

# MICHIGAN TRADESMAN

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Volume XV.

GRAND RAPIDS, WEDNESDAY, JUNE 29, 1898.

Number 771

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.

## 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.

WORLD'S BEST

# S.C.W.

50. CIGAR. ALL JOBBERS AND  
G. J. JOHNSON CIGAR CO.  
GRAND RAPIDS, MICH.

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.]



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.

## 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.

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.

# 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 of 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.



# 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.



YOUR  
WHOLESALE  
SELLS  
TANGLEFOOT.

PRICE, 30 CENTS A BOX.—\$2.55 A CASE.

**BOUR'S  
COFFEES  
MAKE BUSINESS**

Our blended

**San Marto**

Is famous and pays grocers a good profit when retailed at 25c.

**"Royal Duchess" "Hillside"**

are Java and Mocha popular brands.

All our coffees are roasted and packed on day of shipment.

**The J. M. Bour Co.,**

113-115-117 Ontario St., Toledo, Ohio.  
129 Jefferson Avenue, Detroit, Mich.



# MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, JUNE 29, 1898.

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## 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.

### 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.....	\$2,716,000.00
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.....	40,691.00
Total Guarantee Deposits Paid to Beneficiaries.....	\$12.00
Death Losses Paid During 1897.....	17,000.00
Death Rate for 1897.....	6.31
Cost per 1,000 at age 30 during 1897.....	\$2.25

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 Thursday, July 14, until Monday evening, July 18. Expenses allowed. No harm done if you don't buy.

### THE FORGOTTEN PAST

Which we read about can never be forgotten by the merchant who be comes familiar with our coupon system. The past to such is always a "nightmare." The present is an era of pleasure and profit.

**TRADESMAN COMPANY,  
GRAND RAPIDS.**

### GENERAL TRADE SITUATION.

Aside from the natural conservatism of trade on account of advancing summer there seems to be no influence adverse to the steady tide of commercial movement. The continued favorable outlook for military operations still makes the stimulative effect of the war greater than all its causes of depression in the way of speculative uncertainty and interference with trade. Railway transportation is always less at this season, so there is no cause for anxiety on account of the less favorable showing than in May, although this has had effect in a slight reaction in the stock quotations, which had been steadily advancing since the favorable war outlook became apparent. Government securities continue in good demand, with strengthening quotations.

Conflicting and uncertain crop rumors have kept the oscillations in the wheat prices great enough to make it interesting for speculators, but the change in the average is but little. There seems to be a feeling that there will be sufficient lessening of the expected yield to affect prices, but there is no fear but that there will be enough to yield healthy returns to producers, thus assuring the continuance of the present unprecedented agricultural demand in general trade.

While iron prices and movement are reported less favorable near the seaboard than west of the Alleghanies, the demand continues so far beyond all precedent for this season of the year that, although slightly lower prices are made for bars and cut nails and for Grey Forge at Pittsburg, the number of concerns closing for repairs or for a summer vacation seems to be unusually small. The Valley Bessemer producers, according to agreement, are limiting their output for one month, but the Western and especially the Chicago works appear to have all the business they want. Among other sales reported are some of rails to South Africa and Mexico, with expected contracts for 7,000 more cars, several large office buildings and a continuing and enormous demand for railway and agricultural implement uses. At Pittsburg the purchasing of locomotives is a noteworthy feature and there is figuring on an Australian contract for plates for the gold fields amounting to 33,000 tons.

The woolen industry has at this time its regular annual period of uncertainty about future demand for goods and future prices of materials. The reduction in price of Clay worsteds is interpreted as a rather hopeful sign, in view of the reported change of terms about dating and restriction of price for two months, but nevertheless dampens hope for some who had counted on an advance in goods, without which they hold it impossible to pay prices now asked by Western growers and dealers, about 4 cents higher than can be realized here. Extreme dullness in wool is natural and sales have been only 11,695,300 pounds in three weeks, against 29,585,100 last year and 23,728,200 in the same weeks of 1892, and the purchases would evidently have been smaller yet had not

the mills a good many orders still unfilled for which some additional material is found necessary. The boot and shoe makers are receiving numerous supplementary orders at the recent advance in prices, it is claimed, and many have business ahead for several months, but the striking feature is still the number and urgency of demands for immediate delivery, dealers having sold out sooner than they expected.

Japan is now building a great steel plant. The work will cost \$10,000,000, and will be put into operation within three years. The product of the plant for the first year will be almost exclusively steel rails, and probably some steel plates for ships. Boiler plates, bar steel and structural iron will follow in order. This steel plant, which will be situated at Yawatamura, a town of about 10,000 inhabitants, is on the extreme northern end of the island of Koshiu. This island, according to reports, is rich in coal.

President Faure, of France, was a successful business man before he entered politics. He therefore carries business methods to the office and one of the secrets of his success is his untiring and methodical discharge of his duties. One of his rules is to answer all letters the day they are received.

A Connecticut merchant deposited \$10—the first money he ever earned—in a New London savings bank fifty-one years ago. A few days ago he took his book to the bank and had the interest added for the first time. He was somewhat surprised to learn that the \$10 had grown to \$136.08.

Brazil is agitating the transformation into a state monopoly of the sale of coffee, rubber and tobacco, and limiting their export to the demand for actual consumption, as distinguished from speculative demand.

A German scientist claims that the memory is stronger in summer than in winter. He says that among the worst foes of the memory are too much food, too much physical exercise and too much education.

Ladies of fashion plates have the advantage over other women. They are made to fit the clothes they have on. The real woman must take chances in having clothes fit her.

Men who can not succeed in politics are those who talk too much and those who can not talk at all. The mean average gets along if not too mean.

Every man is satisfied that there is nothing like rain water for refreshing the earth; but some men want something stronger to refresh themselves with.

Perhaps, after all, it will be just as well if the yellow journals allow the National administration and the army and navy bureaus to conduct the war.

You will note that the weeds selected by young widows are always becoming.

Patriotic people generally will commend the payment of the award made in the Behring Sea case to the British Ambassador. In this instance the decision of the international tribunal of arbitration was against the United States. It was pronounced at Paris some years ago. While that decision was confined to principles, it made us liable for damages done to Canadian sealers which were unlawfully seized. A commission of Canadians and Americans made an enquiry into the facts and reported in favor of an award of a little more than \$473,000. This amount was appropriated by Congress and was paid over the day before the time limit expired. We should have been greatly mortified if this imperative obligation had not been promptly met. We have been subjected to a great deal of English criticism for the long delay, much of which, however, was unjust. England was very prompt in payment when the Geneva award was made, setting us an example which we can not afford to ignore. It is particularly fortunate that the Behring Sea award has been paid, because a further delay would have interfered with the present very cordial relations between the two countries. We can now go on to adjust all the other differences which exist between the Government at Washington and Ottawa. The time is ripe and most auspicious for the settlement of these controversies; and as neighbors we owe it to each other to bring them speedily to a successful issue.

War does not cancel debts, as some would seem to believe, and although a Spanish creditor established in this country would not recover any debt from an American debtor during the war, yet the legal right to claim payment revives with the return of peace. In one word, it must be thoroughly understood that in case of war private citizens on either side are not fully in hostile relations with one another, but merely in a state of non-intercourse. Moreover, according to the usage of war, no one can fight without the sanction of his government, and is liable to severe punishment if he take advantage of the state of war to damage either the life or property of citizens subject to the enemy's government who may be living in his country.

The railroads of the United States expend in a year a sum more than \$100,000,000 in excess of the total expenditures of the United States Government, and this computation does not include nearly \$250,000,000 paid in the form of interest upon railroad bonds or guaranteed stock and from \$80,000,000 to \$100,000,000 paid in the form of dividends to stockholders. The railroads, indeed, are the great distributing agencies of the country, handling never less than \$1,000,000,000 in a year and disbursing it all, or practically all, for railroads as a rule do not keep large bank accounts, and do practically cash business, turning money rapidly.

War will tax the patience and the property of the people.

## Dry Goods

### The Dry Goods Market.

Staple Cottons—Brown sheetings and drills have moved slowly in response to new orders during the week just past, as was naturally expected at this period of the year. No active resumption of trading in staple fabrics is anticipated until after inventories are completed. The price position of low grade and light weight brown sheetings and drills has been improving during the last few weeks, and they are now upon almost as strong a price basis as are heavier goods. Export demand has been limited recently, but such a large proportion of the production of these goods for the next four to six months is under contract that there can be no material change in prices, except in an upward direction. Duck has moved actively during the week, and is in a very strong price position. Colored cottons have displayed increased activity during the last few days, and very fair orders have been placed by both jobbers and cutters for denims, stripes, checks and plaids. Cheviots are in good demand, and fancy tickings are moving more freely. Prices of leading makes are firm, but some irregularity exists upon low grade makes. Grain bags are going forward in large quantities upon old contracts, but are not in immediate large request.

Prints and Gingham—The progress that has already been made in the marketing of fall lines of prints has demonstrated the wisdom of the comparatively early opening and naming of prices for these goods. It is doubtful if such an even basis of prices could have been assured had this action been delayed, and the agents who led this movement deserve great praise for their farsightedness. There is no more irregularity in prices of fanciers than is usual at the opening of a season, and much less than the position of the cloth market might appear to warrant. The extra discount allowed jobbers and the protection they receive by the maintenance of the old open prices have done the trick nicely. Mournings continue to sell freely, but one or two agents declare that they can not accept contracts for late delivery at present prices. It is doubtful, however, if there is any early change in prices. Indigo blues, staples, solids, Turkey reds, etc., have been in fair demand, but will not commence to move actively until next month. Draperies, cretonnes, robes, etc., are moving freely and at firm prices. Gingham continue the most active fabric in the market, both for fall and next spring.

