing a paper bag factory here.

Sherman—F. M. Wheeler expects to transfer his lumbering operations from this place to Mackinaw in a short time.

Lansing—W. K. Prudden is removing the branch factory of the Michigan Wheel Co. from Chicago back to this place.

Orleans—The Orleans Creamery Association has begun operations. E. D. Lambertson is President of the organization and John Greenop will officiate as manager.

Cadillac—A large dry kiln is being constructed for Mitchell Bros. at their maple flooring factory at Jennings. It will contain more than half a mile of steam pipes.

Cheboygan—Pelton & Reid are reported to have bought \$100,000 worth of Canada logs, cut on Spanish River, and which will be rafted to Cheboygan during the season.

Three Rivers—Local capitalists are trying to secure the removal of the Earl Ladder Manufacturing Co., located at Schoolcraft, to this city. It is a steadily growing business.

Sidnaw—The planing mill formerly operated by Corbin & Mead, and which was destroyed by fire some time ago, is now being rebuilt and will be operated by J. C. Corbin alone.

Bay City—The E. J. Vance Box Co. will rebuild its factory on the site of the one destroyed by fire about a month ago. The buildings will be one story high and cover a space of 128x140 feet.

Union City—The Portland Cement Works have been sold to an English syndicate, which will increase the capacity of the works to 1,000 barrels. The price is said to have been \$600,000.

Detroit—The Detroit Paper Bag Co. has decided to go out of business and has petitioned the Council to relieve it of the 1898 assessment on \$1,600 worth of stock, which it agrees to get rid of in six weeks.

Waters—St. Helens, formerly a lively burg, on account of the operation of the sawmills of Henry Stephens & Co., at that point, is said to have been entirely depopulated by the removal of the mill plant to this place.

Arcadia—A veneer and basket factory, to cost \$10,000, is being erected here, which will be in operation about July 15. A Port Washington, Wis., furniture concern purposes to erect a furniture factory at this place.

Grayling—The Michigan Central has begun the work of building what is known as the Clear Lake branch of the Mackinac division, which will tap a large tract of timber in Otsego county owned by Saling, Hanson & Co., of this place.

Thompsonville—The International Chemical Co. has been incorporated with a capital stock of \$10,000 to engage in the manufacture of wood alcohol, the product of smoke from the new charcoal kilns here. Traverse City capital is interested in the company.

West Branch—The Gale Lumber Co. has started its new sawmill and is cutting 50,000 feet of hemlock and hardwood daily. This concern bought the timber on several thousand acres of land in Ogemaw county of D. Wright & Co. last season and during the winter built a mill.

Essexville—The work of rebuilding the shingle mill of De Courval & Co., which burned the other day, is being rushed and the new mill will be running some time next month. The concern has enough business in sight to keep the plant running overtime the remainder of the season.

Detroit—The Dearing Water Tube Boiler Co. has filed articles of incorporation, with a capital stock of \$25,800, the whole amount of which is paid in. The business of the company is to make and sell water tube boilers under the A. C. Dearing patent, and to deal in steam engines, boilers and heating apparatus. The incorporators are Jacob Siegel, Anson C. Dearing, Arthur MacBean, Joseph Siegel and Charles W. Moore.

Bank Notes.

Capac—The Capac Savings Bank has been organized here with a capital of \$20,000. John W. Porter, of Port Huron, is the chief promoter.

Mulliken—The safe and furniture for the bank have arrived and been placed in Reed & Webster's store, where the bank will be located for the present.

Scottville—A. J. McPhail, a Detroit banker, has secured option on property here on which he proposes to erect a bank building. J. W. Perkins, of Ludington, also proposes to benefit this vicinity by putting in a telephone line from the east through to Ludington via Custer and this place.

Traverse City—The directors of the First National Bank have secured the services of Frank Welton, of Benton Harbor, for Assistant Cashier. Mr. Welton is a man of experience and comes here highly recommended.

The less hair a woman has the more time it takes her to do it up.

Wants a Cold Storage Plant and Produce Buyer.

Otsego, June 13—I write you for some information. Do you not know some good party that wants to put up a cold storage plant and buy produce here? If such a party would come here, he would have the support of the whole town. He could buy bananas, oranges, meats and fruit that has to be brought in here, and supply the stores here, where there is a good trade, and he could buy to ship away butter and eggs, as the market here takes care of only a part of the supply. This is also a great potato and apple country, as well as a wool country. If you know of some one and would have him come here, I believe we can make it for his interest to locate here. The Otsego Improvement Association, which comprises all the business men, will give the right hand of fellowship to any one who would come well recommended. GEO. E. BARDEEN, Pres.

A Desperate Game.

From the Ohio Merchant.

The Michigan Tradesman has done yeoman service for the reputable trade in that State by exposing numerous fake commission houses, which start out with much blow and bluster, offer more than the market warrants for supplies and wind up by going up in the air higher than Gildero's kite ever went.

It is a desperate game, this fake commission business, where a man is always playing for suckers by offering prices which the market will not justify for goods, and then appearing in big advertisements offering to sell those same goods for less money than other wholesale commission men can sell for.

The St. Louis Potato Market.

St. Louis, Mo., June 13—Receipts of new potatoes have lately been heavy and, in consequence, they have fallen in price. The first of the week they sold for \$1.05 per bushel, but closed this evening at 75c per bushel. If arrivals continue heavy, they will go still lower. Old potatoes still continue in fair demand, receipts being light. Prices continue about the same, but, if new potatoes keep going down, they will undoubtedly carry old ones down with them. We quote to-day's range of prices from 40¢@68¢, as to variety, quality and condition. Burbanks bring the top price. MILLER & TEASDALE Co.

Should Keep Firm Secrets.

Junior Partner—We must discharge that traveler of ours. He told one of our customers that I was a fool.

Senior Partner—I'll see him at once and insist upon his keeping the firm's secrets.

Fans and Picture Cards

We have a large line of new goods in fancy shapes and unique designs, which we are offering at right prices. Samples cheerfully sent on application.

TRADESMAN COMPANY, Grand Rapids.

June Weddings

Are now on tap. We make a specialty of wedding invitations, both printed and engraved on copper, and cheerfully submit samples and quote prices on application.

TRADESMAN COMPANY, GRAND RAPIDS.

Grand Rapids Gossip

The Grocery Market.

Sugar—Refiners report a firm market at full but unchanged prices, with some oversales. A steady increase in the demand is looked for this week.

Tea—Jobbers have advanced their quotations 3@10c, on account of the new duty, and stocks are rapidly being depleted on account of the rush by retailers to secure supplies before the full duty is added to the staple. The importers estimate that we will import this year about a hundred million pounds of tea, Japan sending us 43,000,000, China 27,000,000, Formosa 18,000,000, and India and Ceylon 12,000,000. Last year the import was 113,000,000 pounds, an increase of nearly 20,000,000 over the 1896 import, despite the fact that a new law had gone into effect, shutting out of the country millions of pounds of tea below a fixed standard. The average cost abroad of the tea imported here last year was 13 cents a pound. The import of coffee was 738,000,000 pounds, the average value being a trifle more than 11 cents a pound.

Coffee—There was a great deal of buying in a speculative way when prices were very low, and much of this stock in retailers' hands is still to be moved. Not a little is also reported to have gone into consumers' hands in a speculative way. However, prices are not likely to soon go to the low point recently reached, although there is no condition in the market to justify the expectation that very high prices will prevail during this crop year. There is an exceedingly large crop of Brazil coffee to come to market, and prices must be governed accordingly.

Dried Fruits—Prunes are in very small demand and prices are unchanged. Stocks are not very heavy. Peaches are also in light demand at unchanged prices. Currants are dead and the price is unchanged. Raisins are selling slowly and the price is unchanged. A few seeded raisins comprise the only sales. Apricots are dull and unchanged.

Canned Goods—Tomatoes are selling only from hand to mouth and the price is unchanged. Spot corn is dull, at no change since last week. There is a fair trade in new peas on spot. The crop will likely be rather short, especially on standards and the grades above. Seconds, however, will probably make up the deficiency. Prices so far made are the same as last year. The demand for peaches is very limited, with an occasional call for seconds of Eastern pack. Future California peaches are offered, and the sales of them have been quite large.

Rolled Oats—All grades of rolled oats and wheat grits have declined.

Spices—About everything on the list is held at full prices so that there is a firm market generally speaking.

Rice—Prices of new crop Japan grades are about 1½c higher than the opening of the season last year, while the report is of a light crop. Domestic stocks are scarce, although the acreage of present crops is reported to be considerably larger than that of last year.

Sauces—It is now impossible to buy any of the Lee & Perrin Worcester sauce except that in jobbers' hands. The Government refuses to permit the importers to take their goods out of the custom house until they shall give the recipe, so that duty may be figured on it. This the importers refuse to do.

Fish—Mackerel is in better demand,

with prices unchanged. No change is expected in the next few days. Cod is moving fairly, but with nothing like a boom. Prices are unchanged. Lake fish are very scarce and the market is well cleaned up. There has been an advance of 25c per half barrel. Sardines have declined, because of the desire to unload their remnants before the syndicate takes hold.

Tobacco—Prices of all grades have been advanced 3@6c, on account of the new war tax.

The Produce Market.

Asparagus—20@25c per doz. for home grown.

Bananas—There is report of scarcity and higher prices at Southern receiving points, which makes the market firm here. The movement is large.

Beet Greens—25@30c per bu.

Beets—New, 30c per doz. bunches.

Butter—All grades are a little stronger and higher. Factory creamery commands 15@15½, fancy dairy 11@13c and packing stock 9@10c.

Cabbage—Home grown, 60c per doz.

Carrots—30c per doz. bunches.

Cherries—\$1 per crate of 16 qts. for red or black.

Cocoanuts—4@5c.

Cucumbers—40@50c per doz. for home grown; 25@30c for Southern stock.

Eggs—The market is a little stronger than a week ago, local dealers paying 8c on track, case count.

Green Onions—12@15c per doz. for silver skins.

Green Peas—75c per bu. for home grown.

Honey—Dark ranges from 9@10c. Light stock commands 12c.

Lemons—The market is very lively, Messinas having advanced sharply, and Californias considerably. The demand is good and is on the increase, the weather favoring a good movement.

Lettuce—30c per bu. for head.

Onions—Dry stock from Mississippi commands \$2.25 per sack; California, \$2.50 per sack.

Pieplant—30@40c per package of about 50 lbs.

Pineapples—Floridas, \$1.75@2.25 per doz.

Pop Corn—50c per bu.

Potatoes—Old stock is a trifle weaker and a little lower, commanding 60c per bu. New stock fetches \$2.75@3 per bbl.

Radishes—10c per doz. bunches.

Spinach—25c per bu.

Strawberries—Home grown is in marvelous supply at 60@65c per 16 qt. crate. The fruit is large in size and beautiful in appearance, but lacks the flavor incident to warm weather and plenty of sunshine. If the present cool spell continues, prices are likely to go higher.

Tomatoes—\$1 per 4 basket crate.

Wax Beans—\$1 per bu.

Two Dollars to Detroit and Return.

The Michigan Central will, on Saturday, June 18, run another one of those popular week-end excursions to Detroit. Special train will leave Union Station at 8 a. m., arriving at Detroit at 1 o'clock p. m. Tickets will be good to return on regular trains up to and including the morning train on Monday, June 20. Chair car will be attached at the usual seat rates. Bicycles carried free.

W. C. BLAKE,
City Ticket Agent.

Georgia Watermelons.

A carload of very fine melons has just been received by F. J. Dettenthaler, Grand Rapids. Get your order in quick if you want to be the first in your market to offer them.

Warnock & McBain have embarked in the grocery business at McBain. The Worden Grocer Co. furnished the stock.

Mrs. A. Sanford has removed her drug stock from the corner of Fourth and Stocking streets to 175 Stocking street.

Miss Lareine Van Wetinga has taken the position of assistant book-keeper with Nelson Morris & Co.

WAR TAXES.

How They Affect the Banks and Their Customers.

The war revenue bill is now a law, having been signed immediately upon its passage by President McKinley Monday. The measure is given immediate effect, but not until July 1 will it be applied in all its provisions; and then the present generation will appreciate what a luxury war is. The provisions of the new law, as they relate to the banks, are not particularly onerous—at least not in comparison with the taxes imposed upon the banks during the rebellion. The tax bill of thirty odd years ago hit pretty nearly everything in sight, but the Spanish war taxes will not prove unduly burdensome, nor will their collection be difficult or complicated. It is probable that the customers and patrons of the banks will do more protesting than the banks themselves—but that is something that may be expected, at least until the business world has become accustomed to the new order of things.

Banks with \$25,000 capital, surplus included, will pay a special tax of \$50, and on each additional \$1,000 capital \$2. Under this clause the Grand Rapids banks will pay approximately the following amounts: Old National, \$2,050; National City, \$1,225; Grand Rapids National, \$1,200; Fourth National, \$700; Fifth National, \$225; Grand Rapids Savings, \$385; Kent Savings, \$220; People's Savings, \$250; State, \$360; Michigan Trust Company, \$610 and the Peninsular Trust, \$235—a total of about \$7,500. This tax will be paid by the banks direct and it is a tax that can not be shifted.

Some of the stamp taxes undoubtedly will be shifted upon the customers, either directly or indirectly, instead of being borne by the banks, but the banks can not dodge them all, even if so disposed. Ordinarily, the banks would have to pay for the stamps on drafts and bills of exchange, but this burden can be shifted by advancing the rates. Certificates of deposit will have to be stamped by the banks and whether the bank or the depositor pays will probably be arranged by agreement among the banks. The tax on dividend checks will be paid by the banks. The tax on express packages will hit the money sent by express. The banks do considerable out of town telephoning and telegraphing and the tax will increase expenses to some extent, but it may be remarked that the Government will not receive nearly as much revenue from this source as it would have were there not competition. The taxes on deeds, mortgages, leases, protest notices, checks, notes and most of the other papers that enter into business will be borne by the customers.

Fully two-thirds of the business transacted is by check or draft and the tax will produce a great deal of revenue. It is probable, however, that the necessity of affixing a pretty two-cent stamp to each check drawn will have the effect of curtailing their use, especially for small amounts. The man with a 17 cent bill to pay will pay it in cash or postage stamps, instead of drawing his check for the amount. Pay rolls will be paid in money, as most of them are, instead of by check, as is done in a few local institutions. The Chicago & West Michigan and Detroit, Grand Rapids & Northern systems pay employees by

check and if this custom is continued the tax will increase expenses upwards of \$100 a month.

The banks will be ready to provide customers with two kinds of check books by the time the law goes into effect or soon after. One kind will have the stamp printed in the center of the blank check, and these will be sold in books of 100 for \$2. The other kind will have a little blank square up in the corner where the stamp is to be affixed. These check books will be given away, but with the understanding that the customer buys his own supply of stamps and does his own licking.

The old stamp tax on checks was imposed early in the sixties, when the war called for all the funds procurable, and it continued down into the seventies. Harvey J. Hollister is the only bank cashier now in service and, in fact, almost the only bank official in town, who had a personal experience with the operations of the old law from the standpoint of the banker. J. Frederick Baars, now Vice-President of the National City Bank, E. H. Hunt, Assistant Cashier of the National City, and Henry Post, of the Old National, all had experience with the law, but not from the first enforcement of the tax. There was much grumbling at first, but this soon died away and the business men took it as a matter of course. The tax was not so productive in those days, however, as relating to checks, because checks were not used to nearly the extent they are now. There was general rejoicing when the tax was removed and, undoubtedly, the removal of the Spanish war tax will give far more satisfaction than its imposition.

Speaking of war times, Mr. Hollister has a vivid recollection of the objections that greeted the old greenbacks and especially from Democratic sources. The greenback was essentially a war measure and was adopted as a dire necessity. Mr. Hollister remembers how scornfully John Godfrey looked upon the paper money and declared that before the war ended the stuff wouldn't be worth 50 cents a peck. Mr. Godfrey would have been right had he referred to the Confederate greenbacks, but he meant Uncle Sam's make-believe money and subsequent events have proven him wrong in his judgment.

The Michigan Trust Company has a dual existence. It is essentially a Michigan affair, but it has recently become a Nebraska concern as well, and if so disposed can open a branch office in the home state of the boy orator of the Platte. The company has no intention to branch out and it becomes a Nebraska corporation merely to meet an emergency. It is executor of the estate of the late John W. Moon, of Muskegon. Mr. Moon owned considerable real estate and other property in Nebraska and to administer the Nebraska portion of the estate it was necessary under the Nebraska law for the Trust Company to incorporate in that State. Articles of incorporation were filed at Lincoln, Neb., last week, with \$20,000 capital.

Ladies' waists and gentlemen's laundered shirts at \$4.50 per dozen and upwards.
P. STEKETEE & SONS,
Jobbers, Grand Rapids.

Gillies' New York teas. All kinds, grades and prices. Phone Visner, 800.

Woman was born to love and be loved, and she fights it out on that line.

Woman's World

Sensible Suggestions for the Summer Campaign.

"My dear child," said Cholly to his little cousin, who was one of the winter's pretty debutantes, "my dear child, have you decided how you are going to conduct your summer campaign?"

"How I am going to conduct my summer campaign?" she repeated after him in amazement.

A look of weariness and pain swept across his face. "There," he said, dejectedly, "it's just as I suspected. Here you are about to plunge into a red hot campaign without a particle of preparation. You don't even know what line you are going to fight it out on. That's the most distressing thing about women. They never think until a thing is over, and then it is too late. I don't want to discourage you, but you had just as well make up your mind beforehand that the summer resorts this season are going to be well-nigh Adamless Edens and the girl who has any partners at the hops or invitations to moonlight strolls is going to need to know all the points in the game she is going to play.

"Now, there are all sorts of girls and they have got all sorts of chances, but you want to sort of classify yourself and see in which type you will be most effective. It is nothing but superhuman vanity that makes a woman think she can be everything and do everything. In one role she is effective. In another she is absurd. You can't imagine Julia Marlowe doing a coon song, can you, or Della Fox thrilling you as Lady Macbeth? There never was a more misleading fallacy than the old theory that woman made herself fascinating by being a creature of whims and moods, one thing one time and something else the next. Nobody in these days has got the time or is going to take the trouble to be always chasing around after a living conundrum.

"Now, being the daughter of a business man, you have doubtless heard it said that nothing succeeds like success. Nowhere else in the world is that truer than in society. If you want to be a belle, and be admired, act like one. I have known provident girls who left orders with their confectioners and were pursued by boxes of bon bons wherever they went. 'So extravagant of Jack,' they would murmur indifferently as they generously passed around the box, and first thing you knew some fellow was ruining himself for chocolate creams in an effort to supplant the mythical Jack. Now, my dear, I am not my brother's keeper, nor his apologist, I simply state it as a fact that no man was ever known to admire a girl that no other man admired. I don't know whether we need each other's opinion to brace us up or what it is, but you will observe that in every ballroom there are invariably a half dozen men falling over each other to dance with one girl, while another, just as pretty, just as desirable, just as good a dancer, sits neglected by the wall.

"Never dance with another girl. It is a public announcement that you were overlooked by the men present, and another preferred before you, and so far is an admission of failure. You may not dance because you are tired or the weather is hot or for any other excuse that appears reasonably plausible, and still retire from the ballroom floor with honor and the air of a victor, but to dance with another girl is a mortifying

confession of defeat. This does not apply to long walks and talks with other girls. The woman who is not beloved by her own sex, who does not have girl friends, and like girls' society, is always regarded with suspicion by men. Cultivate the society of other girls. Be nice to them and generous with them. Many a homely girl has got nice brothers, so shall the angel food you cast upon the waters return to you after many days.

"Another thing, don't be too hard to please. Kicking is a distinctively masculine prerogative. A disgruntled, dissatisfied, fretful woman is something that strikes terror to the boldest heart, and the heroes have all gone off to the war this summer. Don't always be drawing comparisons. If, with infinite trouble, some young man manages to hire the solitary buckboard or the dilapidated carry-all of the summer hotel don't enliven the occasion with reminiscences of the time you went on somebody's four-in-hand and had such a love of a time. If somebody gets up a sandwich and beer supper and invites you don't turn up your nose and say you can't eat anything but birds and champagne. There is no other feminine charm equal to adaptability. The girl who can stand anything, who is ready for anything, who is willing to be pleased with everything that comes along, can give the spoilt beauty odds in the game and beat her every time. She is the one who is never left out when the hay rides and fishing excursions and tenpin parties are made up.

"As regards the athletic business, I would counsel a happy medium. Be athletic, but not too athletic. The time has gone, heaven be praised, when it was considered interesting for a woman to be unable to walk a quarter of a mile, and for her to have to be dragged up every hill, but the modern girl is in danger of overdoing things on the opposite side of the question. The girl who has to be always doing something fatiguing, who can't be happy unless she is jumping around in the heat after a tennis ball or scorching somewhere on her wheel, is a terror beside whom the lackadaisical sister of the past was a peach. As you are strong, be merciful. Be ready to go on short excursions when you are asked, but don't develop a mania for flagging the mountain or exploring the country or hunting for grubby and buggy little plants, and expect any man to go with you. If you do you are liable to find yourself deserted for the discreet damsel who stays on the veranda of the hotel and keeps her hair in curl. Also, bear in mind that the bicycle is fatal to beauty. The Venus de Milo would come off of a five-mile run looking like a red-faced Irish washwoman. Still, you have always this consolation—an affection that withstands a wheeling trip is built on the rock of ages and nothing else in life is liable to even jar it.

"Everything is fair in love and war and at summer resorts," has long been a favorite motto with the girl who thinks it knowing to try to monopolize every man who comes along. She takes him off for long solitary walks and inveigles him into tete-a-tetes, and wild horses couldn't drag her into introducing him to another girl. It is a fatal mistake. He sets her down as selfish and jealous and, worse than all, she bores him to death. My dear child, no one person is the whole show in life. Two strangers can have little to say to each other, whereas the introduction of others into

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50 CIGAR. ALL JOBBERS AND
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GRAND RAPIDS, MICH.

the conversation makes everything smooth sailing. It is better to be one of a charming group than a solitary bore. Never keep a man with you after he begins to get tired. Get tired yourself first. Anticipate the being bored feeling and send him off, and the chances are he will hunt you up the next opportunity because he will not be afraid of getting caught and having to stay.

"Don't hint. The poor summer resort young man is seldom a disguised millionaire. He is only an impecunious wretch who has all he can do to buy a few pairs of white duck trousers and a handful of neckties and give himself a couple of weeks off somewhere. Learn to pass the seductive soda water counter without a yearning glance. Cultivate a distaste for ice cream; and don't imitate those young women of diabolical ingenuity who spend the summer getting up something that costs money for the heathen. Charity begins at home in not fleecing the poor, down-trodden young men who do their humble best in dancing at parties all the season and helping out at teas. And remember that blessed is she who is not getting up a souvenir collection of any kind whatever and who leaves a man in peaceful possession of his neckties and fancy handkerchiefs and stick pins and belt buckles and buttons."

Cholly paused and lighted a cigarette. "Is that all?" enquired the little cousin.

"All?" he echoed. "Heavens! I should say not! It's just a few suggestions from the board of strategy."

"Cholly," she said demurely, "don't you worry. I'll be able to run that campaign by myself after I get there."

DOROTHY DIX.

His Explanation of a Rush.

Mexican—Big earthquake to-day.
American Tourist—Was there one? I didn't notice it.

Mexican—Not you see zee people rush out from zee churches?

Tourist—Oh, yes, I saw that; but I thought maybe the contribution box was going 'round.

Got his Shoulder Straps Soon.

Fuddy—You know Tom enlisted last month? Well, he has got his shoulder straps already.

