

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS.

\$1 PER YEAR

Volume XV.

GRAND RAPIDS, WEDNESDAY, JUNE 22, 1898.

Number 770

New Wall Papers

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

HARVEY & HEYSTEK COMPANY,
GRAND RAPIDS, MICH.

Everything in the Plumbing Line

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.

WEATHERLY & PULTE, 99 Pearl St., Grand Rapids



FLY BUTTONS

A scientifically compounded, non-cathartic poison, killing flies or ants quickly. 6 thick 3 1/2 inch diameter sheets of green paper, with red label, retail at 5 cents.

FOR THE TRADE

30 cents per doz., in fancy counter display boxes of 3 doz., coupon in box, which equals 5 cents per doz. off. It pays to push for coupons.

COUPON PREMIUMS

For 2 Coupons, Rubber Dating Stamp, worth 40 cents; prints, "Paid," "Ans'd," "Rec'd," "Acp'd," "Ent'd," and dates to 1903. For 3 Coupons, Patent Pneumatic Ink Bottle worth 60 cents; pressure into funnel top brings up ink from center of bottle; no thick ink with this. For 6 Coupons, 1/4 gross Fly Buttons, delivered.

TO STATE YOUR TRADE

We furnish through jobber, free samples for your customers. We are the only firm doing this; it increases sales 50 per cent. Try it. If your jobber don't fill your order, upon receipt of price we ship direct, paying charges.

ORDER FROM JOBBERS.

THE FLY BUTTON CO.,
MAUMEE, OHIO

TANGLEFOOT

Sealed Sticky Fly Paper

ONE OF THE MOST PROFITABLE THINGS YOU SELL.

Popular aversion to flies is growing, and Fly Destroyers are coming into greater use. Of all means for their destruction Tanglefoot is the most practical and the best on account of its greater efficacy, cleanliness, endurance and cheapness. This is why the sale of Tanglefoot increases yearly.

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.

PRICE, 30 CENTS A BOX.—\$2.55 A CASE.



YOUR
WHOLESALE
SELLS
TANGLEFOOT.



The War Tariff Will Not Affect

"MR. THOMAS"

The Most Popular Nickel Cigar on Earth



Ruhe Bros. Co., Makers.
Factory 956, 1st Dist. Pa.

F. E. Bushman, Representative,
Kalamazoo, Mich.

Mail Orders Solicited.

PURITY AND STRENGTH!

FLEISCHMANN & CO.'S COMPRESSED YEAST



As placed on the market in tin foil and under our yellow label and signature is

ABSOLUTELY PURE

Of greater strength than any other yeast, and convenient for handling. Neatly wrapped in tin foil. Give our silverware premium list to your patrons and increase your trade. Particular attention paid to shipping trade. Address,

FLEISCHMANN & CO.

Detroit Agency, 118 Bates St.

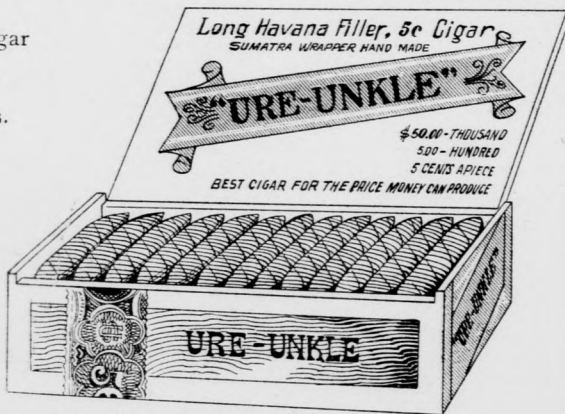
Grand Rapids Agency, 26 Fountain St.

URE UNKLE

A 10 cent cigar
retailing
for 5 cents.

MICHIGAN
CIGAR
Co.,

BIG RAPIDS,
MICH.



The Hard Luck Tune

is never sung by retailers who offer

Queen Flake Baking Powder and Northrop Flavoring Extracts.

Sold at good profit and low prices,
quality considered, and guaranteed
to give entire satisfaction. Manu-
factured only by

**Northrop,
Robertson
& Carrier,**

Lansing, Michigan



The Celebrated

Buffington Acetylene Gas Machine

Only machine sold in Michigan that has received letters patent and has been approved by the National Board of Underwriters. Estimates will be furnished by applying to the

MICHIGAN ACETYLENE GAS CO., Ltd.
JACKSON, MICH.

Bangor, Mich., March 22, 1898.

Michigan Acetylene Gas Co., Ltd.

Gentlemen: The Buffington Acetylene Gas Machine recently put in my store by your agent, C. G. Putnam, gives splendid satisfaction, and especially the part of the store where I show wall paper; customers can pick it out almost as well as by daylight. Wishing you success, I remain

H. D. HARVEY.

SPROUL & MCGURRIN,

General Agents for Western Michigan.

Display rooms, 184 E. Fulton St., Grand Rapids.

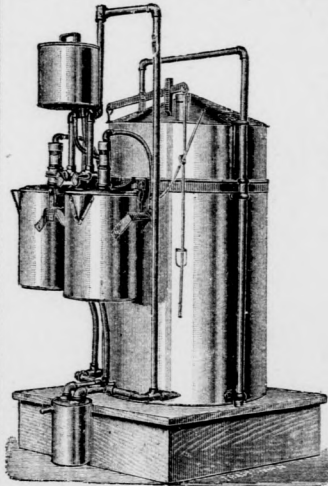


THE KOPF ACETYLENE GAS MACHINE

The best and most economical
machine made for residence
and store lighting.
PUT AWAY YOUR KERO-
SENE 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.

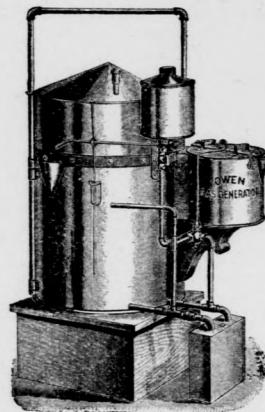


THE OWEN

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 UNDERWIT-
- ERS' INSURANCE ASSOCIATION.
- For full information and prices
- address the manufacturers.

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



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.



WORLD'S BEST

S.C.W.

50. CIGAR. ALL JOBBERS AND
G. J. JOHNSON CIGAR CO.
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.

MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, JUNE 22, 1898.

Number 770

THE MERCANTILE AGENCY

Established 1841.
R. G. DUN & CO.
 Widdicomb Bld'g, Grand Rapids, Mich.
 Books arranged with trade classification of names.
 Collections made everywhere. Write for particulars.
L. P. WITZLEBEN Manager.

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

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

Michigan Representatives The Furniture
 Commercial Agency Co. "Red Book."
 Reports and Collections.
L. J. STEVENSON, Manager and Notary.
R. J. CLELAND, Attorney.

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.

If You Hire Help

You should use our

Perfect Time Book and Pay Roll.

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

BARLOW BROS.,
 GRAND RAPIDS, MICH.

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.....	\$12,200
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 Dollar

TRADESMAN COUPONS

COLLAPSE AT CLEVELAND.

Sulter Utters Mortgage to His Sons and Assigns.

Two weeks ago the Tradesman uttered the following timely warning to its patrons relative to A. Sulter, the Cleveland commission merchant:

Notwithstanding the fiascos of Chandler and Blackwell last year and the very disastrous experience of Hager this year, a Cleveland house is now flooding the State with circulars, offering at least a cent more for eggs and two cents more for butter than the market warrants. In all probability, there will be found plenty of merchants who are credulous enough to take the bait thus thrown out, but the Tradesman believes that few of its readers will be caught a second time by such methods.

A week ago the Tradesman published three letters pertinent to the subject—one from an Ithaca shipper who had undertaken to do business with Sulter, one from a Cleveland commission merchant who is familiar with Sulter's methods and one from an Eastern handler who has watched Sulter's career for several years—summarizing the situation as follows:

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.

In the meantime the Tradesman had exhausted its resources in undertaking to secure a statement as to Sulter's assets and liabilities, so as to form a conclusion as to net worth. He refused to make a statement for Dun & Co., and an appeal from the Tradesman direct resulted in a letter, referring the enquiry to the German-American Savings Bank. To this letter the Tradesman replied as follows:

We are in receipt of your favor of June 9, in which you refer us to the German-American Savings Bank of Cleveland. We do not care for references of this character because our experience leads us to believe that they possess no value whatever. What we wish is a statement of your assets and liabilities over your own signature. You are sending out circulars in large quantities to Michigan merchants, soliciting shipments, quoting prices which we believe to be above the basis of the market. If you are able to do this financially, we certainly have no objection, but if you have not sufficient backing to warrant such methods, we must certainly object to your continuing the same, so far as the merchants of Michigan are concerned.

Please reply to our request and furnish us a full and detailed statement of your assets and liabilities, in default of which we shall be compelled to warn our people that you are unworthy of their confidence.

No reply to this request was received, but on Friday of last week R. G. Dun & Co. suspended Sulter's rating and the

following day he uttered two chattel mortgages to his sons—a \$5,000 mortgage to Richard Sulter on his stock of butter and eggs in the storage house of W. J. Benton & Co. and a \$3,000 mortgage to Geo. Sulter on his stock in the Sheriff Street Market Storage Co. He thereupon assigned to J. J. Laisy, who immediately furnished a \$50,000 bond and took possession of the assets. No official statement as to the assets or liabilities has reached the Tradesman, but Sulter informed a reporter of the Cleveland Plaindealer that his assets were \$75,000 and his liabilities about the same. He also asserted that he had been in business since 1864; that he was not in the habit of paying above the market price; that he does not owe the banks or anybody except shippers who have sent him goods; that he could have met his obligations if all his creditors had not demanded their money at once; that his collapse is due to the action of the Tradesman and Ohio Merchant in cautioning their patrons to confine their dealings with him to cash transactions; that he will pull through all right and be in business again within six months.

The Tradesman cheerfully gives place to Mr. Sulter's statements and sincerely hopes, for the sake of the shippers who have sent him goods for which they have received no pay, that he will be able to "pull through all right." If he pays 100 cents on the dollar, the Tradesman will cheerfully doff its hat to him and publicly acknowledge that he was right and the Tradesman was wrong. Judging by the experience of others, however—especially such shining lights as Blackwell, Chandler and Hager—the Tradesman fears that the doffing of the hat will have to be done by others.

The Russian cotton industry is now in so flourishing a condition that it has not only almost driven foreign productions from the enormous interior market, but the exportation of its manufactured articles to foreign countries is also constantly on the increase. While Russia numbered 350,000 spindles in 1843, each of which furnished annually one pound of spun goods, the number at present is 5,000,000, each of which supplies more than double that weight. The imported raw cotton is being gradually replaced by Russian cotton, and already one-fourth of the quantity worked up is derived from Central Asia and Caucasia. The Russian cotton, grown from American seed, is said to equal the American both as regards the length and strength of the staple, and is quoted on 'change at as high a price as the latter. The aggregate quantity of cotton now used in the Russian factories amounts to 12,500,000 pounds, about one-tenth of the whole quantity used in Europe and America.

Public ovens are established on most of the residential streets of Japanese cities, where people can have their dinners and suppers cooked for them at trifling expense.

It is nothing remarkable that citizens must have the stamps to get smoothly and safely through a war period!

THE PRICE OF BREAD.

Nothing so clearly illustrates the fact that the people of the whole world are bound together by the golden chain of commerce as the fact that when the price of an article of necessary daily consumption rises in any great producing country it rises in all other countries.

This was strikingly demonstrated in the recent rise in the price of wheat in the United States. When the news was telegraphed across the ocean, there was a general rise of breadstuffs all over Europe. It is now realized in Europe that when there is any deficiency in the grain crops of Russia and Hungary, which are the chief of the European wheat producers, the United States must be depended on for daily bread.

The area of the wheat region of the United States is so vast that a general failure of the crop is well-nigh impossible, either from excessive cold in winter or drought in summer, and it is becoming well understood how essential is America to the welfare and happiness of the masses of the people in Europe.

This does not depend so much upon the amount of breadstuffs America sends regularly to Europe as it does upon the fact that nearly always, in years of great crop failures, the United States has usually held the balance of power, so far as breadstuff resources were concerned, and in each instance their position and supply have determined the cost of the European loaf of bread, which means the comfort and weal of the masses; for in Europe, bread and potatoes furnish about 90 per cent. of the nourishment of the laboring class.

The profound effect of the recent rise in price of wheat in the United States is seen in the recent serious and bloody riots in Italy; in the distress and suffering in Spain; in the general dissatisfaction in Germany; in unrest and anxiety in France, while millions of people in Russia are in need of bread; so that, while the American farmers have been full of glee at the high prices of wheat, many millions of people abroad have suffered most grievously, and millions at home have had to pay higher prices for bread with no corresponding rise in their wages.

For a nation at war to borrow \$200,000,000 at only 3 per cent. interest and sell its bonds at par is an unprecedented thing. There is no nation in the world, except Great Britain, whose consols pay as low a rate as 2½ per cent., that can get better terms from its creditors than that while there is peace. British consols are an indefinite loan, which adds to their value when investors face the problem of a steadily decreasing rate of interest. The United States is really second on the list to-day in respect to its National credit, for, although it pays 4 per cent. on its latest loan, this loan now sells for 124 in the market, which makes an actual earning power of 2¾ per cent.

There is no difficulty in finding heroes in a navy in which every man is a hero when he has a chance to be.

Dry Goods

The Dry Goods Market.

Staple Cottons—Drills are somewhat more active than other brown goods, excepting duck. Both duck and drilling is profiting by continued large contracts for grades suitable for Government use. Many mills have turned their whole productive capacity upon such goods. The price position of this part of the market continues very strong, but is unchanged. Denims have been the favorite with buyers of colored goods recently, and several leading makes of nine and ten ounce goods are somewhat more firmly held than was the case two weeks ago. Plaids continue in good demand and they and stripes, checks and chevrons are generally firm in price. Tuckings are rather slow of sale, and low grade staple lines are unsteady in price; fancies are not subject to fluctuations, owing to small accumulations.

Prints and Ginghams—New prices have been named by nearly all agents upon new lines of fancy prints and considerable business has been done, but the market has not yet assumed an even price position. The reductions in prices are equivalent to a cut of $\frac{1}{4}$ cent per yard, but several agents are offering discounts in excess of those generally granted, and some friction and unsteadiness in values will probably be the result temporarily. This is nothing unusual at this period of the season, but will cause buyers to exercise considerable discretion in placing orders until it is corrected. The position of mourning prints is unchanged and any early recovery to a higher price basis is rendered unlikely by the reduction of other makes of these goods to the present level. Robes, draperies, cretonnes, etc., have moved with considerable freedom during the week, and a nice business continues to be done in napped prints. Gingham are very active and the arrival of new makers in this field does not appear to satiate the trade. There are no stocks of seasonable lines upon the market; in fact, many mills are behind with deliveries of such goods to-day. Domets and other woven napped cottons have been fairly active during the week, and are very firm in price.

Dress Goods—The past week in the dress goods market has been practically a repetition of the week before. Jobbers are still very hopeful, but the amount of business transacted is very light. Orders which have come to hand are almost entirely for immediate consumption, and unless the goods can be delivered almost on the spot, they are not wanted.

Flannels—Flannels have been extremely quiet, with the exception of blues, which have been well cleaned up for Government supplies for shirtings. The indications are that there will be a large demand for fancy woven black goods before the fall season ends. A few manufacturers have put a fabric on the market made of part cotton and part wool in matalaise or brocaded weaves, which are meeting with quite good success. These lines were but recently brought out and, to judge from the size of the initial orders on them, promise to be a feature of the dress goods business this fall. Many of the large retailers are not heavily stocked for fall business, and the advent of the season must force them to become quite large buyers. The jobbing houses have in some cases fairly good stocks, but the size of these stocks is not formidable, and if

there is the slightest foundation for the optimistic views expressed in many quarters, they will have to begin duplicating as soon as the country trade begins, about July 16 usually.

Hose—The demand for fancy half hose at first hands has grown somewhat slack, except for immediate consumption, and it is generally thought that the conditions will return to those of two or three years ago, when half dozen or a dozen styles were all that were carried.

Status of the Carpet Trade.

There is nothing gained in disguising the fact that certain large manufacturers of tapestries, by their recent action, have served notice upon the smaller makers to give up the manufacture of these goods. One large mill that is principally responsible for the present demoralized condition of the market has the capacity to meet the total normal demand of the country for these goods if it be run at its highest producing power. It is only by running a mill in this manner that the largest economies can be conserved, and that is what the manufacturers in question intend to do. The fight will not end with another auction if other manufacturers attempt to thwart this policy. The following article from the Carpet and Upholstery Trade Review discloses the feeling of the trade regarding the policy of some well-known manufacturers:

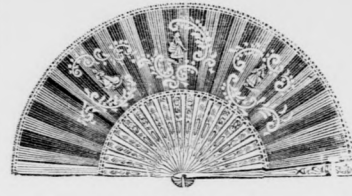
That the market has been disturbed through the sales at auction and sales of surplus stocks in tapestries, velvets, Axminsters, etc., goes without saying. That such stocks were accumulated is unfortunate for the trade, as a whole, and of doubtful benefit to the producers. The policy of running in accordance with demand has proved beneficial to the Philadelphia manufacturers, and it would seem as if the same policy might be wisely adopted by other makers.

There is no gainsaying the right of a manufacturer, or jobber, or retailer to dispose of his wares in any manner he chooses, but the buyer has an equal right to purchase according to his best judgment. From all we can learn the large majority of buyers are opposed to such violent depreciations of values as have occurred in the goods above mentioned.

No merchant can get in and out of stock quick enough to accommodate himself to the rapid changes which have occurred in these prices during the past forty-five days, and it certainly seems judicious for the manufacturers to conserve the merchants' interests. One can not do without the other, and the protests of merchants against the recent market changes will doubtless be heeded. The one favorable outlook is that, despite the great quantity of goods let out since May 1, there is an opening for those makers who desire to continue to sell by regular methods. While orders are not as large as usual for a season's opening, we believe the trade atmosphere will clear as the season progresses and each manufacturer will find he still has an opportunity to do business.

To Sell the Government Seedless Raisins.

California seedless raisins will likely play an important part in the rations of the army and navy. William Forsyth, of Fresno, spent a few hours in Washington several days ago, and as a result of his efforts the purchasing departments of both departments practically decided to incorporate the seeded raisins in rations. Forsyth was armed with arguments showing the value of a fruit component of the ration, and was most favorably received by Commissary-General Eagan and the Chief Paymaster of the navy. He showed that seedless raisins contained properties which are most sought for in the ration, and that California could produce in unlimited quantities the fruit needed.



FANS

We have a good stock to select from: Palm Leafs in both cheap and good grades.

Japanese Folding Fans, full size, at 35c, 75c, 90c, \$1.25, \$2.00 and \$2.25 per dozen. The "Telescope" at 90c, and "Fatinitza" at \$1.25 per dozen, are both good sellers. Mail orders receive prompt attention.

VOIGT, HERPOLSHEIMER & CO.,

WHOLESALE DRY GOODS,

GRAND RAPIDS, MICH.



Fourth of July Decorations

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

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

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.

IN BAD COMPANY.

Why Dykema Cannot Succeed in the Produce Business.

There is a wide difference between a dupe and a swindler, although in the end the result is likely to be the same, so far as the people who have any dealings with either are concerned. The dupe usually emerges from the transaction minus his capital and devoid of his good name, while the swindler fattens on his ill-gotten gains and does not worry over the loss of reputation, because he had no reputation to begin with.

A couple of weeks ago enquiries began coming to the Tradesman from the retail merchants and shippers of the State as to the responsibility of J. Dykema, who purported to conduct a commission house at 47 Ellsworth avenue. At the same time the Kent County Savings Bank of this city began receiving many letters of enquiry as to the responsibility of the same person. Investigation disclosed the fact that the enquiries resulted from the mailing of a large number of circular letters from the address named, offering higher prices for

ment by offering more than the market really warrants, very few shipments have been secured, so far as the Tradesman's information goes; and, in order that the shippers of Michigan may be made acquainted with the new commission house and its location and the dilapidated appearance of the locality in which it is situated, the Tradesman presents herewith a photographic reproduction of the concern.

Benjamin F. Strifling, who is the leading spirit in the enterprise, has been frequently exposed in the columns of the Tradesman. June 17, 1896, the Tradesman warned its readers against Strifling and probably had something to do with his discontinuing the commission business on South Division street. Before the exposure, however, he succeeded in getting in a considerable number of shipments, for which he never paid, so far as the Tradesman's information goes. The business at that time was ostensibly managed by Chester A. Lamb, and the retirement of Lamb and Strifling from the produce business was undoubtedly hastened by their arrest, in connection with one Roland, on

ing to assume that he is an honest man and that he has been led into this enterprise by the designing hand and cunning representations of Strifling. In any event, he will emerge from the undertaking wiser in experience and poorer in purse than he was in the beginning.

Rumor Grew.

Bill—"I understand that you told Gill that you raised some potatoes on your place as big as my head."
Jill—"No; I never said as big as your head; only as big as your brain."

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.
The Oldest and
Largest Manufacturers of



**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

on this Continent.

No Chemicals are used in their manufactures.

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

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

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

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

Walter Baker & Co. Ltd.
Dorchester, Mass.

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.

SPAIN WILL SETTLE

Dwight's Liquid Bluing never settles.

Manufactured by

The Wolverine Spice Co.,
Grand Rapids, Mich.



produce than the market really warranted. The person primarily responsible for the letters is Jacob Dykema, a young man 25 years old, who had worked as a metal polisher for several years in the factory of the Grand Rapids Brass Co. He managed to accumulate about \$300, which he had deposited in the savings department of the Kent County Savings Bank. Benjamin Strifling convinced him that there was money in the commission business, and the premises at 47 Ellsworth avenue were thereupon leased from A. B. Knowlson for \$2 per week. Strifling ordered the necessary printed matter, giving the Kent County Savings Bank as reference, although no authority to use the name was first obtained of any officer or employe of the Bank. As soon as the letters of enquiry began coming into the Bank, Mr. Dykema was notified that he must not use the name of that institution as reference, whereupon he says he withdrew his money from the Bank, and has since sunk about \$100 in getting the business "on its feet," as he expresses it. Strifling has been actively identified with the business, although Dykema insists that he is working on a salary and does not share in the profits or losses of the enterprise. Although energetic efforts have been made to get goods on consign-

a charge of fraud. About a year ago, Strifling and the elder Lamb engaged in the commission business in Milwaukee, but as it was expected that shipments would be mainly obtained from the fruit growers on this side of the Lake, and as the Tradesman promptly exposed the shortcomings of both gentlemen, few shipments were forthcoming and the attempt was abandoned. Some years ago Strifling conducted a saloon of questionable repute on Kent street. He has long had the reputation of being a dead-beat and any one who has anything to do with him or with any house with which he is connected is quite likely to be sorry.

The Tradesman advises shippers to avoid having any dealings with Mr. Dykema, except on a cash basis, for several reasons: First, because he has not sufficient capital to properly exploit the business, \$200 being too small a sum to swing a business of this kind successfully. Second, he has had no previous experience in the business, has no acquaintance with the trade and has no facilities for unloading consignments to advantage. Third, his association with Strifling is in itself sufficient cause to regard him with suspicion. The Tradesman knows very little about Mr. Dykema or his antecedents, but is will-

LADIES' AND GENTS' SUMMER NECKWEAR.

Send in your orders for the latest styles, also National Colors in Bows, Clubs and Four-in-hands.

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.

Monterey—A. B. Towne has removed his grocery stock to Hopkins Station.

Clifford—Sanford & Seaman have purchased the A. R. Pulling hardware stock.

Albion—A. J. Howard & Co. have purchased the grocery stock of Smith W. Hill.

Jackson—Isaac S. Given, boot and shoe dealer, has removed to Davenport, Ia.

Marquette—F. L. Herlick & Co., grocers, have dissolved, F. L. Herlick succeeding.

Cheboygan—M. J. Cain has closed out his furniture stock and retired from business.

Saginaw—Hemmeter & Keith will shortly open a confectionery store at 603 Court street.

Big Rapids—R. W. Rastall will remove his jewelry stock to Kalamazoo about July 1.

LaSalle—Hugo R. Delfs has opened a tobacco and news store at 125 Michigan avenue, East.

Allegan—George H. West has opened up a drug stock in the corner room of the new Parker block.

Freeport—Frank Smelker and Len Wolcott have purchased the meat business of Geo. Simpson.

Clifford—J. F. DuSaar has sold his drug business to J. F. Turner & Co., who have increased the stock.

Alma—Judson Losey, of Yale, has engaged in the jewelry and musical instrument business at this place.

Isbipeming—Sam Collins has taken control of the meat business heretofore conducted by O. Forsberg & Co.

Gaylord—Johnson & McFayden succeed Wolverton & McFayden in the grocery, crockery and feed business.

Benton Harbor—C. W. Teezel has sold his jewelry stock to G. W. Haydon, but will remain in charge of the business.