Serges—A few minor lines have been practically opened at prices that are about 10 per cent. above opening prices of a year ago. Whether the business that has been done at low prices is to materially affect the price position of the market for the coming season remains to be seen. Goods have been liberally offered among clothiers at the low prices ruling a year ago, and such action has certainly not strengthened the seller's position for the coming season. The market has not been irretrievably injured by the business so far completed, since the orders taken are but a drop in the bucket compared with the total business for the season. The temporary weakness of the worsted yarn market has enabled manufacturers to purchase spot lots of yarn at very low prices, and they are turning this into piece goods at comparatively low prices to keep their looms moving until the

season formally opens. Cheap wool and yarn are being rapidly exhausted, and no manufacturer can continue at less than 10 per cent. advance except at a loss. No one manufacturer can dominate the market for any length of time and if the Washington Mills, as is anticipated, should name very low prices upon these goods its production would be soon covered with orders and the market would soon advance to a stronger and higher price basis.

Flannels—There is but little new to report in the market for flannels except the blues, which have been taken in such large quantities for Government supplies, both for shirtings and linings. There has been some slight movement in white flannels, but not enough to be of consequence.

Blankets—There seems no chance of there being any considerable amount of stock left on hand now, since the Government took such large numbers. This is true not only of colored goods, but also to some extent of white goods and medium and better grades. It has been this fact that has awakened the trade to the fact that if they were to secure any goods this season, they had better be about it; for a man who waits is liable to lose his opportunity, and be obliged to take something that is not quite what he wants.

Carpets—The carpet trade with some manufacturers is so quiet that the question of shutting down during the month of July has been discussed, especially by those engaged on tapestry and velvet carpets. Prices of body Brussels and Axminsters of the best grades, including the Bigelow and Lowell, have not been changed since Jan. 1. The Lowell Axminsters are offered wholesale at \$1.50; Bigelow axminsters, \$1.25. Both Lowell and Bigelow five-frame, body Brussels carpets are quoted at \$1.07½. On jute and wool rugs and art squares manufacturers are quite well employed, and the outlook for this class of goods is better than for regular carpets.

Curtains—The call for Nottingham lace curtains has been good with some jobbers, who sell wholesale from 40c per pair up to \$3.50. The jobbers are anticipating a big trade this fall. White has been the prevailing shade. Ecru shades are increasing in popularity, however.

### Didn't Want the Jug Strained.

A little old woman with a sharp nose and sharper tongue was in the country grocery store buying supplies. Among other things she brought in from her cart was a battle-scarred jug, which she ordered to be filled with molasses.

At last, when the purchases were completed, she began looking over the account, item by item, before paying.

"What's this?" she exclaimed. "You have charged me for two gallons and a half of molasses."

"Yes, ma'am."

"But that jug holds only two gallons."

"You must be mistaken. I measured the molasses carefully, and it took two gallons and a half to fill it."

"Well," said the woman, with a sigh, "I don't so much mind having to pay for the molasses, but I do object to having the jug strained by your putting in a half gallon more than it will hold."

### Naval Maneuvering.

The Father—That young man who used to call on you and stay so late is in the navy, now, I understand?

The Daughter—Yes, papa; and think of it! His boat has been disabled! The last time I saw him he was being towed in.

"Well, don't let me see him around here all hours of the night or you will see him towed out."



## Fourth of July Decorations

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

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



## 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.

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.



**POOR POLICY.**

**Forcing Cheap Truck On People Who Want the Best.**

From the Dry Goods Economist.

There is no question that the whole retailing interests to-day are busy selling a class of goods which is anywhere from 25 to 50 per cent. lower in quality than good salesmanship would put into the hands of the same customers at the same counters. This sounds absurd, but it is absolutely true. Every day instances are brought to light which show that the present method of merchandising all over the country is one in which a cheaper article is sold than could be gotten into consumption if effort, ingenuity and good work were used in so doing.

The worst phase of this is not alone that the business is concentrated upon an unprofitable class of merchandise, but that a very unsatisfactory class of goods is, as a rule, put into the hands of people who would buy the right thing and pay a good price for it. What the consumers would like, though, is to have goods shown to them by people who know what they are talking about.

A salesman who knows his goods can easily convince the average person that it is far better to take something at a few cents more in which there is merit than to simply buy at a catchy bargain price. The person most frequently victimized is the "good" customer—the man who walks into a store and asks for what he wants and has something foisted upon him which in every manner and form is below what he desires.

The writer had an experience recently which goes to illustrate the point more clearly than any amount of mere writing and talk could do. Having need of a collar and tie, the collar of the turn-over, round-cornered type, he entered a well-known furnishing store on Broadway and requested such a collar. He is a well-dressed man, wearing very decent clothes, and not at all a bargain hunter either in appearance or manner.

The clerk pulled down a box and took out a collar—the size asked for. When asked if it was the latest and best he replied that it was. Not asking the price, the customer passed on and asked for a black string tie with broad ends, something new, and after much trouble succeeded in finding a fairly decent quality of silk. He used his own taste and knowledge of fabrics to prevent a cheap silk being sold, which was urged as being just as good and plenty good enough in these days.

When the check was made out the man found he had bought a 10 cent collar. He remonstrated and wanted to know if they didn't have a better collar. The clerk responded that that was as good as any collar, but, "if you want to pay 25 cents for something which isn't any better you can do so."

The customer showed the clerk the defects in the collar; he showed him that it was not what it should be; that the buttonholes were poorly made and that it was altogether a cheap affair. The clerk shrugged his shoulders and said, "There are few instances where this collar has failed to please."

The next thing asked for after this was hosiery, and the first article shown was a 20 cent thing, and the explanation in the mouth of the salesman was, "We have cheaper goods if you want them;" not "We have better ones, and it will be better to buy them."

This sort of thing on Broadway, where rents are very high and where anyone would think that a casual customer would at least have good things shown to him and the privilege of buying better stuff.

This condition exists through the entire trade. There is little or no tendency to sell best goods except in the stores where they ask 100 or 200 per cent. profit.

**Have the Courage of Your Convictions.**

Most men, it seems to me, are too much afraid of making mistakes. I like men who make mistakes, who have the dash, the energy, the warm blood in

their veins to make mistakes. Everything in life is more or less of a gamble. Timidity never accomplished anything in this world. Faith is the main-spring of enterprise. Mistakes make the game interesting. They lift it above the dead level, stimulate imagination, and keep hope young.

More good thoughts have perished than have ever seen the light of day. It is the easiest thing in the world to reason the merit all out of a new idea. The man who "gets there" is the man who has the courage to make the plunge when the thought is fresh in his mind—to strike while the iron is hot. Ideas, like time and tide, wait for nobody. They must be taken at the flood. The man who attempts to argue all the way to the finish is lost. Difficulties are at their worst in the perspective. The plunge is the vital thing, the beginning, the life. Faith and experience will take care of the rest. The world's real benefactors are its brave men, the men who have the soul to do and to dare, to risk everything—fortune, reputation and life.

I don't believe at all in the sure-thing theory; I don't believe at all in the theory of getting something for nothing. The man who seeks big rewards should take big chances, should give up an ample equivalent in brain force, thought, energy, money, for everything he gets. The man who rises above the surface makes no end of mistakes; the drone, alone, makes no mistakes.

One of the worst mistakes the world makes is its horror of making mistakes. This very thing is one of the greatest possible menaces to intelligent, conscientious legislation. The legislator is so trampled by the feeling that he must never make a mistake, that he must always be consistent, that a large percentage of his value to the state is lost. The straightjacket of public opinion, narrow, unwise, intolerant public opinion, that does not allow its representatives the freedom of the man of affairs, blocks the wheels of progressive, business-like legislation. The lawyer and the doctor and the business man make mistakes. Why, then, shouldn't the legislator make mistakes? Why shouldn't he vote to-morrow to repeal the act for which he votes to-day, if to-morrow brings him additional light upon the subject, if to-morrow's experience demonstrates to him that his reasoning of to-day was wrong? Imagination does not carry with unerring accuracy. Experience alone determines whether a thing is right or not.

There are certain eternal principles that enter into the wise conduct of business—certain lines that must win out. Get your business on these lines and hold strictly to them, regardless of what this one or that one may say, regardless of what is or what has been, and hold to them with the faith and the grasp that know no weakening, and you will win out.

FRANK A. MUNSEY.

**To Nashville, Tenn.**

The Michigan Central Railroad will sell excursion tickets at one fare for the round trip on July 2 to 5, inclusive, on account of the Christian Endeavor International convention. Return limit, July 15, with privilege of extension to Aug. 1.

W. C. BLAKE,  
City Ticket Agent.

**Common Complaint.**

Julia—Did you say Maggie is trying to get into business?  
Jennie—Yes.  
"What kind of business does she want to get into?"  
"Everybody's."



**SPAIN WILL SETTLE**

Dwight's Liquid Bluing  
never settles.

Manufactured by

**The Wolverine Spice Co.,**

Grand Rapids, Mich.

**The Leader of all Bond Papers**

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

**Magna Charta Bond**

A paper that will withstand  
the ravages of Time.

Carried in stock in all the  
standard sizes and weights by

**TRADESMAN COMPANY**

Manufacturer's Agent,  
GRAND RAPIDS.

**LABELS FOR GASOLINE DEALERS**



**The Law of 1889.**

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

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

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

**Tradesman Company,**  
Grand Rapids, 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.

**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.

## Around the State

### Movements of Merchants.

Owosso—Frank J. McDannel has opened a cigar store.

Montague—J. Reavey has opened a feed store in the Downey building.

Pontiac—Frank Moreland, merchant tailor, has sold out to Peter Betzing.

Hancock—Mrs. M. Gitzen, of L'Anse, has opened a shoe store at this place.

Lake Odessa—Wallace Lovewell has purchased the South End meat market.

Jackson—Oleslager & Drake, tinners, have dissolved, John Oleslager succeeding.

West Bay City—M. Hagarty succeeds the Michigan Baking Co. in the bakery business.

Benton Harbor—G. C. Reuler, of Kankakee, Ill., has engaged in general trade here.

Waterford—Geo. Howe has purchased the drug and grocery stock of the C. A. Shafer Co.

Gobleville—Cackler & Son have sold their meat market to Charles Iverson, of Pine Grove.

Nashville—Frank McDérby has purchased the stock of boots and shoes of W. E. Buel.

Ovid—L. S. Delavergne & Co. succeed Chas. D. Sherman & Co. in the shoe business.

Flint—Geo. D. Flanders has retired from the firm of C. B. Flanders & Son, general dealers.