Duddy—You don't mean it! The idea of Tom being an officer!

Fuddy—Oh, he isn't an officer. The shoulder-straps help him in wheeling his barrow when doing police duty.

This is a tough world for women at best. They must either marry or become old maids.

An echo is the only thing that can flimflam a woman out of the last word.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, June 11—The coffee market during the latter part of the week was very dull. In invoices scarcely anything was done and jobbers generally reported orders for small amounts. The nominal quotation of Rio No. 7 remains at 63¢. The future is not without some considerable encouragement, however, and holders do not seem to be at all disappointed at the turn of affairs during the past three days. Some of our large operators profess to see an excellent opportunity just now to advise grocers to take on liberal supplies. Total amount in store and afloat, 914,316 bags, against 746,357 bags at the same time last year. Mild grades have moved with a degree of dullness "deplorable to behold." Good Cucuta, 83¢. Sellers and buyers both seem to be holding off and the wait may last for some time.

The probability of a 10 cent tax on tea had the effect of giving animation to the market and orders have come in with greater frequency than for a long time. As a rule, these orders were not for very large amounts, but their frequency made the aggregate very respectable. Interior dealers are taking considerable quantities and seem to be in a hurry for it, too. The sugar situation is unsatisfactory. The volume of business is not nearly as large as last season, or as it generally is at this time of year. One theory is that supplies from independent refineries will soon be coming in and that a consequent demoralization of prices will follow. But they may miss the mark if such is the belief. Granulated still held at 53¢. Raw sugars have been rather irregular, but upon the whole the tone of the market is somewhat firmer. Stocks are not large and dealers seem to think there is no necessity for urging buyers to take hold. On the other hand buyers seem to be in no hurry to make purchases beyond current wants. Stocks are not large and future arrivals of foreign are said to be largely sold ahead.

Cloves have shown a degree of activity, sellers holding for 8c. The spice market generally is quiet and orders coming are for sorting-up purposes. There has been no change in prices worthy of mention.

Molasses stocks are light, hence there is no pressure to sell, although from general appearances it would require a good deal of pressure to make buyers take hold with any degree of interest. During the week the situation has been very dull and featureless, such sales as were made being for the smallest amounts. Syrups have ruled rather steady and the general outlook is as satisfactory as might be looked for at this season of the year.

Business in canned goods has been very active. With Uncle Sam so good a customer, there seems to be a good chance of the new crop of goods coming onto a market more closely sold up than for many a day. Prices are firm,

although by shopping around some good bargains can be picked up. The very latest from Baltimore reports that the pea pack will be 50 per cent. short of an average, which is "important if true," and it is said to be the statement of one of the best posted men on the market. Early Junes range all the way from 75¢@\$.50. New samples show an excellent quality of goods. The demand for corn is rather slow, but prices are quite firmly adhered to, and sellers seem to be confident. New York State, spot, 70¢@75¢.

Dried fruits are meeting with a pretty good call and the outlook is better than for some time. Evaporated apples are meeting with good request for fine goods, and especially for fruit in cartons, which seems to be in the lead.

All things considered, dealers say the butter market is in pretty good shape. Some large transactions have taken place at a figure not less than 16½¢, although the general rate is 16¢ for fancy Western creamery. State dairy is in light sup-

ply. Western creamery firsts, 15½¢@16¢; seconds, 14½¢@15¢; Western imitation creamery, extras, 14¢; firsts, 12½¢@13¢; Western factory, extras, 12½¢; firsts, 12¢@12½¢.

The cheese situation shows some improvement over last week, as exporters have been manifesting some desire to make consignments. Quotations show an advance, the chief call being for large size full cream. For such goods 63¢ is paid for new and 8½¢@9¢ for old.

The egg market is quiet, although strictly desirable stock is easily disposed of at 12½¢@13¢ for nearby. Arrivals show the effects of the heat and a good deal of loss has been sustained.

The bean market has been very dull and prices tend lower. Choice marrow, \$1.67½@1.70; choice medium, \$1.37½@1.40; choice pea, \$1.35.

A woman can stick fifty pins in her dress while a man is getting one under his thumb nail.

MONEY IN IT

It pays any dealer to have the reputation of keeping pure goods.

It pays any dealer to keep the Seymour Cracker.

There's a large and growing section of the public who will have the best, and with whom the matter of a cent or so a pound makes no impression. It's not HOW CHEAP with them; it's HOW GOOD.

For this class of people the Seymour Cracker is made.

Discriminating housewives recognize its superior

FLAVOR, PURITY, DELICIOUSNESS

and will have it.

If you, Mr. Dealer, want the trade or particular people, keep the Seymour Cracker. Made by

National Biscuit Company,
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To increase your sales of Tanglefoot let your customers see it in actual use in your store, in the Holder; They will follow your example. Every customer to whom you sell a box of Tanglefoot will remember it with pleasure every day of the summer.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - JUNE 15, 1898.

DISGRUNTLED GERMANY.

Much surprise has been expressed, since the war with Spain began, at the attitude which Germany has taken towards the United States. France, sore over the bond question and fearful of Shylock's "loss upon loss" which is to be the inevitable result of a war between Spain and the United States, is expected to show considerable opposition to this country. Austria, through her relationship to the Queen Regent, is in duty bound to show where her interests lie. Italy, just now, is especially sensitive over a contagion to which she is peculiarly exposed and Russia has a natural right, absolute monarch as she is, to growl angrily, like the bear she is conceded to be. But Germany, who seems to have every reason for thinking well of us, as if her action and opinion were of the greatest moment grows surly, and grudgingly affirms that, on the whole, she may decide to remain neutral.

This sort of performance began some years ago. Germany awoke one morning to find that her breakfast of American pork did not agree with her. There were trichinae in it, she knew there were; and, although not a single porcine wiggler could be found on the closest microscopical examination, and not a single death occurred in her extensive bologna-eating family, the American animal-product was proscribed and is seen no more upon the German table. Has the Spanish aversion to the American pig found its counterpart in the nation bordering upon the Rhine?

With the commendable desire of extending trade, the American exporter shipped to Germany a cargo of apples. They were from the best orchards of the New World and something a little finer than the beer drinker of the Fatherland had seen. They met with the heartiest reception. Nothing too extravagant could be said in praise of the American fruit until one sorrowful day when the American apple was pronounced wormy and absolutely dangerous to the German stomach. That, also, was proscribed and appleless Germany growls and goes without the finest fruit she has ever seen. Is it possible that from the ignominious apple mankind is to suffer again the untold woes of Eden?

From the earliest beginning of our National life, the German has been found among us. No immigrant has been so welcome as he. Honest, industrious, frugal, painstaking and thoroughly in earnest, he came to stay,

and induced his brothers and sisters to join him, until to-day there are hundreds of thousands of German residents in the United States, who constitute as loyal and patriotic a class of citizens as any within our borders, and who have always inspired a feeling of friendship and respect for the nation from which they have come. Is there anything here to account for the feeling of hostility which to-day exists in Germany towards this Government?

There is, and always has been, among the Germans upon both sides of the Atlantic, a conviction that the United States, in some unaccountable way, owes her marvelous prosperity to German citizenship. The German has come to this country. He is found in all parts of it. Where he is he and his affairs flourish. His qualities, always good, have been copied by the natives wherever he lives and works. This condition of things has been going on unquestioned for years, and for years Germany, never too ready to give up an opinion once formed, has considered that matter settled. But recent years, with their thickly-crowding events, have awakened doubts in the German mind in regard to the United States. It is a nation of surprises. It is proving not an equal but a superior. It is surpassing her in trade. Its manufactures are, in quantity and quality, equal to her own, with alarming prospects of getting ahead. In every form of commercial development America is forging to the first place.

This is not all: When the time came to put a stop to the inhumanity going on in Cuba, this country, with an insignificant navy and a handful of men called an army, and with an utter indifference for the opinion of Europe, Germany included, went at it as if she knew how, keeps at it as if she still knows how and is really acting as if any interference on the part of the Old World would be looked upon as an impertinence and resented as such.

Last, but not least, the very existence of this Republic is a menace to monarchical Europe. For over a century it has been a practical illustration that men can rule themselves. What is worse, the Republican idea has reached the Old World and has come to stay. Spain is in the last throes of feudal power. Italy has been for years pressing hopefully towards the same end. France is a republican fact—and Germany may profit by these examples.

No wonder, then, that Germany is looking at this country with menacing looks and words. She is finding out that she has been wholly mistaken. The United States does not owe her prosperity, or anything else, to the Germans. In extent of territory, in wealth of resources, in commercial endeavor, in progressiveness of thought, in the power and determination to act, this country has no equal and as a leader in modern ideas stands at the head of the line—a head, be it remembered, unadorned by a crown. Poor old disgruntled Germany!

Cold storage ships for carrying provisions will go with the transports. Whales that give milk may finally be trained to follow battle-ships.

The beginning of the end is at hand, so far as the war is concerned, and the end of the beginning must be lying about somewhere.

This war will wipe away many illusions. It will knock down the castles in Spain.

DAWN OF A NEW ERA.

Delegations of British merchants who have commercial and other important investments in Manila and the Island of Luzon have waited on United States Ambassador Hay, in London, urging that the United States shall retain control of the Philippine Islands at the close of the war.

Those gentlemen declared their belief that, under a stable and enlightened government, the natives would prove entirely peaceable and tractable, while the islands are rich in natural resources and susceptible of the highest development. In no country are the opportunities greater for capital and enterprise, provided the islands were under a wise and intelligent government.

The gentlemen know from experience that Spanish rule is one which discourages business enterprises and repels capital, and that the legitimate profits of their business are mostly absorbed by direct and indirect bribes to Spanish officials. Without liberal largesses to secure the favor of the ruling class, these gentlemen tell the Ambassador that no business operations can be conducted under the regime of Spain.

They represented that the position of the Philippine capitalists is one which prevents them from making a public declaration of their wishes. Should the islands remain under Spanish sovereignty, that government might make conditions burdensome for business men who were on record as desiring a change and who had made revelations about Spanish misrule. They can make known their desires only through secret diplomatic channels, as they have done.

The Philippines are entirely in a state of nature, save in the immediate vicinity of the towns. The Spanish government has always pursued the policy of levying the most burdensome exactions upon its colonies, so that there is little or no inducement to develop the country, if even the means were at hand.

Under the control of the United States the islands would be made to blossom with improved agriculture and to yield up their wealth as a reward of enterprise and industry. There is much high and mountainous country, where the climate is said to be healthful. There is every reason to believe that a new era has dawned for those Asiatic islands, as it has for the Great Republic of the West.

GENERAL TRADE SITUATION.

With the exception of the decline in wheat, amounting to a collapse of the speculative features of the trade, continual dullness in cloth manufacture and some slackening of industries on account of shutting down of work for annual repairs, the week has been one of continued activity, with strengthening prices in all important cases. The general improvement is reflected in advancing stock markets and continued heavy transactions in clearing houses.

The factor which seems to have taken the speculative life out of the wheat market is the report of unprecedented crops from all parts of the country. Foreign demand and export movement continue with such volume that the selling end of the market would seem to favor the high prices which have been prevailing, but the report of heavy yields from an increased acreage, with most other crops in an equally favorable condition, is too much for the buying end.

Conditions of demand on account of the prosperous outlook for agriculture still keep the movement of the indus-

tries concerned up to the highest volume ever known in this country. Sales of agricultural implements are only limited by the supplies in many localities. The iron trade, on this account, and because of the war stimulus, is still exceeding all records of output, and especially at this season. The exceptions are those noted on account of need for repairs.

The stimulation of the cloth industry on account of the war demand still continues as a factor in the woolen goods situation, but the discouraging outlook in the cotton goods trade seems to have no mitigation. Low prices and small demand with heavy stocks give sufficiently dubious prospects. Demand for wool goods continues good and works are generally busy.

Sales of boots and shoes continue to break records and there is a corresponding strength in hide and leather markets.

Bank clearings for last week were \$1,324,766,412, exceeding the report for the corresponding week in many years. Failures were 221, about the normal, although an increase of 43 over the remarkably small report for the preceding week.

EARNINGS OF THE RAILWAYS.

The Interstate Commerce Commission has added to the valuable statistics collected by it a report of the incomes or earnings of the railroads of the United States for the year ending June 30, 1897, which may be summarized as follows:

The total gross earnings of the railways, operating 180,027.65 miles of line, were \$1,116,613,254. Of this amount, \$314,859,516 was earnings from the passenger service, embracing passenger revenue, mail, express and miscellaneous items; \$773,598,253 was earnings from the freight service, embracing freight revenue, stock yards, elevators and miscellaneous items. The other earnings connected with operation, such as car mileage, switching charges, rents and earnings from other sources, were \$27,925,360. A small portion of earnings, amounting to \$230,125, was not classified.

The operating expenses for the year were \$747,562,308, so that the income from operation was \$369,050,856.

The figures show that the net earnings were something over \$5,000,000 less for 1897 than for the preceding year. The total amount of dividends declared by all of the railway companies for the year ending June 30, 1897, was \$57,290,579, the dividends of the operated lines ranging about \$30,000,000 a year. The total amount of taxes reported by the operating companies embraced in this statement was \$40,979,933. The railroads employ over 800,000 men in their various departments of operation.

Of course, there are individual lines that do not pay any dividends, because they were built through regions that do not furnish sufficient business. There are others that were built under conditions of extreme improvidence and extravagance, but these are being weeded out by passing through bankruptcy, and the day will come when the entire railroad interests of the country will be placed on a solid basis and pay under good management. As it is, many of the companies are in excellent condition, and the roads in the aggregate handling more than a thousand million dollars a year show what a vast interest they are.

Spaniards at Manila have been given rope enough and they will succeed in hanging themselves.

ANGLO-SAXON ALLIANCE.

Although nothing except mere discussion and comment have resulted from Mr. Chamberlain's speech advocating an Anglo-Saxon alliance, there is not the least doubt that the great preponderance of sentiment in both this country and Europe is favorable to some sort of amicable understanding between the two great English-speaking countries.

While public opinion is very generally disposed to favor the idea of an alliance, it is fully realized that there are many practical difficulties which a formal alliance would present. An offensive and defensive alliance such as is quite commonly proposed would imply that this country would have to keep its army and navy up to a standard much higher than has been the custom heretofore. Thus, for instance, there would have to be a larger standing army and a larger navy. It would also be necessary for this country to have supplies in readiness for promptly equipping a considerable force of volunteers. It would be unreasonable to expect Great Britain to be prepared to take up our quarrels if we were not prepared on our part to render her valuable assistance in case of need.

Although nothing tangible has yet been discussed, there can be no denying that the agitation in favor of an understanding has created a very friendly feeling both in this country and in England. One of the first symptoms of this better feeling has been the satisfactory solution of the Behring Sea problem, which has so long been the cause of serious friction.

It is understood that, as the result of an agreement recently concluded at Washington, the Behring Sea question will be adjusted and finally settled by the complete termination of pelagic sealing. The point was brought out in the course of the negotiations recently conducted between the representatives of the Dominion government and those of the United States that the pelagic sealing industry is no longer profitable to any considerable number of Canadians. This change from the conditions of a time when Canadian sealers went to Behring Sea by the hundred has rendered it easier for the Dominion government to meet the United States on a common ground, since, according to the best information attainable, the industry has dwindled to insignificant proportions.

This better understanding on so vexatious a question is the first fruit of the agitation in favor of an alliance. The next result will doubtless be a formal recognition of the Monroe doctrine on the part of Great Britain, followed by an agreement on the part of this country to give Great Britain moral and material support in preventing the dismemberment of the Chinese Empire, a matter in which this country is greatly interested, as our trade interests in China are very great. Should we decide to retain the Philippine Islands as a result of the war with Spain, there will be an additional incentive to come to a satisfactory understanding with England with respect to the Far East.

THE NICARAGUA CANAL.

Even the most prejudicial opponents of the Nicaragua Canal have come to acknowledge its early construction as a necessity.

It is true that the opposition to it has never been based on sense and reason, but on selfish schemes and interests connected with railways. The trans-con-

tinental and trans-isthmian railways have fought most bitterly the piercing for a ship canal of the American isthmus, because they thought it would draw trade from the railroads; but they gave not the least consideration to the necessities of the public defense. That has at last come to be a matter of the first importance after having been for so many years wholly neglected. It was only realized, after the country had been most rashly and unpreparedly plunged into war, that it is an absolute necessity that there should be some shorter route of communication for ships between the East and West coasts of the United States than around the Horn. A most striking object lesson was presented to the world in the voyage of the United States warship Oregon.

But the voyage of the Oregon was only one of the items in the overwhelming argument in favor of the canal. At this moment the Government is in the direst extremity of need for ships to carry troops and military stores from San Francisco to Manila. The ships can not be obtained on the Pacific coast, and it is entirely probable that they will have to be sent on a perilous voyage of 18,000 miles around the entire continent from some of the North Atlantic ports. For the lack of these ships, the most serious consequences may occur in the Philippines.

The necessity of the canal for the National defense is plain enough now, but it is even more necessary for the purposes of American commerce. If the Philippines are to be permanently retained as American colonies, a ship canal will be indispensable. It will, in the opinion of Mr. Colquhoun, a distinguished English engineer who has spent much time in the Pacific waters and countries, render greater service to the New World than the Suez Canal does to the Old. It will bring Japan, Northern China, Australasia and part of Malaysia nearer to the Atlantic cities of the United States than they are to England. It will thus benefit America in an infinitely greater degree than it will Europe, which will only use the canal in trading with the Pacific littoral of the two Americas, the South Sea Islands, and possibly New Zealand. It will, moreover, give an immense impulse to American manufactures, especially cotton and iron, and will greatly stimulate the shipbuilding industry and the development of the naval power of the United States. The \$150,000,000 or \$200,000,000 which it is likely to cost will be a fleabite to its enormous yield in financial and material advantages of every sort.

As to the trans-continental railroads, it will increase their business, because it will vastly develop commerce with the Far East, and the railroads will carry all the passengers, mails and light traffic, which will be multiplied a thousandfold. Even the railroads, which have been the worst enemies of the canal, should now favor it.

Eugene Debs had the chance of his life to be a useful citizen and a patriot by raising a regiment for the war from among his walking delegates. Like all men of his ilk, however, he would rather bide his time and indulge his passion for leadership in conducting an unlawful, murderous and property-destroying labor strike than in assisting the Government in times like these.

Our modern Sampson batters down walls as easily as the old strong man destroyed temples.

BANKING REFORM.

Review of the Present and Proposed Systems.

The system of issuing credit notes upon commercial assets is not only supported by economic theory and abstract reasoning, but has proved successful wherever tried under rational regulations, to the extent to which it has been logically divorced from governmental interference. The experience of the Bank of England has demonstrated the futility of regulations tying credit notes to a government debt. Since the passage of the Bank Act of 1844, the British government has been forced, on several occasions, to suspend that Act in order to enable that gigantic banking institution to meet emergencies by having recourse to its entire commercial assets, the great safety valve through which the continuity of its business upon a solvent basis has been made possible. It is a wonder the British government has not placed that Bank's credits permanently upon commercial assets, which form the basis of the credit notes of all the leading banks in Europe.

The Bank of France has over 250 branches and its note circulation is limited to one billion dollars, the largest circulation of any single bank in the world. It is not required by law to hold evidences of the public debt nor any other specific security for its credit notes, but they are a first lien upon the mass of its available assets. No country in the world can, under anything approaching equal conditions, excel the record of France in the stability of credits. With her capital and ruler in the hands of an invading enemy, her government in the hands of a revolutionary committee, her people subjected to the levy of a tribute equal to \$25 for every man, woman and child in the country, the Bank of France maintained its paper within 2½ per cent. of par, and this premium on gold never lasted beyond a short period of time. What a contrast with the Government paper of the United States from 1862 to 1865, when the premium on gold ran as high as 160 per cent. And how much greater it would have been if the United States had been in the captive position of France, for during almost fifteen years after our civil war the premium on gold was greater than it was in France during their most critical years. How significant the declaration of that eminent French financier, Thiers: "The bank saved us because it was not a bank of state." Truer words were never spoken. In the event of the overthrow of a government, all prior public obligations are repudiated by the victors, and the value of credit notes based on such obligations disappears with the vanquished government. Credit notes based on commercial assets do not depend upon the fate of governments, for under the rules of civilized warfare no government seeks to destroy or confiscate the individual property of a conquered people; it is only the public wealth that is so treated. This is the real reason why the Bank of France was enabled to maintain its notes at or near a parity during the time the government was practically in the hands of a foreign nation. Its notes were backed by the wealth of individuals and were not affected by fluctuating values of government obligations, nor would they have been materially affected if the government obligations had been entirely repudiated. While there is little probability of the conquest of the United States by any nation or

combination of nations, it must be admitted that a credit system which is affected but little by such extreme shocks as wars produce would be a decided improvement on our existing system. It is possible for a business asset system to outlive many changes of government without serious damage to trade or commerce.

The Imperial Bank of Germany is not required to hold evidences of the public debt as a basis for its note circulation, but it must cover one-third of its notes with cash, and the remaining two-thirds is based upon commercial paper maturing in not more than three months, and bearing not less than two solvent names. There are evidences of a growing feeling in Germany for a more liberal power of note issuance, as present regulations have proved embarrassing to their growing trade and commerce.

The Austro-Hungarian Bank also protects a portion of its credits with a coin reserve, and the balance is issued against commercial paper and other marketable securities. Bills of exchange drawn upon foreign places are a favorite security with this and many other European banks, because they are readily convertible into gold and are not affected by changes in the domestic market.

The laws governing the circulation of the National Bank of Belgium are simple, but they embody much good sense in a few words, namely: "The amount of bills in circulation shall be represented by easily negotiable securities." The philosophy of sound credits can not be better expressed than in these words.

The note issues of the Bank of the Netherlands are based substantially upon its commercial assets and are not confined within fixed limits, but it has to keep a metallic reserve equal to 40 per cent. of the aggregate of notes and deposits.

These banks are monopolies in the matter of note issues in their respective countries, but their experiences have shown that even under monopolistic powers the commercial asset basis is thoroughly safe. The American people do not want the monopoly features of these systems, but are entitled to the benefits of the elasticity attendant upon banking upon business assets.

ANDREW FYFE.

Spain will have to pay the United States many millions of dollars to settle the war obligations, and with no chance to squeeze more blood money from Cuba or the Philippine islands, she may be obliged to pledge her diamonds and sell her household furniture; but it can be said now that there is no money in the throne, unless it can be disposed of to relic hunters.

There is no law to prevent people from cooking strawberries, but there ought to be. The man or woman who degrades that delicate fruit by exposing it to artificial heat in the making of pie, pudding or tart is guilty of a misdemeanor against the world of fragrance and sunshine.

If a man can not do a blessed thing on earth of any importance or value that others can not do better, he can still keep himself conspicuous by finding fault with those who are doing good deeds.

People who want to "rally around the flag" should first rally around the recruiting office and offer to serve their country as private soldiers.

Shoes and Leather

"Elevators" to Lengthen Little People—Treating Not Popular.

If the expectations of a Boston concern are realized the first question a shoe clerk will ask a prospective customer will be, "With or without elevators?" Of course, the tall or fairly tall customers probably won't be interrogated thusly, but the short dumpy little ladies, and the sawed-off and hammered down men will be the targets for the superior retail shoe clerk to shoot his queries at. Truly science is wonderful, and little did our grandfathers think that this country would ever see the house of a company organized for the purpose of making short people tall (and I came nearly saying long people short). Nevertheless such a company has been formed in Boston. In the announcement which the firm makes they say, "Increase your height from one to four inches, without detection, by using our new invisible elevators. Can be worn in any shoe, etc."