Dexter—John Croarkin, for many years engaged in the grocery business at this place, has sold his stock to P. Sloan & Co.

Byron—A. F. Hunt has purchased the interest of his partners in the Byron Exchange Bank and will continue the business alone.

Fowler—Feldpausch & Geller, meat dealers, will remove into the double store building now being built for them about July 1.

Marshall—Leedle Bros., of Fowlerville, have purchased the hardware stock of Cook Bros. and will continue the business at the same location.

Honor—H. T. Phelps has purchased the general stock of J. L. Crane and will continue the business at the same location. Mr. Crane will remove to Chicago.

Detroit—The Lyon Bros. Co. has certified to the County Clerk that the property and franchises of the corporation have been sold, and that the company has ceased to do business.

St. Ignace—John Quance has purchased the news and confectionery stock of H. B. Cornell and, in company with his brother William, will continue the business at the same location.

Port Huron—Armstrong & Graves, who have been engaged in the wholesale grocery business here for the last twelve years, will shortly retire from trade. They give as their reason that the margin on groceries is so small that it is impossible for a small jobbing house to make a success of the business.

Owaso—Phelps, Brace & Co., wholesale grocers of Detroit, have offered Byron Dawes, of this city, the position of Upper Peninsula traveling representative, with a salary of \$1,500 a year.

Hancock—Andrew Bram, who has been several years a clerk for S. D. North, has opened a new drug store here. Arthur T. Ellsworth will have charge of the pharmacy department.

Addison—Butter was never so much of a drug in the market as at present. There is absolutely no sale for it here, all grocers being stocked, and good dairy butter is going begging at 9 cents a pound.

Ludington—David Betka and George Turgeon have purchased the Robert Peterson meat market, which was sold a short time ago to Geo. Mussler. Mr. Peterson has purchased the meat business of C. L. Brown & Co. and will continue the business at the same location.

Morenci—The business men of the village wish it distinctly understood that hereafter they positively will do no business nor be at their places of business on Sunday. A pledge to this effect has been signed by nearly every man representing a business in Morenci.

Detroit—The arrest of a prominent baker, John Courado, for selling short weigh bread, has led to the discovery that numerous Detroit bakers have resorted to the deception to avoid advancing the price of loaves. The alleged shortage is one to three ounces to a pound. Recorder Chambers asserts that he will prosecute the case vigorously.

Menominee—George Morley, of the firm of Morley Bros. (Saginaw), and President of the Menominee Hardware Co., was in the city a few days ago and placed E. B. Norris, an old employe of Morley Bros., in charge of the store here as manager. The work of taking inventory of stock is now progressing under his direction, assisted by Mr. Hastings. Mr. Heinrichs will continue as traveling solicitor and salesman.

Pontiac—W. J. Fisher has sold his drug stock to Chas. M. Smith, who for twelve years has been traveling salesman for T. H. Hinchman Sons & Co., of Detroit. The store was for many years conducted by A. Parker, and is yet known to many as the "Parker" drug store. It afterwards passed into the hands of Woodward & Payne, then the C. J. Payne Co., from whom it passed into the hands of the late owner, who sold it to Mr. Smith. The new proprietor will not give up his job with the Michigan Drug Co. The store will be conducted under the charge of Guy Walters, formerly of Clarkston, but recently an employe of the Michigan Drug Co.

Manufacturing Matters.

Tecumseh—C. A. Slayton will shortly erect a grain elevator with a capacity of 10,000 bushels.

Zeeland—The South Ottawa Cheese Co. has put in a separator, so as to be able to make butter as well as cheese, if necessary.

Holland—The three-story brick addition to the West Michigan Furniture Co.'s plant will be completed in about two weeks. The dimensions are 75x150 feet.

Grand Ledge—The Grand Ledge Canning Co. has been reorganized under the style of the Grand Ledge Canning & Preserving Co., the stockholders being J. W. Sisco, A. T. Holmes, A. B. Shumaker, W. R. Clark, B. W. Kennedy and W. Rollee.

Reed City—C. A. Wathey has purchased the excelsior plant of J. H. Andrews & Co. and shipped it to Harrietta, where it will be operated in connection with the shingle mill of H. M. Patrick.

Manistee—The Buckley & Douglas Lumber Co. is preparing storage room for 10,000 barrels of salt in addition to its present capacity of 300,000 barrels, and is packing out 2,500 barrels daily.

Bay City—The mill of the Hitchcock Lumber Co. started operations for the season last Thursday, with a crew of thirty-six hands. It is expected the plant will run steadily through the season.

Saginaw—Fred and Harry Frazee have patented and begun the manufacture of a safety casket lock. The device consists of two nickel-plated steel books attached to either end of a short oak bar.

Manistee—Louis Sands' new sawmill is in operation, but running only the circular at present, on hemlock, and getting out timber and material for the new salt block to replace the one burned recently.

Muskegon—After a thorough investigation of the beet sugar industry, the Chamber of Commerce is willing to take steps toward the erection of a factory if the farmers will agree to grow the beets.

Battle Creek—The Battle Creek Steam Pump Co. is doubling the capacity of its foundry by the addition of a new building, 60x60 feet in dimensions, which will be equipped with a traveling train and air hoist.

Saginaw—The Saginaw Lumber & Salt Co. has started its plant with a night shift. This concern is having a phenomenal trade this season, having nearly closed out all of the old stock on the mill docks. The company does a large yard business.

Bad Axe—Samuel Robinson is building a saw and shingle mill on the Mertz branch of the Lewiston branch of the Michigan Central about ten miles from Grayling. He purchased what is known as the King timber tract and expects to cut 30,000 feet of lumber and 40,000 shingles daily.

Detroit—Freidman & Forester, manufacturers of knit goods at St. Louis, Mo., want to move to Detroit and are negotiating for a cite through real estate dealers here. The firm wishes to erect a three or four-story factory building, where 100 hands will be employed. No bonus is asked.

Onaway—Kelley & Williams have completed their contract with C. A. Miller & Co. and have already begun sawing 300,000 feet of basswood logs for H. Dickerson. The mill will be restocked at once. C. A. Miller & Co. are building a pole track from the mill to a tract of timber 120 rods away.

Bay City—The E. J. Vance Box Co. has made arrangements to rebuild its box factory on North Madison avenue, on the site of the factory destroyed by fire about a month ago. The new plant will be larger than the old one, covering a ground space of 140x128 feet. The work of rebuilding is now in progress.

Pentwater—The largest business deal ever closed up in Pentwater was consummated last week when E. G. Maxwell completed the sale of his entire interests in the Sands & Maxwell Lumber Co. and the Pentwater Bedstead Co., and A. W. Newark became a member of the corporation. The deal has been contemplated for some time. Mr. Maxwell came to Pentwater in June, 1863, thirty-five years ago, and became con-

nected with the corporation in 1875, since which time he has been in the harness every day, helping to build up the business which has assumed such mammoth proportions.

Bay City—There has been a very good trade in hardwood lumber and the stock of dry lumber is pretty well cleared up. There was not so large a stock of hardwood logs put in last winter as was expected, owing to the deep snow and its sudden disappearance. Prices are firm, particularly for oak and ash. There has not been much call for maple, but basswood moves freely and rock elm is firm. Eight hundred thousand feet of basswood will be shipped next week from Black River to Oswego.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association held at the office of the Tradesman Company on Tuesday evening, June 20, Vice-President Wagner presided.

Alex Ekkens, grocer at 343 West Bridge street, applied for admission in the Association and was accepted.

The Executive Committee reported that it had held a meeting at Sweet's Hotel the previous Friday evening and unanimously adopted the following resolution, which had already been furnished the daily papers:

Whereas—The price of bread was recently advanced by the bakers to meet the increased price in flour; and

Whereas—The price of wheat has lately declined to nearly the former basis, while bread still remains at the high figure; therefore

Resolved—That we place ourselves on record as opposed to a continuance of the present price, believing that bread should be reduced at least 1 cent a loaf in order to equalize the present disparity between flour and bread.

The action of the Committee was commended and the members noted, with pleasure, that it has had the desired result, inasmuch as the bakers had decided to reduce their retail price from 6 to 5 cents and the wholesale price from 5 to 4 cents.

Secretary Klap made a report of his recent trip to Grand Haven, made at the instance of the Committee on Picnic, and stated that everything that could be done to render the event an enjoyable one would be undertaken by the retail dealers of Grand Haven in case that place was selected as the place of holding the picnic.

Chairman Wagner, of the Committee on Picnic, reported progress in the matter of negotiating for a special train on the Grand Trunk Railway and was given further time. Mr. Wagner asserted that the selection of Grand Haven for the place of picnic would be the means of cementing the friendship already existing between the retail dealers of the two cities, and that if the invitation of the Grand Haven dealers was accepted, he would insist upon Grand Rapids reciprocating in the same way next year.

B. S. Harris thought that a 50 cent railway rate would attract a large crowd.

Mr. Lehman recommended that President Katz, Secretary Hilber and Treasurer Hufford, of the Retail Meat Dealers' Association, be invited to be present at the next meeting to act in behalf of the butchers in making the preliminary arrangements for the picnic.

On motion of Mr. Lehman, it was decided to hold a special meeting next Tuesday evening to complete the arrangements. The Secretary was instructed to issue cards, urging every member to attend the meeting and also advising that the following prices be observed in the sale of fruit jars: Pints, 60 cents; quarts, 65 cents; half gallons, 75 cents.

There being no further business the meeting adjourned.

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

A bridle for a woman's tongue is a necessary part of her harness.

Grand Rapids Gossip

The Grocery Market.

Sugar—The guarantee of the refiners that there will be no lower prices this month has tended to make the market steady. There is some speculation over the effect on prices which the war tax of one-fourth of 1 per cent. on sugar refiners is likely to have. This is a small percentage, but the Trust is not given to paying even small expenses where it can foist them on the grocery trade or consumers. Whether they will follow their custom in this particular case remains to be seen.

Tea—Cables from Japan state that the price of the new crop has advanced instead of declined, the cause being that the cost of native living has advanced in Japan, and higher prices for tea are necessary to make both ends meet. The first crop is said to be the smallest for nine years, and consequently the advances will be maintained on the first new teas at any rate. On the second-crop teas the future is uncertain.

Coffee—The movement is good, rather better because the stocks bought under the very low prices are now being exhausted to some extent. The demand is better on bulk goods, but still runs largely to package coffees. No report from the Brazil fields goes to indicate that there will be reason to look for higher prices.

Canned Goods—New peas are firm and active on reports of short crop and short pack, especially of the higher grades. Some packers advanced 5c per dozen on these during the week. Further advances may occur. Spot tomatoes are very dull and weak. It is said that some holders offered to shade the price, but no sales were made. The Government contracts for three-pound goods, which are expected to be awarded any day, will probably stiffen the market. Whether they will actually advance depends on the size of the orders. Future tomatoes are quiet, but are firmer than spot. Spot corn is very dull at unchanged prices. Future corn is also dead. Peaches are in small demand. The high prices of the new pack of Californias curtail the demand somewhat. No prices on Eastern futures have yet been made.

Dried Fruits—An association of California raisin growers has been formed which promises to hold the market more steady the coming season, and also hold more of the profits for the growers. This will not be necessarily an evil to the market at large, if it is not overdone. This association is to pool its products, with a selling committee of seven. The committee are authorized to sell the raisins in the sweat box at a minimum price of 2½c, or may sell at discretion in such markets and at such times as their best judgment shall dictate. The grower will give one or the other of these options to the committee when he sends in his fruit. The raisin packers are said to favor this move of the growers.

Rice—Foreign markets are very firm and Southern handlers are very conservative. Holders are asking full prices.

Syrups and Molasses—There is comparatively no sugar syrup in first hands, but the market has still been somewhat weaker. Whether there is a decline depends on the output. Very little molasses is selling, and prices are unchanged. Fluctuations are hardly likely in the near future, although there is a decided scarcity of fine grades.

Salt Fish—Receipts of old mackerel during the past week have been somewhat larger, but the fish have been thin and of undesirable quality. The demand for fall-caught mackerel seems to be improving. No further change in price is expected during the coming week. Cod is dull at unchanged prices. Lake fish is still firm and with only a moderate demand. Salmon is a little stiffer on account of the Government contracts, and as stocks begin to be taken will probably advance. Domestic sardines have reacted from the lowest point about 10 cents per dozen.

The Produce Market.

Bananas—No lack of stock is complained of. The war thus far has done little but to frighten prices into a higher level. The movement is very good, probably as heavy as it will be for any month of the year. The street sale is large, and shipping demand is good.

Beet Greens—20@25c per bu.

Beets—New, 25c per doz. bunches.

Blackberries—The home grown crop promises to be large in size and fine in quality, unless there should be a drought. It will begin to come in within three weeks.

Butter—All grades are a little stronger and higher. Factory creamery commands 16c, fancy dairy 10@12c and packing stock 8@9c.

Cabbage—Home grown is in meager supply at 50c per doz. Cairo commands \$1.25 for 3 doz. crate and Mississippi \$1.50 for 5 doz. crate.

Celery—25c per bunch. Offerings are fine in quality and excellent in flavor.

Carrots—15@20c per doz. bunches.

Cherries—75@90c per crate of 16 qts. for red or black.

Cocoanuts—4@5c.

Cucumbers—40@50c per doz. for home grown.

Eggs—Local dealers pay 8c on track, holding case count at 9c and candled at 9½c.

Gooseberries—60@75c per crate of 16 qts.

Green Onions—10c per doz. for silver skins.

Green Peas—60@75c per bu. for home grown.

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

Lemons—Prices are advancing rapidly, with prospect of further advances. The season is right for a large sale, and the demand good. Both Messinas and Californias are in good demand and both have advanced. Top price on fancy Messinas is \$5 per box.

Lettuce—25c per bu. for head.

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

Oranges—Very few good navels are left in this market, but there is a good supply of Mediterranean sweets and seedlings.

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

Pineapples—Floridas, \$1.25@1.75 per doz.

Pop Corn—50c per bu.

Potatoes—Old stock is pretty well played out, the price having declined 10c during the past week, being now held at 50c. New stock fetches 75@85c per bu. and \$2.25@2.50 per bbl.

Radishes—10c per doz. bunches.

Raspberries—Home grown will begin to come in next week. The crop will be large in size and the yield is expected to be the largest ever known.

Strawberries—The crop is pretty well cleaned up, present offerings being inferior in size but superior in quality to last week's receipts. Price ranges from 50@75c per 16 qt. crate.

Tomatoes—\$1 per 4 basket crate.

Wax Beans—\$1 per bu.

Watermelons—25@35c apiece for choice Georgia stock.

Strategy is always demanding that the ocean cables shall be cut in one place and mended in another.

The free lunch attracts more men than the church festival.

THE NEW BONDS.

Liberal Subscriptions Made by Local Investors.

The banks, express companies and postoffice are receiving subscriptions for the Spanish war loan and the total subscriptions sent from this city will probably exceed \$1,000,000. These subscriptions will not represent Grand Rapids capital exclusively, but will include orders from Western Michigan generally, sent in here to be forwarded instead of through local channels. The Michigan Trust Company has already forwarded subscriptions to the amount of \$400,000 and the other banking institutions have also sent in orders, but not to so large an amount. The subscriptions will not close until July 14.

* * *

The bonds bear 3 per cent. interest, payable semi-annually, and are due in twenty years, subject to call any time after ten years. They will be in denominations of \$20, \$100, \$500 and \$1,000, and registered bonds will be in the same denomination and also \$5,000 and \$10,000. Subscriptions up to \$500 will be awarded in full, but above that amount the award is subject to reduction. The issue will be heavily oversubscribed and the larger subscriptions will undoubtedly be cut down. The largest subscription sent from this city up to date is one of \$50,000. Many orders ranging from \$1,000 to \$10,000 have been forwarded and many of the smaller denominations have been asked for and the money in payment therefor has been deposited. The small subscriptions are especially encouraged, not only by the Government but by the banks receiving subscriptions. To have the bonds widely scattered and in the hands of the people is looked upon as a good thing, not only for the Government but for the people.

* * *

The purely local subscriptions and the bonds will probably reach half or three-quarters of a million, and if the bonds shall be awarded as asked for, it will take a considerable amount of ready money out of town. The banks are pretty well loaded with funds at the present time, even although there has been a marked improvement in the conditions in the past three months. Interest rates have perceptibly stiffened since the first of the year and no longer can a customer get what money he wants on practically his own terms. The withdrawal of a half million or more from the local banks would have a still further stiffening influence, but it is probable the money would flow back again before long in various trade channels. The savings banks have not yet felt the effect of deposit withdrawals for bond subscriptions, but some of the National banks have seen their certificates of deposit account go down.

* * *

The savings banks pay 3 and 4 per cent. on deposits and the deposits can be added to or withdrawn at any time. The bonds, unless registered, are not very desirable for small investors, because they are as perishable as would be greenbacks. If an ordinary coupon bond should be destroyed or stolen it would be gone beyond recovery, but by having it registered the danger from loss would be removed. The bonds may be registered without extra charge by observing the usual formalities—even the bonds of the smallest denomination. One difference between a coupon and a registered bond is that in the former the holder clips all the coupons as they fall

due and deposits them in the bank and in the registered bonds the interest is paid in drafts that come from Washington, where the bonds are recorded. The new bonds are offered at par and when the country shall return to a peace footing, it is probable they will command a premium. In fact, a New York syndicate offered to take the entire issue at a premium of 1 per cent. The four per cents. of 1925 are now quoted at 124, making the net interest rate about 2¾ per cent., and they have been as high as 129, or on about a 2½ per cent. basis. The new 3's may go to 104 or 105, and it is in expectation of this premium that some of the subscriptions are made, on the theory that it will be a very safe speculation.

* * *

The local banks will subscribe liberally to the bonds, but have not yet specified their wants. The aggregate will probably reach upwards of a quarter of a million dollars.

* * *

The new war tax has not as yet been felt except in tobacco and beer circles, but about July 1 the people will begin to realize that war is not only h—l, but a luxury. The stamp tax on checks, drafts, notes, deeds, mortgages and other instruments of the business world will then be applied, and that a war is on will become a reality that will remind some of the older business men of the unpleasantness of a generation ago. The stamp tax will net a very considerable revenue. One of the local banks receives an average of 600 checks daily drawn by its own customers and handles about 1,800 foreign checks and drafts each day. A 2 per cent. stamp on each piece would represent a revenue of about \$48 a day for the Government from this bank alone, and this bank is only one of thousands in the country. The tax will probably curtail the use of checks to some extent, especially in the payment of small bills.

Bell Telephone Service an Expensive Luxury.

In connection with the recent configuration at South Grand Rapids, the probable loss occurring because of the unreasonable failure of the Bell telephone to connect with the city fire department system is strikingly apparent. When the first engine failed to work, word was telephoned over the Bell Co.'s lines to send another engine. This message was received at No. 4 engine house, where, instead of switching the call over to the house from which the engine was sent and enabling the order to be taken direct, as is the case with the Citizens lines, the message had to be repeated, which prevented the information in regard to the first engine not working properly, which, if known, would have enabled the first engine to be used and, possibly, have saved the Hake Manufacturing Co.'s building. This result should cause the Police and Fire Commission to discontinue the Bell Co.'s phone entirely, as better service and results are obtained over the lines owned by our own citizens.

E. J. Manshum, whose grocery stock at Fisher Station was destroyed by fire about two weeks ago, has re-engaged in business in his barn, pending the erection of a new store building at the corner of South Division street, one-half mile east of Fisher. The Ball Barnhart-Putman Co. furnished the stock.

No man need stand around the Governor's office waiting for greatness to be thrust upon him.

Woman's World

Heart Stories That No Eye Can See.

I dare say I recall an experience I share in common with thousands of other women when I say that the first novel I ever read was "Beulah." I come of serious-minded people who believe in serious literature, and to this day the word "library" suggests to me bookcases filled with glum-looking calf-bound books—commentaries on the Bible, Rollin's Ancient History, the Works of Josephus, Gibbon's Rome—all the books that are so instructive, and would be so good for us if we only read them. I had nibbled at these, like a very small mouse at a particularly big hard cheese, when one day I came across "Beulah," distinctly frivolous in pink muslin and big comfortable type. Imagine the delight of a book-hungry, morbidly-sympathetic girl-child of ten in such a treasure-trove. I read the first page tentatively and experimentally, the second with rapture, and lo, a new heaven and a new earth had opened up before me and I had been made free in all the fairy world of romance. As I recall it now, Beulah was a kind of chills-and-ague and generally-unhealthy sort of person, who had troubles and persecutions and afflictions to burn. At any rate, I know I had a perfectly heavenly time for two or three days weeping over her woes, and I well recall how one evening I had curled up on a couch to enjoy a few more afflictions before being sent to bed. I had reached that part of the narrative when Beulah decides to pack up her uncomfortable conscience and leave the doctor's luxurious house in search of fresh misery. She loves him and he wildly adores her, but with the inexplicable denseness of heroes in fiction, they persist in misunderstanding each other, and in making remarks to each other that are enough to sear a wooden heart. It is a moving passage, and I was simply revelling in it, with the tears running down unheeded on my little blue pinafore, when in marched my father. He gave one anxious glance at my mournful countenance, and then, discovering my woes to be purely vicarious, he tossed the offending novel up on top of a high armoire, where it may be to this very day, for all I know. For weary nights I lay awake speculating upon the fate of the hapless heroine, but I never knew anything for certain, for I have never finished reading it.

So began my experience with unfinished stories. Unimportant enough, but somehow it always comes back to me with a kind of haunting pathos, it is so prophetic of all those other stories in real life we come to know as we grow older. Sometimes it is just a line of romance we read in our neighbor's face; sometimes in the dusk when the heart faints under its load and cries out for comprehension and sympathy, a whole page is spread out before our eyes; sometimes we read, with smiles, the gay beginning of a romance and often, through our tears, we watch Death write "The end" at the bottom of a chapter that we thought had hardly commenced, it was so short, but always it is an unfinished story that we only know in part.

We may have thought the people about us the very essence of the commonplace, and then in a sudden quick word, or a glance that is like a momentary lifting of the veil that hides the soul, there is revealed a story that is sweet with love, or grand with heroism, or bitter with the hopelessness of despair. We don't

see it all. We may not know the commencement, we shall never know the end, but it is a part of the romance that keeps the heart of the world sweet.

Perhaps if we knew all the unfinished stories about us no one would seem dull. The coarse grained, slovenly, hideous creature who keeps the fruit stall at the corner of my street, and who is a travesty on womanhood almost, saves the finest peach, the most luscious bunch of grapes, for the poor crippled little waif who hobbles by on his crutch. To him alone of all the world her voice softens and her hand is tender, and I wonder, seeing her, what it is that she remembers. Is it some babe that once lay upon her breast for an hour, and then stole back to the heaven whence it came? Or is she remembering her own bitter childhood when she shrank away from blows and cowered under the threats of some brutal taskmaster, and so has pity on a weak and helpless creature?

Of one thing I am sure, that if we could know these stories of which we only catch glimpses of what others have borne, what wrongs they have suffered, what they have forgiven, we should be less quick to condemn. Most of us have had lessons about this. Once I lived near a woman whose parsimony was the gossip of the neighborhood. We mocked her shabby attire, we ridiculed the age of her bonnet, we criticised the hard bargain she drove with the market woman for the handful of cheap vegetables she bought for her poor food. Everyone knew her to be possessed of considerable wealth, and so we thought her nothing more nor less than a miser. Finally, she died—from lack of proper comforts, the doctor said, and then there was a little lifting of the veil and we knew we had an unhonored martyr amongst us. A man from a distant city came to the funeral, and he told of a brother of whom we had not even heard, a dishonest, weak creature who had made way with money intrusted to his care, and his sister had given a whole lifetime to standing between him and disgrace.

Do you ever think, when you see a woman following meekly along in the wake of some braggart and self-asserting man, or when you see a wife start when her husband suddenly speaks to her and a look of fear comes creeping up in her eyes, do you ever think what a story of bulldozing and intimidation is behind that? Sometimes I hear a woman say that it doesn't matter what she wears, nobody ever notices it, or that her husband never praises her, or notices her housekeeping except to find fault, and then, no matter how fortunately she is situated, no matter how fine her gowns, or how fashionable the location of her house, I know I am looking on a bit of a domestic tragedy that is just as deep and dark and bitter as can be woven out of the woof and warp of a woman's disappointed hope and love. And when a well-to-do woman gets up in a public meeting and says she can't join so and so, or give her mite to such and such a charity until she asks her husband, we all know that we have a glimpse of an oppression and slavery that is all the bitterer because it masks in the guise of freedom, and that some day we are going to see a mighty reconciled and cheerful widow enjoying insurance money.

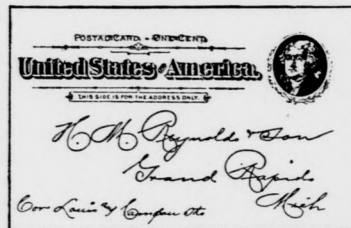
Life writes its stories in unexpected places. Sometimes it is the friend who has riches and fine position and all, apparently, that Fate can give of good things except the one thing of all the

BERRY CRATES

CHEAP AT

THEO. B. GOOSSEN'S
GRAND RAPIDS, MICH.