Bay City—Isaac Kramer succeeds Lena (Mrs. Isaac) Kramer in the dry goods business.

Attica—Ridley & Holmes succeed W. S. Ridley in general trade and the produce business.

Kalamazoo—H. D. Kools will shortly re-engage in the cigar and tobacco business on West Main street.

Grand Haven—Orrie Kooiman and Gerrit Zaagman will shortly engage in the feed and grain business.

Shelby—B. J. Moore has sold his stock of shoes to his brother, C. C. Moore, who will continue the business.

Detroit—Frank W. Baumgartner succeeds Heidt & Baumgartner in the men's furnishing goods business.

Jackson—V. W. DeSaffery, of New York, has leased a store building and will open undertaking rooms July 1.

Cassopolis—Van Antwerp & Johnson continue the meat business formerly conducted by Van Antwerp & Tase.

Caledonia—J. A. Crossman, who was engaged in the jewelry business here, has purchased the restaurant of F. K. Swain.

Leonidas—Edwards & Fuller, general dealers, have dissolved partnership. The business will be continued by C. C. Edwards.

Kalkaska—Skaritt & Sack, meat dealers, have purchased the Swaverly & Sherwood meat business and will consolidate the two markets.

Otsego—M. V. Hall & Co., boot and shoe dealers, have dissolved, Miss Marcia V. Hall having purchased the interest of her partner, G. B. Travis.

Ishpeming—I. E. Swift, dealer in hardware and mining supplies, has merged his business into a stock company under the style of the I. E. Swift Co.

Central Lake—Dr. G. F. Snyder has purchased the drug stock of W. A. Cary & Co. and will continue the business at the present location. Mr. Cary is now owner of the Potter House, having taken the building in exchange for his drug stock.

Grand Haven—John Boer, who has conducted the grocery business here for several years, has purchased the furniture stock of Jas. Barnes, who will retire from trade.

Grand Ledge—T. B. Inkley & Son will remove their shoe stock from Greenville to this place and open a shoe store about Aug. 1 in the building formerly occupied by the A. M. Bacon shoe stock.

West Bay City—The merchants of this city have undertaken to organize a Business Men's Association for the purpose of securing the enactment of protective ordinances relative to street peddlers and fake sale concerns.

Kalamazoo—J. Gumbinsky & Co., dealers in tin, glassware and rags, and Moses Sunstin, dealer in junk and hides, have consolidated their stocks and formed a copartnership under the style of Gumbinsky & Sunstin.

Traverse City—T. J. Host will remove his clothing and men's furnishing stock to Grand Rapids about Aug. 15. The store building he now occupies has been leased by Benda & Co., of St. Ignace, who will engage in the clothing business.

Lansing—Gottlieb H. Ziegler has begun the construction of a three-story brick block, 36x55 feet in dimensions, at the corner of Grand and Saginaw streets, which will be used for storage and buying and shipping rooms for hides, pelts and leather.

Bellaire—Meyer & Flanelly, hardware dealers, have discontinued their branch store at Alden, having sold their stock to G. A. Meyer, of Ludington. They will enlarge their business here, having already begun the erection of an addition to their store building.

Port Huron—R. C. Peterson, the Ann Arbor gentleman who came to Port Huron about six months ago and established a trading stamp store, has closed out his stock and quit the town, greatly to the disgust of hundreds of persons who have been hoarding stamps for months.

Detroit—Hurd & Gray, druggists at the corner of Woodward avenue and Wilcox street, have merged their business into a corporation. The capital stock is \$30,000, fully paid, and the incorporators are John E. Hurd, 1,000 shares; John W. Gray, 1,000 shares; Willard N. Worcester, 1,000 shares.

Decatur—Frank Potts is erecting a new store building, 30x84 feet in size and two stories high, on the site of the one recently burned, which he will occupy with a grocery stock. He will also erect a building, 15x40 feet in size and one story high, on the north side of his grocery store, which he will use for a meat market.

Ann Arbor—Hon. J. T. Jacobs has filed a chattel mortgage to the amount of \$2,200 on his stock of boots and shoes. The stock is worth \$4,500. The store is closed, but the mortgagees will allow him to continue the business, having implicit faith in his integrity. Bad real estate investments is the reason for his financial embarrassment. He is endeavoring to secure a commission as captain in the army.

### Manufacturing Matters.

Flint—Bowman & Morse, cigar manufacturers, have dissolved, M. C. Bowman succeeding.

Cheboygan—The Whitehall sawmill, which has been leased by Swift & Clark, has started up with a full crew.

Blissfield—The New Home Canning Co. has leased the Rogers factory building for this season's operations.

Roscommon—J. D. Redhead, of Alpena, is fitting up the Tolfree shingle mill and will start it for the season's run in a few days.

Onaway—T. J. Armstrong & Co. have purchased a location on which they will erect a shingle mill, with a capacity of 75,000 shingles per day.

Schoolcraft—T. H. Earl, wholesale and retail lumber dealer and manufacturer of woodenware and ladders, has removed to Libertyville, Ill.

Flushing—W. P. Cook, of Fenton, has begun the erection of a building, 73x132 feet in dimensions, which will be used as a factory for the manufacture of whip sockets.

Omer—The new flour mill and elevator of Gorrie & Kent is enclosed and will soon be ready for the machinery. The building is nearly 60 feet high and will contain the latest improvements.

Wayne—The Prouty & Glass Carriage Co. has lately received a very flattering offer for the removal of its plant and factory to South Bend, Ind. The offer is being considered by the management.

Cadillac—Blodgett, Cummer & Diggins are shipping lumber at the rate of 5,000,000 feet a month and the planing mill connected with the plant has made extra time for the men in keeping up with orders.

Gladstone—A. T. Kelliber has leased a factory building and will engage in the wood working trade. He will begin by making clapboards for the Eastern market and will add other branches of manufacture as soon as possible.

Metropolitan—The Metropolitan Lumber Co. will saw out at this point this season, and the mill plant will be disposed of by sale, removal or dismantling. The company has about 9,000,000 feet of logs in the boom, which will be sawed by November.

Detroit—The Ray Chemical Co. has filed articles of association with the County Clerk, and will manufacture in this city on a capital stock of \$50,000, of which one-half has been paid in. Cornelius W. Ray has 1,200 shares, Charles H. Little 1,000, F. B. Sibley 300, Porter A. Tucker 5 and Philip T. Van Zile 1 share.

Coldwater—Reports to the contrary notwithstanding, the Coombs flouring mills will continue business by the Wm. A. Coombs Estate. Lester E. Rose has been appointed special administrator, Fred W. Moore will continue as business manager and Harry Lind as bookkeeper. Under their careful management the reputation established by the Coombs mills will, no doubt, be maintained.

Saginaw—The O'Donnell, Spencer & Co. planing mill plant will hardly be operated again. The trustees representing the unsecured creditors have bought in the property, will satisfy the preferred creditors, and then will proceed to convert the available assets into cash. The mill plant is offered for sale, but it is believed that if it is sold it will be by piece for just what it will bring, and one of the finest plants of the kind in the country will go out of existence.

### No Collar and Cuff Trust.

It is said in Troy that the proposed combination of collar, cuff and shirt factories has fallen apart and that negotiations are at an end, for the present at any rate. The promoter could not come to a satisfactory understanding in a financial way. The different firms put good stiff prices on their plants and the aggregate was too much.

It never improves musty opinions to air them.

### Grand Rapids Retail Grocers' Association.

At a special meeting of the Grand Rapids Retail Grocers' Association, held at the office of the Tradesman Company on Tuesday evening, June 27, President Dyk presided.

Two new members applied for admission and were accepted—Orra Chadwick, 563 Cherry street, and M. H. Barber, 238 East Fulton street.

The special Committee on Picnic presented a further report, including the proposition of the Grand Trunk system to take the excursion to Grand Haven for 25 and 50 cents for children and adults, respectively, and that of the C. & W. M. to perform the same service for 35 and 65 cents. The matter was discussed in all its bearings, including the desirability of going via the C. & W. M. in order to start from the Union depot.

Ed. Winchester moved that the invitation of the Grand Haven merchants to hold the twelfth annual picnic at that place be accepted.

J. Geo. Lehman moved as an amendment that the invitation be accepted in the name of the meat dealers as well as the grocers. The motion was thereupon adopted as amended, and President Dyk urged the butchers to join with the grocers, as was the case last year, to the end that Aug. 4 may be a universal holiday, so far as the grocers and meat dealers are concerned.

Three members of the Grand Rapids Retail Meat Dealers' Association were present by invitation—President Katz, Secretary Hilber and Albert Stein—and all volunteered to make a canvass of the situation with a view to ascertaining the sentiment of the meat trade as a whole and report at the next regular meeting of the Association next Tuesday evening. President Katz stated that some of the butchers appeared to harbor the belief that they ought to keep open a little while in the morning, but he thought the majority of the butchers would coincide with the grocers in the belief that the picnic should be an all-day event.

B. S. Harris moved that the proposition of the C. & W. M. Railway be accepted, providing an arrangement was made to start the train from Leonard street, stop it at West Bridge street and also make some other minor concessions which had been suggested.

The motion was adopted, whereupon Mr. Winchester moved that the Picnic Committee be requested to negotiate with the transit lines at Grand Haven, with a view to providing a free boat ride for the excursionists, if possible.

It has been customary to close all day July 4, but on account of Independence Day coming on Monday this year, it was thought best to open for a time in the morning and, on motion of Mr. Lehman, it was decided to close all the stores not later than 12 o'clock. Several grocers stated that they would turn their keys at 10 o'clock, while the Monroe street grocers served notice that they would not be open at all.

On motion of J. Geo. Lehman, the following resolution was unanimously adopted:

Whereas—We learn with regret of the retirement of our honored member and frater, H. M. Liesveld, from the grocery business to engage in the manufacturing business, therefore

Resolved—That we hereby tender him our sincere regrets over his retirement from the retail trade and express the hope that his career as a manufacturer may be as successful and creditable as his record as a grocer.