If this be true think for a minute of the possibilities it brings forth. No longer will you see the small hen-pecked husband looking meekly up at his better half, but with elevators in his shoes he can be as big as she and will stand a fair show. You go down town to see a parade and if you are at the back of the crowd all you have to do is to work your elevators, and presto change—you are the tallest man in the crowd. Just imagine some of our respected citizens going down town in the morning five feet and a half tall and coming back at night a six-footer!

What will come next I wonder. Perhaps we may yet have some system where tall men may be made shorter, or thin men fat. Strange things have happened in this era of progress and stranger things may happen in the years to come.

The bored and languid looking young man in the ladies' high shoe department of one of our leading shoe stores was approached the other day by a plainly dressed lady who asked to be shown some shoes. The young salesman seated her and lazily brought out a pair of dark tan shoes.

"I should prefer something a little quieter and more serviceable," suggested the customer.

He gave her a long look which seemed to take in every detail of her toilet, and then, with the same languid air that characterized his first movements, brought down a pair of black sheepskin boots that had been in stock eight or nine months. Bringing one of these to her, he turned it gently around to show it while he remarked:

"I know just what you want. One of these will be good for any occasion—and will be very serviceable too."

"Oh, thanks," murmured the customer, and enquiring the price she paid for the shoes and waited for her parcel and change.

"Nice weather we are having," said the young man condescendingly, as he restored his shoes to order.

"I'm so glad you like it," said his customer, gazing wistfully into vacancy.

Before he could be sure that no sarcasm was meant, the package came, and he counted the change into the customer's hand with a shade more of alacrity than he had seemed equal to before. Then she got back at him.

"I am so glad to have met you," she

said as she got up. "It is such a comfort to find some one who knows just what you want. Now, when I came into the store, I expected to buy a pair of patent calf boots that would have cost me seven or eight dollars, to wear to a wedding I shall attend to-night. But you knew what I wanted and have sold me a pair of boots for one dollar, a great saving for me, too. I thought I wanted the other, but you knew I didn't. Thanks, and good bye."

She walked out, and the young man saw her get into a carriage and drive off. He is busy hoping now that she doesn't know his employer, and no more does he try to make selections for purchasers, but is willing to let every customer choose for himself.

* * *

"Do you want to see some fun?" enquired an Olive street shoe dealer of me one day as we stood together in front of his store. "Well," he went on, "you just watch that beggar over there." I watched, and this is what I saw. The beggar, a tall raw-boned fellow, stood on the curb of the opposite side of the street. Pretty soon I saw him drop what appeared to be half a loaf of stale bread into the gutter and saunter off down the street. He went about half a block and disappeared into an alley.

"Now," said my friend, "you watch that alley down there and you will soon see him come again."

Sure enough he appeared a few minutes later coming out of this alley and, turning, he came toward us, stopping once or twice to beg a penny from some one. He soon came within a few feet of where he had been standing and all at once he made a dive for the piece of stale bread he had dropped into the gutter a few minutes before. At the same instant a small, scraggy dog jumped for the same piece of bread, and in an instant man and dog were rolling in the dirt fighting savagely for possession of the bread. In less time than it takes to tell it the street was blockaded with people, and when the dog finally got away with the bread, small coin was shelled out generously to a supposed starving man who shed copious tears of gratitude. The dog was lost in the shuffle, but he rejoined his owner later, for my friend said that the same scene had been repeated three times within ten days, by the same man and dog.

* * *

Some people would kick if they were going to fall heir to a fortune. I recently went into a retailer's store and he no sooner saw me than he began to kick first about the weather, then because trade was poor, and because wholesalers

We have . .



A line of Men's and Women's Medium Priced Shoes that are Money Winners. The most of them sold at Bill Price. We are still making the Men's Heavy Shoes in Oil Grain and Satin; also carry Snedcor & Hatha way's Shoes at Factory Price in Men's, Boys' and Youths'. Lycoming and Keystone Rubbers are the best. See our Salesmen or send mail orders.

GEO. H. REEDER & CO.,

19 S. Ionia St., Grand Rapids, Mich.

RUBBERS

New Lists on Rubber Goods for
1898 and 1899.

We are agents for the Boston and Bay State Rubbers—the best wearing goods made—and we solicit your business for the same. Our terms and discounts are as liberal as those of any firm selling the above lines.

Rindge, Kalmbach, Logie & Co.

12, 14 and 16 Pearl Street,
Grand Rapids, Michigan.

"Remember the Name"

WALES GOODYEAR

The best RUBBERS on earth for general wear and shape. Place your orders for them with us, avoiding the rush and advance in price later in the season.

Herold-Bertsch Shoe Co., 5 and 7 Pearl St.,
Grand Rapids, Mich.

State Agents for Wales-Goodyear and Connecticut Rubbers.

Hot Weather Is Here

and brings the usual rush for seasonable goods. When you break your stock and want goods in a hurry, write us. We always carry a large stock of up-to-date goods and can help you out.

Some desirable bargains in tan and vici goods. Write for our list. Vesting tops at special prices.

The Rodgers Shoe Co., Toledo, O.

OLD COLONY RUBBERS



FINE JERSEY BUCKLE ARCTIC, in up-to-date last, net \$1.06 per pair.

Send for a sample pair and be convinced that they are seconds IN NAME ONLY.

HIRTH, KRAUSE & CO., GRAND RAPIDS, MICH.

were late in shipping goods. Now I personally know that this particular retail dealer is doing a splendid business. He has a nice store, employs several clerks and they are generally busy all the time. But he has fallen into a habit of kicking and seems to be unable to get out of it. His store was full of people the day I was in there and some of his customers must have heard some of his complaints and such things do not have a good effect on trade. It gives the impression that you are not prosperous and up-to-date. Trade is fickle, and if they once get this into their heads, all you can do won't be enough to hold them. So I say to retailers quit your everlasting kicking and complaining. You only make yourself feel bad and drive away what trade you have. Put on a smile as broad as your face, and take things a little easier. It doesn't help you to think any to worry.

Away out in an enterprising little city of Eastern Kansas there is a shoe store that is run and controlled by two Germans. They are brothers, these two, and think more of each other than is usual even for brothers, but to the casual observer they seem to get along about as well together as the traditional cat and dog. They are always quarreling back and forth when in the store together, but when one is out and gone, the other is always trying to do something to please him.

The first time I ever went into their store, (and they have a nice store), I first met the older brother, Claus. I introduced myself and told him I was a newspaper man and wanted to write them up, along with other people in his city. Claus immediately agreed, and began to give me data, when up comes Otto and shouts at Claus to know what he was doing, anyhow. Claus explained, but Otto didn't take to the idea, and for full thirty minutes they quarreled about it. At the end of that time Claus went out disgusted, telling Otto in language that would hardly do to repeat that he was a fool.

He was hardly outside of the door before Otto came up to me and began telling me about what I wanted, giving Claus all the credit for their success, and before Claus came back I was pretty well acquainted with the particulars. Since then I have become well acquainted with both brothers. But no matter how often I go out there, they always have the same fight over something.

A shoe salesman who travels for an Eastern manufacturer, the house salesman for a local jobbing concern, and the writer were all sitting together in the

lobby of a down town hotel the other day, and something turned the conversation to the subject of treating trade. I asked the Eastern man if it were not true that the practice was dying out among salesmen. "Yes, it is," he replied, "in the cities and in the Eastern States, but out here in the wild and woolly West it has simply taken another form. Years ago every time a salesman went to see the retailer he was expected to set up the drinks and cigars as often as the merchant could be induced to take them. He was expected to treat the clerks all around and take some of them out for a time. Or, if he was there over Sunday he must invite his customer and his wife (for you always met his wife or daughter) to take dinner at the hotel with him.

That kind of thing is no go anywhere now. But in its place has come the habit of giving the dealer extra discounts, or extra dating, and if he is married, giving his wife a fancy pair of shoes. You are asked by the clerks to buy tickets to church sociables, and chances on raffles and numberless other such things. So you see, while it is all done in a quieter way, it amounts to the same thing."

When the war is over and Cuba is free, and Uncle Sam has taken possession of Porto Rico and the Philippines, I am going to one of the three places and start a shoe store," remarked a young fellow in one of the wholesale houses here to me. "I think it is the finest kind of a chance," he continued. "I am rather of the opinion that the Philippines would be the best place if it was not so far away. You would have a good deal less of competition there than in Havana or San Juan, and I am rather of the opinion that money will be more plentiful there than in the West Indies. At any rate I think it's a good scheme, and if I can get money enough, and some one to go with me, I shall try it."

This young gentleman might make an agreement with a clerk in a retail store down town who is trying to get some one to go to Japan with him and start an American shoe store in Tokio. He figures that a big business could be done with the foreign residents in Tokio alone, besides which he says that a great many of the Japs are wearing American or European made boots and shoes. He says that the man first in the field will get the biggest plum and is trying hard to get some jobber or manufacturer to back him.

So it seems as if these two young fellows might possibly form a partnership. There seems to be no good reason why either of them should not be right in their ideas. They are both hard workers, and both are shrewd, quick-thinking Americans. Here is a chance for some enterprising manufacturer to extend his trade.—Shoe and Leather Gazette.

THE JOSEPHINE \$1.50

Women's Black Vici Counter fox. Coin Toe, Patent Leather or Stock Tips. Lace or Button. C, D, E and EE width; or same shoe lace with Vesting tops and stock Tips. The best and cleanest shoe in the market. Send for sample.

MICHIGAN SHOE CO., Detroit, Mich.

81 and 83 Jefferson Avenue.



We Pay HIGHEST MARKET PRICES in SPOT CASH and Measure Bark When Loaded. Correspondence Solicited.

Chas. A. Coye

Manufacturer of and wholesale and retail dealer in

FLAGS, AWNINGS, TENTS, SEAT SHADES AND LARGE UMBRELLAS

11 Pearl Street,

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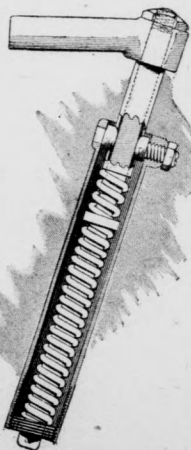
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BICYCLE RIDING

Is made a pleasure by the use of a

BERKEY ADJUSTABLE SPRING SEAT POST

A seat post especially adapted to gentlemen's and ladies' wheels. Overcomes the jar and sudden shocks caused in running over rough roads, car tracks, etc. Saves strain on wheel and saves enough in repairs to pay for itself a dozen times over in a season. Adjustable to any wheel, any saddle or any weight rider and to all wear. No wobbling. It is not unlike an ordinary post in appearance and can be taken off or put on with an ordinary bicycle wrench. Have your bicycle or hardware dealer put one on your wheel for a few days' trial, or have him send for a sample post. If not satisfactory we will refund your money. In ordering send exact size of seat post hole and your weight.



BERKEY SPRING SEAT POST COMPANY, Grand Rapids, Mich.

Fruits and Produce.

The Hen and the Cow.

Sing ho for the brindle dairy cow,
Sing hi for the little brown hen;
Such a couple was never on earth below
To feather the nest of men;
With the golden products of good Queen Bess
No udder can compare,
While the snowy fruit of the cackling "bute"
Brings a solace for every care.
Men risk their lives for the shining ore
Deep laid in a frozen clime,
When these faithful servants bring them more,
And peace at the self-same time;
With pasture in plenty and bugs galore,
They never will lack for feed;
Their stock is at par at the grocery store
For things that the farmers need.
Then, three times three for the bovine "she,"
And three for the female fowl!
At the farmer's door which they feed before
No wolf has a chance to howl.
No poet's dream ever hatched a theme
More worthy a poet's pen
Than the kindly queen of the pastures green
And the busy, cackling hen.

Proper Way to Prepare Pineapples and Bananas

When one has lived where the pines grow it always seems a shameful sight to look upon the butchery which overtakes the pineapple before it gets to the tables of those who do not know how to eat the fruit. Its rind is hacked off, the eyes are gouged out, and the meat is cut in slices, the juice runs away and is lost, the flesh is fibrous and the core is always left as an unpleasant central fact. And all this ill treatment of a delicious fruit because the rind and the eye in particular can sting the mouth like a nettle, although like the nettle they are perfectly harmless if properly handled. There is but one proper way to deal with the pine, and this is it:

Select one from small to medium in size, for in these the flavor is best, and never take one which has not both stem and crown. Remove the stem and throw it away, but after twisting out the crown keep it for future reference. In the shallow pit from which the crown has been twisted drive two strong skewers down through the central core until they just come through at the bottom. Then pull the skewers apart, and it will be found that the pine is split asunder from crown to stem. Then it is a simple matter to split the core, so as to divide again each half of the fruit. A little experience will bring the knack of thus dismembering a pine without squeezing out a tablespoonful of its juice. Put the pieces together in their natural position, tie with a narrow ribbon, fasten the crown where it belongs and the pine is ready to serve by simply untying the bow of ribbon. It is eaten by separating each of the little squares of the rind from the rest and ripping the flesh to the core. By this means no juice is lost, the fibre splits along its natural line of cleavage, and the dreaded rind and eye serve as convenient and proper handles for conveying the fruit to the lips. Those who wish the very fifth essence of the flavor of the pine claim the crown for their portion. Pull off all the leaves carefully to the very heart and there will be found two dainty soft white leaves in a spike about half an inch long. Dip the tender morsel in a wee drop of tabasco and the flavor of the pine will linger on the palate for a day.

It may seem the easiest thing in the world to eat a banana—just peel off the rind, eat the flesh, and rid one's self of the outer covering either by throwing it down as a trap for the pedestrian, if no policeman is in sight, or else carrying it to some receptacle for rubbish, as the law provides. But the botanists have named the banana *Musa Sapientum*, by way of a hint that only the wise know how to get the best out of the fruit. Commonly the banana eater strips off the rind by pulling it down in ribbons from the stem end, which never fails to leave several strips of a bitter fibre closely attached to the inner flesh, a fibre which spoils the flavor of the fruit, and is difficult to remove. If it is held necessary by a disordered taste to peel the banana in strips, one should at least begin at the bud end, when it will be found that the fibre bands come off with the rind, and do not adhere to the flesh. But the right way to get at the

edible portion of the banana is to begin in the middle.

Every banana is a modified triangle in sections, one side, the inner face of the curve, being nearly flat. Hold the banana with the stem end toward you and the flat side uppermost. With the thumb nail make a little cut in the sharper edge at the left of the fruit about its middle, a cut deep enough to secure a firm hold. Now a steady pull will rip the rind from bud to stem along the edge, and continuing the pull the rind will unwrap itself in a continuous piece around the fruit, carrying with it every strip of inner fibre and the tasteless pith always found at the bud end. There will be no difficulty in doing this if the banana is at the right stage of ripeness for eating as a hand fruit—that is, when the fruit has become yielding to the touch.

Bananas to be cooked must be taken at an earlier stage. If they are to be baked they should be taken just when the green color is beginning to change to the yellow of ripeness. Remove the rind and bake in a quick oven on buttered pans. For frying they must be allowed to ripen until the rind is all yellow, but the flesh is still hard. Squeeze the fruit steadily from end to end in the whole hand until something is felt to give evenly inside. Remove the rind and the fruit can be separated in three longitudinal segments. Dip in white of egg and plunge into a kettle of boiling olive oil. This is a Philippine recipe and no one who has ever tried it will be content with a banana cut into disks or strips and fried to a greasy mush in a pan with butter.

Strawberries Plenty and Cheap at Gotham.

New York, June 13.—The fragrance of the strawberry beds of Maryland and Delaware is wafted into the streets of the city long before daybreak now. Trains loaded with strawberries are dumped on this market in a way to make the eyes of the oldest veteran bulge. There never was anything like it heretofore, dealers say, and never were the strawberries so cheap and fine. Over the Jersey Central and the Pennsylvania railroads come yearly all the large shipments to this city. West street, even for hours after midnight, is a very lively place. Through that thoroughfare go the drays back and forward all night long across to the railroad depots and to the ferries. Wednesday of last week was accounted the biggest day in strawberries thus far. It is estimated that 250,000 crates were disposed of. The shipments all this week are expected to be very large.

The dealers say that the strawberry trade, as it is now understood, is of comparatively recent growth. But there is every prospect that the fields of Maryland and Delaware will continue to furnish us with a supply. Cheap railroad transportation has had a great deal to do with bringing the strawberry beds of Maryland and Delaware so near to this city. One of the largest dealers in this market said:

"This city supplies, within a radius of 100 miles, everybody with strawberries. Each day's sales are gotten rid of as they are sent in. Never have strawberries been so cheap and so fine as they have been this season. In order that the poorest might buy, boxes of strawberries were sold at a cent. They were the same kind as sold at a higher price, only there were not so many of them."

Now the berries nearer home will come in, and, of course, will be a very much superior article to those that are picked hours previously and packed and shipped hundreds of miles. But the strawberries now put on the market these days from Delaware and Maryland are very fine and very choice. The berries from nearby Jersey strawberry beds are very luscious. We never before got anything like them."

Time can not heal a woman's grief—if the grief happens to be a wrinkle.

It's hard for a man to keep still, but for a woman it's simply impossible.

HARVEY P. MILLER.

EVERETT P. TEASDALE.

MILLER & TEASDALE CO.

WHOLESALE BROKERAGE AND COMMISSION.

FRUITS, NUTS, PRODUCE

NEW POTATOES A SPECIALTY.

835 NORTH THIRD ST.,
830 NORTH FOURTH ST.,

ST. LOUIS, MO.



Fancy Creamery Butter

For fine retail trade, in the only Air Tight Fibre Packages of 1, 2 3 or 5 pounds. Creamery Market Prices.

Maynard & Coon. Grand Rapids, Mich.

N. WOHLFELDER & CO.,

COMMISSION MERCHANTS

399-403 HIGH ST., EAST SIDE,

DETROIT, MICH.

Ship to us your Butter, Eggs, Cheese and Potatoes and get Full Market Prices.

Promptness is the essence of our success. We will buy your

Butter and Eggs for Cash

Correspond with us. We do not claim to be the oldest and largest commission house in the country, but in many respects one of the best.

HARRIS & FRUTCHEY, Detroit

Butter and Eggs

Any quantity at any station gets highest cash prices from me.

R. Hirt, Jr., 36 Market St., Detroit, Mich.

Watermelons from Georgia

Strawberries, Pineapples, Bananas, Oranges, Lemons, Tomatoes, Green Onions, Radishes, Cucumbers, Spinach, Asparagus, Pie Plant, New Potatoes, New Cabbage, Beets, Peas, New Dry Onions, Turnips, Carrots, Squash, Wax Beans.

BUNTING & CO., Jobbers, Grand Rapids, Mich.

SEEDS

The best are the cheapest and these we can always supply.

ALFRED J. BROWN SEED CO.

24 and 26 North Division Street,

Grand Rapids, Mich.

SEEDS

WE ARE IN POSITION TO FILL YOUR ORDERS FOR FIELD SEEDS BOTH IN QUALITY AND PRICE THAT SHOULD WARRANT YOU IN DEALING WITH US.

MOSELEY BROS.

26-28-30-32 OTTAWA ST.
GRAND RAPIDS, MICH.

Jobbers-Seed-Beans-Potatoes-Produce

Cheese as an Army Ration.

Watertown, N. Y., June 13—There is a movement on foot among the makers of cheese in Northern and Central New York and the cheese boards of which they are members to secure the adoption by the War Department of cheese as an army ration. The county of Jefferson alone produces 10,000,000 pounds of cheese every season, and other counties of the State have an output nearly as large. Should the War Department adopt cheese as a ration for the standing army it would mean the payment to the farmers of New York State of hundreds of thousands of dollars annually. The strongest cheese board in the State is the Watertown Produce Exchange. The Secretary, A. W. Munk, believes that if those at the head of the Commissary Department of the army had their attention properly called to the question, it would be considered, and probably in a favorable way. He says there is no element of a soldier's rations now issued that is equal to cheese in nutrition. He lived on salt pork and hardtack for three years in the South, when in the regular army, and so he has some experience on which to base his opinion.

"To-day," says Mr. Munk, "the soldier's ration is one of study in the Commissary Department. The constantly increasing production of cheese without a compensative increase in the demand is the cause for the low prices realized for the past few years. If cheese to-day were an army ration, instead of salesmen being offered 6 cents a pound they would be getting 8 to 10 cents a pound for good, solid-boring, shipping cheese, this being the stock that would be required by the army. Just see what an enormous increase there would be in the consumption of cheese if it were an army ration."

The Watertown Produce Exchange has adopted resolutions favoring the use of cheese in the army, which will be laid before C. A. Chickering, the representative from this district in Congress, by Mr. Munk and Charles S. Kellogg, State Dairy Inspector. Similar resolutions will be adopted by other cheese boards throughout the State. The members of the New York State Grange have taken steps along the same line. Pomona Grange of Jefferson county, representing 4,000 farmers, has resolutions relative to the matter.

Utica, N. Y., June 13—At the last meeting of the Utica Dairy Board of Trade, George McAdam stated that at Watertown there had been a discussion in regard to making cheese an army ration. A set of resolutions had been drawn and adopted there, asking the congressmen from this State to take some action toward making cheese a ration in the army. He moved that the chair appoint a committee to draft suitable resolutions on the subject.

President Wright said he had thought of introducing this subject himself, if no one else had made a motion. He served in the army in the Civil War and could say from personal experience that cheese was one of the most sought for articles of dieting among the soldiers. They had to buy it themselves then and pay 50c a pound for it, but they always went for it when they could get it. He nominated for the committee Messrs. McAdam, Porter and Merry, to which number the Secretary was added on motion of Mr. Merry.

How Hay Is Handled in Gotham.

From the New York Sun.

Almost all the hay sold in this city nowadays is baled; only the very small fraction of 1 per cent. of it is loose hay; and a load of loose hay carried through the city's streets would attract attention.

The old style and long familiar hay bale, weighing usually from 180 to 210 pounds, was packed in a hand press, two or three men pulling on the lever. This bale was put up with sticks running lengthwise of the package at the corners. Bales of hay put up like this come now from Long Island only; a bale of the same style that is put up with a single stick comes from up the North River; but by far the greater part of the hay brought to this market nowadays

comes in bales much more compact in form, occupying not much more than half the space of the old bales, put up in presses operated by horse or by steam power, and tied with wire. The sources of supply are now New York State and other states as far west as Kansas.

Baled hay put up in power presses is packed in third bales, weighing from ninety to a hundred pounds; half bales, weighing from 110 to 140 pounds, and full bales, containing from 200 to 225 pounds; but of all the hay thus packed, two-thirds is put up in bales of the smallest size, which stow with the greatest economy of space in shipment, are the most easily handled and most satisfactorily supply the various demands. The large bales bring \$1 more a ton. The hay in them opens long, and, as a rule, the most expensive grades of hay are put up in large bales.

American hay is exported in considerable quantities to South America, and in large quantities to Mexico, and under ordinary conditions to Cuba and to many other of the West Indian islands; and it is sent in large quantities to England. Almost all the hay exported is in bales of the smallest size. In some tropical countries the little tightly packed bales may be carried away from the port where they are bought, and off up the mountains by mules, a mule carrying two bales, one on either side.

Can't Call Oleo Pure.

Registration has been refused in the Patent Office to the use of the word "purity" as a trade-mark for oleomargarine, for which application was made by the Capital City Dairy Co. It was rejected on two counts: First, as a trade-mark for oleomargarine, as it belongs to a class of words which are descriptive or advertising in character, and are, therefore, not registrable as trade-marks; also, for the further reason that, while it is not adjective in form, and may not be commonly employed to describe a quality, nevertheless it can not be successfully denied that it has a suggestive meaning; and if, as is claimed by the applicant, the word was used in a fanciful sense, then it certainly has a tendency to deceive the ordinary buyer; nine housewives out of ten, on seeing an article of food marked "purity" would conclude that the word was used to indicate a quality claimed to be possessed by the article.