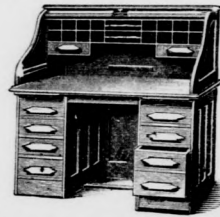
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world that can satisfy her heart. You envy her, not knowing, and then in some moment when the quick thought flashes to answer some subtle touch in a play or a song you see—what is it? Something intangible, formless, indescribable, but you know that sometime, somehow, there has been a story in that life, and that there are doors in the soul that have been shut and barred to hold prisoner the secret of the heart's deep love and loneliness.

Or it may be only the little music teacher who has a room next yours in some shabby boardinghouse. Surely she and romance have nothing to do with each other. Old and ugly, ungraceful, with no flower of sweetness or beauty, she seems the most uninteresting thing in all the world. Not even music in her soul, you say contemptuously, as you listen to the maddening iteration of her counting for the scrubby little children who come to pound discord out of the piano. One—two—three, one—two—three, one—two—three. You listen and listen, and then one day you hear her playing in the twilight, when she has forgotten you and the world and is alone with her own soul. The music went creeping through the dark and musty hall, like a ghost groping its way back to earth among half-forgotten scenes. No need to tell you that you were listening to her story. You heard it in every trembling note. There were grand, brave chords, triumphal, as if she, too, had hoped and believed in a golden future. There were clear notes of joy, and ringing laughter as if the spring-time and life had once belonged to her, and then the music grew softly sweet and strangely wistful, and the heart sent out its half-articulate, pleading cry to its mate, and then suddenly the hands fell upon the keys with a crash and there was no sound except a woman sobbing in the dark. The next day, when you passed her on the stair, her face was as hard and set and impassive as ever, as if she dared you to know what you had heard.

And so the world goes by, each heart with its own story, that its neighbor tries to spell out in some blundering fashion, but that we can never know in full, and that must be forever a mystery until God himself writes "Finis" at the end of all our unfinished stories.

DOROTHY DIX.

Do Not Propose to Buy Trade Hereafter.

The Detroit City Salesmen's Association at their last meeting passed the following resolution:

Whereas—The practice common among the retail merchants of this city of asking city salesmen to buy raffle, gift or benefit tickets as an implied prerequisite to trade, although, perhaps, not having the appearance of injustice in the eyes of the merchants, has become a heavy financial burden to the salesmen; and believing also that this practice is stultifying to the manhood, not only of the merchants but of the salesmen as well; be it therefore

Resolved—That from this time the members of this Association will refrain from purchasing, for the purpose of securing trade, any such raffle, gift or benefit tickets.

Why He Charged More for Eggs.

"How do you sell eggs?" asked a woman of her groceryman.

"Eighteen cents a dozen—war prices, you know."

"But what difference does war make with the hens?"

"Why, don't you see, all the black Spanish hens have been killed off, and they were the greatest layers of any breed we had."

Hardware Dealers as Cycle Agents.

It is inconceivable that the makers of first-class bicycles, even those having an established reputation, the result of many years' expenditure of money, should reach a point where they feel that profitable results, which should form a crown to all successful effort, can be reached without some systematic and sustained methods to interest the hardware trade.

It is to be hoped, when planning the campaign for the coming season, that a greater degree of attention will be given to the desirability of agencies for the leading wheels being located among the dealers in hardware in every enterprising town.

Make it interesting in some way to these reputable dealers, so that many may find it to their advantage to be the one house in any town to sell a particular wheel. Avoid making any arbitrary rules and distinctions, usually repelling in their nature, beyond naming an established price. Make the terms correspond with other seasonable goods, which make it unnecessary to pay for the goods almost before they are ready for the trade, or else suffer pecuniarily to the extent of a compulsory cash discount.

Upon some such terms the several makes of high grade wheels could be successfully and economically marketed; a wider distribution would possibly result therefrom, and when a loss was made, it would not be of such an extensive character as to jeopardize the existence of the company represented.

Let the cheaper low-grade wheels, only, seek department store channels for sale and distribution. There are few things that have so stultified the progress of marketing wheels of world-wide reputation, under commendable auspices, than the fact that high-grade, unquestionably superior cycles succumbed to the bargain counter moguls and decided to reach the public through such questionable representation.

The hardware dealers of the country are a reputable body of long-established houses, possessing character, probity and honesty, backed up by capital and credit worthy of their honorable record. Contracts involving thousands of dollars of liability have every season been entered into by them under conditions and terms that have been scrupulously adhered to. If there is any one thing in which they would be found different from the usual run of bicycle agents, it would be a palpable lack of that irresponsibility which has invariably been the distinguishing feature of local aspirants for agency honors not already in established business.

The 20,000 to 25,000 hardware dealers present a phalanx of workers from which a selection of agents could be obtained, the efforts of whom to make a successful representation of manufacturing interests would be of the most satisfactory and profitable kind, and redound to the lasting credit of all concerned. See to it, O ye intelligent and far-seeing cycle makers, that efforts are inaugurated to secure these desirable and energetic workers for the season now approaching.

Automatic Salesman of the Nickel-in-the-Slot Order.

Country store ingenuity coping with country store habits of acquisitiveness in the matter of small commodities has evolved an "automatic clerk" or "silent salesman" for which its inventor claims all of the virtues and none of the vices of the animate clerk.

It is a nickel-in-the-slot machine of comparatively simple design, which, as a matter of fact, it has taken nearly twenty years to perfect. The inventor, T. S. Wheatcroft, has one on private exhibition.

Mr. Wheatcroft is the proprietor of a country store in Rush, Penn., where he sells coffee, peanuts, dried apples, cross-cut saws, lollipops, pickaxes, bean-shooters, putty, pop-corn, calico, and other necessities of life.

Pennsylvanians are very fond of peanuts, and it has always been the custom of Mr. Wheatcroft's patrons to re-

gard the peanut sack as a sort of grab bag of perquisites to the purchaser.

Watching his peanuts and his profits disappear, the country storekeeper grew wan and haggard. Once he tried putting wire screens over the peanut sack, but desisted upon hearing a general rumor about town that "Wheatcroft's gettin' too slimination mean to trade with."

In the course of time he evolved the idea of an automatic peanut machine which should prevent high handed robbery, and yet, by the interest which it excited, should prevent the people from brooding upon their lost proprietary rights.

For years he labored on his devices only to turn out a succession of machines which were lacking in one or another essential particular. Now, at last, he has an invention which he believes meets every want, and it sells not only peanuts, but coffee, flour, crackers, tea, sugar, rice, or any other small commodity of that kind.

The machine is an oblong box, 6 feet tall, with glass panels in front, through which the commodity in which it is dealing and part of the workings can be seen. It can be set either for a cent, a nickel, a dime or a quarter.

The inventor dropped a nickel in the slot and a small funnel leading down from the storage box opened, letting a quantity of peanuts into a paper bag. Then he pulled a handle, the filled bag tore itself loose, slid down a sort of groove, and came out into a little trough, while the nickel went clinking down and registered itself.

Without adjusting the machine to a dime, Mr. Wheatcroft then dropped in a coin of that denomination. It immediately came out through a slot lower down. The machine did nothing. The same performance was repeated with a cent.

"That's the way it works if it's a good coin," said Mr. Wheatcroft. "But now look here."

From a pile of mutilated and spurious coin he selected an iron marker filled in with lead, exactly the size and apparently the weight of a nickel, and dropped it in. There was no response on the part of the machine, but the imitation coin was confiscated. Next he put in a nickel with a hole in it. Same result.

"You can't fool it," declared the inventor. "If you put in a good coin of the wrong denomination you get it back, but a bad coin goes to the machine. There's a bunch it collected in Philadelphia."

He showed a collection of thirty testimonials to the guile of the Quaker city.

"They tried to beat it down there with another game, but I was ready for that," he continued. "The working of the delivery is all in plain view, you see. Some smart Yankee boys down there got a long, thin blade and tried to reach up through the delivery groove and force the grates of the funnel apart. Do you know what happened to the boy who did that? He went just kiting across the sidewalk and stood on his head in the gutter. There's an electric battery inside there, and anyone who monkeys with the works gets a good enough shock so that he won't come back for more."

It is the custom in Denmark not only to send city children to the country, but country children to the city. Commenting on this, a writer in the Boston Transcript says: "The country children have their taste of a pleasure and benefit derived from visits to the city, where new and strange interests appeal strongly to the wonder-loving mind of the child to whom city sights and sounds and scenes are unfamiliar. The child of the rural district is as susceptible to the healthy influence of change as is his city cousin, and well might Denmark's custom of sending country children to the city be adopted in the land where her 'country week' suggestions have grown and flourished with each succeeding summer. A 'city week' might with profit be established which in days to come would rival even her sister charity in popularity and success."

Association Matters

Michigan Retail Grocers' Association
President, J. WISLER, Macleona; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

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

Detroit Retail Grocers' Association
President, JOSEPH KNIGHT; Secretary, E. MARKS, 221 Greenwood ave.; Treasurer, C. H. FRINK.

Grand Rapids Retail Grocers' Association
President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEO. LEHMAN.

Saginaw Mercantile Association
President, P. F. TREANOR; Vice-President, JOHN McBRATNIE; Secretary, W. H. LEWIS; Treasurer, LOUIE SCHWEMER.

Jackson Retail Grocers' Association
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President, F. B. JOHNSON; Secretary, A. M. DARLING; Treasurer, L. A. GILKEY.

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President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOEHN.

Traverse City Business Men's Association
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Owosso Business Men's Association
President, A. D. WHIFFLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Alpena Business Men's Association
President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

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

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - JUNE 22, 1898.

GENERAL TRADE SITUATION.

Principal characteristics of the week have been an unprecedented volume of business for the season in production and distribution, notwithstanding heavy reactions in speculation on account of the Leiter failure and the conflicting interests affected in its liquidation, and the long waiting in the stock market on account of the slowness and uncertainties feared in military operations. The midsummer dulness and closing of works for repairs and vacation are talked about, but seem as yet to have little actual effect as to the general situation.

The fact that clearing house reports hold an average for the weeks of June of over \$1,250,000,000, far exceeding any June on record, becomes more significant as to the vast volume of merchandise and other business exchange when it is considered that prices are still much lower than in previous years of heaviest reports. Railway tonnage is another reliable barometer as to trade volume. As indicating the change from the year of heaviest traffic before the panic, the increase in eastbound traffic from Chicago is 65 per cent. over that of 1892.

The iron and steel industry was consuming on June 1, notwithstanding the stoppage of some concerns for repairs, over 232,875 tons weekly, against 169,151 in 1892, an increase of 38 per cent., and the accounts published do not indicate any considerable decrease in June thus far. The consuming works in the Pittsburg region and at the West are pushed to fill orders covering weeks or months ahead, and in that section new orders are exceptionally good for structural forms and for bars, which have now advanced a shade in price at Pittsburg. The demand for pipe is better at the West, and it is mentioned that the Illinois rail works have just taken one order for Calcutta, India, and that shipments in May included quantities sent to Sweden, Belgium, South Africa, Siberia and three other countries.

The textile situation is affected by the between-seasons period and the usual stoppages for repairs, inventory, etc. Government orders are still rushing some mills, and there seems to be a general healthy demand for men's goods. In cottons a better tone is reported, with more active demand for staples.

Wheat seems to have reached its lowest level in the decline attending the

Leiter collapse early in the week, and later price movements have been quite sharp advances and declines from day to day, with little variation in the average. Export movement continues beyond expectation, which accounts for the price being kept above the level which would seem to be natural in view of the unprecedented harvests just commencing.

The indications are that when the present war with Spain is over we shall control Porto Rico, the Philippines and the Sandwich Islands, so say nothing of Cuba. We must maintain a larger standing army and a large, efficient navy. We must build a canal across the isthmus of Panama. All this means that thousands and hundreds of thousands of able-bodied men will be withdrawn from ordinary pursuits, that new fields will be opened for the enterprising, that the unemployed may have employment if they will, that a period of prosperity for the farmer and for the artisan and consequently for the whole country is near. How long the boom will last and what will be the ultimate result are other questions, but it behooves the wise to have their wits about them and be up and doing. That some sort of a reaction will come in time there can be no doubt.

The exact amount of the indebtedness of General Barillas, the gay ex-President of Guatemala, has just been made public. Some time ago the creditors of the General, fearful lest his vast estates might be entirely dissipated before they could have any chance of recovering, took steps to force Barillas into liquidation. Accordingly, a committee of three prominent bankers of Guatemala was appointed to take charge of his entire business. They carefully examined his accounts, made appraisements in the valuation of all his coffee plantations, his various ranches, etc., and as well made a tabulated report of his debts and debtors. Although General Barillas' entire estate is valued at \$5,085,165, as evidence of how deeply it is incumbered, the report just received here shows that he had but \$52.05 in cash. He owes \$4,700,000.

The country is not yet ready to risk the life of General Miles for the sake of having him personally lead the assault against Havana while wearing one of the handsomest uniforms ever put on the form of a soldier.

The cigarette is expected to add about \$3,000,000 a year to the war revenue. All efforts to reform the cigarette fiend or prevent his slow suicide will be suspended until after peace has been restored.

About \$2,000,000 worth of nuts, oranges, raisins and wines have been hitherto imported annually from Spain. The trade this year will be supplied by the people of California and Florida.

It is hard to convince an unsoldierly man that he is not a patriot when he wants to be a colonel and will serve in the army in no other capacity.

Cervera must be patient in his Santiago bottle. All things come to him who waits, and the shells of Sampson will come—by and by.

It is hard for a grain speculator in futures to play against growing crops.

Men who are doing the fighting have no time to do the talking.

AN UNPLEASANT DUTY.

It is impossible that a trade journal should take a position adverse to the interests of any class of sharpers without gaining much of criticism, not only from the ones directly concerned but from those who, by indirect support, whether intentional or not, make their enterprises possible and successful. Thus it is that, in the warfare which the Tradesman has always maintained against fake commission houses whose operations are constantly developing, many have been found to criticize and decry its course and to impute all sorts of ulterior and sinister motives as prompting its activity. It seems incomprehensible that with no direct interest a publisher should go so far out of his way to unearth and expose such swindles.

Possibly one reason why there has been so much criticism and suspicion of motives is to be found in the fact that there have been some so-called trade journals which have been made to serve other than legitimate purposes—as promoters of collection schemes, information bureaus, etc. The careers of such journals have justly brought discredit upon themselves, and it is not strange that the influence should be felt in the field of legitimate trade journalism. It is to be noted that the number of these journals has greatly lessened, but the injurious impressions are, unfortunately, more permanent. So, while in many cases the strictures are prompted by interest in or sympathy with the promoters of these swindling enterprises, the fact that so many trade papers have served improper purposes suggests this feature of criticism.

The Tradesman scarcely need disclaim any relation outside of its legitimate work. It has no collection or information bureau or other purpose to serve than to fill the field of a trade paper, seeking its reward in the returns a zealous and faithful performance of its duties as such will bring.

It may be asked, then, why so much attention is given to the exposure of questionable enterprises? The answer would seem evident: It is the duty of every journal, in any field, to protect the interests of its clients—and all subscribers are clients—as far as lies in its power.

The unearthing and exposure of swindling schemes is not a pleasant work. Many sleepless nights and days of anxiety could be avoided if the assistance of the Tradesman was never invoked for such matters. Combined with the need for thorough promptness in warning against such swindles is the necessity of absolute certainty as to the fact of their being swindles, and as to whose names are brought in as responsible or accessory. A single mistake in this regard would be visited by the penalty of costly litigation and possible damages.

From the fact that there is no more easily managed swindling scheme than the commission game and that there are so many opportunities for hiding and dividing its operations, it seems to have become a favorite method of fleecing the public. That there are so many undertakings such enterprises is to be accounted for in the organization of such gangs as that originated in this city by Frank Lamb as a consequence of his failure, on account of dissipation, in legitimate business and in the turning of unsuccessful commission enterprises into swindles, prompted by the opportunities for pocketing ill-gotten

gains before and during the final break-up.

In its extended clientage and correspondence the Tradesman is very apt to have its attention called to questionable or suspicious operations, such as unwarranted quotations, failure in remitting as agreed, etc. In such a case the question to be decided is whether the criticism is the manifestation of a personal grievance from some unreasonable customer or the indication of a deep-laid plot liable to heavy cost to the merchants and shippers of the State. The task of quickly solving this problem is often a difficult one, but that it is worth the effort is proved by the fact that, by reason of the Tradesman's activity in this direction, many thousands of dollars have been saved to the subscribers of the Tradesman every year.

OUR RELATIONS WITH CANADA.

The Washington authorities appear determined to take advantage of the existing friendly feeling towards this country in Great Britain and her dependencies to improve our relations with the Dominion of Canada. Despite the good feeling which has prevailed for years between the people of the United States and those of Canada, differences over tariffs, fishing rights and boundaries have caused many misunderstandings. How to obviate these causes of friction has long been a problem with our administration.

There is soon to be a conference between the United States and representatives of the British government on the subject of our relations with Canada, and President McKinley is determined to take advantage of this opportunity to finally settle all our controversies with the Dominion and to arrange for a treaty which will place our relations on a permanent and satisfactory basis.

It is reported that the President will appoint a commission of five prominent men to represent the United States in the conference. All of these men will be members of Congress, and although the findings of the conference will not become binding until they have been reviewed by Congress, there is no doubt, in the present state of public feeling, that any reasonable arrangement is certain of approval.

The subjects to be considered are many; but, notwithstanding the disagreements of the past, there is no reason why a satisfactory understanding should not be arrived at now that it is possible to approach the subject in a friendly spirit, with every disposition to make concessions on both sides. The question of the Alaskan boundary, the problem of the fisheries, the transit trade through either country for goods destined for the other country, the control of immigration, and the rights of the two countries on the Great Lakes, will all be taken up by the commission and considered in their direct bearing on the interests of the two countries and on their relations each with the other.

It is to be hoped that the conference will prove successful, as it is most desirable from every point of view that there should be the greatest freedom of trade, as well as the most cordial feeling, between this country and its northern neighbor.

Manila has been taken so many times, and fallen so often, that she is ready to fall now whenever a soldier looks at her.

The babies named after Joseph Leiter last year are not too old to have their names changed, by the way.

EXPORTS OF MANUFACTURES.

Owing to the heavy foreign demand for food products of American growth and manufacture this season, less attention is generally given to manufactures in the strict sense of the word. Owing to the high prices for wheat and flour, and the immense cotton crop, the value of raw products exported shows a greater proportionate gain than of manufactured goods. Nevertheless, the total exports of manufactured goods for the ten months of the present fiscal year exceed those of last year by \$10,000,000, and it is well known that last year broke all previous records in the matter of exports of manufactured goods.

It is especially interesting to record the fact that, for the first time on record, the total value of our exports of manufactures exceeds that of our imports. The detailed record, furnished by the Hon. O. P. Austin, the new Chief of the Bureau of Statistics of the Treasury Department, shows that for ten months of the present year our exports of manufactures exceeded imports by over \$40,000,000, and it is not improbable that the full year's excess will reach \$50,000,000. How well this compares with preceding years is shown by the fact that in 1897 our imports of manufactures exceeded our exports by \$27,000,000; in 1896, by \$104,000,000, and in 1895, by \$121,000,000.

While there has been a considerable shrinkage in our imports, the shrinkage has been nothing like as heavy as has been the increase in exports of manufactures. Merchants have reached out more actively for trade than formerly, finding that the home market no longer sufficed to absorb the entire output of our factories, as was formerly the case.

Comparisons with past years are very interesting, as showing the rapid increase in our exports of manufactures. When comparisons are made with 1888, a decade ago, it is found that our exports of manufactures have more than doubled. Those of iron and steel have quadrupled; those of illuminating and lubricating oils have doubled, while our exports of cottons are 50 per cent. larger; of wire nails, eleven times greater, and of iron and steel plates, ten times what they were ten years ago. Exports of leather and of copper, of paraffine and paraffine wax, have all heavily increased in the same period, and but few lines of our export trade show a falling off.

Very naturally our trade rivals look with envy on this rapid growth in our export trade, as it is a notification to them that in the future they must expect to find American merchants active competitors in all of the world's markets. It is probable that, as a result of the existing war with Spain, many new markets will be opened to our manufactures and products, particularly should the Philippine Islands be retained.

The Philadelphia Record says that foreign baggage labels are in great demand just now. And a student of the University of Pennsylvania has cornered the market in these labels, selling them to the people who want to show some evidence of having been abroad. "This year," says the Record, "the demand seems to be greater than ever, and already the bluffers have started to smear their dress-suit cases with the marks belonging to European hotels. One of these interesting gentlemen appeared in Chestnut street yesterday with his travel-marked grip, and attracted considerable attention. Home-made labels in imi-

tation of those from various hotels in Switzerland, France and Germany bring the highest prices, as the enterprising dealer claims that these are very rare. The profit in this queer business must be exceedingly large, as this particular chemist, who is depending upon his own resources for his livelihood and schooling, is enabled to take quite extensive trips and live in luxury during his summer vacation. His fellow-students are his principal customers, but lots of other young men and girls also are often seen emerging from the label merchant's boarding-house with colored slips in their hands."

Nothing puts spirit and energy into military service like hope of promotion from the ranks. This is what made the armies of the French republic and the first empire irresistible. It is what causes our volunteer service to be preferred to the regular army. Lack of that hope makes enlistment discouragingly slow now. It ought to be supplied. We shall need a much larger regular army after this war. Its work will be increased, and the worthlessness of the National Guard has been proved. The service ought to be made attractive, so that its quality may not deteriorate with the necessary increase of numbers. The army ought to offer a career to American youth, whose door shall be wider than the academy at West Point. American youth will embrace no career without hope of advancement. The way to get the right sort of privates in an army is to give them hope of becoming officers.

As the only self-governing community of Africans in Africa, Liberia occupies a unique position. The experiment is successful in that it stands and shows no prospect of dissolution. Yet it has failed in the result intended. Now that political freedom is possible in the United States, the emigration to Liberia has decreased, for the negroes prefer to remain here, especially when life in Liberia is unpleasant because of the tropical climate, which few American negroes are able to endure. There are but 18,000 Americo-Liberians in the population of 1,083,000. Lacking immigration from America, the Liberians have shown a disposition to deteriorate to the level of the native races, and the schools, which were originally flourishing, are not as good as they were. Monrovia's population has fallen from 13,000 to 5,000, and many signs of decay are present.

The mail steamships for Europe during the past few months have carried millions of dollars' worth of new securities sent abroad to take the place of bonds, etc., called in. The securities have gone by registered mail in packages, the postage upon each being about \$50. Nearly every large railroad reorganization transaction is accompanied by similar shipments of securities both from and to this country. Sometimes the securities are expressed, but generally the registered mail is used, and the securities are insured against loss. Postage stamps of large denominations are placed upon the packages. In the case of shipments from this country \$1, \$2 and \$5 stamps are used.

The one-thousandth anniversary of the sausage has just been celebrated in Germany. It is claimed that this article of food dates back to 897 A. D. Owing to Luetgert's troubles, this anniversary was not celebrated in Chicago.

BANKING REFORM.

Review of the Present and Proposed Systems.

In the last article we made reference to some of the monopoly bank systems of Europe which base their credit notes on business assets. Let us review some of the systems which, in common with our own, are on an independent, competing basis. None other will find favor with the American people, who cherish a healthy hatred of monopolies in any branch of business.

Sweden has twenty-seven private banks, besides the Official Bank of Sweden. These twenty-seven banks issue about sixteen million dollars in circulating notes, or an average of about \$600,000 each. The capital of each bank is required to be at least \$268,000 and each is allowed to issue notes equal to the aggregate of its invested capital, the invested reserve, half of its total credits and the coin reserve. Each has to redeem its notes in gold on demand, and this requirement has kept the value of their notes at par and their volume constantly within prudent limits.

In Switzerland there are thirty-four small banks and the average note circulation is \$12 per capita. The circulating medium has increased quite rapidly during the past thirty years, under the present system, but this increase does not measure all the advance they have made in banking facilities, for there has been a great development of other forms of credit. These banks have met every requirement for credits without exceeding an average of \$1 in note issues for each \$7 in commercial assets, and in the meantime the volume of banking has trebled. The banking power of Switzerland is about \$85 per capita, against \$120 in Great Britain, \$94 in this country and \$44 in Germany. The security required for circulation in Switzerland varies in the different cantons, in some of which public securities are required, but the larger banks and most of the smaller ones base the circulation entirely upon their commercial assets and a reasonable metallic reserve.