Secretary Klap enquired if any of the grocers were having trouble in getting their bakers to exchange bread, whereupon Mr. Lehman asserted that every grocer should run his own business and permit the bakers to do the same; that if any grocer can make a private agreement with his baker, that is well and good, but that private deals of any kind ought not to be discussed in the Association. This opinion was heartily endorsed by Ed. Winchester, and the meeting adjourned.



## Grand Rapids Gossip

John Ruoff, grocer at 454 Second street, has closed out his stock and resumed his former occupation in a rattan chair factory.

Adrian Brink has purchased the grocery stock of E. C. Morgan, at Reed's Lake, placing the business in charge of his son, John A. Brink.

Wm. Brummeler & Sons have leased the store building at the corner of Prescott and South Ionia streets, which they will utilize as a factory for the manufacture of sheet iron stoves and other specialties.

Geo. H. Remington has purchased an interest in the produce and commission house of Geo. F. Stevens & Co., who have leased the double store at 5 and 7 North Ionia street and will continue the business at that location.

H. M. Liesveld has sold his grocery stock at 563 Cherry street to Orra Chadwick, who has clerked several years for Harry DeGraff, the South Division street grocer. Mr. Liesveld engaged in the grocery business about fifteen years ago with practically no capital to start with and has succeeded to an unusual degree, having accumulated a competence and established an excellent reputation as a business man. He retires from the retail business in order to devote his entire time to the Globe Knitting Co., in which he is interested and which he has managed for several months.

No new developments in the Jacob Dykema fake commission house deal have occurred during the past week except that the gentlemen who are really conducting the business have turned their attention from the country merchants and regular shippers to the farmers contiguous to the small towns around Grand Rapids, whom they are endeavoring to attract by offering prices largely in excess of the market value of the goods. One dollar a bushel for old potatoes and \$1 a bushel for country picked beans have been repeatedly offered the farmers in the vicinity of Rockford, and one day last week several farmers repaired to Rockford for the purpose of ascertaining the standing of the several gentlemen composing the "syndicate." As near as the Tradesman can locate the identity of the individuals, they are Benj. F. Strifling, Henry Pollie and R. S. Kooistra, all of whom enjoy reputations more or less shady, having been identified with undertakings of a questionable character in times past.

In reducing the price of bread from 6 cents to 5 cents at retail and from 5 cents to 4 cents at wholesale, the city bakers have adopted a resolution agreeing not to exchange stale bread and cakes hereafter. The bakers take the position that the grocer does not ask the grower to take back the berries which have deteriorated on his hands, and that it is just as unreasonable to insist on exchanging stale bread for fresh as it would be to ask the grower to take back stale berries in exchange for fresh fruit. While it is true that the baker can get some salvage from his stale bread by selling it at a reduced price to restaurants and hotels, the same would not apply to cakes, which are of little value to any one when stale and will not sell for anywhere near the cost price. The bakers assert that they are willing to serve the grocers faithfully and fre-

quently expend 10 cents car fare for 20 cents' worth of trade late in the day where it is found that the grocer has purchased too small a supply of baked goods in the morning to meet his day's requirements. Such being the case, there would appear to be little justice in the demands of the grocers that the practice of exchanging bread be continued, especially as such a practice tends to overbuying on the part of the grocer, to the end that his bread supply may be larger than he can reasonably expect to dispose of. The Tradesman is informed that the exchanging of bread is not common in other cities of the size of Grand Rapids.

### The Produce Market.

Bananas—The movement is very large, and the quality of stock is good. The price has not changed, although it is rather higher than usual for this season of the year. This is caused by the unusually good demand, coupled with the fact that the receipts at Southern ports are not quite as large as they are normally. This is undoubtedly due to war difficulties.

Beets—New, 15c per doz. bunches. Butter—Creamery is in ample supply at 16c. Choice grades of dairy are getting scarce, fancy readily commanding 13c. There is no change in low grades and packing stock.

Cabbage—Home grown is in large supply at 50¢@60¢ per doz.

Celery—20c per bunch.

Carrots—15c per doz. bunches.

Cherries—\$1 per bu. for Red or White. The crop is large and the quality is fine.

Cocoanuts—4¢@5¢.

Cucumbers—40c per doz. for home grown.

Eggs—Local dealers pay 8c on track, holding case count at 9½¢ and candled at 10c.

Gooseberries—Slow sale at 40¢@50¢ per crate of 16 qts.

Green Onions—10¢@12¢ per doz. according to size.

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

Honey—Comb is out of stock. Strained in moderate supply and limited demand at 12c.

Lemons—Prices have advanced, both on Messinas and California lemons, owing to the higher temperature. This is a season for quick movement and large consumption of this fruit. Best Messinas are selling at from \$5 to \$5.50 per box.

Lettuce—30c per bu. for head.

Oranges—The market is very firm, although quotations are unchanged. Navel oranges are practically out of the market, but the assortment is very good still, and the movement is large for this season of the year. Prices are not likely to go lower this season.

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

Pineapples—Floridas, \$1.25@1.50 per doz.

Pop Corn—50c per bu.

Potatoes—Old stock is pretty well cleaned up, receipts being slow sale at 50c. New stock is selling at 80c, but is likely to go higher, owing to scarcity.

The Arkansas crop is short, on account of dry weather on the higher lands and floods on the river bottoms. Arrivals are small in size and green, and the crop is about at an end. As Louisville stock is not expected to arrive before July 5, there is likely to be a dearth of available stock for the next week.

Radishes—10c per doz. bunches.

Raspberries—Both red and black are selling to-day around \$1.25 for 16 qt. crate. The quality is not up to the standard expected a week or ten days ago, the cool, damp weather having had a bad effect on the crop.

Tomatoes—\$1 per 4 basket crate.

Wax Beans—\$1 per bu.

Watermelons—25c apiece for choice Georgia stock.

It is nothing but prejudice that makes people think that a baldheaded man can have more sense than one who parts his hair in the middle.

### The Grocery Market.

Sugar—The consumptive demand for refined sugar is gradually increasing, as is customary with the approach of the fruit season, but sugar authorities say that the demand at present is not so good as usual. The sugar market at present shows no speculative influences.

Tea—The price of teas this season will be about as last, with the 10c duty added. A portion of this advance will be borne by the foreigner, but the greater part of it will be paid by the consumer. The volume of tea used in this country will probably be considerably reduced, not only because of this advance, but because of the fact that no duty is laid on coffee and that the price of this commodity is so low, and is likely to be so for the coming year.

Coffee—There is no change in the general coffee market. A few reports seem to give color to a prospect for a better market, in that the Brazil coffee crop has been damaged by wet weather. The demand is still light, owing to the fact that retailers have not yet run through with the stocks of cheap coffees they bought at the low prices. The demand then was larger than supposed, as compared with the consumptive demand. The call is steady, although light, on both bulk and package goods, although tending to the latter.

Canned Goods—The tomato market is practically unchanged. There has been a decline of 15c per dozen from the highest point, and the market is not too strong even at the present low point. A better trade, however, has been done in tomatoes during the past week, and if the Government were to buy largely the price would probably advance again. The market for future tomatoes is steady, with only light offerings. Spot corn is selling fairly well, although in no large quantity. Prices are unchanged. Nothing is doing in future corn. The sale of peas has been pretty good during the week, probably on the assumption that the price will advance. Beyond the 5c mentioned last week there has been no further advance during the past week. Future California peaches are selling very well, although on lemon clings the packers are taking orders reluctantly, on account of the short-pack prospects. Nothing is doing in spot peaches, except a few enquiries for lemon clings.

Dried Fruits—Prices appear to be firm on all items. Reports from California are to the effect that there will be but half a crop of prunes this season. The Santa Clara Valley crop is put at 30,000,000 pounds, and that of the rest of the State at 20,000,000 pounds, making a total for the entire State of 50,000,000 pounds, or just half that of a year ago. The prediction is that the average California prune will sell at nearer 6c than 3c, the last year's price.

Rice—Prices are unchanged, but are high. This applies to both foreign and domestic rice. Prices are not expected to decline at all until the market shall get the new crop of domestic, which will not be until October next.

Salt Fish—The trade for mackerel has been perceptibly better during the week, although there will be no advance in price because of increasing receipts. A slight decline within the next few days is not unlikely, for the reason named. Cod is selling fairly well at unchanged prices. Lake fish are scarce and in demand at unchanged prices. Sardines are steady and only in small demand.

Salmon is firm and in better demand. Government purchases will mean an advance.

### The Grain Market.

Cash wheat made a small gain during the past week, while futures sold off slightly from the prevailing prices of one week ago. It was seesaw and a waiting market. News as to the harvesting is not of the most flattering character, especially as the wet weather is interrupting this work to a great extent and, coming with the late heavy winds, the grain has been lodged, which at this time deteriorates the quality. However, with the large acreage and the general good stand, we think this will not prove to be such a great loss as is claimed, especially as the complaints come from those who do not place buying orders. In fact, the trading in futures as well as cash wheat is very small indeed. The visible decreased 1,864,000 bushels, which was about 350,000 bushels more than was anticipated, and in ordinary times would have caused an advance, especially as we have now only 17,225,000 bushels in sight, against 47,840,000 bushels in 1896; but in times like these the above conditions do not have the usual effect and it will take some time to restore confidence.

Corn has settled down about 2c per bushel, but oats remain steady. Trading in July corn and oats is as quiet as in wheat.

The receipts were rather moderate, having been 37 cars of wheat, 7 cars of corn and 7 cars of oats.

Millers are paying 77c for wheat.

C. G. A. VOIGT.

### Hides, Pelts, Tallow and Wool.

Hides remain firm in price. The demand is good, with fair supply. Tanners' needs keep the market empty. The country supply is small. While light stock shows a weakening tendency, the supply is extremely light.

There are no pelts offering, but the demand is good. Farmers can see a future in sheep and do not care to diminish their flocks, while mutton brings good prices.

Tallow is lower, with large offerings of greases and oils for soapers' use. The tendency is for lower prices, with nothing to stimulate them.

Wools remain quiet, with Western prices fully up to those at Eastern markets. Lots that are gathered in are offered for sale, but are held too high to attract buyers. Holders show no weakening, as the future holds inducements for higher prices which must come some time. There is no profit in present purchases at prices quoted and manufacturers have no stimulus on their goods to pay the cost of wools. Result, no sales.