Canning Season Opened in New Jersey.

The great canning industry of Southern New Jersey has begun operations for the summer season, and while the prospects are not particularly bright for a big season with tomato canners, yet the farmers assure the canning firms that the tomato crop will probably be large enough to supply the demand. Already a great many contracts have been made for tomatoes at \$7 per ton, which is somewhat higher than last year's price.

The woman with a baby and the woman without a baby are always sorry for each other.

Elgin System of Creameries

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

R. E. Sturgis, Allegan, Mich.

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

Ship us your

BERRIES

etc., and get highest prices and quick returns.

We still want your

BUTTER AND EGGS

for cash at your station. Write us before shipping elsewhere.

HERMANN C. NAUMANN & CO., Detroit, Mich.

Main Office, 33 Woodbridge St., W.

Branch Store, 353 Russell Street.

By Rail, Wagon or Balloon

We have the best location in Grand Rapids for receiving and shipping promptly, and at the least expense, all seasonable Fruits, Vegetables, Berries, etc., home grown and imported. Our customers profit by it in getting the freshest and cheapest. A trial order will convince you.

VINKEMULDER COMPANY, GRAND RAPIDS.

Manufacturers and Jobbers of Spices, Baking Powder, and Grocers' and Meat Dealers' Sundries.

W. R. Brice.

Est. 1852.

C. M. Drake.

W. R. Brice & Co.

Philadelphia's
Leading Hustling
Commission Merchants

REFERENCES:

W. D. Hayes, Cashier Hastings National Bank, Hastings, Mich.
Corn Exchange National Bank, Philadelphia.
Western National Bank, Philadelphia.
Fourth National Bank, Grand Rapids, Mich.
D. C. Oakes, Coopersville, Mich.
E. A. Stowe, Michigan Tradesman.

PROFIT AND LOSS.

To our Friends and Shippers in Michigan: While we had our branch house in Grand Rapids many of the country merchants did not sell us. Why? Because some other people quoted higher prices. Did they get their money? Nit! About all they received was quotations. We have been here in this same store for nearly fifty years, have always paid a hundred cents on the dollar and shall do the same for the next fifty years. We want your Butter and Eggs every week on commission, and you can rest assured of quick sales and prompt returns at full market value.

Eggs are selling here this week at 12 cents. Dairy Butter, packed in clean sugar barrels, is selling at 10½@12 cents, and we can handle all you can ship. Fancy Creamery Butter is selling here to-day at 15@16½ cents, with prospects of higher prices all along the line. Let us have your shipments every week.

Yours for solid business methods,
W. R. BRICE & CO.

Prevailing Topic of the Time Among Advertisers.

The war has been quite as prominent a feature of the advertising columns of newspapers all over the country as of the news pages. It isn't strange, for advertisement writers keep in touch with the predominant news topics of the day, which furnish the best material for the exercise of their ingenuity. When the Klondike was discovered, "gold," "nuggets," "rich strikes," and similar words and phrases headed the advertising columns as well as the news stories, but these are all dropped now for the up-to-date war expressions.

The most common phrases are "War on prices," "Victory over our competitors," and "Wanted, ten thousand volunteers—to buy our goods," the last four words being in small type, of course. "Manila has fallen, and so have our prices," is another. About in the same class are these: "War is not a new experience for us; for forty years we have been fighting the makers and dealers in cheap and worthless goods," and "The latest bulletin from the seat of war is absorbing the attention of the people just now, and while you are waiting for the next, cast your eye over these prices." "We are not going to war at present," frankly admits one firm, "but will remain at the old stand." "Bombarding Havana will be an easy matter," says another, "but we are putting up batteries in the way of large stock and low prices that make our position impregnable."

"Remember the Maine!" has been a favorite headline, and "The Maine question is where to buy the best goods for the least money," has been much used.

Dewey's victory brought out a new series. This is one: "Dewey cleaned 'em out. It was such a glorious victory that we would like to name one of our stoves The Dewey, but we have so many good ones, it is hard to choose the most appropriate." And this is another: "The Maine has been remembered at Manila, and your Uncle Sam is in a little better mood. Merit always wins. Therefore the unbounded success of our goods."

One of the simplest but best achievements in this line is this, from an optician: "Spain will be driven from Cuba without a doubt. From now on you will read every line of war news. Will your eyes stand it? A pair of glasses fitted by us will prevent permanent injury."

What Saved the Only Man on the Train.

He was the only man on the train who was not glowering with black looks over the pacific news in the morning papers. He did not even unfold the sheet in his hand, nor as much as glance at the double-column head as it lay face upward on his knee. Instead he gazed with unseeing eyes out of the window and whistled softly, with the time broken now and then by a smile that crossed his bearded lips.

The girl directly opposite thought him handsome, and ascribed his preoccupied air to romantic reasons. And the older woman who sat with her glanced sharply across from time to time to see what the young man meant by rudely whistling in a public conveyance. But the looks of youth and age were alike lost on him, and after a while he turned his face toward the light and sang with such hearty untunefulness that his spectacled neighbor felt bound to remonstrate.

"Young man," she said, grimly, "have you hired this car for your own use?" He stared at her blankly a minute and then flushed to the roots of his hair.

"Was—was I singing?" he questioned, shame-facedly.

"You were making a horrible noise!" she replied, tartly. Then he laughed a wholesome honest guffaw, and leaned forward confidentially.

"The joke's on me," he owned. "Tell the truth, my baby has just cut a tooth, and—and I was thinking how cunning the little chap would look when he grinned!"

The war light faded in the woman's eyes, and a smile touched the corners of her mouth as she beamed on the young father and questioned with deep interest:

"Upper or under?"

Foreign Oranges Sold as Californias.

The fraudulent use of California orange labels practiced by European shippers has been going on for a long time. There is said to be a considerable quantity of these now on the market. These oranges are from an immense consignment sold May 10th in Montreal, Can. They came from Sorrento, Italy, and Catania, Sicily. On the end of the box is the foreign brand and the name of "Joseph Maresca & Sons," but stenciled clear across the top are the words, in big letters, "California—Sunflower Brand." The following other brands, "Belle of Santa Barbara," "Golden Rod," "Riverside Belle," "Excelsior" and "Messina," were fraudulently used. The oranges were sold at Montreal with the aid of these reliable brands and are not fit to eat. They are frozen and badly infested with the dangerous purple scale.

Ignore the Law Prohibiting the Sale of Oleo.

During the past four or five months complaints have been made to the New York State Board of Health that oleo-margarine is being sold as butter, and it was stated last week that there have been no less than 100 prosecutions for this offense in New York City and vicinity since January last. The selling of bogus butter in New York is a misdemeanor. It is not the small restaurant-keepers, as a rule, who violate the law, but the proprietors of big hotels and restaurants. The offense is punishable by a fine of not less than \$25 nor more than \$200, or imprisonment of not less than one month or more than six months, or both fine and imprisonment for the first offense, and by six months' imprisonment for the second one.

MUSKEGON SUNDAY TRAINS

G. R. & I. trains are now running between Grand Rapids and Muskegon every Sunday. Leave Union Station 9 a. m., returning, leave Muskegon 6:35 p. m. An inexpensive Sunday outing.

50 CENTS ROUND TRIP.

Six women can talk at once and get along all right—but no two men can do it.

WANTED

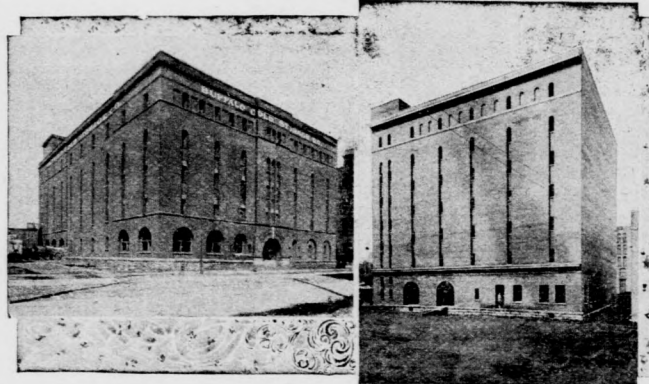
1000 Cases Eggs each week.
5000 Pounds Butter, highest market price. Remember your interest to sell eggs where you can market your butter all the year around. Also Hides, Pelts and Poultry. Reference: Any wholesale Grocer in Grand Rapids.

E. M. SMITH

CEDAR SPRINGS, MICH.

Buffalo Cold Storage Co., Buffalo, N. Y.

D. E. Knowlton, Pres. and Gen'l Mgr.



Warehouse "A"

Capacity 600,000 cubic feet.

**Exclusively
Butter and Eggs**

Rates Reasonable.

Low Insurance.

Liberal Advances.

Warehouse "B"

Capacity 500,000 cubic feet.

**Poultry, Cheese, Fruit
and Miscellaneous
Storage.**

Don't try experiments. Store where you know your goods will be properly cared for.

Correspondence Solicited.

Eggs Bring High Prices in Buffalo

Correspond with your old friend,

C. N. RAPP & CO., Buffalo, N. Y.

56 West Market Street.

Buffalo Produce Exchange quotations sent free daily to all who request them. They solicit consignments of Butter, Eggs, Poultry, Beans and Produce generally, assuring prompt sales and immediate returns. They are a branch of the Grand Rapids house of the same name, which has been established eleven years. They refer Michigan shippers to the Fourth National Bank, Grand Rapids Savings Bank and Michigan Tradesman, all of which are familiar with their standing and acquainted with their methods and will cheerfully answer any enquiries which may be made in regard to them.

The Food Commissioner

has begun an aggressive crusade against cheap vinegars which are not up to the legal standard. It will be well for the retail trade to prepare for the wrath to come by putting in goods of recognized purity and strength, and we beg leave to call the attention of the trade to the fact that

Robinson's Cider Vinegar

is always up to the standard established by the Legislature and that it is guaranteed not to contain any deleterious acids or anything that is not produced from the apple. One hundred dollars in cash stands back of this guaranty. Ask your jobber for Robinson's vinegar and insist on having no other. If your jobber will not get it for you, order direct from the manufacturer,

ROBINSON CIDER & VINEGAR CO., Benton Harbor, Mich.

WATERCRESS FOR MARKET.

How a Regularly Organized Industry Is Carried on.

It is not generally known that the raising of watercress for the city markets is a regularly organized industry, carried on all the year around and possessing many interesting and peculiar features which distinguish it entirely from ordinary market gardening. Most people are familiar with the herb only as it appears upon their tables to garnish meats or other dishes, as a salad or in watercress sandwiches. If they have ever given a thought as to how it grows, they doubtless believe that it has been gathered from some country stream where it runs wild, brought to market and sold to the grocers and other dealers. A small portion of it may arrive in this way, but by far the greater part comes from watercress ponds or beds, where the ground is prepared and kept especially for the raising of the plant.

There are so many considerations to be borne in mind when choosing a location for planting watercress that after a few of them are mentioned it will easily be seen why the patches are necessarily small and scattered over a wide extent of country. Since it is a plant which grows only when submerged in running water, the first requisite for starting a bed is a good unfailing spring. This spring must be so situated that it flows gently down a slight incline or out upon level ground, covering a reasonably wide bed. It is often possible to turn it in the desired direction, and to excavate the ground somewhat so as to widen the natural bed. Swift, rushing mountain streams, tumbling over rocks or flowing down steep inclines, are entirely unsuitable. The temperature of the water should be about 50 or 52 degrees, and it has been found that water containing lime is better suited than any other for the favorable growth of the plant. This is one reason for the establishment of the beds in Southern Pennsylvania, Maryland and Virginia, where the ground consists of limestone formations, and has an abundance of these moderately warm springs, the temperature of which never falls throughout the entire year, no matter how cold the weather.

It is a curious fact that some streams which have apparently no peculiarities to distinguish them from others nevertheless will not raise watercress. There is a certain stream in Western Pennsylvania that seemed in every way favorable, but after a short time it was noticed that the watercress planted there was dying. The owner was surprised, but thought the trouble was with the

plants, and substituted others of a different stock. The same result followed, and after trying five varieties from as many different states he gave the mysterious spring up in despair.

It is not customary to plant the cress from seed, because in that case it takes a year or more before it is ready to yield for the market. So young plants are set out, and these are ready to be cut in from three to six months. The rapidity with which the watercress spreads as it grows may be appreciated from the statement that a square yard of the plants as they are first set out will have developed by the time they are ready for cutting into from five to eight square yards. After it is planted the watercress needs a certain amount of care, in order to keep weeds or other foreign matter from clogging up the stream and preventing the even, gentle flow of the water over the growing plants. Freshets must be guarded against, also, especially in the spring, and the ever-present muskrat adds a third destructive element from which the ponds must be protected. The damage that he does is chiefly in the way of digging holes and undermining the banks and beds of the streams, thereby letting the water out and leaving the plants uncovered. The amount of the watercress that he eats does not amount to anything. Often two hundred dollars a year is spent in trying to exterminate the muskrats from a pond.

A watercress pond in the midst of winter affords a peculiarly attractive sight. With the thermometer far below the freezing point, and with deep snow covering the ground and the branches of the trees, the patch of watercress stands out in striking contrast—a spot of vivid green at the surface of the pond. That the plants are able to grow and flourish under such apparently impossible conditions of weather is due entirely to the warm springs which feed the pond. It should be mentioned here that these springs are much larger than any seen in this part of the country, the water welling forth from some of them as if it were pouring from a barrel. When a few such streams as this chance to be situated near each other they afford a location for an unusually large watercress pond.

In the winter the water loses its heat quickly after it comes to the surface, so that it is necessary to confine the watercress plants within a small area around the mouth of the spring. As long as the water at about 50 degrees covers every part of them they thrive; but those which are on the outskirts of the patch frequently get the water when it

J. WILLARD LANSING
BURGE D. CATLIN

Lansing & Catlin

Wholesale Dealers in

Butter and Eggs
44 W. Market St.
103 Michigan St.
Buffalo, N. Y.

We have a good demand for **Dairy Butter**, especially that which is of uniform color, packed in tubs. Eggs are firmer, and good stock is selling freely.

**EARLY FRUITS
AND VEGETABLES**

Will please your customers and make you money.
Popular prices prevail. Ask for quotations.

F. J. DETTENTHALER,
117-119 MONROE STREET, GRAND RAPIDS, MICH.

New Wall Papers

The largest and most complete stock in the State. Write us for samples.

HARVEY & HEYSTEK COMPANY,
GRAND RAPIDS, MICH.

A STRONG TESTIMONIAL



GARFIELD, OHIO.

We began in 1894 using the Butter Packages now made by the Michigan Package Company. We have paid them since that time over One Thousand, One Hundred and Fifty Dollars. We are very well pleased with them and shall continue to use them and recommend them to others.

GARFIELD CREAMERY CO.
C. H. HALL, Sec'y.

Paraffined, Parchment-Lined Butter Packages

for 1, 2, 3 or 5 lbs.; only up-to-date package for butter.

MICHIGAN PACKAGE CO., = **Owosso, Mich.**



Manitowoc Lakeside Peas

Those who are familiar with Lakeside Peas fully appreciate them and know their value. We have made the canning of peas a scientific study and feel amply repaid by the results obtained. They are for sale by all grocers. Ask for them.

THE ALBERT LANDRETH CO., Manitowoc, Wis.

Worden Grocer Co., Wholesale Agents.



has become lowered by the temperature of the air to 45 degrees. At that they refuse to grow well and below it they will die. The top leaves of the plants in the winter come just to the surface of the water, but if they shoot up above it they are sure to be nipped in the coldest weather.

Since watercress is perishable stuff and has to be sent fresh to market every day, it must be cut regularly, in spite of cold or storms. Men often work in the ponds when the thermometer stands at zero, for even in the latitudes where the beds are, the cold, owing to the height of the ground, is unbearable. In such weather it is possible to work only two or three hours in the middle of the day, so that a man who in fine weather could cut three barrels of watercress in a day can cut only one-third of that quantity at a zero temperature.

He wades into the pond, wearing high boots and heavy gloves, and cuts the stems under the water with a sharp knife. It is impossible to keep his sleeves from getting wet, and in a few minutes his arms, from wrist to elbow, are encased in sheets of ice. The barrels in which the plants are to be packed are made ready while the men are working in the ponds, and the watercress is transferred to them as quickly as possible to keep it from freezing as it comes into contact with the air. Under such conditions it is no wonder that there is often a scarcity of watercress in winter, for a certain amount of it is unavoidably lost on account of the cold. Throughout December, January, February and most of March it is cut under water in this way. During the rest of the year the work is much easier, for the tops of the plants are above the surface.

The shipping is done in the same way at all seasons. The cress is made up into small bunches, just as it is ordinarily seen in the markets, and these bunches are packed into barrels, between layers of ice, and shipped in the evening to New York. Here the barrels are at once put into cold storage; it is a peculiarity of the watercress handling in the city that all of it is done at night. At about 7 or 8 p. m. the barrels are brought out, loaded upon wagons and delivered to the "jobbers," who in turn dispose of the watercress in large or small quantities to the grocers and the retail trade in general. The "producers," as the people who raise the watercress and bring it to the city are known, are through with their night's work by 1 or 2 o'clock in the morning, for the cress must be on the stands of the jobbers by 3 or 4 o'clock, in order to be ready for the retail deal-

ers, who come at that early hour to make their purchases.

The best season for the watercress trade is the winter. The demand for it falls off in the summer, because people are out of town and the grocers do not care to handle the plant in hot weather. The hotels and restaurants, however, continue to use large quantities all the year around. A barrel of watercress, containing on an average 300 or 350 bunches, brings \$6 or \$7 to the producer—or about two cents a bunch. The jobbers sell it for three or four cents a bunch to the retailers, who in turn charge their customers different prices, according to their notion of the proper profit to be made. The price of watercress never varies greatly. It can not fall very low, as that of some other vegetables does, because of the expense of raising it and bringing it to market.

New Route to Chicago.

Commencing May 15, 1898, a through car line will be established between Chicago and Grand Rapids, operated by the Grand Trunk Railway system and the Grand Rapids & Indiana Railway, via Vicksburg.

Trains will arrive at and depart from Dearborn station, Chicago. This station is on Polk street, between State and Clark streets, is only three blocks south of the postoffice, and near the down town business and hotel districts. Other railroads using this station are the Atchison, Topeka & Santa Fe, Wabash, Chicago & Eastern Illinois, Chicago, Indianapolis & Louisville, and Erie. No transfer will, therefore, be necessary for passengers to or from the above mentioned lines.

Important stations on this through car line between Chicago and Grand Rapids are Valparaiso, South Bend, Mishawaka, Ind., Cassopolis, Macellus, Schoolcraft, Vicksburg, Kalamazoo and Plainwell, Mich.

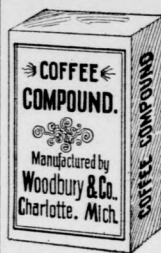
The equipment used in providing this service will consist of new standard vestibuled day coaches. Pullman buffet parlor cars and the latest designs of Pullman wide vestibuled, gaslighted, twelve section drawing room sleeping cars. It is believed that the character of this equipment and the convenience of the schedules will be such as to merit a liberal patronage by the traveling public.

The following is a condensed schedule:

	Daily.
Lv Grand Rapids.....	7:10am 2:10pm 11:35pm
Ar Chicago.....	2:00pm 9:10pm 6:30am
Lv Chicago.....	3:02pm 11:45pm
Ar Grand Rapids.....	9:30pm 7:12am

C. L. LOCKWOOD,
General Passenger and Ticket Agent.

The up-to-date metropolitan hotels now have employees known as "hotels valets," whose duty it is to pack and unpack trunks and press clothes belonging to the guests. No charge is made for the service, but liberal tips greatly increase the wages of the men who perform these functions.



RICH DRINK

of choice coffee with palatable cereals and other wholesome ingredients. Far superior to all "cereal" drinks. A beautiful Tea and Coffee Pot Stand given with each 2 pound package. Retail for 13c a pound, affording retailer big profit. Pleases customers. Order trial case and see how quickly it sells.

WOODBURY & CO., MFRS.,
CHARLOTTE, MICH.

All Grocers

who desire to give their customers the best Vinegar on the market, will buy

LEROUX'S PURE CIDER VINEGAR

"Red Star Brand." A trial order will convince you of the merits of these goods, and a guarantee bond goes to every purchaser protecting him in the sale of our vinegar.

THE LEROUX CIDER & VINEGAR CO., Producers, Toledo, Ohio.

Vanilla Beans

The richest grow in Mexico. Our Vanilla Extracts we make from the best Vanilla Beans, and such extracts have a richer, darker appearance than the extracts of other manufacturers, which are lighter colored because adulterated with Vanillin, a powder much like quinine, and we think unsuited for delicate, wholesome flavoring of food.

DE BOE, KING & CO.,
GRAND RAPIDS, MICH.

FOLDING PAPER BOXES

Printed and plain for Patent Medicines, Extracts, Cereals, Crackers and Sweet Goods,

Candy, Cough Drops, Tobacco Clippings, Condition Powders, Etc. Bottle and Box Labels and Cigar Box Labels our specialties. Ask or write us for prices.

GRAND RAPIDS PAPER BOX CO.

PHONE 850.

81, 83 AND 85 CAMPAU ST., GRAND RAPIDS, MICH.

New

Pack

We are now offering our 1898 pack of Canned Goods for future delivery. Compare our new prices with prices of spot stock and you will buy.

MUSSELMAN GROCER CO.,
GRAND RAPIDS, MICH.

Canned

Goods

BOUR'S
COFFEES
MAKE BUSINESS

Importers of China and

Japan Teas

Our "Royal Garden" tea has been famous in Michigan for ten years and now is a Staple with many grocers, who have tested its selling qualities alongside of various competition.

The J. M. Bour Co.,

113-115-117 Ontario St., Toledo, Ohio.

129 Jefferson Avenue, Detroit, Mich.

Commercial Travelers

Michigan Knights of the Grip.

President, JOHN A. HOFFMAN, Kalamazoo; Secretary, J. C. SAUNDERS, Lansing; Treasurer, CHAS. MCNOLTY, Jackson.

Michigan Commercial Travelers' Association.

President, C. C. SNEDEKER, Detroit; Secretary and Treasurer, C. W. ALLEN, Detroit.

United Commercial Travelers of Michigan.

Grand Counselor, J. J. EVANS, Bay City; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, W. S. WEST, Jackson.

Michigan Commercial Travelers' Mutual Accident Association.

President, J. BOYD PANTLAND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

Lake Superior Commercial Travelers' Club.

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

Incidents of Army Life at Tampa Bay.

Capt. Jas. N. Bradford (Olney & Judson Grocer Co.) favors the Tradesman with a recent letter from his son, James, who is with the 32nd Michigan Infantry at Tampa, from which the following extracts are taken:

During this part of the month the tide comes in very high, so we do quite a bit of swimming. This afternoon we went in while the water was over our heads. We had to paddle all the time or under we went. Great exercise, that!

I am getting awfully lazy down here and hardly have ambition enough to eat. Everybody else, including the officers, are in the same boat, so I'm no exception. The monotony is great, broken only by the arrival of the mail, mess or drill. From 8 a. m. until 5 p. m. we have nothing to do. At 12 o'clock we eat if we feel like it. Quite often some of the boys go without their meals for two days, for no other reason than that they don't like beans and punk. Our beef and potatoes are a thing of the past, as the stove is busy all the time baking bread. I understand we are to move somewhere very soon and that the bread is for our rations on the trip. I don't know where we are going, and hardly anyone else does, either. If I did know I would not dare tell it in my letters, for Captain says that all mail from camp is opened before leaving Tampa. This is to prevent information useful to the Spaniards from being published in the newspapers.