Scotland and Canada furnish the most complete successes of the system of banking upon business assets. Scotland is naturally one of the most barren of countries and was in a sad state of poverty after the close of her civil war. Students of her history claim that her splendid banking system has done more than any other one thing in rescuing her from wretchedness and making possible her present position of wealth and thrift. The Scotch banks are permitted to issue notes up to a certain point upon their general business assets without pledged securities. Their notes are a paramount lien on their assets and the liability of the stockholder is limited only by the amount of wealth he possesses. While making their banks as sound as human ingenuity could suggest, they never lost sight of the fact that elasticity is not incompatible with soundness. Their system so commanded the confidence of the people that it drew practically every farthing of available resources into the channels of industry. In his "History of Banking," William J. Lawson pays the Scotch system this tribute: "Almost every individual throughout Scotland who has by trade or otherwise accumulated capital becomes a partner in the banking establishment of his immediate neighborhood or otherwise interests himself in its success. This is, in truth,

the foundation of the unlimited credit enjoyed by the Scotch banks. It is the basis of the undoubting confidence which the public reposes in their stability."

The Canadian banks enjoy the freedom of banking upon commercial assets. The benefits derived from having their credit notes at all times in automatic relation to commercial transactions are very favorably commented on by the students who have compared the Canadian with our system. Mr. Cornwall, on "The Currency and Banking Laws of the Dominion of Canada," says: "While in the United States the rate of interest may be from 4 to 6 per cent. in the extreme East, and 12 to 20 per cent. in the extreme West, it is not so in Canada, where from one end of the Dominion to the other, the extreme variation in rates is not over 2 per cent." Interest rates in Canada are lower than in any of the British colonies and lower than in the United States except in the great cities of the East. The law proposed for the United States embodies all the essential features of the Canadian and Scotch systems. Its adoption would tend to level interest rates throughout the Union, and the authorization of branch banks would help to perfect the machinery for loaning and thus spread the surplus capital of the older sections throughout the newer sections of our country. This must be accomplished before we can attain the best results in using the loanable capital of our eastern country in the development of our southern and western resources. ANDREW FYFE.

Retirement of a Large Liverpool Operator.

Information reaches us that John T. Warrington of Liverpool, is retiring from the cheese trade, with which he has been closely identified for a good many years. Mr. Warrington has been one of the heavy operators in American cheese and his retirement will remove one of the most conspicuous figures ever connected with the trade.

One of our English friends, writing under date of June 4, says that the public auction sale of 9,500 boxes of States and Canadian cheese, and the announcement of Mr. Warrington's desire to retire from business, "marks an epoch in the history of the cheese trade. Mr. Warrington, whose name it might be said is a synonym of the words American cheese, retiring at the commencement of the 1898 season, will, with the events of the past season, fix 1897-98 seasons deeply on the minds of those in the trade."

A new law adopted in Italy requires that every employer shall, at his own cost, provide for his workmen compensation for all accidents the consequences of which last more than five days. The compensation under the law is as follows: If there shall result from the accident disablement of a complete and permanent nature the compensation shall be an amount equivalent to five times the man's yearly wages, but in any case not less than \$600. This amount is, as a rule, to be invested in a life annuity for the benefit of the injured workman.

A New York policeman, in reporting an arrest made in a restaurant the other day, said he judged from a sign in the window that the woman who kept the place was "Charlotte Russe."

And it came to pass that Leiter, up to his ears in wheat, had a deal too much.

Shoes and Leather

Some Points on Advertising a Country Shoe Store.

I. Fitem in Boots and Shoes Weekly.

When a man goes into business with a limited capital, he always feel surprised on the start to find what a fine stock he can put in for his \$3,000 cash. It seems so silly to carry a big stock, and he says it is sheer laziness on the part of a shoe dealer to let a stock run up so.

"In our store," he says, "we will size up every day or two, and just about as soon as we sell a pair we will have a new pair of the same size and style making, and then we won't get overstocked and our assortment will always be complete." And he does this for about a week, and he keeps sending in his little orders to his manufacturers, and they write that, owing to a strike in their factory, or our recent fire, or a great rush of orders just at present, your order is much delayed, but we will try to ship in the course of two or three weeks, by which time his stock is broken beyond repair, and next time he buys in case lots, and the stock gets merrily larger and larger, and the assignee finds a beautiful line all assorted for the job lot men.

There's much that is poetry in the life of a shoe man, and much that is likely to take the poetry out of a man.

I never knew a young man to go into business with a limited capital who didn't have a lot of brand-new ideas about advertising all ready to spring. They are such nice economical ideas. I am talking about a man in one of the "busiest towns on the line." The five thousand to ten thousand sort of towns—don't know anything about the cities. It is foolish, he says, to spend money in weekly papers. People forget you from one week to the next. Advertising in newspapers is all right where there are daily papers, but it is largely money thrown away where the only newspapers are those which come out but once each week. So he places his dependence largely on "signs in the country." They don't cost anything to speak of, he says; he can paint them himself on old shoe box covers, borrow Jim Jimson's old horse and platform spring wagon and nail them up himself all along the country roads on trees, and barns, and fences, and there they will stay, an advertisement for all time that doesn't cost a cent, and everybody that comes along the road will read and come right into the Parlor shoe store and buy—only they won't do any such thing.

Laster says that if you want to make out a tolerably correct list of people who have been in business in Lasterville and failed in the last ten years, just take a trip around the country roads and read the advertising signs; and, by the Old Harry, it's so, too! It seems pitiful, too, to ride along and see an old advertising sign, weather beaten and old, which tells you to go to Climer's for fine shoes—the leading dealer in Lasterville. And old Laster will tell you how he failed and shot himself, and the assignee sold the stock to a man whose name you can't find on the fences anywhere. Still, I don't think that it always holds good, for when I was out on my wheel last Sunday, away out on a crossroad that doesn't have a wagon a week on it, I found on an old board fence the faint outline of letters once painted carefully with white paint and infinite pains:

**GO TO LASTER'S
FOR SHOES.**

And when I took the old man to task about it, he laughed and owned up that he painted it the first year he was in business—oh, ever so long ago—and had forgotten all about it. He hasn't been a failure, and he won't be, you bet! Laster is just the sort of man to get young fellows, like me, in with him,

and if they have any good ideas to know just how to put them to good use.

We have a daily paper here now, and we are using it a good deal, but the paper is young yet and hasn't got a very large circulation, so we have to use all sorts of other advertising schemes. Our latest is my idea, which Laster has enlarged on. There are several printing firms in New York and Chicago, and I don't know but plenty of other places, who will furnish 1,000 tiny dodgers, about as big as a postal card, for from \$1 to \$1.50. They do it so cheap by getting enough orders so that they can print a whole sheet at once and then cut the dodgers up afterward; but that has nothing to do with the idea.

Now, as a proposition, those advertising dodgers, by themselves, aren't worth a continental, but as an adjunct they are a great success. My idea was to buy 10,000 that simply said Laster's Shoes on them, and then throw them broadcast, but Laster said that was all right, but a good deal better idea would be to get ten lots printed at once, and then put a few out each day and change the kind each day. We put \$13 into the scheme, and we have 100,000 dodgers, with ten different legends. One set says: "New lot of those \$2.25 shoes for gentlemen, just received at Laster's." Another, "On Friday, at Laster's, there will be a special sale of shoes for children. A school shoe for a girl of ten for \$1." Another, "Have you tender feet? Try Laster's Comfort Shoe," and "It may rain to-morrow. Are you sure you have a pair of Laster's Glove-fitting Rubbers?" and "You ought to get fitted and suited with \$12,000 worth of shoes to select from at Laster's," and "Look at the decorations in Laster's Shoe Store windows." "Guess on the weight of the turkey in Laster's window, and maybe you will eat turkey Sunday. No charge," etc., etc.

Those are only a few, and aren't the best ones at all. The best ones have strictly local meanings, which the general reader would not understand. With a few exceptions the dodgers are all what might be called "stock" wording; that is, they may be used at one time as well as another. We put out about 600 or 800 of one kind at a time, and it keeps something going on in the dodger line all of the time. By the time we get around with all of the kinds the first dodger is new again, practically, and we can put a few more hundreds of it out. We have a "Special Sale" dodger for each day in the week for both women's, children's men's and boys' shoes, and altogether the little dodgers, with what we have printed right here at home that relate to special prices and the like, we find the neatest thing yet.

Of course, very few newspapers, unless they have job offices attached, find much that is good to say for the handbill or circular, but Laster is a firm believer in both of them. Every fall he has a neat circular gotten out in type-writing type to his customers, thanking them for their patronage in the past and calling attention to his facilities for

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.

"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.

OUR FALL LINE IS A WINNER

We are especially strong in our men's \$2.50 line. Black Vici, Box Calf, Enamel and Winter Tans. If you have not seen this line it will pay you to do so before placing your order.

Our sales last year on Woonsocket and Wales-Goodyear rubbers were the largest in the history of the house. We are in the market for orders. Write us.

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.

Boots, Shoes and Rubbers

We make the best-wearing line of Shoes on the market. We carry a full line of Jobbing Goods made by the best manufacturers.

When you want Rubbers, buy the Boston Rubber Shoe Co.'s line, as they beat all the others for wear and style. We are selling agents.

See our lines for Fall before placing your orders.

Rindge, Kalmbach, Logie & Co., 12, 14, 16 Pearl St.,
Grand Rapids, Mich.

catering to their wants in the line of footwear for the season. He has an address line left blank to fill in with a pen and signs each one with ink himself. That is, all of us go at it and fill in the addresses and sign, but, of course, the customers all think that Laster does it himself. He has a list of his customers that he has made up for the last ten years and revised every year, almost nine hundred names of regulars. Well, when I first knew about it, I thought that it was about the silliest idea that I ever heard of, but I've gotten so that I don't laugh at Laster's old-fashioned ideas so much as I did before I failed, and, do you know, it's a great thing for an old-established business. People, I find, like to have you do things for them that are unnecessary. It doesn't make any new customers, to speak of, but it helps a lot to cement old ones. Anybody can see at a glance that it isn't intended especially to draw trade, and you can laugh at it all you like, but when an old farmer gets a circular which begins, "As one of our oldest and best customers we want to thank you, etc.," he can't help feeling sort of tickled to know that his custom is appreciated and it sort of warms him toward the house, and he puts his spectacles on and reads it all through, even down to the place where it says, "If you ever get, or have got anything of us not entirely satisfactory, we want to know it. Don't conceal it or get angry and vow you'll never trade with us any more; come and tell us about it and let us try to make it right. Maybe the information you give us may be of the greatest value to us in our buying."

I tell you, it has its effect. And that's only one of the ways to use mailed circulars in a retail shoe business.

A while ago Laster made a big run on a \$2 kid shoe. Well, he went to the factory and made a deal for a big lot of scraps of kid of the kind that was used in the shoes, and then he cut those scraps up into neat little pieces about half of an inch square, and with a neat circular, calling attention to this special shoe and incidentally to the entire stock, he mailed nearly two thousand of them to the female shoe wearers. It was a great big hit. You wouldn't believe the number of pairs of those shoes that we sold where the sales could be traced directly to the sample and circular. It started the line going in great shape, each buyer being a living advertisement; and following the idea up in the daily and weekly papers, and with a lot of stock-dodgers harping on the shoe, we have gotten up the biggest sale on a special-priced shoe in the history of the trade in Lasterville.

Leather from Kangaroo Skins.

An inventor has perfected a process for making a superior quality of patent and enameled leather out of kangaroo skins. The new leather will be used largely for fine shoes for men and slippers for women. The kangaroo skins come from Australia, where the animals are found in great numbers and are killed by men who make a business of it. The skins are dried and shipped to this and other countries in bales. The skins vary in size from three to ten square feet. Seth Boyden, whose statue is in Washington Park, Newark, N. J., was the inventor of patent leather, and that city has a world-wide reputation for the leather it has since produced.

Woman's Way.

Bertha—These men are troublesome things!

Edith—Why, what's the matter with the men now?

Bertha—For the life of me, I can't make up my mind whether to let Fred or Charley fall in love with me.

Knew His Business.

Mrs. Longwed (yawning—Oh, dear! I wonder if angels ever get sleepy?)

Mr. Longwed—You never did when I was courting you, darling.

Then the old rascal kissed his wife and went to the club without a struggle.

The waste of life is greater than its accumulations.

Wherein the Manufacturer Is Unjustly Punished.

Written for the TRADESMAN.

The monthly Bulletin of the State Food Commissioner, as now published, frequently does an injustice to the manufacturer. By its reports of analyses the department chemist is the whole court, judge and jury. His judgment is infallible, no matter how close he draws the lines. For instance, in examining a vinegar, the law requires the ash to be 0.25. He finds 0.23 and so reports in the Bulletin, condemning the goods, no matter whether he is right or not. Perhaps another chemist, just as capable, would find the same vinegar to contain 0.26 or 0.27 ash, but the manufacturer has no redress. Judgment has been passed by the chemist and the Bulletin has been published and scattered broadcast throughout the State, to the injury of the manufacturer. Here is another instance: A lot of vinegar is sold late in the season and the retailer allows the vinegar to stand out during freezing weather, bulging the heads and allowing leakage. The first to leak out is always acetic acid or the acid strength of the vinegar, thereby reducing the original strength of the goods. A sample of this vinegar is taken up by the deputy and the department chemist finds it below legal standard strength and it is reported accordingly in the Bulletin, with the name of So-and-So as producers. This naturally causes every one to come to the conclusion that the goods were put out as reported, below standard strength.

Is this fair to the manufacturer? When he sold the vinegar it was lawful goods, but through the carelessness of the retailer it is made unlawful by freezing and the producer is condemned for it, probably receiving many letters pertaining to his product, as well as having many orders countermanded.

We think the present system could be greatly improved. The deputies, in picking up samples, could make enquiries at times that would satisfy the department where to place the blame. We do not blame any of the officials, as they are acting according to law and a system established for them at the time the department was created, but as we go along we see how the present system could be improved without injury to the good work of the food department. One of the suggestions we would make is that they hold the retailer responsible in every case and he, in turn, will be careful that he buys from only reliable dealers and manufacturers, such as will give their guaranty bond to the retailer and protect them.

The manufacturers should not be reported in the Bulletin except when the department is fully satisfied that such manufacturers are making a business of selling goods which do not comply with the requirements of the law, and such should be prosecuted, and this in turn would keep their products out of the State. RADIX.

Michigan Central War Atlas.

Only 25 cents for 15 large pages of six-colored authentic maps of all countries of the world, with marginal indices, statistical notes and supplementary sheet showing, in colors, the flags of all nations. The best war atlas published. \$4.00 worth of maps for 25 cents. They can be obtained at the Michigan Central Ticket Office—772.

Some women can see nothing attractive in this world without the aid of a mirror.

We are continually hearing of women's rights, but not a word of man's wrongs.

**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 Pleasure Bark When Loaded. Correspondence Solicited.

A Big Lift In Business

Are our FREIGHT ELEVATORS of any capacity. Our SCALE TRUCK is an 800-lb scale combined with the regular warehouse truck. We also make Engines, Boilers, Smokestacks, Iron and Brass Castings, Steel Culvert Pipe and General Machine Work.

Repairs done in any part of the state. Reach us any hour, day or night, by long distance phone.

**Lansing Boiler & Engine Works,
Lansing, Mich.**

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel

The Michigan Mercantile Agency

Special Reports.

Law and Collections.

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

Main Office: Room 1102 Majestic Building, Detroit, Mich.

Personal service given all claims. Judgments obtained without expense to subscribers

Chas. A. Coye

Manufacturer of and wholesale and retail dealer in

**FLAGS, AWNINGS, TENTS,
SEAT SHADES AND
LARGE UMBRELLAS**

11 Pearl Street,

Grand Rapids, Mich.



Fruits and Produce.

The Retail Dealer Should Advise the Producer.

Written for the TRADESMAN.

That there should be a better understanding between the city retailer and his brother, the country grower of the produce which must furnish the table of the city consumer, I think no one will venture to deny. The ever-increasing list of artificial food products has a tendency to bring about changes in tastes and in the requirements of the table in order to properly balance the daily food ration. These changes are soon brought to the attention of the retailer through the persistent enquiries from his customers for something which he is unable to furnish. The retailer has a duty to perform in this connection which no one can do for him. The producer is willing to do anything within his power to improve the quality of his product if only he can ascertain where the change should be made. The retailer is far too prone to pass the matter by and fail to explain to the men of whom he buys his produce how the commodity can be improved. In most cases this neglect comes from pure thoughtlessness or lack of time. It is a well-known fact that there are, in all sections of the country, a few farmers and gardeners whose products are eagerly looked for on account of their fine quality and the fact that they are placed upon the market in such a condition that they precisely meet the public demand and give complete satisfaction to the consumers who purchase them. The fact that these men bring articles of such fine quality as to bring the highest price and be constantly sought after by both dealer and consumer, while the general market is perhaps glutted with inferior stock of the same kind, proves that they have been studying the question closely.

That the producer should give this question of quality the closest attention goes without saying, but it must be remembered that he, like the dealer, is a busy man and has very little extra time for thought and meditation if he keeps the wheels moving and succeeds in making both ends meet at the end of the year; what he learns must be "caught on the fly." But the dealer to whom he sells can help him out very much if he will. When he meets the producer on the general markets or in his own store, suggestion as to quality and the needs of the market will not be amiss. When he is sending out circulars and advertising matter, if the grocer or commission man will give explanations as to quality required, in language easy to be understood, much can be accomplished in the way of an improvement of the general quality of the produce offered. Many dealers have come to recognize the importance of this matter and the attention which they have given the subject largely accounts for the great improvement in quality, in many lines, which has been brought about during the last few years.

One of the most obvious illustrations of the importance of studying the demands of a market is to be found in the item of dairy butter. A few years ago, when creameries were established, the public almost entirely abandoned the use of dairy butter, not because they preferred to, but simply because they were unable to get it while it was still fresh and palatable. Of late, however, our country buttermakers have greatly

improved their methods and for the last two years there has been an active and ever-increasing demand for prime dairy butter. There are yet many buttermakers who need to study more closely the demands of the trade. How many times during the last year have I heard the statement from some customer who was examining some dairy butter, "What a pity that a fine article of butter should have been spoiled by the maker by putting in too much salt." There is no room for doubt but that the majority of those who buy good butter really prefer dairy to creamery, the whole question hinging on the methods followed in the making. Is it not obvious that the retail dealers can do more to bring about reform by timely suggestion and criticism than can be accomplished in any other way?

Before leaving this butter question I can not refrain from mentioning a matter which concerns every dealer in dairy or private creamery butter, namely, the practice of marking down the actual weight of crocks. That this practice prevails is well known by all who are actively engaged in the handling of butter from the country. For example, a country dealer goes out and buys 1,000 pounds of dairy butter in gallon crocks, of which there would probably be about 140; by subtracting one-half pound from the weight marked on the bottom of each crock he can get pay for seventy pounds more butter from the dealer in the city who changes crocks with him. This, in itself, would be a good profit. In many states laws are in force obliging buttermakers to use crocks which are sealed regularly by the proper authorities. The grocers of Michigan should see to it that a similar law is passed here, for it will make a great difference in annual profits of the grocers and produce dealers of the State.

Another pertinent illustration of the importance of keeping up to the times in everything is to be found in the matter of rural cold storage. Nearly all farmers consider that a good fair cellar is the best place in which to keep vegetables, but when, in this time of year, one of these gentlemen takes his position in the market beside a farmer who has just taken his vegetables out of a properly constructed cold storage building he will soon find his mistake. The expense of the erection of a cold storage cellar on the farm is not great and the benefits to be derived therefrom will very soon equal and exceed the trifling cost. In many cases all that the producer needs is to have his attention called to the advantages of having such conveniences, and no one is in a position to do this with such telling effect as the dealer who handles his produce.

H. H. MACK.

The Yield of California Fruits to Be Large.

San Francisco, June 17—Despite the most unusual climatic conditions, as much money will come into the State for fruits as usual. There will be a full crop of grapes, apples and pears all over the State. The prune crop in Sonoma and Napa counties will be as good as usual.

The apricot crop is very light. That fruit ripened was small and of inferior quality. The peach crop will be about half the usual crop. The grape and apple yield will be very heavy, and scarcity of other fruits will stiffen the price of table grapes. The walnut crop now promises well. Oranges are setting well, but it is early to tell much about the yield.

Even a dull girl is sharp enough to cut an undesired acquaintance.

Butter Wanted

Cash F. O. B. Cars, carload lots or less. Prices quoted on application.

H. N. RANDALL PRODUCE CO., Tekonsha, Mich.

Watermelons and Cherries

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

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

SEEDS NEW POTATOES

We are receiving New Potatoes in carlots direct from growers. We solicit your orders.

MOSELEY BROS., 26-28-30-32 OTTAWA ST., 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.

Fourth of July

Supplies. Order early to get the best and surely on time.

WATERMELONS—

Several cars coming.

CHERRIES—

In their prime now.

All seasonable Green Goods.

VINKEMULDER COMPANY, Grand Rapids.

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



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.

Desirability of Patronizing Home Markets.

Written for the TRADESMAN.

A good home market depends upon loyal home patronage, but any patronage, home or foreign, will not respond without consistent market attractions. Trade moves in the direction of the least resistance, or in response to the strongest attraction, which are one and the same thing in practical results. Merchants and local newspaper publishers are offended when a dollar of local patronage goes to outside concerns, yet in many instances they both contribute to bring about just such a result.

It may be practically impossible for a civilized community to confine its patronage exclusively to home production and to dispose of its surplus for cash to outsiders. If it were possible, the theory of accumulation—get all you can and keep all you get—would be beautifully exemplified. The local merchant and his family imagine that some article of necessity or luxury which they see advertised in the local paper by an outside concern is superior to that supplied in the home market and ignore the home producer or dealer, spending their money elsewhere. His brother merchant, engaged in another line, does likewise. They both even go so far as to order their printing from an office located in another town. They subscribe to outside publications to the exclusion of their home paper, which loses interest by comparison with the better-patronized and more-prosperous foreign publication, until the local paper becomes practically worthless as an advertising medium, for want of local interest manifested in it. And, when this condition of affairs dawns upon the participants and chief sufferers, a triangular wail unites in the troubled atmosphere in a frantic appeal to the community not to follow their example but to patronize home industry. But the buying public are not ignorant of the inconsistency and imagine they see something attractive outside, themselves. Alienated patronage has the right of way and local business is sidetracked. Not until every interest in the community has felt the foreign influence will matters change in favor of the home market.

Human nature seems to have been constructed with a large open pouch in front, to contain the inconsistencies of its fellows, while its own shortcomings are concealed in a small neat package at its back. Not until human nature can lay aside its self-destructive pride and face the cold and stubborn fact that it is a miserable, beggarly dependant upon its fellows for the necessities as well as the enjoyments of life will it learn practical co-operation in the care of mutual interests as enjoined in the Golden Rule.

There seems to be a sort of supernatural, as well as fatal, equity overruling business transactions, so that it might be asked in paraphrase, What shall it profit a community, or a nation, to gain the whole world and lose its home trade? Business, like charity, should begin at home. The most prosperous, the most independent, the happiest community is that which is self-sustaining, whether or not it ever sold a dollar's worth of surplus. If it is the sole aim in life of the members of a community to accumulate wealth, and they are willing to stint themselves and "skin" the stranger to accomplish that end, they ought not to complain of slack business occasioned by abnormal econ-

omy at home on the part of their contemporaries, in their efforts to provide a surplus and to accumulate a reserve in cash; nor should they cry out, "Stop thief!" when the stranger happens to be aggressive and successful enough to appropriate some cuticle himself, from where it may be the most inconvenient to part with it.

It is not good diplomacy to attempt to convert a man to your way of thinking by finding fault with him or abusing him; rather must he be won over by superior attractiveness and more convincing display. The same rule applies to trade and can only be suspended by compulsion and under protest, which will embrace the first opportunity for successful revolution.

Very little trade, I imagine, is diverted from strictly selfish and self-interested channels through sympathy; the personality of the tradesman merely gives him the advantage of preference, other things being equal, or at least the impression prevailing in the mind of the buyer that they are so. Hence it follows that, to develop a healthy and robust home trade, the buyers of the community must be first convinced that it is to their interest to patronize the home market. This ought not to be very difficult in an enterprising and intelligent community if it is gone about in the right way.

It would appear that, as the commercial spirit is essentially a selfish one, the first lesson for the class in "local economy" should be calculated to teach that the best interests of the individual lie in the direction of mutual patronage, for the reason that each individual is naturally dependent on every other, and that a favor dispensed by one is sure to be, in turn, reciprocated by all, in some form, unless hindered or diverted from its natural course by the mistaken overt act of some member of the collective individuality. If there happens to be an abnormally developed "hog" in the community, the pork-packing season should not be permitted to pass unimproved.

The instruction in the next higher grade should consist in object-lessons of desirability and utility, elaborated by appropriate lectures in the form of attractive advertising. To render the instruction more effectual and lasting, there should be frequent recitations by the whole class, and graduating exercises at short intervals, to encourage the younger pupils to persist to the end of the course. As "All work and no play makes Jack a dull boy," it might prove conducive to health and the better application to study to interject a holiday, occasionally, in which such diversions as "chasing the Almighty Dollar" or "a run on the bank" might be indulged in by way of recreation; but great care should be had not to permit over-exercise, especially in the case of pupils of excitable temperament or weak financial organs. In case of inadvertent injury to these organs, a bank-draft applied to the face (of a legacy), by way of a tonic, will often restore normal conditions, unless the patient is too far gone (to the cemetery, for instance), in which case apply the draft to his life insurance policy.