### We Protect Our Patrons.

We are informed that a representative of the Comstock Law and Collection Agency is now in the city for the purpose of enforcing the one-sided contracts made with this concern by a number of Grand Rapids business men. We therefore take pleasure in repeating the offer we made several months ago, agreeing to defend, free of charge, any of our patrons against any suit which may be brought to enforce payment on these contracts.

### COMMERCIAL CREDIT CO., LTD.

Chas. E. Olney, President of the Olney & Judson Grocer Co., came out from Thompson, Conn., last week to attend the annual conclave of the Whist Club. He left for Thompson Monday.

Gillies New York Teas at old prices while they hold out. Phone Visner, 800.

## Woman's World

### Give the Girls a Chance.

In thousands of homes the subject of paramount interest at present is the question of the boys' future. Tom has just graduated from school or college and everyone realizes that he should be taught some trade or profession in order that he may have some weapon with which to fight the battle of life and so be assured of winning at least a reasonable amount of happiness and prosperity. This is without reference to what his parents may be able to bestow upon him. Riches have wings that are mostly used in flying from us and we feel that the boy should have within himself some resource, some cultivated ability on which he can rely in the day of adversity.

Curiously enough, no one seems to be concerning themselves about the girls' future. Mary has also graduated from college. She, too, is scheduled to live in a world that is full of ups and downs and topsy-turvy fortune where the dead sure thing always turns out a failure, banks break, and the millionairess of yesterday may be the shop girl of today. But nobody considers it necessary to prepare her for any of these contingencies. Our ideal of kindness to a girl seems to be to send her forth to sail the tempestuous sea of life without chart or compass or the slightest previous knowledge of navigation.

Of course, the excuse for this is that we always expect a girl to marry. Now, marriage is not the end of life, neither is it an illuminating process by which one becomes suddenly and miraculously possessed of knowledge that they ought to have had beforehand. The girl who didn't know how to make bread or sew on a patch before the wedding will find out she still has these things to learn and that the mere fact of getting married has no more fitted her to wrestle with the complex problems of house-keeping than it would fit a man to practice law or medicine or any other profession of which he was profoundly ignorant.

The truth of the matter is that we are never able to take a sane view of women. We either approach the subject in a spirit of irresponsible hopefulness or irrational despair. In one we cherish the comfortable and amiable theory that when a woman needs any information she will somehow know it by the grace of God, without being taught. In the other we go on the equally false assumption that a woman is never going to know anything practical, anyway, and there isn't any use in trying to teach her, and between these two opinions lie the Waterloos of uncounted thousands of women.

There is no use, at this late day, to argue the relative mental ability of the sexes. We are not contrasting the men geniuses and the women fools. There is nothing that the average boy can be taught that the average girl can not learn just as easily, and the only reason that women are so impractical and so helpless when thrown on their own resources is because they have never been taught anything of the slightest practical value. They have had no ideals of responsibility for their future held up before them. It is not even suggested to them that it would be desirable to learn the rules of the game they are going to play. They are just left to go it alone and get euchred because they

didn't know any better. Nobody had taught them the game.

One of the things to which men invariably point when they want to prove women's unfitness for practical affairs is their ignorance about money matters. The woman who buys a thing she doesn't need because it has been marked down from \$1 to 97 cents, and her sister who signs a check Mrs. John Smith one day, and Mrs. Mary Smith the next, and Mrs. Mayme Smith another, have been the butt of the cheap wits for generations. And when we hear that a woman has been left money, even those of us who like her best begin speculating as to whether she will buy gold bricks with it or lend it without security to the pious deacon of her church. We feel sure that one or the other calamity will happen and we groan over the helplessness of it. It is a cruel helplessness, because it is so unnecessary, and such a woman may well ask why she was not taught something of the management of money.

Her brother was not left to depend on other people's opinion and advice. From his earliest years the boy has had some pocket money and was taught at least common business usages; the girl is "given" what she needs, she seldom handles a dollar, nobody ever teaches her which is the business end of a check, and if she ever comes into any money she is the victim of the first sharper who gets hold of her. Every one of us knows penniless women who have signed away fortunes, not knowing what they were putting their names to, and who have been duped by schemes so wild it looked like a baby might have known better. One can but marvel at a father who will carefully train his son for business, but will leave his daughter to find out by bitter experience the things she should have been taught for her own protection. There isn't anything in the rudiments of business that the average boy can learn that his sister can't learn, too. She may not develop into a Napoleon of finance, but she will at least know better than to endorse for Cousin James or buy stock in the Wild Cat Mines of Nowhere because a glib-talking promoter recommends them.

If we are to hold marriage up to our girls as the chief career in life it certainly seems only fair that they should be fitted to fill the role. We teach a boy that he can only achieve prosperity in his chosen occupation by his having mastered the details, by good management, and to that end he must serve an apprenticeship, but we chuck a girl into the midst of the most exacting profession in the world without the slightest training of any sort whatever, and expect her to make a success of it. Every day we hear mothers say: "Oh, I don't want my girls to be burdened with any cares and I haven't taught them to sew or cook or manage a house. They'll learn it when they have to." Of course, in time, as a general thing, they do learn, but at the expense of troubles and trials and tears and domestic misery and recriminations. It is about as sensible as if a father would say: "Oh, I won't have my son taught any business or have him attend a medical college. By the time he has made an assignment two or three times or killed a lot of people experimenting on them he'll learn how." In the girl's case nobody stops to think that everything might have gone smoothly from the first if she had only been taught her business. A mother who will palm off on an

unsuspecting bridegroom a girl who doesn't know how to keep house ought to be liable for damages for getting rid of her under false pretenses.

It is, perhaps, looking forward to an impossible millennium to hope that the day is not far distant when simple, human justice will be shown to girls and they will be as carefully prepared for life as boys are. If all husbands were always loving and generous, if they were even always prosperous, we might fall back upon matrimony as the panacea for the difficulties in women's lives, but men die, they lose their money, and many a woman who has "married well," as the phrase goes, finds herself widowed and penniless, or that through some stroke of ill luck her husband is unable to provide for her. Then she faces the great Bread and Butter Problem, that her inability and lack of fitness for anything turn into a tragedy. Nobody has prepared her for this. Nobody has taught her any useful thing to do, nothing that will earn money. Yet there is no girl in all this land who may not meet this fate. We all know it, but we do nothing to try to help her.

We take nothing for granted about a boy's future. We try to arm him at every point, so that he may surmount difficulties and make the best of life, but we abandon the girl to blind luck. If she marries well, well and good. If she doesn't she must struggle along, hampered with all sorts of drawbacks and lack of skill and knowledge and starve along as best she can. It is time we abandoned the old theories about women and came down to facts. They are of the same clay as their brothers. They are neither inspired sibyls nor fools. Both are subject to the same vicissitudes of life, and women have a

right to ask that they should not be sent forth to meet these dangers and difficulties without some preparation. Teach the girl some of the practical affairs you teach her brother. Give her a chance.  
DOROTHY DIX.

A State law in New Hampshire, enacted a few years ago, requires the trustees of savings banks and savings institutions to call in the books of depositors every third year for examination and verification by some person or persons other than the bank's treasurer or his clerk.

## RUBEROID READY ROOFING

All ready to lay. Needs no painting for two years.

Is odorless, absolutely waterproof, will resist fire and the action of acids. Can be used over shingles of steep roofs, or is suitable for flat roofs. Will outlast tin or iron and is very much cheaper.

Try our pure

## ASPHALT PAINT

For coating tin, iron or ready roofs. Write for prices.

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Grand Rapids Office, Louis and Campau Sts.  
Detroit Office, Foot of Third St.

MEMBERS BUFFALO PRODUCE EXCHANGE

## Bean, Coward & Chaddock

### WHOLESALE FRUIT AND PRODUCE COMMISSION MERCHANTS

Butter, Eggs, Apples, Potatoes and Small Fruits

CAR LOTS OUR SPECIALTY.

MICHIGAN REFERENCES:  
Traverse City State Bank,  
Shelby Bank, Shelby, Mich.  
M. Oberlin, Bingham, Mich.

Peoples Bank, Buffalo.  
Bank of Batavia, Batavia, N. Y.  
Any Mercantile Agency.  
Any large Wholesale Produce Merchant  
in New England States.

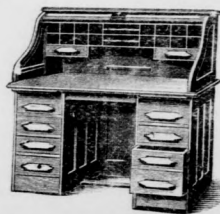
## Everything in the Plumbing Line

## 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**

## ONLY \$13.75



This Desk, 30 inches wide; 50 inches deep; 50 inches high. Made of selected oak, of choice grain, and beautifully finished. Has every convenience for filing private papers for handy reference. Workmanship high grade in every particular. By closing the roll top the entire desk, including each drawer, is locked automatically. We would recommend dealers to sell the above desk at \$18 to \$20. Our wholesale price to you is \$13.75. Our large catalogue containing full line mailed on receipt of 4 one-cent stamps.

ADDRESS IN FULL

**THE WHOLESALE FURNITURE COMPANY, Grand Rapids, Mich.**



# Pertinent Suggestions Regarding Advertising Display.

Written for the TRADESMAN.

The branch of advertising art which has had the most attention at the hands of writers on publicity, until it would seem there was no more to be said upon it, is that selected as the subject of the present dissertation. That there is yet something to say upon it is owing to the fact that changing conditions in the publishing field have introduced new elements.

As long as the reading columns of the newspapers were filled with matter set in nearly uniform type it was an easy task to make sufficiently distinctive display. But in the majority of news publications the day of uniform type seems to have passed. It must probably be accepted that this is an incident in the evolution of the ideal newspaper, for, if otherwise, it has obtained to an extent which would argue an universal retrogression—the papers which are unaffected by the fashion are few indeed.

One of the factors which has influenced the problem of effective eye-catching is the increasing use of illustrations in news columns. To be sure, the advertising men have made use of these to a greater extent, apparently in a futile attempt to stem the loss by the use of similar means; but the result is confusion worse confounded. Glance through the pages of the average paper and it is an experienced eye which can discriminate between American and Spanish officers and Willis J. Starkey, of Dixie Hollow, who has had a wonderful rescue from the jaws of death. Added to these, the increasing use of miscellaneous illustrations, maps and diagrams, and the coarse halftones which are now so much in vogue, and the average news sheet transcends the loudest circus poster of a few years ago.