One of my tent mates, called Maud, and myself were walking about the grounds this evening. At one of the numerous soft drink booths Maud asked the man in charge if he kept Bull Durham. "No," was the reply, "but we have ham sandwiches." Close, wasn't it?

We were paid off Sunday, so have plenty of money. The men who have lemonade stands about here are making all kinds of money everyday. Just after we were paid, many of the men went down to Tampa and proceeded to blow in a good share of their month's wages. Great daggers and knives were some of the novelties invested in, and one man, the wagoner, returned from the city with a big 44-caliber horse pistol. I guess he expects to carry it, but I don't think I would. All of our sergeants have been provided with Colt's army revolvers and the officers with Spanish machetes.

For a few nights after the big rain I slept on a small bill. We had fixed the inside of the tent so that the high part was in the middle and from there the ground sloped away. I had lots of trouble to keep from rolling out of the tent in my sleep. The next day I dug a shallow hole as long as my body, since which time I have slept like a log every night.

We were issued new guns of the 1880 model Springfield. They are not as good as the repeating rifles, but they'll do.

All of the boys you know are well and, apparently, happy. The one who salutes officers and washes dishes is not well, but he's always jolly. There hasn't been much kicking from our company, but

we live better than the rest. The other companies haven't company funds with which to buy potatoes, etc., while we have. I don't feel like kicking; in fact, I feel pretty well treated when I see the 60th New York regiment. They were on the road for nearly eight days with only two days' rations.

Movements of Lake Superior Travelers

Marquette, July 13—The latest additions to membership of the Lake Superior Commercial Travelers' Club are as follows:

A. W. Smith, Cleveland, representing Wm. Edwards & Co., Cleveland.

L. C. Johnson, Winona, representing L. Gould & Co., Chicago.

J. R. O'Neil, Detroit, representing C. P. Collins & Co.

O. D. Hutchinson, Minneapolis, representing Consolidated Milling Co.

J. P. Carling, Cleveland, representing I. F. & G. H. Bowman & Co.

H. B. Auger, Detroit, representing James Walker & Son.

J. G. Steward, Green Bay, representing Wm. Frankfurth Hardware Co., Milwaukee.

L. H. Richardson, Hancock, representing Steele, Wedeles & Co., Chicago.

H. M. Jordan, Marquette, representing Morrison, Plummer & Co., Chicago.

R. G. Coleman, Marquette, representing A. Harvey's Sons Manufacturing Co., Detroit.

Geo. T. Gallagher, Escanaba, representing Pemberty, Cook & Co., Menominee.

F. F. Lewis, Evanston, Ill., representing Joseph Beifeld & Co., Chicago.

B. C. Barrett, Milwaukee, representing Berger Bedding Co.

The club has now a total membership of 184.

J. C. Buckland (Cudahy Packing Co.) did Marquette Saturday.

S. A. Erickson (Edson, Keith & Co.) was with us a week ago.

E. L. Griggs (Peerless Manufacturing Co.) is doing business in our midst.

S. D. Rogers (B. T. Hoskins & Bro.) is doing the iron country this week.

R. G. Quinn (Taylor & Parrot) was in the Green Bay country last week.

H. F. B. Wendelstein, the sweet singer from Green Bay, was in the iron country last week.

The hoisting of a United States flag over every school house is a good thing. An hour each week spent in military drill would teach the scholars the rudiments of tactics, so that they would know their bay foot from their straw foot when they grew up. Let military drill become a part of school work. It would be much better than so much stress put upon foot ball, base ball, etc.

QUIX.

It is not generally known that soldiers and sailors in active service can forward letters to their friends at home without postage stamps. Letters go to the chaplain, surgeon or commanding officer, who writes his name and rank across the corner, and adds soldier's, sailor's or marine's letter. This is then forwarded to the address given, and the postage collected; so it is not in any sense a franked letter. It is simply a courtesy extended to the men who may not be in a position to buy postage stamps. The postal service has representatives with every regiment, one man being detailed to take charge of letters, and in large camps there is a postal agent to take charge of affairs. The Government takes pains to see that the tie that binds when circumstances part, the nerve of feeling stretched from heart to heart is not broken.

It is rumored that Madame Rumor has a thousand tongues. They are all working in war times.

The most curious thing in the world is a woman who is not curious.

If a man loves truth, let him tell it to everybody.

Traveling Men Invited to Celebrate at Otsego.

Geo. F. Owen is in receipt of the following cordial letter from Geo. E. Barden, the Otsego Foo Bah:

I don't know whether you are to have a celebration in Grand Rapids or not. If you are, of course that is your first love, but, if not, as President of this village, and as there are only a few of us left, we should all hang together. We propose to hold an old-fashioned celebration on July 4, with the salutes and so on in the morning; and following after the trains come in with a procession of antiques, horrors, caliphothiaphicahns, not skipping the more refined organizations, such as the Grand Rapids and Kalamazoo Knights of the Grip. We have asked them to join us and without doubt they will be well represented here on that day.

If you could come down here with a party of Knights of the Grip, while you know this is a small town and we can not do much toward entertaining you, more than making it a nice, agreeable 4th of July, in which we give free a good deal of entertainment to you, I believe you would feel fully repaid, because you would have the freedom of the town and its suburbs. We shall have an extra amount of root beer here which you can drink moderately. The girls will be in from the country, and you have no idea what pretty girls the country affords. We will have the usual races, tugs of war, swimming races, greased poles, greased pigs, probably a balloon ascension, tight rope walking, bowery dances, and I would say right here in relation to the bowery dances that every Knight can dance as many times as he pleases, providing he entertains his partner in such a way that she insists on sticking by him.

We can arrange to have the trains leave here at any hour that will be acceptable to those living and dead.

A special meeting of Post E will be held at Sweet's Hotel Saturday evening to consider the invitation. Mr. Barden is expected to be present for the purpose of explaining what a caliphothiaphicahns is.

Third Meeting of Michigan Hardware Dealers.

Eaton Rapids, June 7—The third annual meeting of the Michigan Hardware Association will be held at the Hotel Cadillac, Detroit, July 13 and 14. All retail hardware merchants are cordially invited to attend. Judging from the fact that our membership has nearly doubled during the past year, and all signify their intention to be present, we predict that this will be the largest and most enthusiastic meeting that the Michigan Hardware Association has ever held.

HENRY C. MINNIE, Sec'y.

Gripsack Brigade.

Geo. F. Schumm and W. A. Drury are now on the road for Geo. F. Owen & Co.

Wm. B. Collins, formerly on the road for H. Leonard & Sons, has returned from California and taken the management of the newly-organized American Jewelry Co.

Augustus F. Blanchard, traveling agent for the Michigan Wire & Iron Works, died of apoplexy Sunday at his residence in Detroit. Mr. Blanchard was 53 years old, a resident of Detroit for twenty-eight years, a Mason, a member of the Royal Arcanum, the Order of Chosen Friends, and the Maccabees. He leaves a widow and two sons—Clifford, of the firm of Blanchard & French, and Levaime, traveling agent for John J. Bagley & Co.

Indianapolis News: A traveling man recently related an incident to show the inconvenience to the drummers of the

thirty-dollar interchangeable mileage book. He says that at a small station on the Evansville & Terre Haute, a few mornings ago, there were twenty passengers with mileage books. The agent had to perform all the work about the station, as well as make out the exchange tickets, the mileage books not being good on the train. When the conductor was about to start, the traveling men notified him that if he pulled out without them, they would bring suit against the company for damages, and was told to wait until the passengers got their exchange tickets. The train was held at the station for twenty-three minutes.

Lost Her Pet Hog.

The following notice is tacked to a roadside tree in Maine:

Straid or Swiped—A young hog shote with the left ear cropt and tale gone. Also black spot on left hind hip and hole in other ear. Said hog shote disappeared from premises of the underlined owner at nite under circumstances pointing to him being stole, said hog shote being a pet and not apt to go off of his own accord. Said hog shote answers to the name of Nellie and he will eat from the hand and can stand on his hind legs like a dog, and is of effectshunate nature. Any one returning said hog shote or letting me know where he is at will confer a benefit on a invalid lady whose pet said hog shote was.

If it be true, as reported, that England and Japan have reached a cordial understanding, not only in respect to the future of China, but also in respect to the developments of our war with Spain, it is a great point gained for the United States. The understanding is a benevolent one as regards our interest. It is a good thing for Japan, which country has aggressive Russia for a neighbor, to have two such powers as the United States and England to assist in maintaining the balance of power in that quarter of the world. It is also a good thing for us, in case we decide to retain the Philippine islands as a help to trade with China, to have behind us until our navy is stronger the ample naval resources of England and Japan.

A remarkable illustration of the scope of Mr. Gladstone's power as a linguist was given many years ago when he addressed an assembly on the island of Corfu in modern Greek, a little later spoke to an assembly in Florence in Italian, a few days later conversed with ease in German with Bismarck, soon after responded in fluent French to a toast at a banquet in Paris, and then crossed the channel to deliver a five-hours' speech in parliament on the budget.

Spain would not appreciate peace at this time. She has not been whipped enough.

The bottle has been shattered; but the cork and Cervera still seem to be in it.

THE CHARLESTON

Only first-class house in MASON, MICH. Every thing new. Every room heated. Large and well-lighted sample rooms. Send your mail care of the Charleston, where the boys stop. CHARLES A. CALDWELL, formerly of Donnelly House, Prop.

MANY LAKES AND STREAMS about Whitehall, Mich., afford Fine Fishing and Delightful Pastime. Special attention and rates for such parties. Write to Mears Hotel.

Wm. Cherryman, Prop.

HOTEL BUTLER.

I. H. BROWN, Proprietor. Rates \$1.00 and upward. Newly furnished and refitted throughout. Office and dining room on first floor. Washington Ave. and Kalamazoo St., LANSING.

HOTEL WHITCOMB

ST. JOSEPH, MICH.

A. VINCENT, Prop.

\$2 PER DAY.

FREE BUS.

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

	Term expires
F. W. R. PERRY, Detroit	Dec. 31, 1898
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1899
GEO. GUNDRUM, Ionia	Dec. 31, 1900
L. E. REYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HEIM, Saginaw	Dec. 31, 1902
President, F. W. R. PERRY, Detroit.	
Secretary, GEO. GUNDRUM, Ionia.	
Treasurer, A. C. SCHUMACHER, Ann Arbor.	

Examination Sessions.

Star Island—June 27 and 28.
Marquette—About Sept. 1.
Lansing—Nov. 1 and 2.

All meetings will begin at 9 o'clock a. m. except the Star Island meeting, which begins at 8 o'clock p. m.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President—A. H. WEBBER, Cadillac.
Secretary—CHAS. MANN, Detroit.
Treasurer—JOHN D. MUIR, Grand Rapids.

Formula for "Castoria."

The expiration of the patent on castoria, and the decision of the courts that the name "Castoria" can not be appropriated as a trade-mark, has led to a general enquiry as to the composition of the preparation. The patent on the formula for castoria was granted to Dr. Samuel Pitcher, under date of May 12, 1868. The specific declaration as embodied in the letters patent was as follows:

The ingredients of the composition are senna leaves, bicarbonate of soda, extract of taraxacum, essence of wintergreen, and sugar. To make the composition, take 20 pounds of senna leaves, 2 ounces of the bicarbonate of soda, 5 pounds of the essence of wintergreen, 1 pound of the extract of taraxacum, 50 pounds of sugar, and 10 gallons of water. The process of compounding such ingredients may be thus set forth: First, raise the temperature of the water to the boiling point, and then add the bicarbonate of soda. Next, add the senna leaves, and allow the temperature of the liquid to fall to 150 deg. Fahrenheit, or thereabouts, and keep it at or about such temperature for about two hours. Next, strain the liquid, or remove from it the solid matters, after which they are to be pressed in a powerful press, and the liquid expelled from them should be added to the rest of the liquid, or that strained out of them. Next, add to the liquid the sugar, keeping the temperature of the liquid at about 150 deg. Fahrenheit. Next, add the extract of taraxacum. This extract is well known in commerce, it being commonly sold by druggists, who prepare it in accordance with a well-understood formula, which is set forth in the United States Dispensatory, which is a published or printed work in general use. After the sugar shall have been thoroughly dissolved, the temperature of the liquid should be reduced to that of the surrounding atmosphere, after which the essence of wintergreen may or should be added. The whole should be stirred so as to thoroughly incorporate the ingredients. The result is a sirupy compound, which has all the advantages of castor oil, besides useful properties not incident thereto.

Rules for the Prescription Counter.

Detroit, June 10—The following rules, neatly typewritten, occupy a prominent position over the prescription counter of my pharmacy in this city:

1. Keep the prescription scales clean, and when they are not in use keep them covered.
2. Keep the dispensing bottles well filled and always perfectly clean.
3. Keep everything in its proper place.
4. After using a utensil, or a dispensing bottle, do not leave it on the prescription counter, but place it back where it belongs.
5. When compounding prescriptions do not carry on a conversation with any one.

6. Keep customers out from behind the prescription case.

7. Label every package of drugs sent out, and when a poison, be sure and give the antidote.

8. When compounding prescriptions do not let your mind wander off to something else, but remember that you hold in your hands the life of a human being, and act accordingly.

9. Always charge prescriptions, or any other goods, before wrapping them up.

F. W. R. PERRY.

Improved Pharmaceutical Sieve.

Professor Remington each year awards a gold medal to the student of the graduating class of the Philadelphia college who invents the most useful contrivance or device for pharmaceutical purposes. This year the medal was awarded to Jacob F. Strawinski for the invention of a pharmaceutical sieve. The points which Mr. Strawinski claims in favor of his invention are less liability to contamination, utility, compactness, durability, accuracy and cleanliness. The main point of difference between the apparatus and the ordinary sieve is that it consists of a single frame with a number of detachable sieve-plates, whereas ordinarily a nest of sieves is required for the powders of various degrees of fineness directed by the Pharmacopoeia. The apparatus may be described as follows: The frame or body of the sieve is made of brass lined with tin. At its base is a worm or coarse threading, over which a collar containing a sieve-plate is screwed. The exterior of the collar is furnished with five finger holds, which enables the operator to screw it on firmly. The adjustment is quite simple, which merely consists in placing a sieve-plate of the desired mesh within the collar and attaching the latter as above described.

Fable of Two Pharmacists.

In a Certain Town two druggists did Business. At least they lived there—one of them did Business. Meeting one Fine Day, the One said to the Other: "Why is it that your Wife has to insert a V in the Back of your Vest, and eke the Front of your Trousers, while my Clothes hang, bag-like, about my Body?" The More Favored One, having learned of Yankees that it was a Part of Wisdom to ask Questions and not to answer them, thus responded: "Why is it that you, my Friend, furnish a roosting-place for Flies, lament the Decadence of Pharmacy, and decry the Methods of the Manufacturers, while the Musical Drip-a-drip-drip of the Tinctures percolating puts me at Peace with my Fellows?" The Original Interrogator having taken a Sudden Departure, the Colloquy ended as quickly as it had begun.

A Muscle Tonic for Wheel-women.

A lotion of cologne and quinine sulphate is said to be a most efficacious panacea for aching muscles—an excellent tonic for strengthening weak members suddenly called upon to do unwanted duty. The lotion may be made by dissolving sixteen grains of quinine sulphate in eight ounces of cologne. It should be applied with brisk rubbing directly after the bath. This will serve as a preventive of cold, a pain alleviator and a tonic.

The discovery of tartar emetic and antimony had a curious origin. The story was that a monk was very fond of chemistry, but the other monks were otherwise inclined, and objected to his following the pursuit. He worked a beautiful cup, and presented it to his brethren as a peace-offering. The cup was used for beer and wine, but those who drank out of it were sickened, the acid of the liquid dissolving the antimony of which the cup was made and forming tartar emetic.

Mail is quickly conveyed through the unpopulous sections of India by means of a relay system. Each letter carrier has a run of six miles, at the end of which stretch he is relieved by another carrier, who at once begins his run.

The Drug Market.

There are few changes to note this week.

Opium—Is steady at previous prices.

Morphine—Is unchanged.

Quinine—Has declined twice in the past week. P. & W. is now 29c in 5 oz. cans, 34c in 1 oz. bottles. German is 22c in 100 oz. tins.

Glycerine—Is very firm on account of high prices for crude abroad.

Balsams—Copaiba is a little easier, on account of arrivals of large stock. Tolu has declined.

Essential Oils—Lemon, orange and bergamot are higher abroad, but unchanged here as yet.

Linseed Oil—There is pressure to sell by the crushers, and prices have declined.

Up-to-date Methods.

A man might be a scholar most profound and a graduate of schools in every clime, but if he'd try to run a drug store that wasn't up-to-date in every way he might as well throw his learning to the dogs. Nowadays a man must cater to appearances. It's necessary to have something solid in the way of learning to back up the looks, but looks there must be, and good ones, too, if one wishes to dine at regular intervals. Let us have more of this logic.

JOSEPH HOSTELLEY.

Never Took the Hint.

Jackson—Well, what did your wife say to you when you got home so late last night? You know you were afraid she'd scold.

Fairleigh—My wife's a jewel. She didn't scold a bit. In fact, she didn't even ask me where I had been or what had delayed me; but, late as it was, she sat down at the piano and began to play and sing. I tell you she's one in ten thousand.

Jackson—What did she sing?
Fairleigh—"Tell Me the Old, Old Story."

Figures and Outlines That Put One Man to Sleep.

Told by a real estate agent:
"I have learned of a cure for insomnia. That is, I have heard what cures one man. He was here enquiring for a house to rent. I went with him to look at several. One on the list suited him with the exception that the walls of the bedrooms were not papered. I finally agreed to paper them. Then he said he must select the paper. I agreed to

that, and when we went together to look at samples I saw he was very particular, and in reply to my enquiry he said:

"It means a good deal to me. I must have paper on the wall that I can twist into fanciful combinations. I must have figures in it that will count just so much in my calculations. There must be outlines which I can form into faces that I like. If the paper did not contain such figures, I could never go to sleep; I would worry about my failure to see what would be agreeable, and that would keep me awake."
"He had not found what he wanted when I left him."

Just the Tune.

"I took out a living picture show once," said the theatrical manager, "and I had several queer experiences. We always had trouble getting suitable music, for one thing. I remember that we struck a certain town where the music was furnished by a seedy, freckle-faced young man, who officiated at one of those bangety-bang pianos. I asked him if he could think of music suitable to each picture as it was displayed."

"Oh, yes, certainly he could, and do it impromptu."

"The performance opened. He was seated at the piano, and he turned to look at the first picture. It was 'Adam and Eve in the Garden of Eden.'"

"He didn't hesitate an instant. Like a flash he turned and began pounding out, 'There's Only One Girl in This World for Me.'"

Any woman can sharpen a lead pencil—if you give her plenty of time and plenty of pencils.



**SPAIN
WILL
SETTLE**

Dwight's Liquid Bluing
never settles.

Manufactured by

The Wolverine Spice Co.,
Grand Rapids, Mich.

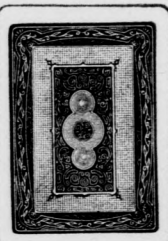
AMERICAN PLAYING CARDS

Best Value for the Money.

Quality and price put together are sure to win, and we have got them. No other line of playing cards offers the inducements that the American does.

Rover Playing Cards are the cheapest enameled card on the market, and at the price are without a competitor. Send for samples and prices.

THE AMERICAN PLAYING CARD CO.,
KALAMAZOO, MICH.



ENGRAVERS

BY ALL THE
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PORTRAITS, BUILDINGS,
MACHINERY,
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EVERYTHING.

HALF-TONE
ZINC-ETCHING
WOOD ENGRAVING

TRADESMAN COMPANY
GRAND RAPIDS, MICHIGAN.

WHOLESALE PRICE CURRENT.