If all these things fail to produce a healthy home market, a happy and prosperous community, try some other experiment; and let me know how it works.

J. M. BANKER.

It is easy enough for a woman to make up with a rival—if the rival is the homelier.

IMPROVEMENT THE ORDER OF THE AGE



WE CLAIM

PERFECTION FOR OUR
PARAFFINED,
ARCHMENT-LINED
PACKAGE

FOR HANDLING BUTTER.

Light—Neat—Strong.

No crocks to weigh and return.

Catalogue for the asking.

**MICHIGAN PACKAGE CO.,
OWOSSO, MICH.**

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.

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.

Take an Observation

Philadelphia to-day is the leading Butter market of the United States. The receipts of all grades of Butter are light and the market is firm and active.

Extra Creameries selling at.....	17½c
Firsts selling at.....	16@16½c
Seconds selling at.....	14@15 c
Fancy Imitations.....	14@15 c
Ladles.....	12 c
Packing stock in barrels or tubs.....	11@12 c

Ship your Butter to a Butter house and be happy, knowing you will get full market value and quick returns. We solicit a share of your consignments on business principles.

W. R. BRICE & CO.

Peculiar Plea for the Peddler.

Written for the TRADESMAN.

Every human being born into the world is said to possess certain inalienable rights. These were defined by the founders of our Government to be "life, liberty and the pursuit of happiness."

No human being can live without food, air and water. These he must procure by his own exertions or by the labor of another.

Liberty is the freedom of the individual to procure the necessaries of life without infringing the rights of others. The man who drafted the definition of what constitutes "inalienable rights" must have been a philosopher, else he would not have chosen the word "pursuit," instead of "possession," in connection with "happiness." There is a pessimistic undercurrent of irony in the expression, which strikes one as indicating that it was born of a spirit which had known the bitterness of adversity and unmerited disappointment. As education and refinement develop, something more than the bare necessities of life become imperative to the hopeful pursuit of happiness.

Human selfishness is at the bottom of most of the troubles the human race has to contend with. We decide according to our best judgment as to the formula that promises to contribute the largest to our personal interests and then we immediately want a law enacted compelling everyone to conform to that standard; then we wonder why so many unjust and useless laws encumber our statutes. Why, bless you, money and influence will procure any sort of legislation. The tragedy of "Shylock and the pound of flesh," however, has its counterpart in continuous performance in the courts of our land and Justice has her equivalents to hold in check much of the over-reaching tendencies of bad legislation.

It is a question whether or not most laws enacted in restraint of trade are not altogether pernicious. This, however, must not be confounded with the question of laws enacted for the regulation or prohibition of dishonest trade. The rapacity of the money-worshipper needs other restraints than those supplied by his own elastic conscience.

Men who have by honest industry and good management secured a competency should be protected in their rights in the fullest sense, but these rights should not be construed to overshadow and extinguish the rights of the humblest individual entitled to "life, liberty and the pursuit of happiness," which are as necessary and as dear to him as are the more diversified to the more opulent individual. With these preliminary observations we will take up the subject of "peddlers."

A peddler may be an embryo merchant or a circumstantially retired one. He may use questionable methods to sell his wares; so do many merchants. He may not pay his just proportion of municipal tax; many wealthy property owners are openly charged with a like offense. He may sell goods at less than legitimate margins (whatever that may mean); many merchants are obliged to do the same. He may be familiar with the art of selling 38 or 40 quarts of berries out of a bushel; I have heard others in higher standing in the commercial world accused of the same accomplishment.

If the peddler has been swindling his customers and defrauding the common-

wealth from time immemorial, certainly the shrewd, honest, wide-awake, solid business men of the country ought to have been able long ago to have convinced the public of the fact, so that the business would have died out of itself and not have waited to be suppressed by the strong and expensive arm of the law. If I choose to adopt more expensive and luxurious methods of doing business than my competitor, is that a valid reason for the enactment of a law compelling him to adopt my methods or suffer the alternate of a fine or imprisonment to bring his expenses up to the required standard?

If I happen to be in possession of more property than my neighbor, ought it to be required of him to pay the same amount of tax or to suffer the equivalent in a fine or license to be permitted to live?

If my property is not worth the tax I am required to pay for the enjoyment of its possession, why should I not inflict my neighbor with the possession of it and thus require him to bear the burden a while?

I suppose this is a cruel suggestion and rather rough on the neighbor, but the Christian injunction says, "Bear ye one another's burdens," and I am almost sure, from my acquaintance with the neighbor, that if the transfer should be suggested to him for the consideration involved, he would be ready to meet it in the Christian spirit implied. This leads us to observe that civilization has adopted a queer system of taxation. For instance, an enterprising and public spirited individual owning a piece of vacant land places valuable improvements upon it; the tax-assessor comes along and reports him to the proper authorities, who immediately as-

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.

Merchants

Correspond with me about your **Butter and Eggs**. I want 5,000 pounds Butter per week. Write at once. Get your name on my list and receive quotations each week. Want your Butter, Eggs and Poultry the year around.

E. M. SMITH, Cedar Springs, Michigan.

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.

Promptness is the essence of our success.

We will buy your

Butter and Eggs for Cash

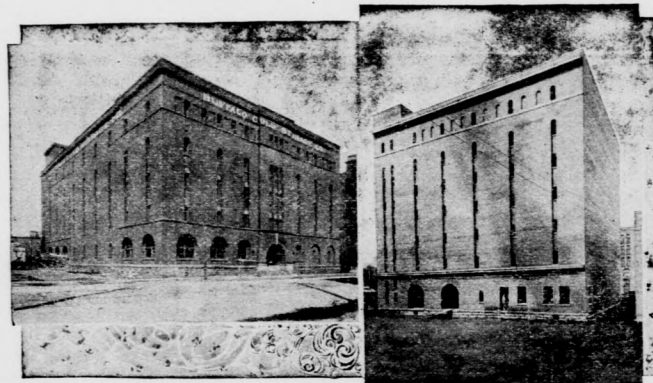
Correspond with us. We do not claim to be the oldest and largest commission house in the country, but in many respects one of the best.

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

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

**Warehouse "A" Warehouse "B"**

Capacity 600,000 cubic feet.

Capacity 500,000 cubic feet.

Exclusively
Butter and Eggs**Poultry, Cheese, Fruit**
and Miscellaneous
Storage.

Rates Reasonable.

Low Insurance.

Liberal Advances.

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

Correspondence Solicited.

sess a heavy fine against him for daring to buy materials and to employ labor to beautify and to make the earth more habitable, while his more conservative neighbor who owns a vacant lot overgrown with weeds is let off with a nominal tax.

Any avocation that continues to depend upon public patronage for subsistence must fill a want or it could not exist, and to effectively suppress the avocation the want must first be disposed of. Nature is greater than its creatures and the creatures can not indefinitely restrain a natural force—it will find vent in some direction.

The tax-payer who insists upon restraining an individual from earning a livelihood by his own exertion may, perforce, be obliged to support that individual in idleness. The individual who does not earn his own living must either be deprived of life or supported by the substance or labor of others. It would seem that the better way to abate the peddler nuisance, as it is called, would be to enact a law requiring every seller of merchandise having no fixed place of business to register, charging a fee therefor sufficient to pay the expense of conducting a strict supervision of the traffic and providing in the regulation a system of inspection to cover the question of the sale of impure or unwholesome food, and fraudulent transactions of whatever nature, violations of the law to be punished by adequate fines and forfeitures.

If the peddlers should be required to sell as good quality of wares and to be held to the same weights and measures as are the merchants who have a fixed location, and it should then transpire that the peddlers could sell cheaper and do more business, the merchants ought then to consider seriously the advisability of revising their system to meet the exigencies of the case by business methods, instead of appealing to the law to compel the public to contribute to the support of an exorbitant system that would thus have shown itself unable to fairly meet competition. In our competitive system it is not a question of "the survival of the fittest," but of the survival of the cheapest.

Therefore, let no proud merchant apprehend with horror the possibility of his engaging in the "peddling business," if that should prove to be the most successful method of selling goods. No merchant pays extra salaries to his clerks to enable them to live more expensively, but his salary list is graded according to the market price of clerks and what they are worth to him. Neither will the public consent to pay extra

profits to the merchant to enable him to own property and to pay taxes and to do business in a down-town store.

Permit me to hint at a possible solution of the vexing problem, within the reach of the merchants themselves, in this parting sentiment: It is often easier to beat a man at his own game than to compel by law to play at yours.

J. M. BANKER.

Experience of One Woman in Preserving Eggs.

Written for the TRADESMAN.

This is the first time I ever wrote to a newspaper, but perhaps I can aid some person by relating my experience in the matter of preserving eggs. I began, on a small scale, in 1894, having only \$4 to start with. Last summer I preserved ten whisky barrels full of eggs, which held 1,500 dozen and cost 6 1/2 cents a dozen, or \$97.50 for the lot. The preservation cost \$13.50; total, \$111. I sold them in December at our home market for 18 cents a dozen; total, \$270. The following is my recipe: Take 36 gallons of water; add 6 pounds of salt and 4 ounces of Per Algretta; dissolve the Per Algretta in 2 gallons of boiling water and pour into the cold mixture, thus making 38 gallons in all. This will preserve two barrels (300 dozen eggs). Put 10 gallons of the solution in each barrel; place the eggs therein as purchased and allow them to remain covered with the mixture until they are sold. Procure the powdered Per Algretta, as it is more soluble than the bulk.

Next year I shall invest my \$270 in eggs and, by selling and reinvesting it for two years, I shall have a capital of over \$1,500, with which I can make a profit of \$2,000 a year.

I can not see why a good profit could not be made at this business, as eggs are consumed everywhere and always sell for a much higher price in winter than in summer. I hope many of the readers of the Tradesman will adopt this method and communicate the result of their experience through this valuable paper. I am confident they would meet with success, as eggs preserved in this way are equally as good as the fresh product.

MRS. J. W. WHITE.

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.

Most women nowadays are fair just in proportion as they are false.

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.

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.

J. WILLARD LANSING
BURGE D. CATLIN

Lansing & Catlin

Wholesale Dealers in

L & C Butter and Eggs

44 W. Market St.
103 Michigan St.
Buffalo, N. Y.

EGGS EGGS EGGS

Buffalo is headquarters for Eggs. Our market has advanced one cent per dozen since last week. Ship us your Eggs, as we want them and can get you top prices.

Our Stock of

Wall Paper and Paints

Is New and Fresh from the Factory.


Every Wall Paper Design is of 1898 make.
Picture Frames made to order.

C. L. Harvey & Company,
59 Monroe St., Grand Rapids.

[We are not connected with any other firm using our name.]

BOUR'S COFFEES MAKE BUSINESS

An Insult To the Grocer



Some coffee roasters and jobbers occasionally claim wonderful qualities for their goods regardless of the fact that they cannot produce such up-to-date blends as ours. We build business on a solid foundation FOR US as well as for the retail grocer.

The J. M. Bour Co.,
113-115-117 Ontario St., Toledo, Ohio.
129 Jefferson Avenue, Detroit, Mich.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, June 18—It has been a good week among jobbers and the volume of business done is very large indeed. In many instances overtime has been necessary to fill the orders and everything seems to be flourishing. Prices generally were well sustained.

Among the great grocery staples coffee has moved as slowly as any. Orders coming to hand have been for the smallest amounts and there seems to be no anxiety whatever on the part of buyers to stock up beyond immediate wants. In invoices nothing was done. Holders show no special desire to dispose of stocks, although the new crop will begin to arrive before long. Rio No. 7 is held at 6 3/4c and the supply in store and afloat aggregates 866,747 bags, against 758,760 bags at the same time last year. Mild grades have been in fairly good request and jobbers have shown quite a "banking" for the better sorts. Good Cucuta is held at 8 3/4c, although this might be shaded in some cases, if necessary. The statistical position of coffee is such that we may expect a very low price for the next few years, at least.

The tea market awoke to find itself famous. Enormous sales have been made, and prices have advanced 5@10c along the whole line. It is said that 40,000 packages of Formosas in one block were sold and 50,000 of Oolong. It is such figures as these that make the tea market of the past seem mighty lifeless. Congous to the extent of many thousand packages have also changed hands. Good Amoy, 20@21c; good Foochow, 21 1/2@23c; Good Formosa, 26@27c; good medium Japan, 21@23c. Since Jan. 1 the appraiser's office here has passed 17,000,000 pounds of tea and rejected 1,068,000 pounds.

Sugar is firm. The price of refined, which has been guaranteed for a long time past, will remain for another thirty days. This has made a firm market and dealers know where they are at. There is a good demand and orders have come from all parts and in satisfactory amounts. Granulated, 5 3/4c.

The rice market is quiet but firm and there is no weakness shown at any point. During the week some 13,000 bags of rough rice from Japan and 6,000 from Java and Patna have been received. Practically all of it was sold before arrival and stocks here have not increased to any appreciable extent.

The spice market is firm, but buyers seem anxious to have some concessions if they are to take hold with any freedom. Quotations, however, are practically unchanged and holders insist on full rates. Cloves, 7 1/2@8c. Cassia is firm at 8 1/4c.

Molasses is dull, dull, dull. Stocks are not excessive, but seem amply sufficient to meet all wants, which are of a hand-to-mouth character. It is thought that there are about 150,000 barrels of molasses yet to be marketed at the plantations. Good centrifugal, 16@19c; good open-kettle, 20@30c. Syrups have been in moderate request, but rates have rather well adhered to and the outlook is rather encouraging.

Less interest seems to be displayed in canned goods and the situation is rather one of waiting; in fact, it appears to be the general opinion that the volume of trading is behind that of last year to date. Spot tomatoes are in light demand and prices are practically unchanged.

Prices of dried fruits are firmly adhered to, but the demand is very light and scarcely any interest is displayed. Evaporated apples of desirable quality are asked for and sell at 9 1/2@10@11c.

There is a moderate amount of business in butter going forward, but there is still room for improvement. Stocks on hand are not excessive, nor do the advices as to the amount of stock on the way seem to indicate anything like overcrowding. Gilt edge creamery is worth 17c, although once in a while a trifle more is said to be obtained. Western creamery firsts, 16@16 1/2c; seconds, 15@15 1/2c; imitation creamery

extras, 14@14 1/2c; firsts, 12 1/2@13c; factory, 12@13c.

The cheese market shows a trifle more firmness, but there has been no advance in quotations. Best grades of new cheese may be fairly quoted at 7@7 1/2c. Old cheese is completely cleaned out.

Eggs, best stock, are steadily held and the demand seems brisk enough to take pretty good care of arrivals. Fresh gathered Western eggs are held at 10 1/2@11c.

The bean market is extremely dull and there is not a sign of improvement. Choice marrow, \$1.65; medium, \$1.35@1.37 1/2; pea, \$1.32 1/2@1.35.

Increase in Amount of Case Count Business.

From the New York Produce Review.

We wish to call the attention of our friends in the egg business at interior points to some features of our egg market which are a little different from those of former seasons. One of the bars to a close grading of stock has been at least partially removed, and there is a growing disposition, and a growing ability, to recognize strict merit by holding buyers to a case count basis where the goods come up to certain definite and established requirements in point of quality and assortment. There is, in fact, more and more case count business being done here from year to year, but it is confined to such very fancy goods as show in reality little or no loss on the one hand, and to such goods as are too poor to sell to regular dealers on the other. The goods which have to go loss off, however, still include the majority of our receipts; they are those lots of so-called firsts which contain enough fine eggs to warrant regular dealers in using them under their own candling, but too many poor eggs to warrant them in taking the stock case count.

We have lately noticed an increasing quantity of the ungraded eggs, which run so poor as to find no outlet except to cheap trade at very low prices. It does not pay to ship stock in this fashion; it was a waste of expense to pay freight on the bad eggs and their presence in such quantity injures the selling value of the better eggs with which they are mixed.

Under our present Exchange rules stock which is received here in perfect condition and which contains no small or dirty eggs, being packed in white wood cases, with medium or No. 1 fillers, and which does not lose over 1 doz. to the case (counting checks at half loss) can be sold at mark. We think the fact is worth notice and an effort to give us goods of this character, although many may try for the grade and not always reach it. During the hot weather an assortment by casual inspection will not produce the requisite quality; it can only be done before the candle and by experienced and competent hands.

Wisconsin in Line on the Cheese Ration.

Plymouth, Wis., June 15—The following resolution was unanimously adopted by the Plymouth Dairy Board yesterday and similar resolutions will be adopted by every dairy board in Wisconsin this week or next:

Whereas—American cheese is known to be a nutritious and healthful article of food and, in the warm climate where the United States army is called to serve in the present war with Spain, especially is it far more healthful than pork and bacon, therefore be it

Resolved—That we, the members of the Plymouth Dairy Board of Trade, representing one of the greatest and most important interests in the State, do hereby unite in urging the members of Congress from the State of Wisconsin to immediately take active and earnest measures to have American cheese placed on the list of rations of the United States army, and further be it

Resolved—That a copy of these resolutions, signed by the President and Secretary of this Board, be mailed to each Wisconsin member of the Senate and House of Representatives.

N. WOHLFELDER & CO., COMMISSION MERCHANTS

399-403 HIGH ST., EAST SIDE, DETROIT, MICH.

We want your shipments of Eggs, Butter and Cheese and will make liberal advances on same to reliable parties.



Your Best Trade

appreciate only Fancy Creamery Butter. The Finest Goods in

THE FINEST 1-2-3 OR 5-LB PACKAGE

afford you a good profit. Write us.

MAYNARD & COON, Grand Rapids, 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.

BEWARE OF

Impure Extracts

and avoid the Food Commissioner's raid. Our Flavoring Extracts are pronounced Absolutely Pure by the Michigan State Analyst.

De Boe, King & Co.,

Grand Rapids, Michigan.

FOLDING PAPER BOXES

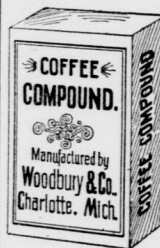
Printed and plain for **Patent Medicines, Extracts, Cereals, Crackers and Sweet Goods,**

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.



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.

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

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 PANTLIND, 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.

Gripsack Brigade.

M. O. Williams, traveling representative for Williams, Davis, Brooks & Hinchman's Sons, Detroit, has taken a position in the sundry department and given up work on the road.

Thos. Macleod (Geo. W. Farnham Co.) has a son, Edward W. Macleod, who is with the Detroit Naval Reserves on the Yosemite and expects to see active service with Sampson at Cuba or Porto Rico.

A. W. Peck (Hazeltine & Perkins Drug Co.) has been compelled to relinquish the exploitation of his automatic ventilated cycle seat, on account of the objections of his house to his handling a side line. He has therefore parceled out the territory among his friends, having transferred Southern Michigan to A. A. Howard (Coldwater), Eastern Michigan to "Old Wrinkles" Crawford (Flint) and Western Michigan to L. J. Koster (Grand Haven).

Backward, turn backward, O time, in your flight,
Feed me on gruel soup just for to-night;
I am so tired of this sole leather steak,
Petrified doughnuts and vulcanized cake,
Oysters that sleep in a watery bath,
Butter as strong as Goliath of Gath;
Weary of paying for what I can't eat,
Chewing up rubber and calling it meat!
Backward, turn backward, for weary I am,
Give me a whack at my grandmother's jam,
Let me drink milk that has never been skimmed,
Let me eat butter whose hair has been trimmed,
Let me once more have an old-fashioned pie;
Then I'll be ready to curl up and die!

Judging by the following clipping from the New Orleans Picayune, the obnoxious gate system is in vogue on some of the Louisiana railways: "The gate system in use by some railways to prevent persons from entering the cars or the inclosures where the cars stand, unless they show tickets, was the subject of discussion before a committee of the General Assembly at Baton Rouge, last night. It is contended by the railways that the gates are necessary to prevent dishonest officials of the roads from robbing the companies. Very well, why not provide some remedy that will not worry and annoy and inconvenience the roads' customers? Men and women, often with children in arms or loaded with bundles, are forced often to stand exposed to the weather and jammed in a crowd and placed at the greatest inconvenience to prevent some dishonest conductor from robbing his employer. Why visit the punishment on the passengers, and not on the prospective or possible thief? Why persecute the innocent and not adopt some method of security that will be felt by the dishonest employe? On the English rail-

ways, where the gate system is used, passengers are received under shelter. In this country, protection of any sort to those entering the cars is the exception. The railways, in all probability, can not afford to shelter their passengers, and ought not to be required to do it if they are not able; but the passengers should be protected against having to suffer unnecessary inconvenience. The matter is a simple one, and should be decided in a spirit of justice to all parties, and with discrimination for or against none."

Bardeen's Invitation Held in Abeyance.

At a special meeting of Post E held at Sweet's Hotel last Saturday evening, Geo. F. Owen was elected Chairman and Manley Jones acted as Secretary pro tem.

Several letters from Geo. E. Bardeen, President of Otsego, were presented, inviting the Grand Rapids traveling men to visit Otsego on July 4. The invitation was discussed by everyone present and, at the close of the discussion, it was unanimously decided to hold the invitation in abeyance until Mr. Bardeen explain the meaning of the word "caliphothiaphicahn." Grand Rapids traveling men are bold in the presence of danger, but they do not mean to be led into a trap from which they can not extricate themselves, and if Mr. Bardeen, or any other man, thinks he can pull the wool over the eyes of the Grand Rapids traveling men, he is mistaken.

Some of Mr. Bardeen's several letters of invitation are decidedly interesting, as may be inferred from the following extracts:

I have received a clipping from Mr. Stowe of the Tradesman and in a note at the bottom he asks or rather states, I will be at the meeting to explain what a caliphothiaphicahn is. Now, I can not give this out publicly, but I will say it to you, knowing you are a discreet person—one who can keep a secret, and simply tell his personal friends, whose personal friend will simply communicate it to their personal friends, and in this way it will be kept perfectly—that a caliphothiaphicahn is neither a man nor a woman. It is dressed so it is impossible to tell, and we expect all the Knights of the Grip to come down here so dressed, as well as the Elks and others. We expect this is going to be a regular old 4th of July caliphothiaphicahn day.

I note that you are surprised that we have a cemetery, that such a thing should be superfluous in a city of my adoption. You are very right in your conclusion. The cemetery is not located here for the purpose of the inhabitants here, but for the people that come from outside and can not withstand the dry atmosphere. They pass away and, instead of cremating them, we take them up on the hill to save expense of carriage to other points.

Hides, Pelts, Tallow and Wool.

The hide market remains high in price, with no accumulations. Stocks are eagerly sought and taken at ruling prices. The country kill is extremely small, with no apparent increase for the future.

There are no sheep pelts offering. Sheerlings will be a scarce offering throughout the country and in good demand for clothing purposes.

Tallow is in fair demand at lower prices. Any influence to advance prices seems to meet with defeat. Soap stocks are plenty.

Wool remains firm at good prices, with no sales at seaboard to make a quotable price. Sales so far this year have been \$1,000,000 or under per week, compared with \$6,000,000 to \$10,000,000 during the corresponding time last year. Wm. T. Hess.

SUCCESSFUL SALESMEN.

Thos. Macleod, Representing the Geo. W. Farnham Co.

Thos. Macleod was born in Edinburgh, Scotland, April 12, 1839. His father was manager of the bible publishing house known as the Queen's Printing Office. He was the oldest child in a family of four sisters and one brother, Wm. B. Macleod of Edinburgh being probably the most prominent dentist in the realm.

Mr. Macleod attended school until 15 years of age, when he took a clerkship for an Edinburgh house, where he remained three years. In 1857 he emigrated to America, landing in Detroit, where he secured a position as manager of the Ed. Fishpool dry goods house at New Baltimore. Three years later he removed to Houghton, where he was successively identified for ten years with the general stores of J. Hoar & Bro., Northrup, Butler & Co. and Condon & Close. In 1870 he returned to Detroit



and took a position with H. P. Baldwin & Co. as traveling salesman, remaining twenty-six years with that house and its successors, H. P. Baldwin, 2d, & Co. and Baldwin, McGraw & Co. In Sept., 1897, Mr. Macleod accepted an offer from the Geo. W. Farnham Company, of Buffalo, N. Y., to cover the entire State of Michigan, with the exception of the Thumb and the Saginaw Valley, with which house he is still identified.