But this is not all which has complicated the subject of advertising display, if, indeed, it is the worst. For many years past, the use of "scare heads" has disfigured news columns, and the only argument that they are of value that I can discover is their continued use. At the first, they were confined to two or three lines of moderate sized type, without much spacing. Naturally, when there was news of unusual importance the room given to this sort of display was correspondingly increased, but for a long time the heading was confined to a single column. Then when some tremendous event was heralded the single column would not suffice and the rule was "broken," to the increased disfigurement of the page. And the craze did not even stop here, but three, four columns, and at last the whole width of the page, was devoted to this senseless use.

When it was found that column rules could be broken for the purpose of extending a head there seemed to come a mania for breaking them for all sorts of senseless reasons. Bulletins and important news items must needs have a heavier face of type and be enclosed in a border breaking into the middle of the page. I suppose it is to be accepted that there is a reason for this fad or it would not be followed, but it is not apparent to the ordinary observer. Double leading in prominent position would serve every good purpose and not detract from the good taste and dignity of a periodical nor serve to obscure and confuse all other contents of the page.

The newspaper of to-day is a curious production. The jumble of scare heads, war cuts and displayed news makes the

question of displaying an advertisement so that it will be effective so hopeless a task that it seems to have been given up in most cases. Sometimes the guileful dealer will simulate a war scare head to save his space from total obscurity, but generally he seems to have given up the contest. He still pays for the space, and no doubt hopes that it will do him some good, but if there is any sense in the commonly-accepted tenets of advertising it must be very little.

It would seem as though the climax of newspaper disfigurement and confusion must be nearly reached. It will not be long before advertisers will awaken to the fact that space in such aggregations of chaos is of little value. They will then demand a return to the more sensible and correct principles of reading and display, and there will come a time when these productions will be shown as curiosities of the era of idiotic vagaries in printing. NEMO.

## Mutual Dependence in Business.

There is a mutual dependence in business of the greatest importance—namely, that of jobber upon retailer and retailer upon jobber. The retail merchant depends upon the jobber for his supply of goods to sell, and very naturally demands that the goods shall be forthcoming promptly when they are needed, according to the orders placed for them. On the other hand the jobber depends upon the retailer for such remittances of money in payment for the goods as shall replenish his coffers and enable him to continue in business.

The jobber has, therefore, the right to demand of the retailer the same promptness in remitting for goods purchased as the retailer has to demand of the jobber in shipping the goods. The retailer, before placing orders, examines into the resources of the jobber, sometimes in a perfunctory way, but nevertheless in such a manner as to satisfy himself that he is depending upon no uncertain support. He places his orders with a given jobber only when he has the assurance that the goods will be forthcoming. The jobber surely has the same right to investigate the retailer, in order to know that the corresponding payments will be forthcoming when due.

The only plan which the jobber has for his investigation of the retailer that is competent to secure such a statement of his affairs as is appropriate under the circumstances is to frankly ask the retailer to tell him the whole truth about himself. This is the foundation of the request for a property statement now so common.

A recent writer, treating upon this subject, has said: "The giving of a statement by one who asks credit at the hands of another is simply exchanging an honest confession for the influence of the good opinion, the confidence and the esteem to be derived therefrom. To extend credit does not alone imply the trusting out of a sum of money. It embraces that closer communion wherein men seek to know each other to that degree of confidence upon which implicit trust is built. Giving a statement of one's condition implies honesty of purpose. Giving it readily, in response to the request of the credit man, lays the initial foundation for confidence, and always promotes a healthy condition and mutual interest which can be secured only through the channel of honor."

WALTON DAY.

The hardest thing for a woman to decide is when to commence the thirtieth year.

## Association Matters

### Michigan Retail Grocers' Association

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

### Michigan Hardware Association

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

### Detroit Retail Grocers' Association

President, JOSEPH KNIGHT; Secretary, E. MARKS, 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 SCHWERMER.

### Jackson Retail Grocers' Association

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

### Lansing Retail Grocers' Association

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

### Adrian Retail Grocers' Association

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

### Traverse City Business Men's Association

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

### Owosso Business Men's Association

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

### Alpena Business Men's Association

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

### Grand Rapids Retail Meat Dealers' Association

President, L. J. KATZ; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.

### St. Johns Business Men's Association.

President, THOS. BROMLEY; Secretary, FRANK A. PERCY; Treasurer, CLARK A. PUTT.

## 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.

## Fans for Fourth of July

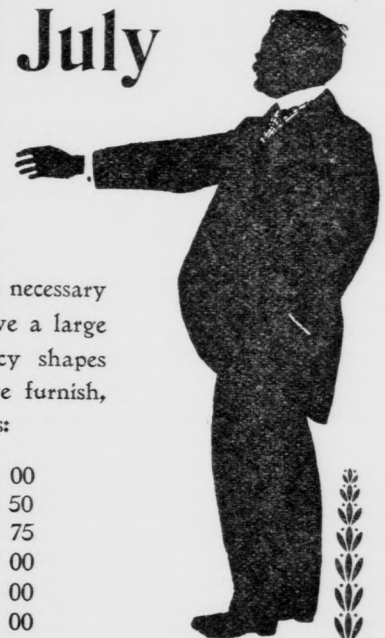
Nothing is more appreciated on a hot Fourth of July than a substantial Fan. Especially is this true of country customers who come to town without providing themselves with this necessary adjunct to comfort. We have a large line of these goods in fancy shapes and unique designs, which we furnish, printed and handled, as follows:

100.....	\$ 3 00
200.....	4 50
300.....	5 75
400.....	7 00
500.....	8 00
1000.....	15 00

We can fill orders on two hours' notice, if necessary, so don't be afraid you are too late to provide yourself with a supply.

## TRADESMAN COMPANY,

GRAND RAPIDS, MICH.





Devoted to the Best Interests of Business Men

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

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - JUNE 29, 1898.

America will one day become what England is to-day, the head steward in the great household of the world, because her service will be the best and ablest.—Gladstone.

#### OUR FALLEN HEROES.

Up to Friday of last week the losses in battle of American troops or sailors had been so few and scattered that it was almost beginning to be hoped that this would be virtually a bloodless war, so far as casualties on our side were concerned. The fighting around Santiago will have the effect of rudely correcting this impression.

The operations of the army in Cuba will mark the beginning, in all human probability, of an imposing death list on the American side, and the Nation must be prepared to hear of the slaughter of our brave soldiers, along with the news of brilliant victories. No war in these latter days can be bloodless. Of course, the people of the United States recognize this when they stop for a moment to reflect upon the deadly character of modern engines of war, but the shock will be none the less painful as the reports chronicle from time to time the results of the fighting in Cuba and Porto Rico and possibly in the Philippines.

There will be the consolation in America, however, of knowing that the heroes who fall for us are falling in a just struggle for right, for humanity, for human progress, for National honor and National greatness. True, not a day passes over our heads but hundreds of brave men in the ordinary walks of life are falling at their posts in the cause of civilization, Christianity and humanity. Accidents count their quota of victims; wear and tear, climate, the exigencies of the hour, are constantly adding to the list. But the world stops not to think of these obscure heroes, of this continuous list of the dead and wounded in the civil paths of progress. And yet the victims of war only fall in another part of the field of civilization's ceaseless battle. They are no greater heroes than thousands of others who perish elsewhere. But they are heroes still, and are entitled to the glory which is due to their sacrifices.

That those who go down before the Spaniard will receive the grateful remembrance of and have their names and deeds honored by this great Nation in a conspicuous manner goes without say-

ing. They will fall in one of the most righteous and most unselfish causes that ever inspired human action and their deaths will cast a new halo of glory around the flag they followed.

We need not mourn these heroes, therefore, as we would grieve over their loss under other circumstances. Their deaths in the cause of freedom and humanity, in the face of the foe and upon the field of battle, are universally regarded as the most glorious that can come to men, and as they disappear from the moving, breathing ranks of life, a proud and grateful Nation will enroll their names on the imperishable lists of the world's benefactors and heroes. Christ himself taught the grandeur and the godlike inspiration of dying for others.

#### TWICE TOLD TALE.

Two years ago the Tradesman warned its readers against any house which persists in paying above the market for produce, in the following words:

On general principles, it is never safe for a retail dealer or shipper to entrust any goods to a house which persists in paying above the market price, unless the house has undoubted credit and adequate capital to warrant such methods. The merchant who sells goods so cheap that he does not secure a living margin must necessarily collapse, unless he has a comfortable fortune back of him, and the same is true of the produce dealer who pursues a dog-in-the-manger policy to prevent his neighbors in trade from making a living. As between the two fools—the man who sells too cheap and the man who pays too much—the Tradesman can detect very little difference.

Since this warning note was sounded three large failures have occurred as the direct result of paying above the market: Chandler, of Chelsea; Hager, of Lake Odessa; and Sulter, of Cleveland. These failures involved liabilities aggregating over \$200,000 and, so far as the Tradesman's information goes, no debtor has yet received any dividend on his claim. Despite a possible charge of repetition, the Tradesman again warns its readers to deal cautiously with any house which persists in paying more for goods than they are worth in the consuming and distributing markets of the country.

It affords the Tradesman much pleasure to be able to present to its friends of the drug trade this week contributions from the pens of such representative pharmacists as John E. Peck and Heber Walsh relating to the new tax law and the arbitrary attitude assumed by the manufacturers of proprietary remedies. The contributions are timely and pertinent and the suggestions therein contained are certainly worthy the careful consideration of every druggist in the land. The Tradesman solicits further contributions along these lines, believing that a thorough discussion of the subject will result in concerted action by the trade and lessen the oppressive burden foisted on the retail dealer by the proprietary manufacturer.

The old man who promised to move the world if given a place on which to use his lever is not in it with the Vesuvius, which can skip around on the water and throw earthquakes and move mountains.

Spain has no islands and no land privileges to sell now. She should have made deals when she could deliver goods.