Advanced—
Declined—

Acidum					
Aceticum.....	60 1/2	8	Conium Mac.....	35 1/2	50
Benzoleum, German	70 1/2	8	Copaiba.....	1 1/2	1 1/2
Boric.....	15		Cubeba.....	90 1/2	1 10
Carbolicum.....	29 1/2	41	Exechthitos.....	1 00 1/2	1 10
Citricum.....	42 1/2	41	Erigeron.....	1 00 1/2	1 10
Hydrochlor.....	30 1/2	5	Gaultheria.....	1 50 1/2	1 10
Nitrosum.....	80 1/2	10	Geranium, ounce.....	1 00 1/2	1 10
Oxalicum.....	12 1/2	14	Gossypil, Sem. gal.....	50 1/2	60
Phosphoricum, dil.....	15 1/2	15	Hedeoma.....	1 00 1/2	1 10
Salicylicum.....	60 1/2	65	Juniper.....	1 50 1/2	2 00
Sulphuricum.....	13 1/2	5	Lavandula.....	90 1/2	2 00
Tannicum.....	1 25 1/2	1 40	Limonis.....	1 30 1/2	1 50
Tartaricum.....	38 1/2	40	Mentha Piper.....	1 50 1/2	1 60
Ammonia			Mentha Verid.....	1 50 1/2	1 60
Aqua, 16 deg.....	40 1/2	6	Morhuus, gal.....	1 10 1/2	1 25
Aqua, 20 deg.....	60 1/2	8	Myrcia.....	4 00 1/2	4 50
Carbonas.....	12 1/2	14	Olive.....	75 1/2	3 50
Chloridum.....	12 1/2	14	Picis Liquida.....	10 1/2	12
Aniline			Picis Liquida, gal.....	10 1/2	12
Black.....	2 00 1/2	2 25	Ricina.....	90 1/2	1 10
Brown.....	80 1/2	1 00	Rosmarini.....	1 00 1/2	1 00
Red.....	45 1/2	50	Rose, ounce.....	6 50 1/2	8 50
Yellow.....	2 50 1/2	3 00	Succini.....	40 1/2	45
Bacca			Sabina.....	90 1/2	1 00
Cubese.....	13 1/2	15	Santal.....	2 50 1/2	7 00
Juniperus.....	60 1/2	8	Sassafras.....	55 1/2	60
Xanthoxylum.....	25 1/2	30	Sinapis, ess., ounce.....	1 70 1/2	1 85
Balsamum			Thyme.....	40 1/2	50
Copaiba.....	55 1/2	60	Thyme, opt.....	1 60 1/2	1 60
Peru.....	2 75 1/2	3 00	Theobromas.....	15 1/2	20
Terabin, Canada.....	45 1/2	50	Potassium		
Tolutan.....	50 1/2	55	Bi-Carb.....	15 1/2	18
Cortex			Bichromate.....	13 1/2	15
Abies, Canadian.....	18 1/2	20	Bromide.....	50 1/2	55
Cassia.....	12 1/2	14	Carb.....	12 1/2	15
Cinchona Flava.....	15 1/2	18	Chlorate, po. 17@19c	16 1/2	18
Euonymus atropurp	30 1/2	35	Cyanide.....	35 1/2	40
Myrica Cerifera, po.	20 1/2	25	Iodide.....	2 60 1/2	2 65
Prunus Virgini.....	12 1/2	14	Potassa, Bitart, pure	28 1/2	30
Quillaja, gr'd.....	14 1/2	16	Potassa, Bitart, com	28 1/2	30
Sassafras.....	14 1/2	16	Potass Nitras, opt.....	10 1/2	12
Ulmus.....	15 1/2	17	Potass Nitras.....	10 1/2	12
Extractum			Prussiate.....	20 1/2	25
Glycyrrhiza Glabra.....	24 1/2	25	Sulphate po.....	15 1/2	18
Glycyrrhiza, po.....	28 1/2	30	Radix		
Hæmatox, 15 lb box.....	11 1/2	12	Aconitum.....	20 1/2	25
Hæmatox, 1s.....	13 1/2	14	Althea.....	22 1/2	25
Hæmatox, 1/4s.....	14 1/2	15	Anchusa.....	10 1/2	12
Hæmatox.....	16 1/2	17	Arum po.....	10 1/2	12
Ferru			Calamus.....	20 1/2	25
Carbonate Precip.....	15 1/2	18	Gentiana.....	12 1/2	15
Citrate and Quinia.....	2 25 1/2	3 00	Glycyrrhiza, pv. 15	16 1/2	18
Citrate Soluble.....	75 1/2	80	Hydrastis Canaden.....	10 1/2	12
Ferrocyanidum Sol.....	40 1/2	45	Hydrastis Can., po.	18 1/2	20
Solut. Chloride.....	15 1/2	18	Inula, po.....	15 1/2	20
Sulphate, com'l, by	2 1/2	3	Ipecac, po.....	2 80 1/2	3 00
bbl, per cwt.....	50 1/2	55	Iris plox.....	2 80 1/2	3 00
Sulphate, pure.....	7 1/2	8	Jalapa, pr.....	25 1/2	30
Flora			Maranta, 1/4s.....	10 1/2	12
Arnica.....	12 1/2	14	Podophyllum, po.....	22 1/2	25
Antemias.....	18 1/2	20	Rhei.....	75 1/2	1 00
Matricaria.....	30 1/2	35	Rhei, cut.....	1 25 1/2	1 25
Folia			Rhei, pv.....	75 1/2	1 35
Barosma.....	23 1/2	28	Spigelia.....	35 1/2	38
Cassia Acutifol, Tin-	18 1/2	20	Sanguinaria.....	10 1/2	12
nevelly.....	25 1/2	30	Serpentaria.....	30 1/2	35
Cassia Acutifol, Alx.	18 1/2	20	Senega.....	40 1/2	45
Salvia officinalis, 1/4s	12 1/2	14	Similax, officinalis H	10 1/2	12
and 1/4s.....	8 1/2	10	Similax, M.....	10 1/2	12
Ura Ursi.....	8 1/2	10	Scilla.....	10 1/2	12
Gummi			Symplocarpus, Foti-	10 1/2	12
Acacia, 1st picked.....	45 1/2	50	us, po.....	10 1/2	12
Acacia, 2d picked.....	45 1/2	50	Valeriana, Eng. po. 30	15 1/2	20
Acacia, 3d picked.....	45 1/2	50	Valeriana, German.....	15 1/2	20
Acacia, sifted sorts.....	45 1/2	50	Zingiber a.....	12 1/2	16
Acacia, po.....	60 1/2	65	Zingiber j.....	25 1/2	27
Aloe, Barb. po. 12@20	12 1/2	14	Semen		
Aloe, Cape.....	12 1/2	14	Anisum.....	10 1/2	12
Aloe, Socotri.....	12 1/2	14	Apium (graveleons)	13 1/2	15
Ammoniac.....	55 1/2	60	Bird, ls.....	40 1/2	45
Assafoetida.....	25 1/2	30	Carul.....	10 1/2	12
Benzoinum.....	50 1/2	55	Cardamom.....	1 25 1/2	1 75
Catechu, ls.....	10 1/2	12	Coriandrum.....	8 1/2	10
Catechu, 1/4s.....	10 1/2	12	Cannabis Sativa.....	40 1/2	45
Catechu, 1/8s.....	10 1/2	12	Cydonium.....	75 1/2	1 00
Camphora.....	40 1/2	45	Chenopodium.....	10 1/2	12
Euphorbium, po. 35	10 1/2	12	Dipterix Odorata.....	2 00 1/2	2 20
Galbanum.....	10 1/2	12	Feniculum.....	10 1/2	12
Gamboge po.....	65 1/2	70	Foenugreek, po.....	7 1/2	9
Guaiacum.....	30 1/2	35	Lini.....	3 1/2	4 1/2
Kino.....	3 00 1/2	3 10	Lini, gr'd.....	40 1/2	45
Mastic.....	60 1/2	65	Lobelia.....	35 1/2	40
Myrrh.....	40 1/2	45	Phalaris Canarian.....	40 1/2	45
Opil.....	75 1/2	80	Rapa.....	4 1/2	5
Shellac.....	25 1/2	30	Sinapis Albu.....	9 1/2	10
Shellac, bleached.....	40 1/2	45	Sinapis Nigra.....	11 1/2	12
Tragacanth.....	50 1/2	55	Spiritus		
Herba			Frumentil, W. D. Co.	2 00 1/2	2 50
Absinthium, oz. pkg	25 1/2	30	Frumentil, D. F. R.	2 00 1/2	2 25
Eupatorium, oz. pkg	25 1/2	30	Frumentil.....	1 25 1/2	1 50
Lobelia.....	25 1/2	30	Juniperis Co. O. T.	1 65 1/2	2 00
Majorum.....	25 1/2	30	Juniperis Co.....	1 75 1/2	2 00
Mentha Vir. oz. pkg	25 1/2	30	Saccharum N. E.	1 90 1/2	2 10
Rue.....	39 1/2	45	Spt. Vini Galli.....	1 75 1/2	2 00
Tanacetum Voz. oz. pkg	22 1/2	25	Vini Oporto.....	1 25 1/2	2 00
Thymus, V. oz. pkg	25 1/2	30	Vini Alba.....	1 25 1/2	2 00
Magnesia			Sponges		
Calcined, Pat.....	55 1/2	60	Florida sheeps' wool	2 50 1/2	2 75
Carbonate, Pat.....	20 1/2	22	Nassau sheeps' wool	2 50 1/2	2 75
Carbonate, K. & M.	20 1/2	22	carriage.....	2 50 1/2	2 75
Carbonate, Jennings	35 1/2	38	Velvet extra sheeps'	2 50 1/2	2 75
Oleum			wool, carriage.....	2 50 1/2	2 75
Absinthium.....	3 25 1/2	3 50	Extra yellow sheeps'	2 50 1/2	2 75
Amygdala, Dulc.....	30 1/2	35	wool, carriage.....	2 50 1/2	2 75
Amygdala, Amara.....	8 00 1/2	8 25	Grass sheeps' wool,	2 50 1/2	2 75
Anisi.....	2 10 1/2	2 20	carriage.....	2 50 1/2	2 75
Aurant Cortex.....	2 25 1/2	2 40	Hard, for slate use.....	2 50 1/2	2 75
Bergamili.....	2 40 1/2	2 50	Yellow Reef, for	2 50 1/2	2 75
Calicut.....	80 1/2	85	slate use.....	2 50 1/2	2 75
Caryophylli.....	75 1/2	80	Syrups		
Cedar.....	35 1/2	40	Acacia.....	50 1/2	55
Chenopadi.....	2 75 1/2	3 00	Aurant Cortex.....	50 1/2	55
Cinnamonli.....	1 60 1/2	1 70	Zingiber.....	50 1/2	55
Citronella.....	45 1/2	50	Ipecac.....	50 1/2	55

Morphia, S.P. & W.	2 45 1/2	2 70	Sinapis.....	18	Linseed, pure raw.....	42	45
Morphia, S.N.Y. Q. &	2 45 1/2	2 70	Sinapis, opt.....	30	Linseed, boiled.....	44	47
C. Co.....	2 45 1/2	2 70	Snuff, Maccaboy, De	34	Neatsfoot, winterstr	65	70
Moschus Canton.....	40		Voes.....	34	Spirits Turpentine.....	33	40
Myristica, No. 1.....	65 1/2	80	Snuff, Scotch, DeVo's	34			
Nux Vomica.....	10		Soda Boras.....	9			
Os Sepia.....	15 1/2	18	Soda Boras, po.....	9			
Pepsin Saac, H. & P.	15 1/2	18	Soda et Potass Tart.	20 1/2			
D. Co.....	1 00 1/2	1 10	Soda, Carb.....	1 1/2			
Picis Liq. N.N. 1/2 gal.	2 00 1/2	2 10	Soda, Bi-Carb.....	3 1/2			
doz.....	2 00 1/2	2 10	Soda, Ash.....	3 1/2			
Picis Liq., quarts.....	1 00 1/2	1 10	Soda, Sulphas.....	2 1/2			
Picis Liq., pints.....	85	90	Spts. Cologne.....	2 1/2			
Pil Hydragr.....	80		Spts. Ether Co.....	50 1/2			
Piper Nigra.....	22		Spt. Myrcia Dom.....	9 00			
Piper Alba.....	35		Spts. Vini Rect. bbl.	2 48			
Pilix Burgun.....	10 1/2	12	Spts. Vini Rect. 1/2 bbl.	2 53			
Plumbi Aet.....	18 1/2	20	Spts. Vini Rect. 10gal	2 56			
Pyrethrum, boxes H.	1 10 1/2	1 20	Pulvis Ipecac et Opil	2 58			
& P. D. Co., doz.....	1 25	1 30	Less 50 gal. cash 10 days	1 40 1/2			
Pyrethrum, pv.....	25 1/2	30	Strychnia, Crystal.....	1 40 1/2			
Quassia.....	8 1/2	10	Sulphur, Subl.....	3 1/2			
Quinia, S. P. & W.	23 1/2	24	Sulphur, Roll.....	3 1/2			
Quinia, S. German.....	23 1/2	24	Tamarinds.....	10			
Quinia, N.Y.....	23 1/2	24	Terebenth Venice.....	28 1/2			
Rubia Tinctorum.....	12 1/2	14	Theobromae.....	40 1/2			
Saccharum Lactis pv	18 1/2	20	Vanilla.....	9 00 1/2			
Salacin.....	3 00 1/2	3 10	Zinci Sulph.....	7 1/2			
Sanguis Draconis.....	40 1/2	50	Oils				
Sapo, W.....	12 1/2	14	Whale, winter.....	70			
Sapo, M.....	10 1/2	12	Lard, extra.....	40			
Sapo, G.....	15	15	Lard, No. 1.....	35			
Siedlitz Mixture.....	20	22					

POCKET BOOKS
AND
PURSESWe shall sample in a few days a large
and well assorted line of

Ladies' Pocket Books

Ladies' Purses

Gentlemen's Pocket Books

Gentlemen's Purses





And invite your inspection and order.

Hazeltine & Perkins
Drug Co.

GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 4 00 Frazer's.....75 9 00 IXL Golden, tin boxes.....75 9 00 Rica, tin boxes.....75 9 00 Paragon.....55 6 00 BAKING POWDER. Absolute. 1/2 lb cans doz.....45 1 lb cans doz.....85 1 lb can doz.....1 50 Acme. 1/2 lb cans 3 doz.....45 1 lb cans 3 doz.....75 1 lb can 3 doz.....1 00 Bulk. 6 oz. Eng. Tumblers.....85 Arctic. 1/2 lb cans per doz.....75 1 lb cans per doz.....1 20 1 lb can per doz.....2 00 El Purity. 1/2 lb cans 4 doz case.....35 1 lb cans 4 doz case.....55 1 lb can 2 doz case.....90 Home. 1/2 lb cans 4 doz case.....35 1 lb cans 4 doz case.....55 1 lb can 2 doz case.....90 JAXON 1/2 lb cans, 4 doz case.....45 1 lb cans, 4 doz case.....85 1 lb can, 3 doz case.....1 60 Jersey Cream. 1 lb. cans, per doz.....2 00 9 oz. cans, per doz.....1 25 6 oz. cans, per doz.....1 50 Our Leader. 1/2 lb cans.....45 1 lb cans.....75 1 lb can.....1 50 Peerless. 1 lb. cans.....85 Queen Flake. 3 oz., 6 doz. case.....2 70 6 oz., 4 doz. case.....3 20 9 oz., 4 doz. case.....4 80 1 lb., 2 doz. case.....4 00 5 lb., 1 doz. case.....9 00 BATH BRICK. American.....75 English.....80 BLUING. CONDENSED PEARL BLUING Small, 3 doz.....40 Large, 2 doz.....75 BROOMS. No. 1 Carpet.....1 90 No. 2 Carpet.....1 75 No. 3 Carpet.....1 50 No. 4 Carpet.....1 15 Parlor Gem.....2 00 Common Whisk.....70 Faux Whisk.....80 Warehouse.....2 25 CANDLES. 8s.....7 16s.....8 Paraffine.....8 CANNED GOODS. Flanowoc Peas. Lakeside Marrowfat.....95 Lakeside E. J.....1 15 Lakeside, Cham. of Eng.....1 20 Lakeside, Gem. Ex. Sifted.....1 45 Extra Sifted Early June.....1 75 CATSUP. Columbia, pints.....2 00 Columbia, 1/2 pints.....1 25 CHEESE. Acme.....7 1/2 Amboy.....8 Butternut.....8 Carson City.....8 Emblem.....7 1/2 Gem.....7 1/2 Ideal.....7 1/2 Jersey.....7 1/2 Lenawee.....7 Riverside.....8 Springdale.....8 Brick.....11 Edam.....70 Leiden.....17 Limburger.....12 Pineapple.....50 Sap Sago.....17 Chicory. Bulk.....5 Red.....7 CHOCOLATE. Walter Baker & Co.'s.....23 German Sweet.....34 Premium.....34 Breakfast Cocoa.....45	CLOTHES LINES. Cotton, 40 ft, per doz.....1 00 Cotton, 50 ft, per doz.....1 20 Cotton, 60 ft, per doz.....1 40 Cotton, 70 ft, per doz.....1 60 Cotton, 80 ft, per doz.....1 80 Jute, 60 ft, per doz.....80 Jute, 72 ft, per doz.....95 COCOA SHELLS. 20 lb bags.....2 1/2 Less quantity.....3 Pound packages.....4 CREAM TARTAR. 5 and 10 lb. wooden boxes.....30-35 COFFEE. Green. Rio.....9 Fair.....9 Good.....11 Prime.....12 Golden.....13 Peaberry.....13 Santos. Fair.....12 Good.....13 Prime.....14 Peaberry.....15 Mexican and Guatamala. Fair.....15 Good.....16 Fancy.....17 Maracalbo. Prime.....19 Milled.....20 Java. Interior.....19 Private Growth.....20 Mandehling.....21 Mocha. Imitation.....20 Arabian.....22 Roasted. Clark-Jewell-Well's Co.'s Brands Fifth Avenue.....22 Jewell's Arabian Mocha.....24 Wells' Mocha and Java.....24 Wells' Perfection Java.....24 Saneabo.....21 Breakfast Blend.....18 Valley City Maracalbo.....18 1/2 Ideal Blend.....14 Leader Blend.....12 Package. Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1/2 c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbutckle.....10 50 Jersey.....10 50 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract. Valley City 1/4 gross.....75 Felix 1/4 gross.....1 15 Hummel's Toll 1/4 gross.....95 Hummel's Toll 1/4 gross.....49 CLOTHES PINS. 5 gross boxes.....4 CONDENSED MILK. 4 doz in case. Gail Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 35 Dime.....3 35 COUPON BOOKS. Tradesman Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Economic Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Superior Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1,000 books.....17 50	 Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Credit Checks. 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75 DRIED FRUITS—DOMESTIC. Apples. Sundried.....2 5 Evaporated 50 lb boxes.....8 California Fruits. Apricots.....2 8 1/2 Blackberries.....2 7 1/2 Nectarines.....2 7 1/2 Peaches.....2 7 1/2 Pitted Cherries.....2 7 1/2 Prunelles.....2 7 1/2 Raspberries.....2 7 1/2 California Prunes. 100-120 25 lb boxes.....2 5 1/2 90-100 25 lb boxes.....2 5 1/2 80-90 25 lb boxes.....2 5 1/2 70-80 25 lb boxes.....2 5 1/2 60-70 25 lb boxes.....2 5 1/2 50-60 25 lb boxes.....2 5 1/2 40-50 25 lb boxes.....2 5 1/2 30-40 25 lb boxes.....2 5 1/2 1/2 cent less in 50 lb cases Raisins. London Layers 3 Crown.....1 45 London Layers 4 Crown.....2 00 Dehesias.....3 1/2 Loose Muscatels 2 Crown.....4 1/2 Loose Muscatels 3 Crown.....4 1/2 Loose Muscatels 4 Crown.....5 1/2 FOREIGN. Currants. Patras bbls.....2 7 1/2 Vostizas 50 lb cases.....2 7 1/2 Cleaned, bulk.....2 7 1/2 Cleaned, packages.....2 7 1/2 Peas. Citron American 10 lb bx.....13 Lemon American 10 lb bx.....12 Orange American 10 lb bx.....12 Raisins. Ondura 25 lb boxes.....8 2 1/2 Sultana 1 Crown.....2 7 1/2 Sultana 2 Crown.....2 7 1/2 Sultana 3 Crown.....2 7 1/2 Sultana 4 Crown.....2 7 1/2 Sultana 5 Crown.....2 7 1/2 Sultana 6 Crown.....2 7 1/2 Sultana package.....14 FARINACEOUS GOODS. Farina. 24 1 lb. packages.....1 65 Bulk, per 100 lbs.....4 0 Grits. Walsh-DeRoo Co.'s Brand.  24 2 lb. packages.....2 25 100 lb. kegs.....3 60 200 lb. barrels.....6 90 Hominy. Barrels.....2 50 Flake, 50 lb. drums.....1 00 Beans. Dried Lima.....3 1/2 Medium Hand Picked.....1 30 Macaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....2 00 Chester.....2 25 Empire.....3 00 Peas. Green, bu.....95 Split, per lb.....2 1/2 Rolls Oats. Rolled Avena, bbl.....4 15 Monarch, bbl.....4 00 Monarch, 1/2 bbl.....2 13 Monarch, 90 lb sacks.....1 99 Quaker, cases.....3 20 Huron, cases.....1 75 Sago. German.....4 East India.....3 1/2 Tapioca. Flake.....3 1/2 Pearl.....3 1/2 Anchor, 40 1 lb. pkgs.....5 Wheat. Cracked, bulk.....3 1/2 24 2 lb. packages.....2 50	Salt Fish. Cod. Georges cured.....2 5 Georges genuine.....2 5 1/2 Georges selected.....2 6 Strips or bricks.....6 2 1/2 Herring. Holland white hoops, bbl. Holland white hoop 1/2 bbl. Holland white hoop, keg. Holland white hoop mchs Norwegian.....11 00 Round 40 lbs.....2 75 Scaled.....13 Flackerel. Mess 100 lbs.....16 37 Mess 40 lbs.....6 00 Mess 10 lbs.....1 82 Mess 8 lbs.....1 48 No. 1 100 lbs.....14 50 No. 1 40 lbs.....6 10 No. 1 10 lbs.....1 50 No. 1 8 lbs.....1 30 No. 2 100 lbs.....10 00 No. 2 40 lbs.....4 30 No. 2 10 lbs.....1 15 No. 2 8 lbs.....95 Trout. No. 1 100 lbs.....5 50 No. 1 40 lbs.....2 50 No. 1 10 lbs.....70 No. 1 8 lbs.....59 Whitefish. No. 1 No. 2 Fam 100 lbs.....6 25 5 75 40 lbs.....2 80 2 60 10 lbs.....73 33 8 lbs.....55 61 29 FLAVORING EXTRACTS.  Jennings'. D. C. Vanilla.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....2 40 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 D. C. Lemon.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....2 40 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 Northrop Brand. Lem Van. 2 oz. Taper Panel.....75 1 20 2 oz. Oval.....75 1 20 3 oz. Taper Panel.....1 35 2 00 4 oz. Taper Panel.....1 60 2 25 Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. 2 oz.....75 4 oz.....1 50 Regular Vanilla. 2 oz.....1 20 4 oz.....2 40 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50 FLY PAPER. Tanglefoot, per box.....30 Tanglefoot, c'se of 10-b'x's.....2 55 Tanglefoot, 5 case lots.....2 50 Tanglefoot, 10 case lots.....2 40	GUNPOWDER. Rifle—Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 35 1 lb. cans.....30 1/2 lb. cans.....18 Choke Bore—Dupont's. Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb. cans.....34 Eagle Duck—Dupont's. Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb. cans.....45 HERBS. Sage.....15 Hops.....15 INDIGO. Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 JELLY. 15 lb pails.....35 30 lb pails.....65 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....30 Calabria.....25 Sicily.....14 Root.....10 MINCE MEAT. Ideal, 3 doz. in case.....2 25 PATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 ROLASSES. New Orleans. Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 2/3 Half-barrels 2c extra. MUSTARD. Horse Radish, 1 doz.....1 75 Horse Radish, 2 doz.....3 50 Bayle's Celery, 1 doz.....1 75 PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....85 POTASH. 48 cans in case.....4 00 Babbitt's.....3 00 Penna Salt Co.'s.....3 00 PICKLES. Medium. Barrels, 1,200 count.....5 25 Half bbls, 600 count.....3 13 Small. Barrels, 2,400 count.....6 35 Half bbls, 1,200 count.....3 75 RICE. Domestic. Carolina head.....6 1/2 Carolina No. 1.....5 Carolina No. 2.....4 Broken.....3 1/2 Imported. Japan, No. 1.....6 1/2 Japan, No. 2.....6 Java, fancy head.....6 Java, No. 1.....5 1/2 Table.....5 SALERATUS. Packed 60 lbs. in box. Church's.....3 80 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 SAL SODA. Granulated, bbls.....75 Granulated, 100 lb cases.....90 Lump, bbls.....75 Lump, 145 lb kegs.....85 SEEDS. Anise.....9 Canary, Smyrna.....3 1/2 Caraway.....8 Cardamon, Malabar.....60 Celery.....11 Hemp, Russian.....11 Mixed Bird.....4 1/2 Mustard, white.....5 Poppy.....10 Rape.....4 1/2 Cuttle Bone.....20 SNUFF. Scotch, in bladders.....3 Macaboy, in jars.....35 French Rappee, in jars.....48	SALT. Diamond Crystal. Table, cases, 24 3-lb boxes.....1 50 Table, barrels, 100 3 lb bags.....2 75 Table, barrels, 40 7 lb bags.....2 40 Butter, barrels, 280 lb. bnlk.....2 25 Butter, barrels, 20 14 lb bags.....2 50 Butter, sacks, 28 lbs.....25 Butter, sacks, 56 lbs.....55 Common Grades. 100 3 lb sacks.....1 90 60 5 lb sacks.....1 75 28 10 lb sacks.....1 60 Worcester. 50 4 lb. cartons.....3 25 115 2 1/2 lb. sacks.....4 00 60 5 lb. sacks.....3 75 22 14 lb. sacks.....3 50 30 10 lb. sacks.....3 50 28 lb. linen sacks.....32 56 lb. linen sacks.....60 Bulk in barrels.....2 50 Warsaw. 56-lb dairy in drill bags.....35 28-lb dairy in drill bags.....10 Ashton. 56-lb dairy in linen sacks.....60 Higgins. 56-lb dairy in linen sacks.....60 Solar Rock. 56-lb sacks.....14 Common. Granulated Fine.....75 Medium Fine.....75 SOAP. JAXON Single box.....2 75 5 box lots, delivered.....2 70 10 box lots, delivered.....2 65 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd.....2 66 Dome.....2 75 Cabinet.....2 80 Savon.....2 50 White Russian.....2 35 White Cloud, laundry.....6 25 White Cloud, toilet.....3 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 50 Eos.....2 50 Schulte Soap Co.'s Brand. CLYDESDALE 100 cakes, 75 lbs.....2 80 Single box.....2 75 5 box lots.....2 75 10 box lots.....2 70 25 box lots.....2 60 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. Sapollo, kitchen, 3 doz.....2 40 Sapollo, hand, 3 doz.....2 40 SODA. Boxes.....5 1/2 Kegs, English.....4 1/2 SPICES. Whole Sifted. Allspice.....13 Cassia, China in mats.....12 Cassia, Batavia in bund.....35 Cassia, Saigon in rolls.....32 Cloves, Amboy.....14 Cloves, Zanzibar.....12 Mace, Batavia.....55 Nutmegs, fancy.....60 Nutmegs, No. 1.....50 Nutmegs, No. 2.....45 Pepper, Singapore, black.....11 Pepper, Singapore, white.....12 Pepper, shot.....12 Pure Ground in Bulk. Allspice.....15 Cassia, Batavia.....30 Cassia, Saigon.....40 Cloves, Zanzibar.....14 Ginger, African.....15 Ginger, Cochiti.....18 Mace, Batavia.....65 Mustard.....12 1/2 Nutmegs.....40 1/2 Pepper, Sing. white.....12 Pepper, Sing. white.....12 Pepper, Cayenne.....20 Sage.....15 SYRUPS. Corn. Barrels.....18 Half bbls.....20 Pure Cane. Fair.....16 Good.....20 Choice.....25
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STARCH.