Mr. Macleod was married Nov. 17, 1868, to Miss Lucy O. P. Le'Breton, of Boston, and the family now consists of four children, three boys and one daughter, the latter married. Mr. Macleod was originally a Presbyterian and was for many years a strong adherent of that church. Some years ago he espoused the belief of the Episcopal church, with which he is still identified. He is an enthusiastic member of the Masonic fraternity, including Union Lodge, Peninsular Chapter, Detroit Commandery and Moslem Temple of the Mystic Shrine. He was one of the original thirteen traveling men who organized the Michigan Commercial Travelers' Association in 1874, and has served the organization as President one year, as Secretary one year and as a member of the Board of Directors for sixteen years. He has also been a member of the Northwestern Traveling Men's Association for over twenty years. Although he never smelled gunpowder, he tendered

his services to the country of his adoption, having been a member of the first Michigan Lancers for six months. He was discharged March 22, 1862, by reason of the regiment being disbanded. He is also a member of the Fellowcraft Club of Detroit, in which he is held in high esteem.

Personally, Mr. Macleod is probably as well known as any salesman in the State, owing to the extent of territory he has covered and the length of time he has traveled. He is everywhere regarded as a man of the highest integrity, having never been accused of taking an undue advantage of a competitor or presuming on the ignorance or inexperience of a customer. As a result of this policy, rigidly adhered to, he possesses a large circle of steadfast friends and no inconsiderable number of warm admirers.

That "All the world's a stage," I grieve,
And from my inmost soul
I suffer from dyspepsia when
My wife "creates a roll."

MICHIGAN'S POPULAR SUMMER RESORT..



THE SEVEN ISLANDS

CITY OF GRAND LEDGE.

Hotel now open. First-class, at reasonable rates.

This Resort is conceded to be the great Central Park of Michigan, located eleven miles from Lansing, on the Detroit, Grand Rapids & Western R. R., and its northern division terminating at this place makes it easy of access from any point in the State.

One of the finest row boat liveries; two splendid steamers, 150 passenger capacity; hotel and grounds thoroughly illuminated by electricity; a veritable paradise for those appreciating rugged rock scenery, beautiful islands, groves and glens. With eleven years of experience, we feel competent to meet the various wants of visitors, tourists, excursionists, picnickers, etc. Those contemplating a summer vacation, write me for full particulars.

P. S. Owing to other business, I offer this magnificent property FOR SALE, but don't burden me with letters of inquiry UNLESS YOU HAVE MONEY, ENERGY, AND MEAN BUSINESS.

J. S. MUDGE,
Owner and Proprietor.

THE CHARLESTON

Only first-class house in MASON, MICH. Everything 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.

HOTEL BUTLER, LANSING, MICH.
Remodeled and newly furnished. Library of 150 volumes free to guests. Rates \$1 and upwards.

I. M. BROWN, Prop.

MANY LAKES AND STREAMS about Whitehall, Mich. Delightful Pastime. Special attention and rates for such parties. Write to Mears Hotel, Wm. Cherryman, Prop.

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.

How Pharmacy Boards Can Protect the Profession.

Botanically, the apprentice is known as "Quantitas Un-non-ias;" chemically, just a trace of organic matter, and pharmaceutically, the apprentice, with rare exceptions, is a runaway from school who smokes cigarettes, chews gum, and sometimes sells a little of both. When he can not get around it, he washes bottles, makes a bluff at keeping the store clean, and, after having performed these arduous duties, he gets all the affidavits he can scrape up, testifying that he has had two years' experience behind the prescription counter and gets his certificate as assistant pharmacist. He is now admitted to the mysteries of the soda fountain, practices the fine art of drawing Monday morning eye-openers, and in the more refined pharmacies, more progressive beverages like "kow-mist" and other "milk shakes" in the most approved fashion. After having done this for a term of three years, perchance looking on when the boss puts up a difficult recipe, like putting a label on a bottle of some proprietary nostrum, the assistant can prove up five years' experience in the aggregate, the second job lot of affidavits enters the records and the registered pharmacist is ready. Ready for what? To canvass the wholesale trade for foreclosed mortgage sales; and if he has a few hundred dollars the wholesaler generously accommodates the applicant by taking his cash and another mortgage—and when in the course of a few years the situation is ripe for another foreclosure, our new competitor has sunk his savings and acquired the first dose of real genuine "experience."

Is this an exaggeration? Alas, I fear it is too truly a snap-shot picture. What is the remedy? None, except we druggists help ourselves by giving more attention to the kind of calibre we take in as apprentices and by demanding of our various boards of pharmacy that nobody be accepted as an apprentice unless qualified. Careful observers have agreed long ago that our ranks are overcrowded and that unjustified—almost senseless—competition is the curse of our trade. I am almost tempted to admit that pharmacy is a profession. If we were tradesmen, we would have trades unions, and you all know that trades unions, without any legislative machinery, regulate even the number of apprentices each boss is permitted to employ. It is true, boards of pharmacy, as well as colleges, have their requirements for preliminary education—mostly honored in the breach. Look over the crop of papers handed in to our examiners—may they be for

the board or college examinations—look over the direction labels written by the average clerk who passed both board and college examinations, and you are sure to find a more strained relation existing between the young pharmacist and orthography and grammar than would be necessary for a modern declaration of war. We pharmacists pay for the administration of the pharmacy law, and we have a perfect right to demand of our board that it protect us against insane competition produced by admitting incompetent, ignorant boys into the ranks of pharmacy. If I had my way about it, I would insist that the rules governing admission to our ranks, in relation to preliminary education, be most stringently enforced. A young man of good education, with good practical training and a thorough theoretical knowledge of pharmacy, is certainly bound to be a more honorable competitor than the ignorant chap who embarks in pharmacy by way of so-called "experience," only for the purpose of slashing around left and right for all there is in it, not to forget practice at the bar. We are not justified in complaining at all unless we take the remedy in hand ourselves by most careful scrutiny of all the qualifications of the young men we adopt as apprentices, and by insisting that our boards enforce the requirements of preliminary education.

Glittering generalities on paper will not fill the bill. Considering the present state of pharmacy, it requires a courage worthy of a better cause to embark in pharmacy. Let us be honest to the young men who offer themselves as apprentices. Let us be honest in the affidavits that we give to these young men proving up experience, and soon the conditions will change for the better.

Primarily, pharmacy acts may have been established for the protection of the people, but I am frank to admit that I have no use whatever for a pharmacy act—and the board executing it—that does not protect the pharmacists who pay for the administration of the act.

W. BODEMANN.

The Drug Market.

There are no new features of the drug market. With the single exception of opium, everything in the drug line is steady.

Opium—On account of excited and advancing primary market and large demand, prices have advanced. The crop is reported poor quality and small.

Morphine—Unchanged.

Quinine—Is steady at the recent decline.

Glycerine—The demand is not so large, but prices are firm. Indications are for higher prices during the coming season.

Balsams—Copaiba has declined, on account of increased stocks. Peru and tolu are unchanged.

Essential Oils—Are dull. Bergamot and anise are very firm.

Roots—Gentian has advanced abroad and will be higher here. Golden seal is lower.

Seeds—California yellow mustard has advanced, with higher prices in prospect.

Congressman Eddy is so conspicuously plain looking that a beggar who asked him for a quarter in Washington the other day, and got it, returned it, after a good look at the Congressman, with the remark: "I'll be hanged if I'll take your money; go and buy yourself a square meal and I'll strike some one else."

The "R" on a Prescription.

Reminders of a time when mortals were supposed to have close intercourse with the gods come up now and then, and often in the most unexpected places. For example, there are several hundred thousand persons in the country who daily write invocations to Jupiter or Zeus. Many times this number give of their substance for these talismanic ciphers, hoping thereby to be rid of some bodily ill. Now, the curious part of this latter-day pagan worship is that those who make the sign of High Olympus' king have little, if any, thought of what they are doing, and those who eagerly seek the "parchments" never suspect that they are taking part in a medico-religious rite of the Middle Ages. In short, the "priests of Jupiter" are physicians and druggists, the suppliants their patients or customers, and the parchments ordinary prescriptions. In the left-hand upper corner of every physician's prescription or druggist's recipe may be found a letter "R," having a line drawn obliquely across its tail.

Not one person in ten who writes a prescription takes the trouble to recall the significance of that little stroke across the "R," and not one in a thousand who carries a prescription to the dispenser knows anything at all as to the meaning of the symbol. Physicians' and druggists' text-books tell us it stands for "recipe," and means "take of the following." Many of those who write and dispense prescriptions will pause in their busy moments long enough to say it is a mere arbitrary sign and means little, if anything; but the student of ancient things finds in that well-known symbol a relic of the days when prescriptions had to be blessed of the gods to be effective, and will tell us it originally meant "May Jupiter or Zeus (or some other god who happened to be not overbusy at the time) bless this prescription and bring the patient health."

Archeologists, while agreeing as to the antiquity of this medical symbol or talisman, differ somewhat as to its exact original meaning. The oldest form of the letter appears to have been a figure like the English letter "Z," with the lower horizontal part crossed with a sceptre-shaped line. This, or some modification of it, has been from time immemorial the symbol of the planet Jupiter. And this is given as the reason for placing it at the head of prescriptions, for the great planet, bearer of the name of the father of life, was believed in olden days to have a peculiar and powerful defense over diseases. The symbol has also been generally described as simply the initial letter for Zeus, the Greek name for Jupiter. But this only accounts for part of it, as it makes no provision for the sceptre-stroke, an object which, accompanied or entwined by a serpent, was prominent in representations of Jupiter.

Still others have figured it as being made up of the initial and terminal letters of Zadakiel, the angel and spirit of the great planet. Some, taking it to be a combination of "R" and "I," have held that it might be derived from the name of Raphael, angel of the sun, while one—Taylor—says: "This ideogram resolves itself into an arm grasping a thunderbolt," which is only another way of ascribing it to Jupiter.

The Standing of the Retail Druggist.

From the American Druggist.

The position occupied by the retail druggist in the community varies, of course, in particular instances according to the personal worth of the individual druggist. On the whole, however, the American druggist occupies a satisfactory position in the community, particularly among the smaller towns. In the cities, the accumulation of wealth and development of a leisure class has created lines of social cleavage which leave the druggist in the class of the small shop-keeper, lower in the social scale than the physician, but decidedly above the keeper of the corner grocery or neighborhood haberdashery of the resident section.

Most druggists probably realize quite clearly that their own position in the community is largely dependent on their personal characters and habits of life, although probably few realize the immense power on the future of pharmacy which they are called upon to exercise when selecting what we still term apprentices, although the term is now scarcely recognized. In the selection of a boy to enter his drug store at the foot of the ladder of pharmacy, every druggist has imposed upon him a most serious duty, for in choosing this boy he is aiding to determine the future of pharmacy. If he choose wisely a lad of intelligence, industry and refinement, one accustomed to the refining influences dominant in a well-bred family, he will have done well for his calling. If, on the other hand, he carelessly accepts the first applicant, he will have done an irreparable injury to the future of pharmacy and one which no exercise of courtesy, sobriety and integrity on the part of the pharmacist himself can ever quite compensate for. We, therefore, direct the particular attention of our readers to this important subject and would impress upon them the serious character of the responsibility which they must assume in selecting the young men who enter pharmacy and who will some day determine the standing of the pharmacists in the community.

A Drug in the Market.

"This war with Spain
 Gives me a pain."
 The doleful druggist cries,
 "Because those who
 Buy from me do
 Not stop to analyze,

"But hate, you know,
 The Spanish so
 That I can have no hope
 Of selling now,
 By any how,
 My stock of Castile soap."

Like a Man.

"Our nation," the orator rehearsed before the mirror, "went forth with bread in one hand and the sword in the other—"

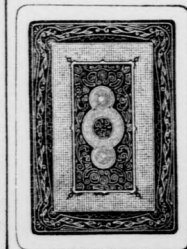
"Isn't that just like a man?" his wife interrupted him to ask; "a woman would have taken a breadknife."

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.

WHOLESALE PRICE CURRENT.

Advanced—	Declined—				
Acidum					
Aceticum.....	60¢	8	Conium Mac.....	35¢	50
Benzoicum, German	70¢	75	Copaiba.....	15¢	125
Boricac.....	40	45	Cubeba.....	90¢	100
Carbolicum.....	20¢	41	Exechthos.....	1 00¢	110
Citricum.....	42¢	44	Erigeron.....	1 00¢	110
Hydrochlor.....	30¢	5	Gaultheria.....	1 50¢	160
Nitrocum.....	80¢	10	Geranium, ounce.....	1 50¢	160
Oxalicum.....	12¢	14	Gossypil, Sem. gal.....	5 00¢	60
Phosphoricum, dil.....	60¢	65	Hedeoma.....	1 00¢	110
Salicylicum.....	60¢	65	Junipera.....	1 50¢	2 00
Sulphuricum.....	1 1/2¢	5	Lavandula.....	3 00¢	2 00
Tannicum.....	1 25¢	1 40	Limonis.....	1 30¢	1 50
Tartaricum.....	38¢	40	Mentha Piper.....	1 00¢	2 20
Ammonia					
Aqua, 16 deg.....	40	6	Mentha Verid.....	1 50¢	1 60
Aqua, 20 deg.....	60	8	Morrhuae, gal.....	1 10¢	1 25
Carbonas.....	12¢	14	Myrcia.....	4 00¢	4 50
Chloridum.....	12¢	14	Olive.....	75¢	3 00
Aniline					
Black.....	2 00¢	2 25	Piéis Liquidá.....	10¢	12
Brown.....	80¢	1 00	Piéis Liquidá, gal.....	35¢	35
Red.....	45¢	50	Ricini.....	98¢	1 10
Yellow.....	2 50¢	3 00	Rosmarini.....	1 00	1 00
Bacca:					
Cubee..... po. 18	13¢	15	Rose, ounce.....	6 50¢	8 50
Juniperus.....	60	8	Succini.....	40¢	45
Xanthoxylum.....	25¢	30	Sabina.....	90¢	1 00
Balsamum					
Copaiba.....	55¢	60	Santal.....	2 50¢	7 00
Peru.....	2	75	Sassafras.....	55¢	60
Terabin, Canada.....	45¢	50	Sinapis, ess., ounce.....	1 70¢	1 80
Tolutan.....	50¢	55	Thyme.....	40¢	50
Cortex					
Abies, Canadian.....	18	18	Thyme, opt.....	1 60	1 60
Cassia.....	12	12	Theobromas.....	15¢	20
Cinchona Flava.....	18	18	Potassium		
Euonymus atropurp.....	30	30	Bi-Carb.....	15¢	18
Myrica Cerifera, po.....	12	12	Bichromate.....	13¢	15
Prunus Virginiana.....	12	12	Bromide.....	50¢	55
Quillaja, gr'd.....	14	14	Carb.....	12¢	15
Sassafras..... po. 18	12	12	Chlorate, po. 17@19c.....	15¢	18
Ulmus..... po. 15, gr'd	15	15	Cyanide.....	2 60¢	2 50
Extractum					
Glycyrrhiza Glabra.....	24¢	25	Iodide.....	2 60¢	2 50
Glycyrrhiza, po.....	28¢	30	Potassa, Bitart, pure.....	2 80¢	3 00
Hæmatox, 15 lb box.....	11¢	12	Potassa, Bitart, com.....	1 00¢	11
Hæmatox, 18.....	13¢	14	Potass Nitras, opt.....	10¢	12
Hæmatox, 1/4s.....	14¢	15	Potass Nitras.....	10¢	11
Hæmatox, 1/4s.....	16¢	17	Prussiate.....	20¢	25
Ferru					
Carbonate Precip.....	15	15	Sulphate po.....	15¢	18
Citrate and Quinia.....	2 25	25	Radix		
Citrate Soluble.....	75	75	Aconitum.....	20¢	25
Ferrocyanidum Sol.....	40	40	Althæ.....	22¢	25
Solut. Chloride.....	15	15	Anchusa.....	10¢	12
Sulphate, com'l.....	2	2	Arum po.....	10	25
Sulphate, com'l, by.....	50	50	Calamus.....	20¢	40
Sulphate, pure.....	7	7	Gentiana..... po. 15	12¢	15
Flora					
Arnica.....	12¢	14	Glycyrrhiza..... pv. 15	16¢	18
Anthemis.....	18¢	25	Hydrastis Canad.....	60	60
Matricaria.....	30¢	35	Hydrastis Can., po.....	60	60
Folia					
Barosma.....	23¢	28	Hellebore, Alba, po.....	18¢	20
Cassia Acutifol, Tin.....	18¢	25	Inula, po.....	15¢	20
Cassia Acutifol, Alx.....	25¢	30	Ipecac, po.....	2 80¢	3 00
Salvia officinalis, 1/4s.....	12¢	20	Iris plox..... po. 35@38	35¢	40
Ura Ursi.....	8¢	10	Jalapa, pr.....	25¢	30
Gummi					
Acacia, 1st picked.....	45	45	Maranta, 1/4s.....	35¢	40
Acacia, 2d picked.....	35	35	Podophyllum, po.....	22¢	25
Acacia, 3d picked.....	28	28	Rhei, cul.....	75¢	1 00
Acacia, sifted sorts.....	60¢	80	Rhei, pv.....	75¢	1 35
Aloe, Barb. po. 18@20.....	12¢	14	Spigelia.....	35¢	38
Aloe, Cape..... po. 15	12	12	Sanguinaria, po. 15.....	30¢	35
Aloe, Socotri..... po. 40	30	30	Serpentaria.....	30¢	35
Ammoniac.....	55¢	60	Senega.....	40¢	45
Assafoetida..... po. 30	25¢	28	Smilax, officinalis H.....	10¢	12
Benzoinum.....	50¢	55	Smilax, M.....	10¢	12
Catechu, 1s.....	13	13	Symplocarpus, Foet.....	10¢	12
Catechu, 1/4s.....	14	14	Valeriana, Eng. po. 30.....	15¢	20
Catechu, 1/4s.....	16	16	Valeriana, German.....	15¢	20
Camphora.....	40¢	43	Zingiber a.....	12¢	16
Euphorblum, po. 35.....	10	10	Zingiber j.....	25¢	27
Galbanum.....	1 00	1 00	Semen		
Gamboge po.....	65¢	70	Anisum..... po. 15	12	12
Guaiaacum..... po. 25	30	30	Aptium (graveleons).....	13¢	15
Kino..... po. \$3.00	3 00	3 00	Bird, 1s.....	4¢	6
Mastic.....	60	60	Carui..... po. 18	10¢	12
Myrrh..... po. 45	40	40	Cardamon.....	1 25¢	1 75
Opii..... po. \$5.20@5.40	3 85¢	3 95	Coriandrum.....	8¢	10
Shellac.....	25¢	35	Cannabis Sativa.....	4¢	4 1/2
Shellac, bleached.....	40¢	45	Cydonium.....	75¢	1 00
Tragacanth.....	50¢	80	Chenopodium.....	10¢	12
Herba					
Absinthium, oz. pkg.....	25	25	Dipterix Odorata.....	2 00¢	2 20
Eupatorium, oz. pkg.....	25	25	Feniculum.....	7¢	9
Lobelia..... oz. pkg.....	25	25	Poenugreek, po.....	7¢	9
Majorum..... oz. pkg.....	25	25	Lini.....	3 1/2¢	4 1/2
Mentha Pip. oz. pkg.....	23	23	Lini, gr'd..... bbl. 3 1/4	4¢	4 1/2
Mentha Vir. oz. pkg.....	25	25	Lobelia.....	35¢	40
Rue..... oz. pkg.....	30	30	Pharlaris Canarian.....	4¢	4 1/2
Tanacetum V oz. pkg.....	22	22	Rapa.....	4 1/2¢	5
Thymus, V. oz. pkg.....	25	25	Sinapis Alba.....	9¢	10
Magnesia					
Calcined, Pat.....	55¢	60	Sinapis Nigra.....	11¢	12
Carbonate, Pat.....	20¢	22	Spiritus		
Carbonate, K. & M.....	20¢	25	Frumenti, W. D. Co.....	2 00¢	2 50
Carbonate, Jennings.....	35¢	36	Frumenti, D. F. R.....	2 00¢	2 25
Oleum					
Absinthium.....	3 25¢	3 50	Frumenti.....	1 25¢	1 50
Amygdale, Duic.....	30¢	35	Juniperis Co. O. T.....	1 65¢	2 00
Amygdale, Amare.....	8 00¢	8 25	Juniperis Co.....	1 75¢	3 50
Anisi.....	2 1¢	2 20	Saacharium N. E.....	1 90¢	2 10
Auranti Cortex.....	2 25¢	2 40	Spt. Vini Galli.....	1 75¢	6 50
Bergami.....	2 40¢	2 50	Vini Oporto.....	1 25¢	2 00
Cajiputi.....	80¢	85	Vini Alba.....	1 25¢	2 00
Caryophylli.....	75¢	80	Sponges		
Cedar.....	35¢	65	Florida sheeps' wool.....	2 50¢	2 75
Chenopadii.....	2 75	2 75	Nassau sheeps' wool.....	2 00	2 00
Cinnamoni.....	1 60¢	1 70	Velvet extra sheeps'.....	1 25	1 25
Citronella.....	45¢	50	wool, carriage.....	1 00	1 00
			Extra yellow sheeps'.....	1 00	1 00
			wool, carriage.....	1 00	1 00
			Grass sheeps' wool.....	1 00	1 00
			carriage.....	1 00	1 00
			Hard, for slate use.....	1 40	1 40
			Yellow Reef, for.....	1 40	1 40
			slate use.....	1 40	1 40
			Syrups		
			Acacia.....	50	50
			Auranti Cortes.....	50	50
			Zingiber.....	50	50
			Ipecac.....	50	50
			Ferri Iod.....	50	50
			Rhei Arom.....	50	50
			Smilax Officinalis.....	50	50
			Senega.....	50	50
			Scilla.....	50	50

Morphia, S. P. & W.....	2 45¢	2 70	Sinapis.....	18	18
Morphia, S. N. Y. Q. & C. Co.....	2 45¢	2 70	Sinapis, opt.....	30	30
Moschus Canton.....	65¢	80	Snuff, Maccaboy, De.....	34	34
Myristics, No. 1.....	65¢	80	Voes.....	34	34
Nux Vomica..... po. 20	10	10	Soda Boras.....	9	11
Os Sepia.....	15¢	18	Soda Boras, po.....	9	11
Pepsin Saac, H. & P. D. Co.....	1 00	1 00	Soda et Potass Tart.....	20¢	28
Piéis Liq. N. N. 1/2 gal. doz.....	2 00	2 00	Soda, Carb.....	1 1/2¢	2
Piéis Liq., quarts.....	1 00	1 00	Soda, Bi-Carb.....	3 1/2¢	5
Piéis Liq., pints.....	85	85	Soda, Ash.....	3 1/2¢	4
Piper Nigra..... po. 80	50	50	Soda, Sulphas.....	2	2
Piper Alba..... po. 35	30	30	Spts. Cologne.....	2 60	2 60
Pilix Burgum.....	50	50	Spts. Ether Co.....	50¢	55
Plumbi Acet.....	10¢	12	Spt. Myrcia Dom.....	9	9
Pulvis Ipecac et Opii 1 10¢	1 20	1 20	Spts. Vini Rect. bbl.....	2 48	2 48
Pyrethrum, boxes H. & P. D. Co. doz.....	1 25	1 25	Spts. Vini Rect. 1/2 bbl.....	2 53	2 53
Pyrethrum, pv.....	25¢	30	Spts. Vini Rect. 1/4 gal.....	2 58	2 58
Quassia.....	80	10	Spts. Vini Rect. 5gal.....	9 00	16 00
Quinia, S. P. & W.....	25¢	31	Less 5c gal. cash 10 days.....		
Quinia, S. German.....	25¢	32	Strychnia, Crystal.....	1 40¢	1 45
Quinia, N. Y.....	25¢	34	Sulphur, Subl.....	3 1/2¢	4 1/2
Rubia Tincturum.....	12¢	14	Sulphur, Roll.....	3 1/2¢	4
Saccharum Lactis pv.....	18¢	20	Tamarinds.....	10	10
Salacin.....	3 00¢	3 10	Terebenth Venice.....	28¢	30
Sanguis Draconis.....	40¢	50	Theobroma.....	40¢	42
Sapo, W.....	12¢	14	Vanilla.....	9 00¢	16 00
Sapo, M.....	10¢	12	Zinci Sulph.....	7¢	8
Sapo, G.....	15	15	Oils		
Siedltz Mixture.....	20	22	Whale, winter.....	BBL.	GAL.
			Lard, extra.....	40	45
			Lard, No. 1.....	35	40