Debs is disgusted. When he gets up a strike his dupes join the army and contribute nothing to his support.

#### BANKRUPTCY LEGISLATION.

One would naturally suppose that the present is hardly a good time for the enactment of miscellaneous legislation, owing to the demands upon the time of Congress made by the legislation incidental to the war. Nevertheless, it is a fact that considerable work on general bills not connected with the present war has been accomplished.

A sample of this is to be found in the progress made by bankruptcy legislation. Congress has for years persistently refused to pass a bankruptcy bill when there was no thought of war. Now it is announced that a bankruptcy measure has been practically agreed upon in a conference committee. The measure is said to be a comprehensive one, providing both for voluntary and involuntary bankruptcy and regulating the procedure to be followed in insolvency cases.

Under the bill, persons owing debts, except corporations, are entitled to its benefits as voluntary bankrupts, and any naturalized person, except a wage-earner or person engaged chiefly in farming, any unincorporated company, and any corporation engaged in manufacturing or mercantile pursuits owing \$1,000 or over, may be adjudged an involuntary bankrupt upon default or an impartial trial. Private bankers may also be adjudged involuntary bankrupts. The bill will not affect the allowance to bankrupts of exemptions prescribed by state laws in force immediately preceding the time of the petition. No petition for voluntary bankruptcy can be filed within one month after the passage of the bill, and no petition for involuntary bankruptcy can be filed within four months thereafter. A discharge in bankruptcy under the bill will release a bankrupt from all his provable debts, except such as are due as taxes levied by the United States, or by the state, county or municipality in which the bankrupt resides, but the liability of a person who is a co-debtor with or guarantor or surety for a bankrupt will not be altered by the discharge of the latter.

#### FOREIGN FAITH IN AMERICA.

It must greatly strengthen the feeling of business confidence in this country and inspire a broader development in all parts of the United States to find that not only is our National credit undisturbed by war, but that foreign capital is at this time actively seeking large investments within our borders.

Only a few days ago we were told that there was a feeling of disappointment in foreign financial circles that they would hardly be able to obtain any of our new war loan at first hand. Following that statement came the news that an English syndicate was making every effort to secure control of the Jellico coal district in Tennessee, comprising about 33,000 acres. Recently a gentleman who is one of the promoters of an important railroad enterprise for Texas, which is to be accomplished through the use of English money, said that it was not a question of getting the money, but of the promise of the route surveyed. The Englishmen had declared that the war with Spain had nothing to do with it.

Cases such as these demonstrate how strong is the foreign faith in the continued growth and prosperity of the United States and the stability of our institutions and internal good order. The fact is many of our own people display practically less confidence in our steady development than do outsiders.

While foreigners are seeking investments in America, thousands of weak-kneed and short-sighted American capitalists seem afraid to turn loose their money and prefer to hoard it in vaults.

Life in the Philippines must have its attractions and some of the customs of the country would undoubtedly seem admirable to many Americans. In Manila no one ever pays for anything he buys at the time he buys it, for the thin white suits that are everywhere worn are not made for transporting coin. Bank notes are practically out of circulation, and heavy Mexican dollars stand at the head of a motley family of 50-cent pieces. Spanish pesetas and huge coppers, to give weight rather than value to the currency system. If you draw the first prize in the monthly lottery run for the benefit of the government, your \$100,000 is all paid to you in silver "cartwheels," or subsidiary coins, and you really feel that luck is, after all, something tangible when it takes a heavy dray or two to haul the results of your winnings from the government office to the bank.

The Rough Riders are meeting with rough experiences, but they are meeting them like the brave men that they are. Possibly they never thought in the beginning of having to engage in bush fighting on foot, but they sought the post of danger at the first opportunity, and have covered themselves with glory.

If some of the men who are rushing into print with abuses of their country for prosecuting war against Spain, and are defending and praising the enemy, were looked after by Federal grand juries on a charge of treason, a practical lesson in patriotism might be taught the public at large.

This country will not feel that the balance sheet is correct unless for every American a dozen Spaniards fall. And yet back in Spain there are possibly as loving hearts as here that weep over the most obscure victim of the war!

From this time forward we may expect to hear from Madrid regularly that yellow fever is decimating the American ranks in Cuba. This is the only ally Spain now hopes for.

There are some men any community would be willing to offer up on the altar of their country if it were not for the nuisance of having too much bad meat on the altar.

The confidence man and the scoundrel who plans to swindle the confiding always have the best letters of recommendation and indorsements.

Blanco ridiculed a bombardment, and said the shells killed nothing but a mule. Some of his soldiers have been eating that mule since.

Spanish olives are no longer sold in this country, and will not be until Spain holds out the olive branch of peace.

An insignificant man thinks he must use big words and loud oaths to be noticed among men.

Unconfirmed war news always confirms the belief that the originator of it is a fabricator.

The supply of brigadier generals is comparatively inexhaustible.

Spain can be licked, easy enough; but not quick enough.



## THE REIGN OF MEDIOCRITY.

It has been remarked that the recent elections in France have left the supremacy of mediocrity in that country unrelieved. A sensitively patriotic Frenchman might reply that his native land was at least as well off in that respect as the United States; but it should be remembered that the demand for a high order of statesmanship just now is even greater in France than in this country. Moreover, no evidence of failure in the experiment of self-government on the part of the older could afford a reasonable ground of reassurance to the citizens of the younger republic. It is universally admitted that the statesmen who inspired the policy of the Government of the United States in the earlier years of its history were men not only of sincere patriotism, but of the highest order of ability. The student of those times in this country finds nothing more remarkable than the evident purpose of the people to intrust the responsibilities of office and of political leadership to the wisest and best-equipped men among them, without regard to any prejudice of class or of caste. It is to this same prudent temper that the country is chiefly indebted for the excellence of its organic law. "The chief cause of the superiority of the Federal constitution," says De Tocqueville, "lay in the character of the legislators who composed it. At the time when it was formed the dangers of the confederation were imminent and its ruin seemed inevitable. In this extremity the people chose the men who most deserved the esteem, rather than those who had gained the affections of the country. I have already observed that, distinguished as almost all the legislators of the Union were for their intelligence, they were still more so for their patriotism. They had all been nurtured at a time when the spirit of liberty was braced by a continual struggle against a powerful and predominant authority. When the contest was terminated, while the excited passions of the populace persisted in warring with dangers which had ceased to threaten them, these men stopped short in their career; they cast a calmer and more penetrating look upon the country which was now their own; they perceived that the war of independence was definitely ended and that the only dangers which America had to fear were those which might result from the abuse of the freedom she had won. They had the courage to say what they believed to be true, because they were animated by a warm and sincere love of liberty; and they ventured to propose restrictions, because they were resolutely opposed to destruction."

A different disposition on the part of the people might very easily have brought to wreck and ruin the whole fabric of free government in this country within the first two decades of its independence. Never in any country was the principle of the sovereignty of the people more firmly held; but that principle was never, during the period referred to by De Tocqueville, confused with the idea that the judgment of the majority furnishes an infallible key for the solution of every political problem that may be presented for solution in the history of a free people. On the contrary, the people had a profound sense both of the difficulties in the way of a just and efficient administration of public affairs and of their own inadequacy to deal with them, and, therefore, with commendable reasonableness, they attempted, at least, to man the sev-

eral departments of the Government with the wisest and best of their fellow-citizens. They made mistakes sometimes, no doubt; but they made very few serious, and no fatal, mistakes. It may be said that the modesty, the self-distrust, of the masses in those days of doubt and peril—when the whole undertaking of self-government was regarded as a very questionable experiment—was the brightest harbinger of hope and the soundest element of security in the situation.

Since then, and now for a long time, the people have been taught that they know, under all circumstances, what is best for them and how to get it. But why should the people who have been flattered into this conviction trouble themselves to look for great leaders, especially as there are so many who desire nothing more than to discover and champion the popular will. Great men are not required for the discharge of a task of that sort—only supple men who can assume any attitude, or chameleon-like men who can take any color, at a moment's notice.

It is not necessary to dwell on the precarious condition of a representative government where the people close their ears to instruction and turn their backs upon every statesman who will not abandon all pretense of leadership and simply follow the majority wherever it may desire to go. The tendency in that direction is plain enough in this country. There has been a clear decadence in the standard of statesmanship, a distinct approach to the rule of mediocrity, in the United States. If things are still worse in this regard in France, it is probably because of essential differences in the political education of the people of that country. The men who made the constitution of the United States were of a race that had been trained through centuries for the comprehension and enjoyment of individual rights and personal liberty. The idea that the freedom of any form of government can be determined by the power of the majority to do as it wills was never entertained by the men who made the Government of the United States, or by those who established the muniments of law and liberty in Great Britain. From the radical republicans point of view in France, the majority is supreme; but the individual counts for almost nothing. There is no reverence for those striking traits of individuality and originality which are observable in all great leaders; but mediocrity, with its ready conformity to the will of the majority, is at a premium.

The increase of German trade with Belgium at the expense of France and Great Britain is yearly becoming more noteworthy. In 1897 Belgium exported to France goods to the value of 284,000,000 marks, while her exports to England amounted to 266,000,000, and to Germany to no less than 310,000,000 marks. In the same year Belgium imported from France goods to the value of 299,000,000 marks, from England to the value of 193,000,000 marks, and from Germany to the value of 200,000,000 marks. The leaders of the Flemish movement in Belgium, who desire to strengthen the relations of Belgium and Holland with Germany, have founded a periodical, which will appear in Brussels, under the title of Germania. The chief object of this publication is to emphasize the racial kinship of "the two Netherlands kingdoms" with the German people.

## MILITARY RANK AND HONOR.

A favorable report comes from the House Military Committee, at Washington, which recommends the re-establishing in the army of the official grade of Lieutenant General, which lapsed with the death of Sheridan.

It is not known if this move is intended for the bestowal of higher rank and honor and pay upon some political favorite or not, but it would certainly be very bad policy to start out on such a course at the beginning of the war. There was vastly more wisdom in Congress during the civil war, for the grades of General and Lieutenant General were not conferred until after the close of the struggle, and they were given as rewards for eminent services. When Grant received the surrender of Lee and Sherman accepted the capitulation of Joseph E. Johnston, they were still holding the rank of Major General. It was only after the struggle had entirely ceased that Grant was made General, and Sherman Lieutenant General.