Kingsford's Corn.

40 1-lb packages.....	6
20 1 lb packages.....	6 1/2

Kingsford's Silver Gloss.

40 1-lb packages.....	6 1/2
6-lb boxes.....	7

Diamond.

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

Common Corn.

20 1 lb. packages.....	5
40 1 lb. packages.....	4 1/2

Common Gloss.

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

STOVE POLISH.



No. 4, 3 doz in case, gross.....	4 50
No. 6, 3 doz in case, gross.....	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.

Domino.....	5 88
Cut Leaf.....	5 88
Crushed.....	5 88
Cubes.....	5 63
Powdered.....	5 63
XXXX Powdered.....	5 69
Granulated in bbls.....	5 38
Granulated in bags.....	5 38
Fine Granulated.....	5 38
Extra Fine Granulated.....	5 50
Extra Coarse Granulated.....	5 50
Mould A.....	5 63
Diamond Confection A.....	5 88
Confection Standard A.....	5 25
No. 1.....	5 00
No. 2.....	5 00
No. 3.....	5 00
No. 4.....	5 00
No. 5.....	4 94
No. 6.....	4 88
No. 7.....	4 81
No. 8.....	4 75
No. 9.....	4 63
No. 10.....	4 63
No. 11.....	4 63
No. 12.....	4 50
No. 13.....	4 44
No. 14.....	4 38
No. 15.....	4 31
No. 16.....	4 25

TOBACCOS.

Cigars.

Clark-Jewell-Wells Co.'s brand.	
New Brick.....	33 00

H. & P. Drug Co.'s brand.

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

Clark-Jewell-Wells Co.'s brand.	
New Brick.....	33 00



S. C. W.

Michigan Cigar Co.'s brand.

Ure Unkle.....	35 00
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Ruhe Bros Co.'s Brands.

Mr. Thomas.....	35 00
Sir William.....	35 00
Club Fine.....	35 00
Generals Grant and Lee.....	35 00
Spanish Hand Made.....	35 00
Crown Fine.....	35 00

TABLE SAUCES.

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

VINEGAR.

Malt White Wine, 40 grain.....	6
Malt White Wine, 80 grain.....	9
Pure Cider.....	10
Pure Cider, Leroux.....	11

Washing Powder.



00 12 oz pkgs.....	3 50
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WICKING.

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

Fish and Oysters

Fresh Fish.

Whitefish.....	Per lb.
Trout.....	8
Black Bass.....	8
Halibut.....	12
Ciscoes or Herring.....	4
Bluefish.....	10
Live Lobster.....	15
Boiled Lobster.....	18
Cod.....	10
Haddock.....	10
No. 1 Pickerel.....	8
Pike.....	6
Perch.....	2 1/2
Smoked White.....	8
Red Snapper.....	10
Cod Liver Salmon.....	12
Mackerel.....	20

Oysters in Cans.

F. H. Counts.....	40
F. J. D. Selects.....	30

Shell Goods.

Oysters, per 100.....	1 25
Clams, per 100.....	1 00

Hides and Pelts.

The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:

Hides.

Green No. 1.....	9
Green No. 2.....	8
Cured No. 1.....	10
Cured No. 2.....	9
Calfskins, green No. 1.....	9 1/2
Calfskins, green No. 2.....	8
Calfskins, cured No. 1.....	11
Calfskins, cured No. 2.....	9 1/2

Pelts.

Pelts, each.....	50
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Tallow.

No. 1.....	3
No. 2.....	2

Wool.

Washed, fine.....	18
Washed, medium.....	23
Unwashed, fine.....	11
Unwashed, medium.....	15

Oils.

Barrels.

Eocene.....	11 1/2
XXX W.W. Mich. Hdt.....	8 1/2
W W Michigan.....	8 1/2
Diamond White.....	7 1/2
D. S. Gas.....	8 1/2
Deo. Naptha.....	7
Cylinder.....	24
Engine.....	21
Black winter.....	2

Candies.

Stick Candy.

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

Mixed Candy.

Competition.....	@ 6 1/2
Standard.....	@ 7
Conserve.....	@ 7 1/2
Royal.....	@ 8 1/2
Ribbon.....	@ 8 1/2
Broken.....	@ 8 1/2
Cut Leaf.....	@ 8 1/2
English Rock.....	@ 8
Kindergarten.....	@ 8 1/2
French Cream.....	@ 8 1/2
Dandy Pan.....	@ 10
Valley Cream.....	@ 12

Fancy-In Bulk.

Lozenges, plain.....	@ 8 1/2
Lozenges, printed.....	@ 9
Choc. Drops.....	@ 14
Choc. Monumentals.....	@ 11
Gum Drops.....	@ 6
Moss Drops.....	@ 8
Sour Drops.....	@ 9
Imperial.....	@ 9

Fancy-In 5 lb. Boxes.

Lemon Drops.....	@ 50
Sour Drops.....	@ 50
Peppermint Drops.....	@ 60
Chocolate Drops.....	@ 60
H. M. Choc. Drops.....	@ 75
Gum Drops.....	@ 30
Licorice Drops.....	@ 75
A. B. Licorice Drops.....	@ 50
Lozenges, plain.....	@ 50
Lozenges, printed.....	@ 50
Mottoes.....	@ 55
Cream Bar.....	@ 50
Molasses Bar.....	@ 50
Hand Made Creams.....	80 @ 1 00
Plain Creams.....	60 @ 1 00
Decorated Creams.....	@ 90
String Rock.....	@ 60
Burnt Almonds.....	1 25
Wintergreen Berries.....	@ 60

Caramels.

No. 1 wrapped, 2 lb. boxes.....	@ 25
No. 1 wrapped, 3 lb. boxes.....	@ 50
No. 2 wrapped, 2 lb. boxes.....	@ 50

Fruits.

Oranges.

Cal. Seedlings.....	@ 2 50
Medit Sweets.....	@ 3 00

Lemons.

Strictly choice 360s.....	@ 4 75
Strictly choice 300s.....	@ 4 50
Fancy 360s or 300s.....	@ 5 00
Ex. Fancy 300s.....	@ 5 50
Ex. Fancy 360s.....	@ 5 50

Bananas.

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

Foreign Dried Fruits.

Choice, 10 lb boxes.....	@
Extra choice, 14 lb boxes.....	@
Fancy, 12 lb boxes.....	@
Imperial Mikados, 18 lb boxes.....	@ 14
Pulled, 6 lb boxes.....	@ 13
Naturals, in bags.....	@ 6 1/2

Dates.

Fards in 10 lb boxes.....	@ 8
Fards in 60 lb cases.....	@ 8
Persians, G. M.'s.....	@ 5
1 lb cases, new.....	@ 6
Sairs, 60 lb cases.....	@ 4 1/2

Nuts.

Almonds, Tarragona.....	@ 13
Almonds, Ivaca.....	@ 11
Almonds, California, soft shelled.....	@ 13
Brazils new.....	@ 8
Filberts.....	@ 11
Walnuts, Grenobles.....	@ 13
Walnuts, Calif No. 1.....	@ 10
Walnuts, soft shelled Calif.....	@ 10
Table Nuts, fancy.....	@ 10
Table Nuts, choice.....	@ 9
Pecans, Med.....	@ 8
Pecans, Ex. Large.....	@ 10
Pecans, Jumbos.....	@ 12
Hickory Nuts per bu., Ohio, new.....	@ 1 60
Cocoonuts, full sacks.....	@ 4 00

Peanuts.

Fancy, H. P., Suns.....	@ 7 1/2
Fancy, H. P., Flags.....	@ 7 1/2
Roasted.....	@ 7 1/2
Choice, H. P., Extras.....	@ 4 1/2
Roasted.....	5 1/2

Grains and Feedstuffs

Wheat.

Wheat.....	88
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Winter Wheat Flour.

Local Brands.

Patents.....	5 96
Second Patent.....	5 45
Straight.....	5 25
Clear.....	4 50
Graham.....	5 00
Buckwheat.....	4 00
Rye.....	4 00
Subject to usual cash discount.....	
Flour in bbls., 25c per bbl. additional.....	
Ball-Barnhart-Putman's Brand.....	
Diamond, 1/8s.....	5 50
Diamond, 1/4s.....	5 50
Diamond, 1/2s.....	5 50
Worden Grocer Co.'s Brand.....	
Quaker, 1/8s.....	
Quaker, 1/4s.....	
Quaker, 1/2s.....	

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.....	
Pillsbury's Best 1/8s.....	5 75
Pillsbury's Best 1/4s.....	5 65
Pillsbury's Best 1/2s.....	5 55
Pillsbury's Best 1/4s paper.....	5 55
Pillsbury's Best 1/2s paper.....	5 55
Ball-Barnhart-Putman's Brand.....	



Duluth Imperial, 1/8s.....	5 75
Duluth Imperial, 1/4s.....	5 65
Duluth Imperial, 1/2s.....	5 55

Lemon & Wheeler Co.'s Brand.

Gold Medal 1/8s.....	5 75
Gold Medal 1/4s.....	5 65
Gold Medal 1/2s.....	5 55
Parisian, 1/8s.....	5 75
Parisian, 1/4s.....	5 65
Parisian, 1/2s.....	5 55

Olney & Judson's Brand.

Ceresota, 1/8s.....	5 75
Ceresota, 1/4s.....	5 65
Ceresota, 1/2s.....	5 55

Worden Grocer Co.'s Brand.

Laurel, 1/8s.....	
Laurel, 1/4s.....	
Laurel, 1/2s.....	

Meal.

Bolted.....	2 00
Granulated.....	2 25

Feed and Millstuffs.

St. Car Feed, screened.....	17 00
No. 1 Corn and Oats.....	16 00
Unbolted Corn Meal.....	15 00
Winter Wheat Bran.....	13 00
Winter Wheat Middlings.....	15 00
Screenings.....	15 00

Corn.

Car lots.....	37
Less than car lots.....	39

Oats.

Car lots.....	32
Carlots, clipped.....	35
Less than car lots.....	37

Hay.

No. 1 Timothy ariots.....	9 00
No. 1 Timothy, ton lots.....	10 00

Fresh Meats.

Beef.

Carcass.....	6 1/2 @ 7 1/2
Fore quarters.....	5 1/2 @ 6 1/2
Hind quarters.....	8 1/2 @ 9
Loins No. 3.....	9 @ 12
Ribs.....	9 @ 12
Rounds.....	7 @ 8
Chucks.....	6 @ 7
Plates.....	3 1/2 @ 4

Pork.

Dressed.....	4 1/2 @ 4 1/2
Loins.....	6 @ 7 1/2
Shoulders.....	6 @ 7
Leaf Lard.....	6 1/2 @ 7

Mutton.

Carcass.....	7 @ 8
Spring Lambs.....	8 @ 9

Veal.

Carcass.....	6 1/2 @ 8
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Provisions.

Swift & Company quote as follows:

Barreled Pork.

Mess.....	12 50
Back.....	13 00
Clear back.....	12 75
Short cut.....	12 50
Pig.....	16 00
Bean.....	11 00
Family.....	12 00

Dry Salt Meats.

Bellies.....	7
Briskets.....	6 1/2
Extra shorts.....	6 1/2

Smoked Meats.

Hams, 12 lb average.....	9
Hams, 14 lb average.....	8 1/2
Hams, 16 lb average.....	8 1/2
Ham dried beef.....	13 1/2
Shoulders (N. Y. cut).....	8 1/2
Bacon, clear.....	8 1/2
California hams.....	6 1/2

Hardware

Reasons Why Business Organizations Frequently Fail.

Written for the TRADESMAN.

There can be no organization or government unless the individuals amenable to that organization or government surrender every individual right which in any way conflicts with the rights which may be enjoyed by all. There must be a mutual concession of individual rights for the benefit and protection of the whole, or the organization or government will fail. When any important proportion of the individuals under an organization or government fail to receive benefits equivalent to the individual rights they have surrendered, they will rebel against the restraints imposed, and unless restrained by physical force will overthrow the government or desert the organization. Loyalty and an empty stomach will not long dwell together. Business and profit are inseparable companions. Activity without profit is not business, although it sometimes has that appearance.

Among the things that contribute to the failure of local business organizations are:

1. Mutual distrust and competitive jealousy.
2. Lack of active interest on the part of all but a few leaders.
3. Want of time on the part of officers and members to push the work of the organization and to look after its vital interests.
4. The limited field covered by a local organization can not always produce results of sufficient value to hold the membership within the rules.
5. The exasperating conduct of the tricky members who can not refrain from cutting a corner at every opportunity.

If it is proposed to form a local organization and the promoters happen to be the leading and most prominent merchants, the smaller dealers at once imagine that it is another scheme of the big fellows to get the advantage of the little ones; and if, by reason of their prominence and acknowledged ability, they are chosen to fill the offices, then the small ones are sure that the "big fish" are about to swallow the "little fish" and they immediately scuttle for shallow water. On the other hand, if the scheme originates with the "small fry," the large dealers will have nothing to do with it. If, by reason of a more than usual endowment of Christian grace, these factions are brought together in an organization, the enthusiasm rarely lasts through one summer. After the first excitement incident to the battle for reform has dissolved into temporary victory over one or two of the principal obstacles to legitimate business the members stay away from the meetings and leave the conduct of affairs to a few. One instance came to my notice in which, at the annual meeting for the election of officers, nobody showed up but the president, and he came hoping to see somebody else elected in his stead.

The want of time to spare for the work of the organization is the usual excuse and, as the membership fee is generally insufficient to produce means to employ competent persons to attend to it, the work is neglected and the anticipated benefits promised to the membership do not materialize; consequently the most natural thing that could happen is the failure of the organization.

While there are a great many benefits to be derived from a local organization properly and enthusiastically conducted, its scope of influence is too narrow to furnish a constant and tangible supply of pecuniary benefits which are necessary to keep up the interest and to render a membership too valuable to be sacrificed on slight occasion. The reforms capable of accomplishment by a local organization, when once attained, are too apt to be soon forgotten; and, as "Eternal vigilance is the price of liberty," so is perpetual interest the life of an organization. But, to maintain the interest there must be perpetual and demonstrative returns for the money and effort expended. The only restraint that will avail to hold in check the propensity of the tricky members is the intrinsic and practical value of the membership.

The only hope of thorough and permanent eradication of the evils that beset the retail trade lies in state and National organization embracing a comprehensive system that shall guarantee to the humblest member the protection and benefits he pays for. A movement on similar lines, I believe, was started some years ago, intended to embrace the retail dealers in groceries and provisions, but it does not seem to have made much progress; presumably, for one reason at least, that the membership fee was too small to even pay the expense of calling favorable attention to the organization, much less to deliver the proposed benefits. If such an organization is capable of accomplishing the reform needed, and of supplying the benefits that it ought to furnish, the members can well afford to pay a reasonable membership fee to cover the legitimate expenses of the organization.

An inadequate membership fee naturally indicates that not much is to be expected in return, and reminds one of the old colored preacher's text, "Blessed am dey dat specks nuffin, kase dey ain't er gwine ter git nuffin!"

Most retailers who have had experience with local organizations express themselves as disgusted with them, because for various reasons they have failed to accomplish the things promised and an apathetic spirit seems to have settled down upon the trade which will eventually prove its ruin unless there is an early awakening to a recognition of the only avenue yet open for relief, namely, practical, thorough and far reaching organization.

The power to accomplish this is apparently beyond the unaided reach of the retailers themselves, for the reason that a man engaged in the retail trade has no time to spare from his business to give the subject the thought necessary to plan a practical organization, much less to conduct it on successful lines. Organizing is a business of itself, and demands a talent peculiarly its own, as well as concentrated thought, a great deal of hard work and a great deal of time. No organization, when completed, will run itself—its managers must be on duty continually to secure the best results and to insure its perpetuity. An organization with the requisite scope, practical features and successfully managed would offer a membership so desirable and intrinsically valuable that no retailer could afford to remain outside on account of the loss of money it would mean to him.

Another reason for the failure of local organizations lies in the fact that any dispute or complaint of the violation of rules must be adjudicated immediately,

Buckeye Paint & Varnish Co.

PAINT, COLOR AND VARNISH MAKERS

Mixed

Paint

White

Lead



Shingle

Stains

Wood

Fillers

Sole Mfgs **CRYSTAL ROCK FINISH**, for Interior and Exterior Use
Corner 15th and Lucas Streets, Toledo, Ohio.

Novelty Blue Flame Oil Stoves



Superior to and safer than Gasoline. The Novelty is conceded by every one to be the best one now on the market. We sell it at factory price. Write for circular.

Foster, Stevens & Co., Grand Rapids.

Clark-Rutka-Jewell Co.

Ionia Street,
Grand Rapids, Mich.

Opposite Union Depot.

New Wholesale Hardware House

New House, New Goods, New Prices.
Call and see us when in the city.
Write us for prices.

Clark-Rutka-Jewell Co.

and without appeal, by the factions directly interested in the case; and whether the decision is just or unjust, the breach remains open, and widens until the organization is finally destroyed.

It would seem that the most practical results could be secured by organizing each branch of the retail trade by itself, as there are certain trade secrets connected with every business that it would not be desirable to discuss in a mixed assembly, and each particular trade "has troubles of its own," as it were, that no "cure-all" nostrum can effectively reach. The various divisions could then co-operate upon matters in which all are more or less interested.

The greater the number of individuals embraced in an organization, and the more diversified their interests, the more difficult it is to handle successfully, and the only way to prevent serious dissensions is to keep every mind irrevocably fixed on the main object of the organization—and that, in a business organization, is dollars and cents.

I anticipate that it will not be very long until a strong combination of capital will be formed to establish large branch stores in the nature of department stores, throughout the country, under one general management, which will effectually kill the small retail business. I am aware that retailers in some lines congratulate themselves that their business will be exempt from interference in this connection on account of the margins being too small to offer a temptation; but it must be remembered that the goods usually sold on small margins are invariably the necessities of life, in the handling of which capital can be turned over many times in a year, and although the margins are small, the per annum percentage on the actual investment is larger than that enjoyed by a great many heavy investors. Most of this margin in connection with the retail business is now paid out for expenses which a combination such as mentioned would save by reason of a more thorough system and concentration of effort; besides, a syndicate of such stores, covering the entire country, would save more in buying than the average net profits of the entire retail trade, as it is now conducted. The combination could, if necessary, operate its own factories and import its foreign goods without intervention. It is well to remember, in this connection, that the buying public has a tender feeling for the concern that sells the cheapest and it is therefore useless to look for a political remedy to protect a class who are in the minority and who have permitted their opportunity to meet the exigency of the case to go by default.

Capital is said to be supreme, but co-operation is its master, as well as its savior, in many cases.

J. M. BANKER.

When the Use of Acetylene is Dangerous.

From the Scientific American.

There is real danger in using acetylene; there is real danger in using dynamite; there is real danger in using any combustible gas. But the danger in using acetylene is one of pressure and explosive mixture. If the generator is tight, does not leak, does not get hot enough to turn the water into steam, works at not over twenty pounds pressure (four inches of water being sufficient for house burners), contains enough water, has no open flame near it (light should come through a pane of glass in the partition), never allow the pressure to get so high as to blow out the flame, if the carbide can be not left standing around open (a lighted cigar or pipe will explode acetylene air mixtures) and the lime removed outside, we think there is no danger. Wet generators are popular in Europe, especially for large plants.

REPRESENTATIVE RETAILERS.

C. E. Case, the Benzonia Merchant and Lumberman.

Chas. E. Case was born at Gustavus, Ohio, Dec. 6, 1853. His antecedents were English, although his father and grandfather were both born in Connecticut. When he was 6 years of age, his parents removed to Benzonia, where, two years later, his father erected a water power sawmill, which is still operated as a planing mill under the style of the Case Bros. Lumber Co. The lad began his educational career in the district school, where he made such progress in his studies that he was afterwards sent to Benzonia College. At the age of 18 he left college and went to Traverse City to work in a planing mill. At the end of two years, having suffered the loss of all of the fingers on his left hand, he returned to Benzonia and opened a general store for B. C. Hubbell. Six months later he purchased the stock of his employer and continued the business in his own name for two years, when Mr. Hubbell, in turn, again became owner of the business. He then removed to Pierport and clerked in the general store of C. W. Perry for three years. After severing his connection with Mr. Perry, he scaled logs winters and worked in a shingle mill summers. In 1881 he embarked in general trade at Benzonia, when G. C. Hopkins purchased an interest in the business, which was continued for two years under the style of Case & Hopkins. He then became sole owner of the business, which he subsequently merged into a stock company under the style of the Case Bros. Lumber Co. Two years later the store was divorced from the mill and was turned over to a new corporation under the style of the Case Mercantile Co.

Mr. Case was married Aug. 15, 1882, to Miss Emily Lambert and has two children, a boy and a girl. He is a member of the Congregational church of Benzonia, which he has served as trustee. He belongs to the Masonic order, having filled the position of Junior Warden. He is also affiliated with the I. O. O. F., having held every office in the subordinate lodge, and with the K. O. T. M., which he has served as Commander, and also as a delegate to the bi-ennial great camp, which was held at Detroit last week.

Mr. Case is Secretary and Treasurer of the A. B. Case Co. (Honor), Case Mercantile Co. (Benzonia), and Case Bros. Lumber Co. (Benzonia). He has served Benzie county as Treasurer four years and was also Township Treasurer two years. He attributes his success to hard work and close attention to details, and those who know him best and appreciate the effort he has made to get to the front insist that he is entitled to a great deal of credit for the record he has made as a merchant and lumberman; that his dealings with others have always been on the live-and-let-live plan; that his influence in the community has ever been thrown on the side of good morals and good fellowship.

Paris Green Labels

The Paris Green season is at hand and those dealers who break bulk must label their packages according to law. We are prepared to furnish labels which meet the requirements of the law, as follows:

100.....	25 cents.
200.....	40 cents.
500.....	75 cents.
1000.....	\$1.00.

Labels sent postage prepaid where cash accompanies order.

Tradesman Company,
Grand Rapids, Mich.