POCKET BOOKS

AND

PURSES

We 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.	
Aurora	55 6 00
Castor Oil	80 7 00
Diamond	50 4 00
Prater's	75 9 00
IXL Golden, tin boxes	75 9 00
Tica, 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 cans 1 doz	1 00
Bulk	10
Arctic.	
6 oz. Eng. Tumblers	85
El Purity.	
1/2 lb cans per doz	75
1 lb cans per doz	1 20
1 lb cans per doz	2 00
Home.	
1/2 lb cans 4 doz case	35
1 lb cans 4 doz case	55
1 lb cans 2 doz case	90
Jersey Cream.	
1 lb cans, per doz	2 00
6 oz. cans, per doz	1 25
9 oz. cans, per doz	85
Our Leader.	
1/2 lb cans	45
1 lb cans	75
1 lb cans	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	70
English	80
BLUING.	
CONDENSED PEARL BLUING	
Small, 3 doz	40
Large, 2 doz	75
BROOMS.	
No. 1 Carpet	1 60
No. 2 Carpet	1 75
No. 3 Carpet	1 50
No. 4 Carpet	1 15
Parlor Gem	2 00
Common Whisk	20
Fancy Whisk	80
Warehouse	2 25
CANDLES.	
8s.	7
16s.	8
Paraffine	8
CANNED GOODS.	
Laninotow 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, 4 pints	1 25
CHEESE	
Acme	7 1/4
Amboy	8
Butternut	8
Carson City	7 1/2
Emblem	7 1/2
Gem	8 1/4
Ideal	8 1/4
Jersey	7 1/2
Lenawee	7
Riverside	7
Springdale	8
Brick	11
Edam	70
Leiden	17
Limbarger	12
Pineapple	50
Sap Sago	85
Chicory.	
Bulk	5
Red	7
CHOCOLATE.	
Walter Baker & Co.'s.	
German Sweet	23
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
June, 60 ft, per doz	80
June, 72 ft, per doz	25
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.	
Rio.	
Fair	9
Good	10
Prime	11
Golden	12
Peaberry	13
Santos.	
Fair	12
Good	13
Prime	14
Peaberry	15
Mexican and Guatamala.	
Fair	15
Good	16
Fancy	17
Maracaibo.	
Prime	19
Milled	20
Java.	
Interior	19
Private Growth	20
Mandehling	21
Mocha.	
Imitation	20
Arabian	22
Roasted.	
Clark-Jewell-Wellis Co.'s Brands	
Fifth Avenue	29
Jewell's Arabian Mocha	29
Wells' Mocha and Java	24
Wells' Perfection Java	34
Sancabo	21
Breakfast Blend	18
Valley City Maracaibo	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 3c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases.	
Arbuckle	10 50
Jersey	10 50
McLaughlin's XXXX	
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	
Extract.	
Valley City 1/2 gross	1 75
Felix 1/2 gross	1 15
Hummel's full 1/2 gross	3 85
Hummel's tin 1/2 gross	4 43
CLOTHES PINS.	
5 gross boxes	40
CONDENSED MILK.	
4 doz in case	
Gail Borden Eagle	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.	
50 books	1 00
100 books	2 00
500 books	3 00
100 books	3 00
250 books	6 25
500 books	10 00
1000 books	17 50

ONE CENT DUPOUX	
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
2'00, any one denom'n	8 00
Steel punch	75
DRIED FRUITS—DOMESTIC	
Apples.	
Sundried	2 5
Evaporated 50 lb boxes	2 8
California Fruits.	
Apricots	2 8 1/2
Blackberries	2 7 1/2
Nectarines	2 7 1/2
Peaches	6 1/2 @ 7 1/2
Pears	8 @ 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
Dehesas	3 1/2
Loose Muscatels 3 Crown	5 1/2
Loose Muscatels 4 Crown	5 1/2
FOREIGN.	
Currants.	
Patras bbls	2 7 1/2
Vostizzas 50 lb cases	2 7 1/2
Cleaned, bulk	2 8 1/2
Cleaned, packages	2 8 1/2
Peel.	
Citron American 10 lb bx	2 13
Lemon American 10 lb bx	2 12
Orange American 10 lb bx	2 12
Raisins.	
Orduza 25 lb boxes	8 @ 8 1/2
Sultana 1 Crown	2 2
Sultana 2 Crown	2 2
Sultana 3 Crown	2 2
Sultana 4 Crown	2 2
Sultana 5 Crown	2 2
Sultana 6 Crown	2 2
Sultana package	2 14
FARINACEOUS GOODS.	
Farina.	
24 1 lb. packages	1 65
Bulk, per 100 lbs.	4 10
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 50
Beans.	
Dried Lima	3 1/2
Medium Hand Picked	3 30
Maccaroni 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 bu	2 1/2
Rolled Oats.	
Rolled Avena, bbl	4 00
Monarch, bbl	4 85
Monarch, 1/2 bbl	2 10
Monarch, 90 lb sacks	1 90
Quaker, cases	3 20
Huron, cases	1 75
Sago.	
German	4
East India	3 1/2
Tapioca.	
Flake	3 1/2
Pearl	3 3 1/2
Anchor, 40 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 9
rierring.	
Holland white hoops, bbl	2 75
Holland white hoop 1/2 bbl	1 30
Holland, 1/4 bbl	85
Holland white hoop, keg	85
Holland white hoop mchs	85
Norwegian	2 75
Round 100 lbs	1 30
Round 40 lbs	1 13
Flackerel.	
Mess 100 lbs	15 00
Mess 40 lbs	6 30
Mess 10 lbs	1 65
Mess 8 lbs	1 35
No. 1 100 lbs	13-25
No. 1 40 lbs	5 60
No. 1 10 lbs	1 48
No. 1 8 lbs	1 20
No. 2 100 lbs	8 50
No. 2 40 lbs	3 70
No. 2 10 lbs	1 09
No. 2 8 lbs	83
Trout.	
No. 1 100 lbs	5 25
No. 1 40 lbs	2 40
No. 1 10 lbs	68
No. 1 8 lbs	57
Whitefish.	
No. 1	6 25
No. 2	5 75
Fam	1 75
100 lbs	2 80
40 lbs	2 61
10 lbs	78
8 lbs	73
8 lbs	65
61	29

FLAVORING EXTRACTS.



Jennings'.	
D. C. Vanilla	2 0z. 1 20
3 0z. 1 50	3 0z. 1 00
4 0z. 2 00	4 0z. 1 40
6 0z. 3 00	6 0z. 2 00
No. 8 4 00	No. 8 2 40
No. 10 6 00	No. 10 4 00
No. 2 T 25	No. 2 T 80
No. 3 T 20	No. 3 T 1 25
No. 4 T 20	No. 4 T 1 50
Northrop Brand.	
Lem Van.	
2 oz. Taper Panel	75 1 20
2 oz. Oval	75 1 90
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 0z. 75
4 0z. 1 50	
Regular Vanilla.	2 0z. 1 20
4 0z. 2 40	
XX Grade Lemon.	2 0z. 1 50
4 0z. 3 00	
XX Grade Vanilla.	2 0z. 1 75
4 0z. 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 25
1 lb. cans	30
1/2 lb. cans	18
Choke Bore-Dupont's.	
Kegs	4 25
Half Kegs	2 40
Quarter Kegs	1 35
1 lb. cans	34
Eagle Duck-Dupont's.	
Kegs	8 00
Half Kegs	4 25
Quarter Kegs	2 25
1 lb. cans	45
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
LVE.	
Condensed, 2 doz	1 20
Condensed, 4 doz	2 25
LICORICE.	
Pure	30
Calabria	25
Stooly	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 00
No. 2 Home	1 10
Export Parlor	4 00
TOLASSES.	
New Orleans.	
Black	11
Fair	14
Good	20
Fancy	24
Open Kettle	25 @ 35
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.	
45 cans in case.	
Babbitt's	4 60
Penna Salt Co.'s	3 60
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	
SALERATUS.	
Packed 60 lbs. in box.	
Church's	3 30
Deland's	3 15
Dwight's	3 30
Taylor's	3 00
SAL SODA.	
Granulated, bbls	75
Granulated, 100 lb cases	90
Lump, bbls	75
Lump, 145 lb kegs	85
SEEDS.	
Anise	9
Canary, Smyrna	3 1/2
Caraway	8
Cardamom, Malabar	6 1/2
Celery, Russian	11
Hemp, Russian	3 1/2
Mixed Bird	3 1/2
Mustard, white	5
Poppy	10
Rape	5 1/2
Cuttle Bone	20
SNUFF.	
Scotch, in bladders	3 1/2
Maccaboy, in jars	25
French Rappee, in jars	43

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. bulk	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	30
28-lb dairy in drill bags	15
Ashton.	
56-lb dairy in linen sacks	60
Higgins.	
56-lb dairy in linen sacks	60
Solar Rock.	
56-lb sacks	4
Common.	
Granulated Fine	70
Medium Fine	70
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 25
Cabinet	2 20
Savon	2 50
White Russian	2 35
White Cloud, laundry	6 25
White Cloud, toilet	3 50
Dusky Diamond, 50 6 oz.	2 10

STARCH.



Kingsford's Corn.

64 1-lb packages..... 6
30 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
124 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..... 1 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
XXXX Powdered..... 5 63
Granulated in bbls..... 5 38
Granulated in bags..... 5 38
Extra Fine Granulated..... 5 50
Extra Coarse Granulated..... 5 50
Mould A..... 5 63
Diamond Confec. A..... 5 88
Confec. 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 61
No. 10..... 4 63
No. 11..... 4 63
No. 12..... 4 50
No. 13..... 4 54
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

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



S. C. W..... 33 00
Michigan Cigar Co.'s brand.

Ure Unkle
Ure Unkle..... 35 00

Ruhe Bros. Co.'s Brands.

Double Eagles, 6 sizes \$57.70 00
Gen. Maceo, 5 sizes..... 55.70 00
Mr. Thomas..... 35 00
Cuban Hand Made..... 35 00
Crown Five..... 35 00
Sir William..... 35 00
Club Five..... 35 00
Gens. Grant and Lee..... 35 00
Little Peggy..... 35 00
Signal Five..... 35 00
Knights of Pythias..... 35 00
Key West Perfects, 2 sz 55.60 00

TABLE SAUCES.

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

VINEGAR.

Malt White Wine, 40 grain..... 6
Malt White Wine, 80 grain..... 9
Pure Cider..... 19
Pure Cider, Leroux..... 11
Pure Cider, Genesee..... 11

Washing Powder.



00 12 oz pkgs..... 3 50

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..... @ 8
Trout..... @ 8
Black Bass..... 8 @ 10
Halibut..... @ 12
Ciscoes or Herring..... @ 4
Bluefish..... @ 10
Live Lobster..... @ 16
Boiled Lobster..... @ 18
Cod..... @ 10
Haddock..... @ 8
No. 1 Pickerel..... @ 7
Pike..... @ 6
Perch..... @ 2 1/2
Smoked White..... @ 8
Red Snapper..... @ 10
Col River Salmon..... @ 12
Mackerel..... @ 20

Oysters in Cans.

F. H. Counts..... @ 40

Shell Goods.

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

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 @ 1 00

Tallow.

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

Wool.

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

Oils.

Barrels.

Roecne..... @ 1 1/2
XXX W. Mich. Hdt..... @ 8 1/2
W Michigan..... @ 8 1/2
Diamond White..... @ 7 1/2
D. S. Gas..... @ 8 1/2
Deo. Naptha..... @ 7
Cylinder..... @ 24
Engine..... @ 21
B. sch. winter..... @ 8

Candies.

Stick Candy.

Standard..... 6 1/2 @ 7
Standard H. H..... 6 1/2 @ 7
Standard Twist..... 6 @ 8
Cut Leaf..... @ 8 1/2

Jumbo, 32 lb..... cases @ 6 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..... @ 7 1/2
Broken..... @ 8 1/2
Cut Leaf..... @ 8 1/2
English Rock..... @ 8 1/2
Kindergarten..... @ 8
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..... @ 50
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
Imperial..... @ 50
Mottos..... @ 55
Cream Bar..... @ 50
Molasses Bar..... @ 50
Hard Made Creams..... 80 @ 1 00
Plain Creams..... 60 @ 90
Decorated Creams..... @ 90
String Rock..... @ 60
Burnt Almonds..... 1 25 @ 60
Wintergreen Berries..... @ 60

Caramels.

No. 1 wrapped, 2 lb. boxes..... @ 35
No. 1 wrapped, 3 lb. boxes..... @ 50
No. 2 wrapped, 2 lb. boxes..... @ 50

Fruits.

Oranges.

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

Lemons.

Strictly choice 300s..... @ 4 75
Strictly choice 300s..... @ 4 50
Fancy 300s or 300s..... @ 5 50
Ex. Fancy 300s..... @ 5 50
Ex. Fancy 300s..... @ 5 50
Jumbo cases-Majoris..... @ 6 00

Bananas.

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

Foreign Dried Fruits.

Figs.

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

Dates.

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

Nuts.

Almonds, Tarragona..... @ 13
Almonds, Ivaca..... @ 11
Almonds, California, soft shelled..... @ 13
Brazil new..... @ 8
Filberts..... @ 11
Walnuts, Grenobles..... @ 13
Walnuts, Calif No. 1..... @ 10
Walnuts, soft shelled, Calif..... @
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
Cocoanuts, full sacks..... @ 1 60

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
Choice, H. P., Extras, Roasted..... 5 1/2

Grains and Feedstuffs

Wheat.

Wheat..... 75

Winter Wheat Flour.

Local Brands.

Patents..... 5 60
Second Patent..... 5 10
Straight..... 4 9 1/2
Clear..... 4 40
Graham..... 4 75
Buckwheat..... 4 60
Rye..... 3 75
Subject to usual cash discount.

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

Ball-Barnhart-Putman's Brand

Diamond, 1/8s..... 5 00
Diamond, 1/4s..... 5 00
Diamond, 1/2s..... 5 00

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 40
Pillsbury's Best 1/4s..... 5 30
Pillsbury's Best 1/2s..... 5 20
Pillsbury's Best 3/4s paper..... 5 20
Pillsbury's Best 1/4s paper..... 5 20
Pillsbury's Best 1/2s paper..... 5 20

Ball-Barnhart-Putman's Brand.



Duluth Imperial, 1/8s..... 5 25
Duluth Imperial, 1/4s..... 5 15
Duluth Imperial, 1/2s..... 5 05

Lemon & Wheeler Co.'s Brand.

Gold Medal 1/8s..... 5 2 1/2
Gold Medal 1/4s..... 5 05
Gold Medal 1/2s..... 5 05
Parisian, 1/8s..... 5 15
Parisian, 1/4s..... 5 15
Parisian, 1/2s..... 5 05

Olney & Judson's Brand.

Ceresota, 1/8s..... 5 25
Ceresota, 1/4s..... 5 15
Ceresota, 1/2s..... 5 05

Worden Grocer Co.'s Brand.

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

Meat.

Boiled..... 2 60
Granulated..... 2 25

Feed and Millstuffs.

St. Car Feed, screened..... 16 50
No. 1 Corn and Oats..... 15 50
Unbolted Corn Meal..... 14 50
Winter Wheat Bran..... 13 00
Winter Wheat Middlings..... 14 50
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..... 7 @ 7 1/2
Fore quarters..... 5 1/2 @ 6 1/2
Hind quarters..... 8 1/2 @ 9
Ribs..... 9 @ 12
Ribs..... 9 @ 12
Rounds..... 7 1/2 @ 8 1/2
Chucks..... 6 @ 7
Plates..... 3 1/2 @ 4

Pork.

Dressed..... 4 1/2 @ 5
Loins..... @ 7 1/2
Shoulders..... @ 6
Leaf Lard..... 6 1/2 @

Mutton.

Carcass..... 7 @ 8
Spring Lambs..... 9 @ 12

Veal.

Carcass..... 7 @ 8

Provisions.

Swift & Company quote as follows:

Barreled Pork.

Mess..... 12 00
Back..... 12 25
Clear back..... 12 25
Short cut..... 11 2 1/2
Pig..... 15 00
Bean..... 9 75
Family..... 1 50

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
Hams, 20 lb average..... 8 1/2
Ham dried beef..... 13 1/2
Shoulders (N. Y. cut)..... 6 1/2
Bacon, clear..... 8 @
California hams..... 6 1/2
Boneless hams..... 6 1/2
Cooked ham..... 10 @ 13

Lards. In Tierces.

Compound..... 4 1/2
Kettle..... 6 1/2
55 lb Tubs..... advance 1 1/2
80 lb Tubs..... advance 3 1/2
50 lb Tubs..... advance 3 1/2
20 lb Pails..... advance 3 1/2
10 lb Pails..... advance 3 1/2
5 lb Pails..... advance 3 1/2
3 lb Pails..... advance 1 1/2

Sausages.

Bologna..... 5 1/2
Liver..... 6 1/2
Frankfort..... 7 1/2
Pork..... 8 1/2
Blood..... 6
Tongue..... 9
Head cheese..... 6 1/2

Beef.

Extra Mess..... 11 25
Boneless..... 13 50
Rump..... 13 50

Pigs' Feet.

Kits, 15 lbs..... 70
1/4 bbls, 40 lbs..... 1 35
1/2 bbls, 80 lbs..... 2 50

Tripe.

Kits, 15 lbs..... 70
1/4 bbls, 40 lbs..... 1 25
1/2 bbls, 80 lbs..... 2 25

Casings.

Pork..... 16
Beef rounds..... 4
Beef middles..... 11
Sheep..... 60

Butterine.

Rolls, dairy..... 10
Solid, dairy..... 9 1/2
Rolls, creamery..... 14
Solid, creamery..... 13 1/2

Canned Meats.

Corned beef, 2 lb..... 3 25
Corned beef, 14 lb..... 12 75
Roast beef, 2 lb..... 3 25
Potted ham, 1/4s..... 70
Potted ham, 1/2s..... 1 10
Deviled ham, 1/4s..... 1 10
Deviled ham, 1/2s..... 1 70
Potted tongue 1/4s..... 1 10
Potted tongue 1/2s..... 1 70

Crackers.

The National Biscuit Co. quotes as follows:

Butter.

Seymour XXX..... 6 1/2
Seymour XXX, 3 lb. carton..... 7
Family XXX..... 7 1/2
Family XXX, 3 lb carton..... 7 1/2
Salted XXX..... 7 1/2
Salted XXX, 3 lb carton..... 7 1/2

Soda.

Soda XXX..... 7
Soda XXX, 3 lb carton..... 7 1/2
Soda, City..... 8
Zephyrette..... 10
Long Island Wafers..... 11
L. I. Wafers, 1 lb carton..... 12

Oyster.

Square Oyster, XXX..... 7
Sq. Oys. XXX, 1 lb carton..... 7
Farina Oyster, XXX..... 7

SWEET GOODS-Boxes.

Animals..... 10 1/2
Bent's Cold Water..... 14
Belle Rose..... 8
Cocoanut Taffy..... 12
Coffee Cakes..... 10
Frosted Honey..... 12 1/2
Graham Crackers..... 8
Ginger Snaps, XXX round..... 7 1/2
Ginger Snaps, XXX city..... 7 1/2
Gin. Snaps, XXX home made..... 7 1/2
Gin. Snaps, XXX scalloped..... 7 1/2
Ginger Gems..... 8
Imperial..... 8
Jumbles, Honey..... 11 1/2
Molasses Cakes..... 8
Marshmallow..... 15
Marshmallow Creams..... 15
Pretzels, hand made..... 9
Pretzels, Little German..... 8
Sugar Cake..... 12 1/2
Sultanas..... 12 1/2
Sears' Lunch..... 8
Sugar Squares..... 9
Vanilla Wafers..... 14
Pecan Wafers..... 15 1/2
Mixed Picnic..... 11 1/2
Cream Jumbles..... 12
Boston Ginger Nuts..... 9 1/2
Pineapple Glace..... 16
Penny Cakes..... 8 1/2
Marshmallow Walnuts..... 16
Belle Isle Picnic..... 10 1/2

Crockery and Glassware.

AKRON STONWARE.

Butters.

1/2 gal., per doz..... 40
1 to 6 gal., per gal..... 5
8 gal., each..... 38
10 gal., each..... 48
12 gal., each..... 47
15 gal. meat-tubs, each..... 90
20 gal. meat-tubs, each..... 1 20
25 gal. meat-tubs, each..... 2 25
30 gal. meat-tubs, each..... 2 7 1/2

Churns.

2 to 6 gal., per gal..... 5
Churn Dashers, per doz..... 55

Milkpans.

1/2 gal. flat or rd. bot., doz..... 45
1 gal. flat or rd. bot., each..... 5 1/2

Fine Glazed Milkpans.

1/2 gal. flat or rd. bot., doz..... 60
1 gal. flat or rd. bot., each..... 5 1/2

Stewpans.

1/2 gal. fireproof, ball, doz..... 55
1 gal. fireproof, ball, doz..... 1 10

Jugs.

1/2 gal., per doz..... 40
1/2 gal., per doz..... 42
1 to 5 gal., per gal..... 5 1/2

Tomato Jugs.

1/2 gal., per doz..... 42
1 gal., each..... 5 1/2
Corks for 1/2 gal., per doz..... 20
Corks for 1 gal., per doz..... 30

Preserve Jars and Covers.

1/2 gal., stone cover, doz..... 75
1 gal., stone cover, doz..... 1 00

Sealing Wax.

5 lbs. in package, per lb..... 2

LAMP BURNERS.

No. 0 Sun..... 35
No. 1 Sun..... 40
No. 2 Sun..... 60
Tubular..... 50
Security, No. 1..... 60
Security, No. 2..... 60
Nutmeg..... 1 25
Climax..... 1 25

LAMP CHIMNEYS-Common.

Per box of 6 doz.

No. 0 Sun..... 1 32
No. 1 Sun..... 1 45
No. 2 Sun..... 2 13

First Quality.

No. 0 Sun, crimp top, wrapped and labeled..... 2 10
No. 1 Sun, crimp top, wrapped and labeled..... 2 25
No. 2 Sun, crimp top, wrapped and labeled..... 3 25

XXX Flint.

No. 0 Sun, crimp top, wrapped and labeled..... 2 55
No. 1 Sun, crimp top, wrapped and labeled..... 2 75
No. 2 Sun, crimp top, wrapped and labeled..... 3 75

CHIMNEYS-Pearl Top.

No. 1 Sun, wrapped and labeled..... 3 70
No. 2 Sun, wrapped and labeled..... 4 70
No. 2 Sun, "Small Bulb," for Globe Lamps..... 80

La Bastie.

No. 1 Sun, plain bulb, per doz..... 90
No. 2 Sun, plain bulb, per doz..... 1 15

Rochester.

No. 1, Lime (65 doz)..... 3 50
No. 2, Lime (70 doz)..... 4 00
No. 2, Flint (80 doz)..... 4 70

Electric.

RIVAL STORES.

How a Woman Won a Victory Over a Man.

New York, June 20—Mrs. Schullinger, widow, and proprietor of the delicatessen store at No. 116 East Houston street, is in the enjoyment of victory, and E. Granitz and R. Granitz, his wife, joint proprietors of the delicatessen store at No. 88, in the next block, although preserving outwardly their usual front, are suffering the pangs of defeat. Whenever Mrs. Rosa Granitz or her husband catches sight of Mrs. Schullinger or the dapper young man who assists Mrs. Schullinger in the conduct of the business at No. 116 there immediately ensue a stiffening of muscles and a nettlesomeness of bearing, and the Granitz eyes take on that stony, unseeing look that is the way with eyes on occasions. As for Mrs. Schullinger, that frail and careworn widow—mother of five as likely young East Siders as there are on the block—she goes on her way in the full serenity of conscious rectitude, with only a slight suffusion of pink in her worn cheeks, and perhaps a nervous tightening on the strings of the knitting or shopping bag that she carries. If all the hard feeling and bitterness now blockaded in the Granitz breast should be let loose against the widow the result might make history in the neighborhood, but, as it is, the mother of the five little Schullingers has right and the law on her side, and public sentiment is with her.

It was in the last month of 1897 that the widow, having accumulated, by unflagging industry at jobwork, housework and sewing, the sum of \$500 (a sum representing years of labor and self-denial, because of the five small Schullingers to be cared for), realized the height of her desires and became the proprietor of a delicatessen store. The deceased Schullinger had been manager of such a little shop once, and she had gained insight into the business. Just as her savings had reached the round, practicable sum of \$500, and she was casting about for a desirable stand to purchase, E. Granitz, who kept the Old Homestead delicatessen store, which she had long patronized (on occasions when she had not time to cook the meals), wanted to sell out. The Old Homestead would be a beautiful stand. The store was small, but, in the widow's eyes, it was full large, even spacious. The two dark back rooms would make excellent living quarters for her brood, and she would get her husband's nephew to help in the shop. A business so long established could not fail to be lucrative. All the neighborhood dealt there, had dealt there for years, and would go on dealing there if she kept the store just as nice, and she and Lambert together would work hard to please the people and keep up the business. After mature consideration and much consultation with friendly advisers—her well-to-do aunt, the plumber's widow, who lived up in Harlem, Mr. Schnieker, the tobacco and snuff dealer, who had been her husband's great friend, and Mrs. Renderman, who kept the thread and needle and pattern store where she had frequently found work—the widow decided to invest her little all and buy out the delicatessen business at the Old Homestead. E. Granitz agreed not to start a similar business in the neighborhood or anywhere where it would be likely to interfere with the widow's custom.

The deal being closed, Mrs. Schullinger found, somewhat to her regret, that the sign of the Old Homestead was not included in the property. That sign Mr. Granitz prized, and would keep as a souvenir. Anyhow, it was better for a new sign bearing Mrs. Schullinger's name to be put up over the door. Everybody in the neighborhood knew the stock of goods habitually kept at No. 116. The sign was a very small matter.

Settled in her new business, Mrs. Schullinger worked early and late, not only to make the shop attractive, but to secure such little additions to the stock as would aid her customers' convenience. Somebody hinted that block kindling wood would be a handy thing

to keep, and she got in a supply, although this was a new departure in the delicatessen line. She also kept a smaller cut of roast beef, on purpose to please her single women customers, who only wanted a mouthful at a time. Lambert was a faithful, industrious helper, and prosperity smiled on Mrs. Schullinger and her new venture.

Nearly three months had passed since the taking down of the sign of the Old Homestead from No. 116 and the substitution of the widow's modest inscription, when Lambert came in from a Sunday afternoon outing greatly agitated.

"That store where they was putting in goods yesterday at No. 88," he said, "Granitz is going to keep it. Delicatessen, just like this. I saw Mrs. Granitz sitting inside reading the paper as I come by. They've been off somewheres, but they've come back. The Old Homestead sign is leaning up against the wall on the floor, all ready to be put up tomorrow."

Mrs. Schullinger was aghast. "You think he really means to open?" she asked.

"I know it for certain. That youngest Habers boy is hired to do errands for 'em. His brother told me."

Mrs. Schullinger did not sleep well that night. Her usual run of customers came in the next day, however, and the next after that, and she got over the shock somewhat. She and Lambert agreed that, as people seemed to like them pretty well, if they kept things up to the mark they would be able to keep their trade in spite of Granitz. That Old Homestead sign hanging out at No. 88 was a constant menace, though, and when Mrs. Schullinger was in at a neighbor's one night, and stout, prosperous Mrs. Granitz came in on an errand, the widow went out through a back door and avoided meeting her. Later, trouble befell Mrs. Schullinger, when adding up the contents of her till one evening, found the sum to be less by \$2 than usual. Twelve and thirteen dollars had been the largest, \$11 and \$10 the smallest amounts taken in on any day, for some time. This evening only \$8 could be counted.

"Mrs. Brewster ain't been getting any pot cheese for a couple of days," said Lambert, "and the Starlings ain't come after the milk as usual." Mrs. Brewster was the friend who had suggested the kindling-wood, and Mrs. Schullinger immediately sent her eldest girl in to Mrs. Brewster's to enquire if that woman was sick, and if there was anything she could do for her. The oldest girl came back promptly, saying that Mrs. Brewster's health was as usual, and adding that with her own eyes she had seen pot cheese on the Brewster table and a piece of wrapping-paper that had the Old Homestead in print on it. Mrs. Schullinger again passed a restless night. She passed many restless nights after that, and counted up the receipts in the till each evening with feverish anxiety. Six dollars, \$5, \$4, came the total, steadily growing less, and then the snuff-dealer came in with news that Granitz had personally visited the Brewsters, the Starlings and half a dozen other of his sometime customers, and prevailed upon them to come back to him, offering better-grade goods for the same money, and even hinting that Mrs. Schullinger was taking advantage of her patrons and foisting off common stuff on them for a higher price. The snuff-dealer felt that something ought to be done to protect Mrs. Schullinger's interests, but he didn't know what.

"Was it put in the sale papers that Granitz wasn't to open a store in this neighborhood?" he asked the distressed widow. Mrs. Schullinger wasn't sure whether it was set down in black and white or not, but, anyhow, his promise not to set up against her was the main reason of her buying the business, and he, Granitz, must know, and his wife must know, that they were doing a sinful thing in thus taking the bread out of her mouth. Mrs. Renderman and other friends argued that something should be done to put a stop to Granitz' villainy.

Weeks went by. The business got

Buckeye Paint & Varnish Co.

PAINT, COLOR AND VARNISH MAKERS

Mixed
Paint
White
LeadShingle
Stains
Wood
FillersSole 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.

worse and worse. If the snuff-dealer had not lent the widow \$25 she would have had to close out. Lambert's salary remained unpaid, and, although he stuck to the shop, he was blue and dispirited. "I will go up to Harlem and see if Aunt Schlump won't let me have money to get a lawyer to look into this matter," announced Mrs. Schulinger one evening. Spent and weary with conjecture and planning, she put on her bonnet and betook herself up town. "Money for a lawyer!" exclaimed Aunt Schlump. "And where am I to get it? It would take \$100! I ain't finished payin' off the burial charges on your uncle yet, nor paid all on the tombstone. I ain't a believer in lending. You were foolish to go into business without being sure you'd succeed. Better had kept your \$500 and gone on going out to day's work."

Mrs. Schulinger did not remind the old woman that she had been one to advise the investment at No. 116, but she represented, as well as she could, that the first money she got hold of as a result of the lawsuit would be given to her aunt in return for any loan she might make.

Grannie Schlump put on her thinking-cap. "See here!" she said. "When your Uncle Hermann got that back wages bill paid up that he collected from Farringer a while before he died, the lawyer that managed the case, although it lasted for 'most a year, didn't charge him but \$2. I've got the society's address put away somewhere, and maybe you might go there and ask them to help you."

The address was found, and, comforted by the ray of hope, Mrs. Schulinger early next morning went to the Legal Aid Society, taking her papers with her. There she met cordial welcome, her story was listened to, her papers were examined and she took leave with the assurance that action would be at once instituted against Granitz, and that the case would not be dropped until all was done that could be done tending to redress her wrongs. It was likely that an injunction would be secured against Granitz, and the Old Homestead delicatessen store be closed to customers in short order. Mrs. Schulinger's visit to the Legal Aid Society's rooms, her knowledge gained there of the benefits given free to the poor, was a revelation to the special locality in which the rival stores were located. That the widow had able counsellors to fight her case, and that she would gain her rights under the law, made her an object of interest to her neighbors. They all invested in pot cheese and sardines, roast beef, sausage and similar delicacies, and the Old Homestead was looked at with curiosity as an enterprise that had fallen under the ban.

There was parleying and red tape to be gone through before the attorney carried out his plans in this particular case. The wily Granitz made plea that R. Granitz, his wife, and not he, owned and conducted the business at No. 88. An injunction was secured against him, however, and the Old Homestead was ordered closed. The Granitzes, husband and wife, resented this order as unwarrantable interference, and calmly continued to dispense cheese and cooked meats, pickles and whatnot to such as came to buy. Mrs. Schulinger, although already cheered by the rallying of friends and the feeling that a staunch attorney had taken her part, was not to be hoodwinked in this fashion. She sent Lambert to the Legal Aid office to advise the authorities there that the Granitzes had not closed up. Then the society's attorney had the law-defying delicatessen dealer arrested and cast into jail for this second transgression. In the meantime, Mrs. Rosa Granitz attended to customers at the Old Homestead, and the neighborhood discussed the situation, Mrs. Schulinger maintaining stoutly that her lawyer would see her righted before the matter was dropped. As a result of the action, and in preference to staying in jail, Granitz, at the expiration of ten days, paid over to the Legal Aid attorney \$260, this being the fine imposed by the Judge.

The rival delicatessen stores are yet in active operation at Nos. 88 and 116. Mrs. Schulinger is in excellent spirits; she sleeps well at night. Her victory in court has made her of consequence in the neighborhood. People drop in to talk as well as to buy, and she has been able to pay Lambert's back wages, and restore to the good snuff-dealer the money he lent her in time of need. Besides, she is cheered by the reflection that she now has friends who will interfere in her behalf whenever wrong or injustice threatens. The Granitzes' discomfiture is too recent for them to feel as comfortable as usual. They argue that they were misunderstood, and that three months was long enough to give any woman a square chance with a store in as good a stand as that at No. 116. When, as Mrs. Granitz, in neat print gown and starched apron, sat looking out from her pavement chair on Decoration Day, Mrs. Schulinger went by with three of the small Schulingers in tow, Mrs. Granitz drew her flowered skirts aside and scowled at the chubby-faced little ones. Their mother is an inconvenient person to have in the neighborhood, according to Mrs. Granitz—a person who, instead of bearing things quietly when she is "put upon," makes a fuss and goes about telling people and stirring up things uncomfortably. The children of such a mother will never amount to anything, and, for her part, she is going to get Mr. Granitz to move out of the street. His health is not good lately, and they may go up town somewhere to live, where people are pleasanter.

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 7:25am

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

Needless Lecture.

"I hope that you fully appreciate the fact that when you are married it is for life, and that the obligations you assume are most solemn," said the minister to a couple about to be married in his study.

"Yes, sir," replied the bride cheerily, "we know all about it, for I've been married three times before and him twice, and we know the ropes pretty well by this time."

Positive Proof of Freshness.

Doubting Woman—Really, now, are these fresh eggs?

Grocer—Madame, if you will kindly step to the telephone and call up our farm you can hear the hens that laid those eggs still cackling.

Hardware Price Current.

AUGURS AND BITS	
Snell's	70
Jennings', genuine	25&10
Jennings', imitation	60&10
AXES	
First Quality, S. B. Bronze	5 00
First Quality, D. B. Bronze	9 50
First Quality, S. B. Steel	5 50
First Quality, D. B. Steel	10 50
BARROWS	
Railroad	\$12 00 14 00
Garden	net 30 00
BOLTS	
Stove	60&10
Carriage new list	70 to 75
Plow	50
BUCKETS	
Well, plain	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured	70&10
Wrought Narrow	70&10
BLOCKS	
Ordinary Tackle	70
CROW BARS	
Cast Steel	per lb 4
CAPS	
Ely's 1-10	per m 65
Hick's C. F.	per m 55
G. D.	per m 35
Musket	per m 60
CARTRIDGES	
Rim Fire	50& 5
Central Fire	25& 5
CHISELS	
Socket Firmer	80
Socket Framing	80
Socket Corner	80
Socket Slicks	80
DRILLS	
Morse's Bit Stocks	60
Taper and Straight Shank	50& 5
Morse's Taper Shank	50& 5
ELBOWS	
Com. 4 piece, 6 in.	doz. net 50
Corrugated	1 25
Adjustable	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26	30&10
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List	
New American	70&10
Nicholson's	70
Heiler's Horse Rasps	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16	17
Discount, 75 to 75-10	
GAUGES	
Stanley Rule and Level Co.'s	60&10
KNOBS—New List	
Door, mineral, jap. trimmings	70
Door, porcelain, jap. trimmings	80
MATTOCKS	
Adze Eye	\$16 00, dis 60&10
Hunt Eye	\$15 00, dis 60&10
Hunt's	\$18 50, dis 20&10
NAILS	
Advance over base, on both Steel and Wire	
Steel nails, base	1 60
Wire nails, base	1 65
10 to 60 advance	Base
20 to 16 advance	95
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
MILLS	
Coffee, Parkers Co.'s	40
Coffee, P. S. & W. Mfg. Co.'s Malleables	40
Coffee, Landers, Ferry & Clark's	40
Coffee, Enterprise	30
MOLASSES GATES	
Stebbin's Pattern	60&10
Stebbin's Genuine	60&10
Enterprise, self-measuring	30
PLANES	
Ohio Tool Co.'s, fancy	@50
Sciota Bench	80
Saudusky Tool Co.'s, fancy	@50
Bench, first quality	@50
Stanley Rule and Level Co.'s wood	60
PANS	
Fry, Acme	60&10&10
Common, polished	70& 5
RIVETS	
Iron and Tinned	60
Copper Rivets and Burs	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's patent planished, Nos. 25 to 27	9 20
Broken packages 1/2c per pound extra	
HAMMERS	
Maydole & Co.'s, new list	dis 35-4
Kip's	dis 25
Yerkes & Plumb's	dis 40&10
Mason's Solid Cast Steel	30c list 70
Blacksmith's Solid Cast Steel Hand	30c list 40&10

HOUSE FURNISHING GOODS

Stamped Tin Ware	new list 75&10
Japaned Tin Ware	20&10
Granite Iron Ware	new list 40&10
HOLLOW WARE	
Pots	60&1
Kettles	60&10
Spiders	60&10
HINGES	
Gate, Clark's, 1, 2, 3	dis 60&10
State	per doz. net 2 50
WIRE GOODS	
Bright	80
Screw Eyes	80
Hook's	80
Gate Hooks and Eyes	80
LEVELS	
Stanley Rule and Level Co.'s	dis 70
ROPES	
Sisal, 1/4 inch and larger	10 1/2
Manilla	11 1/2
SQUARES	
Steel and Iron	70&10
Try and Bevels	60
Mitre	50
SHEET IRON	
Nos. 10 to 14	com. smooth. 2 70
Nos. 15 to 17	2 70
Nos. 18 to 21	2 80
Nos. 22 to 24	3 00
Nos. 25 to 26	3 10
No. 27	3 30
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	2 75
SAND PAPER	
List acct. 19, '86	dis 50
SASH WEIGHTS	
Solid Eyes	per ton 20 00
TRAPS	
Steel Game	60&10
Oneida Community, Newhouse's	50
Oneida Community, Hawley & Nerton's	70&10
Mouse, choker	per doz 15
Mouse, delusion	per doz 1 25
WIRE	
Bright Market	75
Annealed Market	75
Coppered Market	70&10
Tinned Market	62 1/2
Coppered Spring Steel	50
Barbed Fence, galvanized	2 05
Barbed Fence, painted	1 75
HORSE NAILS	
Au Sable	dis 40&10
Putnam	dis 5
Northwestern	dis 10&10
WRENCHES	
Baxter's Adjustable, nickeled	30
Coe's Genuine	50
Coe's Patent Agricultural, wrought	80
Coe's Patent, malleable	80
MISCELLANEOUS	
Bird Cages	50
Pumps, Cistern	80
Screws, New List	85
Casters, Bed and Plate	50&10&10
Dampers, American	50
METALS—Zinc	
600 pound casks	6 1/2
Per pound	6 1/2
SOLDER	
1/2@1/4	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal	5 75
14x20 IC, Charcoal	5 75
20x14 IX, Charcoal	7 00
Each additional X on this grade, \$1.35.	
TIN—Allaway Grade	
10x14 IC, Charcoal	4 50
14x20 IC, Charcoal	4 50
10x14 IX, Charcoal	5 50
14x20 IX, Charcoal	5 50
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean	4 50
14x20 IX, Charcoal, Dean	5 50
20x28 IC, Charcoal, Dean	9 00
14x20 IC, Charcoal, Allaway Grade	4 00
14x20 IX, Charcoal, Allaway Grade	5 00
20x28 IC, Charcoal, Allaway Grade	8 00
20x28 IX, Charcoal, Allaway Grade	10 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, per pound	9
14x56 IX, for No. 9 Boilers, per pound	9

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.

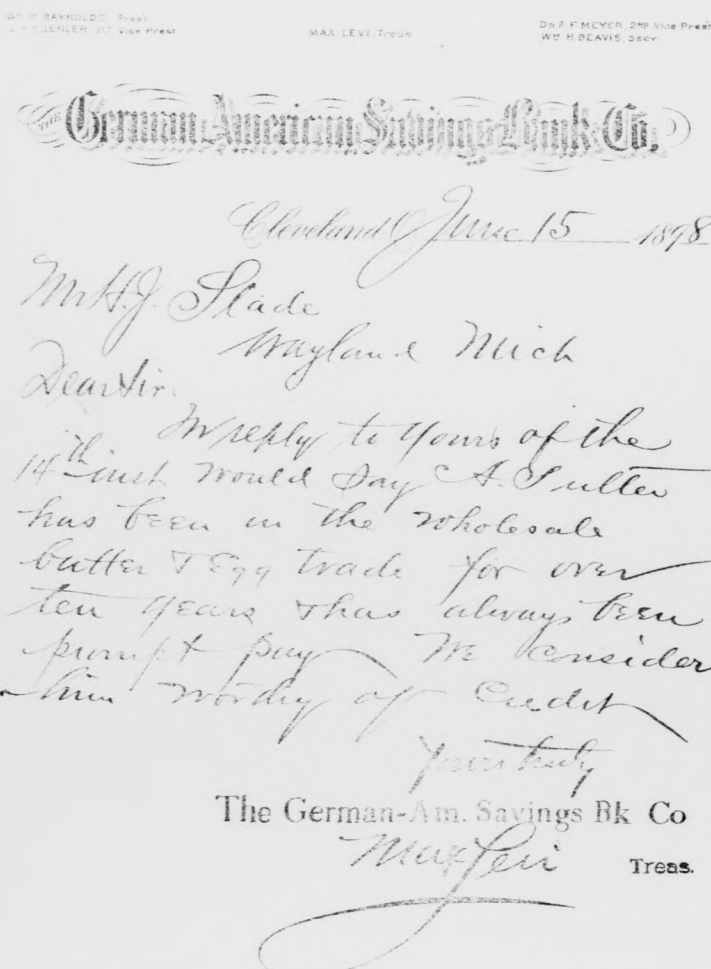
LETTERS FROM BANKS.

The Unreliability of Such Recommendations.

The Tradesman has frequently cautioned its patrons to take very little stock in the letters of recommendation sent out by banks in the interest of their customers, because experience has demonstrated that they possess little value except in the way of leading the shippers astray. The latest instance of the truth of this statement is afforded by the case of A. Sulter, who failed at Cleveland last Saturday with alleged liabilities

of \$75,000. In response to an inquiry, a Michigan shipper received a letter from an officer of the German-American Savings Bank of Cleveland, pronouncing him "worthy of credit," yet, within three days after the letter was written and mailed, Mr. Sulter made a voluntary assignment, after having uttered chattel mortgages on his stock of butter and eggs to his two sons amounting to \$8,000.

In order that there may be no misgivings on the part of any of the Tradesman's readers regarding this matter, a photographic facsimile of the letter is reproduced herewith:



The Grain Market.

Wheat has sagged daily during the past week and a decline of 14c per bushel on futures can be recorded. Cash wheat did not suffer in the same ratio. The weather in the winter wheat section has been exceptionally fine for that cereal, but in some localities it is reported that the crop has been damaged. This counts for naught, however, as all other reports are of a bearish nature. It was conceded by many that the visible would decrease 1,500,000 bushels, but a decrease of only 593,000 bushels showed up, against 2,000,000 bushels at the same time last year. Unless some unforeseen calamity befalls the growing crop, we see nothing to rally prices very much. However, it should be borne in mind that the granaries are empty and that farmers are not going to tumble over each other to sell their wheat, so that some of the bears may yet get rapped.

Both corn and oats have declined about 1c per bushel. Neither of these crops is looking very well in the localities where they are raised, as there has been too much wet weather and

when corn is replanted it makes the stand very uneven. The wet weather causes the oats to grow rank and become lodged badly.

The receipts during the week were 39 cars of wheat, 3 cars of corn and 4 cars of oats.

Local millers are paying 75c for wheat.
 C. G. A. VOIGT.

The Cash Carrier Cases Decided Against the Trust.

Detroit, June 20—The suit against James Pound, of Benton Harbor, has been held back until the result of a decision in a similar suit at Boston.

In that suit the lower court held the patent to be valid, infringed, and granted a preliminary injunction.

The Circuit Court of Appeals has reversed that decision, dissolved the injunction, but did not decide as to the validity of the patent except to use the following language: "It is sufficient to say that we are all of the opinion that the validity of each claim is very doubtful," but declined to pass upon the question any more definitely on motion for preliminary injunction.

I presume our case will now go ahead, and hope for a successful termination.
 JAMES WHITTEMORE.

BOSS TWEED METHODS.

At a special meeting of the Grand Rapids Board of Education, held last evening, opportunity was afforded for the manifestation of public interest in the matter of the discharge of a considerable proportion of the oldest and best of the teachers of the high school for alleged insubordination to the Board. Thousands of names of petitioners, comprising the most influential people of the city, appeared in their behalf and these were supplemented by a large delegation, representing the best elements in educational circles, which crowded the rooms of the Board. Eloquent appeals in behalf of these teachers, and the schools as affected by the ill-considered action of the Committee on Teachers, were made by half a dozen of those whose prestige and standing would seem to have most influence. The written petitions were received and politely buried in the files, and the general attitude of the Board seemed to be that what is done is done, now what are you going to do about it?

The St. Louis Potato Market.

St. Louis, June 21—New potatoes for the last few days have been in better demand. Prices, however, have remained about the same. Our home grown potatoes are affecting the market to some extent, as there is now nearly sufficient coming in to supply the peddling trade, leaving the Southern and Southwestern stock to be handled by the best trade, who prefer it on account of its being better matured than home grown. The potatoes grown in this vicinity are of excellent quality this season and, as soon as they are a little better matured, we feel assured that they will give satisfaction wherever shipped.

There is practically nothing doing in old potatoes, as there is little or no demand. The same might be said of white beans. We quote:

White hand picked pea at \$1.05@1.08 and screened at 10c per bushel less.

New Potatoes—Arkansas and Texas Triumphs, 58@67½c per bushel, as to condition and quality; home grown, 45@55c per bushel.

Old Potatoes—30@50c per bushel, as to variety, condition and quality, Burbanks bringing the top price.
 MILLER & TEASDALE CO.

WANTS COLUMN.

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

BUSINESS CHANCES.

FOR SALE—ONLY FIRST-CLASS BOOKSTORE in bustling town of 3,000 population. Address F. C. Wallington, Mt. Pleasant, Mich. 636

WANTED—CLEAN GENERAL STOCK IN growing Michigan town in exchange for cash and 13 acres of land in the suburbs of Grand Rapids which will surely double in value inside of five years. Will sell land at its cash value. No old stock desired. No poor towns need apply. Address No. 633, care Michigan Tradesman. 633

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

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

WANTED—IMMEDIATELY, PARTNER IN light manufacturing business, lady or gentleman, with \$500 or \$1,000 cash; government contracts; investigate. Address Lock Box 103, 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

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

FOR SALE—A PROSPEROUS DRUG AND grocery stock, invoicing from \$400 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 inspect ion. 625

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

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

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. 606

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. 596

FOR RENT—DOUBLE STORE BUILDING in Opera House block, Manelona, Mich., best location in town; best town in State. Address Julius H. Levinson, Petoskey, Mich. 580

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. Medaie, Manelona, 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. 5-4, care Michigan Tradesman. 584

COUNTRY PRODUCE

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

SHIRTS.

HAVE YOURS MADE TO YOUR MEASURE. Send for measurement blanks. Frank F. Colver, 103 Washinaw St. E., Lansing, Mich. 625

MISCELLANEOUS.

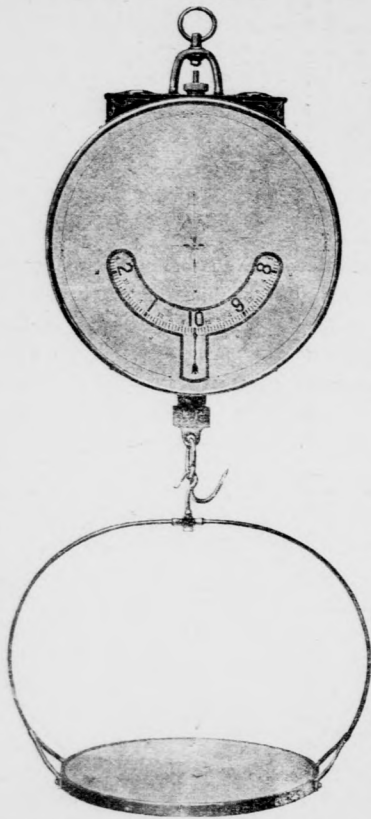
WANTED—POSITION BY REGISTERED assistant pharmacist of five years' experience. Good references. Address C. M., care E. Cox, 105 Fourth St., Grand Rapids. 637

WANTED—POSITION BY A COMPETENT book keeper who will soon be out of employment. Best of references furnished. Address Book-keeper, care Michigan Tradesman. 634

WANTED—POSITION BY REGISTERED pharmacist. Best of references furnished. Address 637, care Michigan Tradesman. 637

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, 53 West Bridge St. Phone 1236. 617



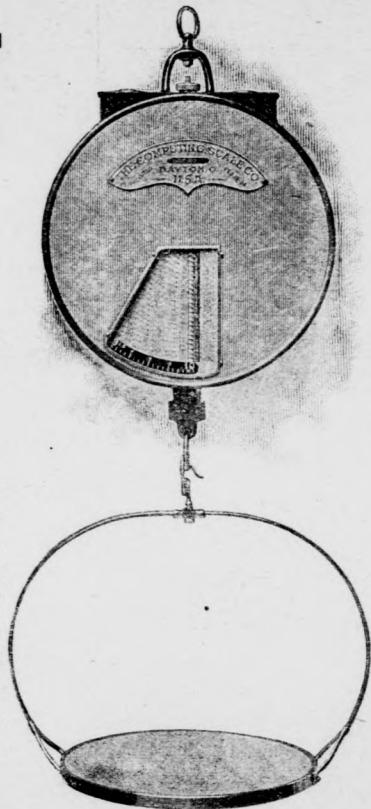
ANNOUNCEMENT

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 Manufacturers 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.

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,
Grand Rapids, Mich.**

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.