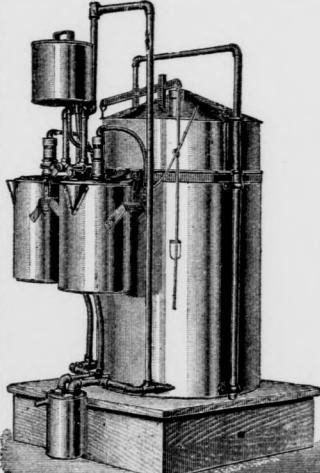


THE OWEN

ACETYLENE GAS GENERATOR

- Absolutely automatic. Re-
- quires no more care than a
- small hand lamp. The only
- generator manufactured in
- Michigan that has been granted
- a permit by the UNDERWRIT-
- ERS' INSURANCE ASSOCIATION.
- For full information and prices
- address the manufacturers.

Geo. F. Owen & Co. Grand Rapids
Michigan.



THE KOPF

ACETYLENE

GAS MACHINE

The best and most economical machine made for residence and store lighting.

PUT AWAY YOUR KEROSENE LAMPS AND HAVE YOUR OWN GAS PLANT. Your inquiries will have our prompt attention.

M. B. WHEELER ELECTRIC CO., Manufacturers
GRAND RAPIDS, MICH.

Show Room, No. 99 Ottawa Street.

Michigan Acetylene Gas Co., Ltd.

Jackson, Mich.

Mt. Morris, Mich., April 22, '98.

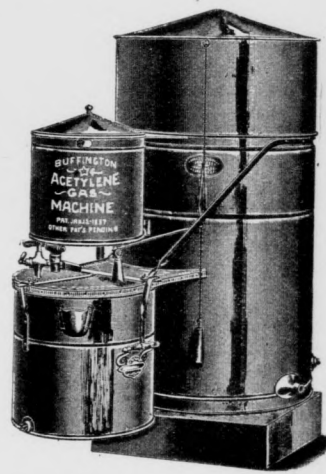
THE MICHIGAN ACETYLENE GAS CO., LTD.,

GENTS:—I have used one of your 45 light machines since December last and find it gives entire satisfaction, being cheaper than cost of oil and chimneys; does away with heat, smoke and dirt; gives a better light than coal gas and is equal, if not superior, to electricity, and can cheerfully recommend it.

Very resp'y,
MANN'S CASH STORE,

Sproul & McGurrin,

General Agents for Western Michigan.
DISPLAY ROOMS, 184 E. FULTON ST., GRAND RAPIDS, MICH.



Ruberoid Ready Roofing

Will last longer than any other roofing now on the market. We have full faith in its merits. But if you want other kinds we always have them at reasonable prices. Let us quote you prices, if you need roofing of any sort.

H. M. REYNOLDS & SON,

Detroit Office, foot of 3d Street.

GRAND RAPIDS, MICH.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids.

ELECTIVE BOARDS.

Wherein They Fail to Meet Modern Requirements.

There are no other matters of local importance which have engaged so much public attention during the past ten days as those brought to notice by the report of the Committee on Teachers at a recent meeting of the Board of Education of this city. While the interests affected by that report are too purely of local importance to justify extended discussion in a paper of the character of the Tradesman, there is enough involved as to the constitution of school boards and their relations to the interests placed in their charge to warrant the attention of all interested in the welfare of the schools of the State.

Theoretically, the ideal government is an absolutely elective one; but in dealing with personal irresponsibility, with the charitable, with the fire, police and educational departments of cities, it has been found necessary to substitute for direct election the appointment of boards. In the endeavor to adhere as strictly as possible to the more democratic principle many of the public schools of the country are still governed by elective boards. Others, recognizing that there is too low a grade of intelligence in some classes of society, or too much opportunity for the advancement of unfit characters as school officials, use the less direct method of rotative appointment of a comparatively small board. That the latter method may be a necessity in some cases would seem to be fully demonstrated by the present contingency.

The dangers arising from purely elective school boards are various. Corruption and bribery and similar abuses are made possible by the system. These are, perhaps, more common from the fact that there is no remuneration provided for the services of the members, and so it is natural, for too many who secure places on such boards, that they should claim for themselves or their friends such emoluments and preferences as may accidentally come in their way; and from this the transition to more questionable practices is easy.

There is another danger which is constantly manifesting itself in varying degree in all elective school boards which has become apparent to an alarming extent in our city board. This is the tendency on the part of presumptive and sensitive ignorance to interference in the management of the detail of school matters. This tendency, which has long been a characteristic of the body in question, seems to have been increasing for a considerable time until it culminated in the interference in high school matters which created a considerable sensation some weeks ago. At that time it was deemed necessary for the proper committee of the Board to overhaul the programs of work, for the reason that certain of the members of the Board had stated that some of the teachers were not doing as much work as should be required of them. In the nature of things it is scarcely to be expected that a committee made up of ordinary business men should be found competent to undertake the task of revising and regulating the work of such an institution without some friction resulting, so it is not strange that some of the more sensitive ones on the committee should have heard, or imagined, some criticisms of their awkward attempts as amateur educators. That such was the case, and that the offended members of the Board decided to bide

their time until the next appointment of teachers should be made to administer some wholesome discipline, is not only inferred from the report of the appointing committee, but is so stated by the chairman himself. When the report appeared quite a number of the most experienced and progressive of the high school force had been dropped from the list or were degraded to work in the lower schools.

Not only has the tendency to undue interference with school detail long been characteristic of this Board, but there has developed another tendency which is scarcely less pernicious, based on the same kind of presumptive ignorance—the arrogating to that body of undue authority over the teachers and other employees of the city schools. In fact, it would seem to have finally come to be accepted that these are employees of the Board. Thus it is that we hear talk of insubordination toward that body and there must need be discipline and a proper recognition of authority.

The talk of discipline on the part of the Board, or its committees or officials, is an unqualified insult to every teacher fit to hold a position in our high school. If there is not enough of professional standing and dignity on the part of the faculty of that institution to place its members above the need of such "discipline" then there are those who should be dropped from its membership.

Not only in the high school but in all other departments of the school work of the city there is this undue assumption of authority on the part of the Board or a considerable proportion of its membership. The teachers appear to have been instructed that their first duty is to show proper deference to the Board, and trustees, and they have accepted the situation as gracefully as possible notwithstanding their innate conviction that the assumption is unjust and unwarranted.

The members of the Board have just as much right to authority over the teachers, or claim of recognition from them, and no more than any other citizen. They are elected to perform certain duties in the management of the schools, and when they have taken their obligations as officials, the line of their proper work is clear-cut and definite. The fact that they work without remuneration makes no difference. It is their duty to select employees of the city, not of the Board, according to the proper and universal rules of civil service. When an appointment is made through "standing in" with members of the Board there is a violation of the spirit of the obligation taken by the officials concerned.

This is the only correct position. Any other drives out the independence and candor which are the most valuable qualifications of our best educators. Any other puts a premium on policy and time-serving, which can only result in the degradation of the school system.

The teachers dropped from the faculty of the high school are those who have shown the greatest enterprise in securing special and extended training for their work. Their efforts in this direction, with their wide experience as educators, had properly placed them beyond the chance of losing their places, except at their own volition. It was natural that such teachers should be unreserved and frank in discussing the action of members of the Board in interfering with the school work, and so, by virtue of official prestige, in violation of all rules of civil service, without consultation with the proper management of the schools, and against outraged public sentiment, these insubordinates are expelled from their places.

Flour and Feed.

Another week of dragging markets and further decline of prices! The sensational collapse of the Chicago wheat deal comes like a clap of thunder from a clear sky and operators, for the time being, seem to be at sea, not knowing whether to buy or sell. Flour at once sympathizes with wheat, but the offerings are not large, because the supply of wheat has become so nearly exhausted that many millers are simply operating their mills a few hours a day to take care of the local trade. The near advent of harvest makes buyers very cautious, who fear still lower prices as soon as the new wheat begins to move. The situation is peculiar, and about the only safe way is to purchase from day to day a sufficient amount for the current needs of business.

The city mills have been running fairly steady for the week, but next week the Model mills will be shut down for ten days to install a new water tube boiler and for other necessary repairs.

Millstuffs are in good demand and at fair prices for this season of the year. Feed and meal are a trifle lower, but the demand has been very good.

WM. N. ROWE.

Increased Acreage of Rice in South Carolina.

The South Carolina rice crop this year, barring destruction by storms, promises to be at least 30 per cent. greater than the crop just marketed. The outlook is that the receipts from the crop of 1898 will be little short of 400,000 bushels, against about 300,000 from the crop of 1897.

The most startling claim yet made for the Klondike region as a place of temporary residence is that it is an infallible cure for baldness. Intense cold is said to kill all germs and microbes and to stimulate the scalp, while nature does the rest. Even the dogs get as shaggy as Shetland ponies, and some of the reformed baldheads who have tested the climate are willing to make affidavit that the country needs barbers more than missionaries.

If Spain's honor could be satisfied, it would not be necessary to fire another gun at her.

WANTS COLUMN.

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

BUSINESS CHANCES.

SMALL DRUG STOCK FOR SALE. ADDRESS Drugs, care Michigan Tradesman. 632

FOR SALE—A PROSPEROUS DRUG AND grocery stock, invoicing from \$40.00 to \$5,000, consisting of drugs, groceries, school books, wall paper, crockery, paints and oils and notions, in live town Carson City; best town of its size in State; brick store building in best location in town. Outside business averages inside running expenses. Reasons for selling, loss of partner and poor health. Kelley & Caldwell invite inspection. 625

LARGE SODA FOUNTAIN FOR SALE CHEAP. Address J. H. Levinson, Petoskey, Mich. 630

MERCHANTS—DO YOU WISH CASH QUICK for your stock of merchandise, or any part of it? Address John A. Wade, Cadillac, Mich. 628

FOR SALE CHEAP—THE BEST EQUIPPED cigar and news store in Lansing; connected with the Hudson House; fixtures and everything in the room are cherry. M. Sternfeld, Lansing, Mich. 625

WANTED—IMMEDIATELY, PARTNER in light manufacturing business, lady or gentleman, with \$500 or \$1,000 cash; government contracts; investigate. Address Lock Box 101, Grand Rapids, Mich. 624

BEST LOCATION IN MICHIGAN FOR A cold storage and general produce dealer. Write to the Secretary of the Otsego Improvement Association, Otsego, Mich. 631

WANTED—POSITION IN CLOTHING OR general store by an A1 salesman. Address F. care Michigan Tradesman. 622

FOR SALE OR EXCHANGE FOR HARD-wood timber—Clean stock of shoes invoicing about \$4,000, in one of the best towns in Michigan. Address J. P. care Michigan Tradesman. 621

FOR SALE, ON ACCOUNT OF SICKNESS—Well-selected stock of dry goods, notions, men's furnishings and groceries, in one of the best towns in Southern Michigan, located on Michigan Central Railroad. Stock will invoice about \$8,000; annual sales, \$18,000; store rent, \$180 per year; nearest competition, six miles; a bonanza for the one that means business. Address No. 623, care Michigan Tradesman. 623

FOR SALE, CASH ONLY—CLEAN STOCK groceries, invoicing about \$1,500. Reason for selling, death of head member of firm. Address Jno. W. Lott & Son, Petoskey, Mich. 620

WILL EXCHANGE—IMPROVED REAL estate for boots and shoes or general merchandise valued from \$8,000 to \$10,000. Property will rent for \$75 per month. Address A. C. E., care Michigan Tradesman. 619

HAVING PURCHASED THE LUMBER AND general merchandise stock at Norwood, Mich., formerly owned by the Rittenhouse & Embree Co., I offer the merchandise stock for sale at low price. It is one of the best places in Michigan for general merchandise business and the handling of fruit and other farm products. The amount of business done in the last sixteen years has averaged about \$3,000 per month. Reason for selling, wish to devote my whole attention to lumbering. Stock will inventory about \$7,500. Terms, \$5,000 cash. Write or call on L. J. Nash, Norwood, Mich. 616

FINE OPPORTUNITY FOR EXPERIENCED man with means to engage in the grain mill business in Leelanau county. Fine wheat country. Acreage of wheat this year in easy access to mill, 800 acres. No opposition within twenty-six miles. Mill site furnished free. Best of shipping facilities either by rail or water. For further particulars address Empire Lumber Co., Empire, Leelanau Co., Mich. 602

THE BEST OPENING IN MICHIGAN FOR an active business man with \$0.000 or \$2,000 to step into a well-established, paying wholesale business. For particulars, address Business, care Michigan Tradesman. 603

HAY, HAY, HAY! FOR SALE AT RIGHT prices. Correspond with Michigan Produce Co., Lansing, Mich. 607

I HAVE SMALL STOCK OF DRUGS AND fixtures in Ionia, taken on mortgage. Will sell cheap for cash or trade for productive real estate. Answer immediately. Will sell soon. W. W. Hunt, Under National City Bank, Grand Rapids. 598

BRICK STORE FOR RENT—BEST LOCATION in city; will be let for any business except dry goods and clothing. J. H. Levinson, Petoskey, Mich. 600

FOR RENT—DOUBLE STORE BUILDING in Opera House block, Mancelona, Mich., best location in town; best town in State. Address Julius H. Levinson, Petoskey, Mich. 589

FOR SALE, EXCHANGE OR RENT—LARGE two-story store and residence building in town of 1,000 population in Northern Indiana; stone basement, 120 feet in dimensions. Investigate. Address No. 575, care Michigan Tradesman. 575

FOR EXCHANGE FOR GROCERY OR MERCHANDISE stock—Choice section land near Jamestown, North Dakota. Dakota lands in great demand for farming or stock raising. Carl Dice, Monroe, Mich. 534

TO EXCHANGE—FOR CLOTHING, DRY goods or shoes, very nice well rented Grand Rapids property. Address No. 552, care Michigan Tradesman. 552

TO EXCHANGE—FARMS AND OTHER property for dry goods, clothing and shoes. Address P. Medaile, Mancelona, Mich. 553

WANTED—A PRACTICAL MILL MAN, with \$1,000 capital, to take a one-half or full interest in a stove, heading and planing mill, 3,000 contract, with stock to fill it. All goes. Five years' cut in sight. Side track to mill. Good reasons for selling. Address Stave Mill, care Michigan Tradesman. 546

BROOMS

A. BOMERS, MANUFACTURER OF HIGH-grade brooms at all prices, for retailers only. Grand Rapids, Mich. 605

FOR SALE—MODERN, WELL-ESTABLISHED and equipped broom factory and good trade. Other business commands our attention. Address No. 544, care Michigan Tradesman. 584

COUNTRY PRODUCE

HAY, HAY, HAY! FOR SALE AT RIGHT prices. Correspond with Michigan Produce Co., Lansing, Mich. 607

WANTED—BUTTER, EGGS AND POULTRY; any quantities. Write me. Orrin J. Stone, Kalamazoo, Mich. 604

WANTED—FIRST-CLASS BUTTER FOR retail trade. Cash paid. Correspond with Caulkett & Co., Traverse City, Mich. 381

WANTED—1,000 CASES FRESH EGGS, daily. Write for prices. F. W. Brown, Ithaca, Mich. 556

FIREPROOF SAFES

GEO. M. SMITH, NEW AND SECONDHAND safes, wood and brick building mover, 157 Ottawa street, Grand Rapids. 613

MISCELLANEOUS.

SITUATION WANTED BY YOUNG MARRIED man, registered pharmacist; excellent references. Five years' experience in retail and wholesale stores. Address 629, care Michigan Tradesman. 629

WANTED—A BUSINESS MAN WITH SOME capital to take charge of a furniture factory, an old established line. I. Frankford, 83 West Bridge St. Phone 1236. 617

Travelers' Time Tables.

CHICAGO and West Michigan R'y Dec. 1, 1897.

Chicago.
Lv. G. Rapids..... 8:45am 1:25pm *11:30pm
Ar. Chicago..... 3:10pm 6:50pm 6:40am
Lv. Chicago..... 7:20am 5:15pm *11:30pm
Ar. G'd Rapids..... 1:25pm 10:35pm * 6:20am

Traverse City, Charlevoix and Petoskey.
Lv. G'd Rapids..... 7:30am 5:30pm
Parlor and Sleeping Cars on afternoon and night trains to and from Chicago.
*Every day. Others week days only.

DETROIT, Grand Rapids & Western. Nov 21, 1897.

Detroit.
Lv. Grand Rapids..... 7:00am 1:35pm 5:35pm
Ar. Detroit..... 11:40am 5:45pm 10:20pm
Lv. Detroit..... 8:00am 1:10pm 6:10pm
Ar. Grand Rapids..... 12:55pm 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 15, 1898)

EAST. Arrive.
+ 6:45am Sag., Detroit, Buffalo & N Y. + 9:55pm
+ 10:10am..... Detroit and East..... + 5:27pm
+ 3:20pm Sag., Det., N. Y. & Boston..... + 12:45pm
* 8:00pm..... Detroit, East and Canada..... * 6:35am
+ 10:45am..... Mixed to Durand..... + 3:15pm

WEST.
* 8:35am..... Gd. Haven and Int. Pts. * 7:05pm
+ 12:53pm Gd. Haven and Intermediate. + 3:12pm
+ 5:32pm Gd. Haven and Intermediate. + 10:05am
* 7:40pm Gd. Haven and Chicago..... 8:15am
+ 10:00pm..... Gd. Haven and Mil. 6:40am
Eastward—No. 16 has Wagner parlor car. No. 22 parlor car. Westward—No. 11 parlor car. No. 17 Wagner parlor car.
*Daily. +Except Sunday.
E. H. HUGHES, A. G. P. & T. A.
BEN. FLETCHER, Trav. Pass. Agt.,
C. A. JUDIN, City Pass. Agent,
97 Monroe St. Morton House.

GRAND Rapids & Indiana Railway

Northern Div. Leave Arrive
Trav. C'y, Petoskey & Mack... * 7:45am + 5:15pm
Trav. C'y, Petoskey & Mack... + 2:15pm + 6:35am
Trav. C'y, Petoskey & Mack... + 10:50pm
Cadillac..... + 5:25pm + 11:15am
Train leaving at 7:45 a. m. has parlor car, and train leaving at 2:15 p. m. has sleeping car to Mackinaw.

Southern Div. Leave Arrive
Cincinnati..... + 7:10am + 8:25pm
Pt. Wayne..... + 2:10pm + 2:00pm
Cincinnati..... * 7:00pm * 7:25am
7:10 a. m. train has parlor car to Cincinnati.
2:10 p. m. train has parlor car to Fort Wayne.
7:00 p. m. train has sleeping car to Cincinnati.

Chicago Trains.
TO CHICAGO.
Lv. Grand Rapids... + 7:10am + 2:10pm * 11:35pm
Ar. Chicago..... 2:00pm 9:10pm 6:30am

FROM CHICAGO.
Lv. Chicago..... + 3:02pm * 11:45pm
Ar. Grand Rapids..... 9:30pm 7:25am
Train leaving Grand Rapids 7:10 a. m. has buffet parlor car to Chicago. Train leaving Grand Rapids 11:35 p. m. has coach and Pullman sleeping car to Chicago.
Train leaving Chicago 3:02 p. m. has buffet parlor car to Grand Rapids. Train leaving Chicago 11:45 p. m. has coach and Pullman sleeping car to Grand Rapids.

Muskegon Trains.
GOING WEST.
Lv G'd Rapids..... + 7:35am + 1:00pm + 5:40pm
Ar Muskegon..... 9:00am 2:10pm 7:05pm

GOING EAST.
Lv Muskegon..... + 8:10am + 11:45am + 4:03pm
Ar G'd Rapids..... 9:30am 12:55pm 5:20pm
Sunday trains leave Grand Rapids 9:00 a. m. and 7:00 p. m. Leave Muskegon 8:35 a. m. and 6:35 p. m.
+Except Sunday. *Daily. +Saturday only.
C. L. LOCKWOOD,
Gen'l Passr. and Ticket Agent.
W. C. BLAKE,
Ticket Agent Union Station.

DULUTH, South Shore and Atlantic Railway.

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

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

MANISTEE & Northeastern Ry. Best route to Manistee.

Via C. & W. M. Railway.
Lv. Grand Rapids..... 7:00am
Ar. Manistee..... 12:25pm
Lv. Manistee..... 8:30am 4:10pm
Ar. Grand Rapids..... 1:00pm 9:55pm

TRAVEL VIA
F. & P. M. R. R.
AND STEAMSHIP LINES
TO ALL POINTS IN MICHIGAN
H. F. MOELLER, A. G. P. A.
HOLLAND & CHICAGO LINE.



Connects at Holland with Chicago & West Michigan for Grand Rapids, Saginaw, Lansing, Detroit, and all Northern points on the C. & W. M. R. R., also with C. & W. M. for Allegan, Marshall, Battle Creek and Toledo, via C. & W. M. and D., T. & M. railroads.

The elegant and fast steamers of this line leave Holland daily at 8 p. m. leave Chicago daily at 7 p. m., making close connections at Holland in the morning with the Northern and East bound trains.

	Single	Round
Fare, Grand Rapids to Chicago	\$3.15	\$5.00
Fare, Allegan to Chicago	3.15	5.00
Fare, Holland to Chicago	2.25	3.50

Berth included.

Through tickets can be purchased at all stations on the C. & W. M., D., G. R. & W. and D., T. & M. R'ys. C. & W. M. train leaving Grand Rapids at 6:25 p. m. daily makes close connection at Holland with steamers of this line for Chicago.

Office, No. 1 State St., Chicago. Charles B. Hopper, Gen'l F. & P. Agt.

POOR ECONOMY

It is poor economy to handle cheap flour. It is never reliable. You cannot guarantee it. You do not know whether it will make good bread or not. If it should not make good bread—and poor flour never does—your customer will be displeased and avoid you afterwards. You can guarantee...

"Lily White" Flour

We authorize you to do so. It makes good bread every time. One sack sold to-day will bring customers for two sacks later on. Order some NOW.

Valley City Milling Co.

Grand Rapids, Mich.

FOUR REASONS



why grocers should sell a brand of Stove Polish which, above all others, consumers want, and for which grocers can offer no substitute without injury to their trade.

Enameline The Modern STOVE POLISH

First: It is Superior to all others in Quality. Second: It gives Perfect Satisfaction to consumers. Third: It is Thoroughly Advertised and sells itself. Fourth: No other Stove Polish on earth Has so Large a Sale.

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.



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We have completed arrangements with one of the largest publishing houses in the country whereby we are able to offer a splendid set of portfolios, each containing sixteen to twenty-five beautiful, halftone naval views, $11\frac{1}{8} \times 13\frac{5}{8}$ inches, printed on heavy art paper, giving one absolutely free with each quarter's worth **at retail** of our new

"Cuba Libre" Soap

These portfolios are totally different from any others on the market. They do not contain old, second-hand photographs of scenes of Hawaii or Cuba; but are confined entirely to appropriate pictures of our different cruisers, battleships, gunboats, etc., with full descriptions of all their important features, giving their cost, equipment, date of commission, number and sizes of guns, number of officers and men carried, etc. They also contain views with descriptions of the best Spanish boats.

All the scholars in our higher schools want a set of these for their splendid historical value. There is no better way to follow the war news intelligently than with one of these portfolios at hand.

The present war is so largely a naval war that every man, woman and child in the United States is interested in everything appertaining to our navy and wants one of these portfolios, and you can give them one without any cost to you or them.

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25-Cent Portfolio Sold for a Quarter
And 25 Per Cent. Profit to You!**

To Show Our Faith in These Goods, We Will Give You a Quarter Dollar for a Cent

If you are a retail grocer and have never carried in stock "Cuba Libre" Soap, send us your name on a postal and we will send you, absolutely without cost, a sample portfolio of the series and full particulars of our splendid offer. We do this because we feel certain that if you see the first one of the set, you will never be satisfied until you get the balance for yourself and for your customers.

This is absolutely the best soap offer on the market to-day. Ask your jobbers for prices and particulars.

ALLEN B. WRISLEY CO., Chicago

(This advertisement will not appear again)