Those grades were conferred as rewards for the most eminent and successful services done. Think what would have been the state of affairs if those high offices had been given to the various political favorites who were called to the command of the principal Federal armies, only to be displaced at the close of an unsuccessful and disastrous campaign. But Congress and President Lincoln were sagacious enough to require that each promising general should win his spurs and earn his reward. To load some political favorite beforehand with honors and rank which he has never done anything to gain, and which he may never be able to deserve, would be a prostitution of rank and favor, besides an inexcusable injustice to those whose heroic acts and great achievements in the service of the country should merit proper recognition.

Let not honors be made mere toys to be bestowed on the creatures of official and political favor. Honors too cheaply dispensed degrade the giver, disgrace the public service, and earn for the favored recipient universal distrust and contempt. They should be reserved for the doers of great deeds in the service of their country. To such alone they are due.

## MANIFEST DESTINY.

It is a fact so remarkable that it looks as if it were a stroke of fate, that the very first and the only decisive blow struck in the war with Spain was in an Asiatic domain.

The idea has always been that, by working under the Monroe doctrine, it would gradually develop into the maxim, "America for the Americans," so that, in the course of time, every European power would, in one way or another, lose or voluntarily relinquish its American possessions, and they would content themselves with the parceling out of the Asiatic and African continents and islands.

Russia seems to have been most prescient and far-seeing in this respect, as was evinced in the getting rid of Alaska to the United States. Russia has constantly been devoted to the policy of absorbing territory contiguous to her possessions, thus securing an enormous but compact and continuous domain, with no seas between.

Some such idea has grown up concerning the United States, and Russian expression to that effect has been repeatedly made public. The acquiring of the Spanish West Indies in the present war

would be entirely in that direction, but the blow struck in the Asiatic archipelago of the Philippines is apparently out of harmony with such a notion of manifest destiny. The ownership of the Philippines by the United States would, at least, give opportunity for an advantageous exchange when the European nations shall find it necessary, in stripping for the great struggle for supremacy in the East, to unload their American provinces.

That there is to be such a struggle seems inevitable. England, France and Germany are all pushing into Africa. England has been there longest and has acquired the vastest possessions, but the other nations are persistently at work establishing their power, and working to secure as large portions of the Black Continent as possible. But, above all, they will confront each other in Asia, where they will meet Russia in their efforts to seize upon and dismember the decrepit empires and kingdoms of that most ancient source of civilization and learning.

It will be in Asia and Africa that the most desperate struggle for supremacy will occur, and in the excitement and stress of so momentous a conflict the great powers of Europe will be glad to trade off their American possessions, making the best bargains possible. Thus it may come about that, in the great tournament of the nations for the readjustment of power and dominion, America from the Arctic Ocean to Cape Horn may come into the possession of Americans, all interested and engaged in the one great object of working together for the general welfare and safety.

In the struggle that will occur in the Far East, some nations must go down in defeat, and others will rise up supreme. Those that have been overpowered and driven out from Asia may seek to recoup themselves by assaults on America, or those that have won in the mighty struggle, the bloody and terrible tribunal of war, may thirst for universal dominion.

At any rate, there will be good reason for the American nations to stand together for the general defense, so that America for Americans may be assured and established against any and all onslaughts from the outside.

The French government has adopted a measure aimed at the proper regulation of the business of dealing in old furniture and curios, so extensively carried on throughout all France. The law requires that each broker and dealer in old furniture, jewels, books, arms, drapings, and other pieces whose chief value depends upon their historical connections and age, keep an official register, signed by the commissaire of police or the mayor of the town, "day by day, without blanks or erasures, the name, surname, character and dwelling of those with whom said broker has contracted; also, the nature, quality and price of all said merchandise; and said register must be forthcoming on demand." Penalties are prescribed for violation of the foregoing provision, the purpose of which is to prevent fraud in the exchange of old and second-hand goods, especially such as are sought by collectors.

It is a good thing to marry some young people off early. Then they quit thinking about it and go to work.

After a man's eyes begin to fail, he no longer flippantly refers to spectacles as "windows."

## Shoes and Leather

### Differences of Opinion Relative to the Height of Shoes.

"Yes," said the girl with small bones and a trim little round ankle, "the only comfortable thing to wear on one's feet in summer is the low shoe. I never think of wearing anything else for walking, golf, tennis or cycling. The idea of its making one's ankles large! It's too ridiculous to think of. Why, I don't even wear high boots of any kind in winter."

"Low shoes!" said the girl whose bones were cast in a different mold. "I would never think of such a thing. It is almost a desperate thing for a girl who has any regard for her personal appearance to think of wearing low shoes. One's ankles will develop two inches in a summer in wearing them. No, I thank you, you don't catch me. I wear regular walking boots always, and good high boots on the bicycle. They are comfortable, look well, and another advantage, they do keep one free from dust."

So girls, like doctors, disagree, and each girl wears exactly what she thinks best, but there is no question but there are a great many girls who are buying, and have been buying for some time, high boots for cycling. For last year and this the boots have been better shape. The bootmakers have been learning something, and they know now that a boot, to fit well, should not only be rounded out at the calf of the leg, but that part of the fullness should come in the front, and they curve the boot out a little there, with the admirable result of a good fit and boots that stay in place.

Black and a dark chocolate tan the girls are wearing a great deal more than the lower shoe in the lighter shades, which are seldom to be seen. There is a boot ten inches high that has been worn on the wheel, but when a girl goes in for high boots she wants the full height and takes the fifteen-inch usually. Every new rider does, anyway. There are women cyclists who are learning to ride even nowadays. Strange as it may seem, all the world has not taken to the wheel yet. There is a little more room at the toe of the boot than there was a year ago, and the frivolous girl who likes to have her foot look small is apt to wear a Louis Quinze heel. If she doesn't, she may wear the military straight heel, like a Cuban heel, which gives her foot the desirable short effect. There are the low common-sense heels as well, and they, with the military heels, have a small piece clipped off the inside edge to prevent catching.

The sole of the bicycle boot is of ox hide, is corrugated, or it is a soft little turned sole, beautifully flexible, but without the grip for holding the pedal, and it does not possess the altogether businesslike qualities of the other two. The ox hide is flexible and soft, but it has the disadvantage of being easily wet through, and it by chance the botanist bicyclist steps into a marshy place for a coveted flower, it will act as a sponge and absorb a wonderful amount of water, which every motion of the foot afterward squeezes up into the shoe. The corrugated sole is the better for actual service. These various soles are all to be found in the oxford tie for cycling for the girl who affects the low shoe.

The golf girl has her low shoes with a rubber disk on the sole; there are hob nails put in for her if she prefers them.

She doesn't if she is not going to be outdoors all the time, for hob nails and polished club-house floors do not agree, and the club rules prohibit their coming together. The regulation high golf shoe has heavy brass eyelets—no hooks—and are extra high in the back.

The girl who tramps wears a boot eight or ten inches high, what is called a rainy-day boot, heavy and serviceable. These boots came into service almost simultaneously with the rainy-day clubs, perhaps a little before, a circumstance which many people who are influenced by the popular sciences of the day would say showed the movements of the cycle, a wave showing the advance of some great principle. But whatever it was the boots came, and some of them are really boots for rainy weather in that they are waterproof. The girl who tramps does not wear these, and the rainy-day woman does not wear them unless she is going to breast a torrent, for the waterproof qualities have the same disadvantages that rubber has—they make the foot air proof as well as waterproof, and they are very hot. They are all eight and ten inches high.

And the tennis shoe! Tennis is not so much in evidence of late years, but there are still tennis players, and there are tennis shoes in tan, white and black canvas and tan and black leather, with rubber soles. But all so-called tennis shoes do not go to tennis players. They make excellent yachting shoes, the rubber soles preventing slipping on a wet deck. The girl who crosses the ocean very frequently has a tennis shoe sole, or a rubber disk put on the heavy boot she wears going over, for the same purpose.

For bicycling, some of the high tops have a network in place of the leather. It is cooler, but some bicycling girls declare that such boots lose shape so quickly that they will not wear them.

### How the Clerk Saved a Customer.

An extremely well-dressed young woman came into one of the large downtown shoe stores on a very busy Saturday not long ago and took a seat in the ladies' high shoe department. She was unmistakably tailor made and her scolding-locks were pinned up by a coiled snake of turquoises. Half a dozen times she tried to engage the attention of the nearest salesman, who had enough customers then for three clerks. Every time the salesman responded, "I will wait on you in just a minute," and went on waiting on some one else. The well-dressed young woman trembled with impatience.

"These clerks don't understand their business like Chicago clerks," she said to her companion. "A Chicago clerk can wait on five people at once."

"It's outrageous having to wait this way," said her companion, who wore a big "picture hat."

"It's shameful," said the first young woman.

"It's perfectly horrid," said the second.

"The people who keep this store ought to be taught a lesson," said the first young woman. "I have a great mind to go somewhere else, so I have."

This terrible threat seemed to move the salesman. He came over to her. "What can I do for you?" he asked. "I want a pair of tan oxford laces," said the well-dressed young woman—and everybody heaved a sigh of relief. The store had been saved the loss of a customer—the laces were 3 cents.

### 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.

"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.



# BANKING REFORM.

## Review of the Present and Proposed Systems.

The only argument that can be offered in favor of a Government note circulation, as against a bank circulation equally good, is that the former saves part of the interest on the public debt by keeping it in the form of non-interest-bearing demand notes. This argument is quite taking if we fail to consider the interest paid upon the bonds issued for the creation and maintenance of the gold reserve, the cost of issuing the notes and the interest lost upon the gold held in the reserve fund. When we consider these items of expense the savings amount to but little, and if the Government failed to maintain the payment of its obligations in gold and so precipitated the country to a depreciated basis, the loss to the people of this country in a single year would more than equal the savings on our non-interest-bearing debt for a century. The perpetual uncertainty attendant upon notes redeemable by the Treasury Department may injure the business of this country more during one panic than we can save in interest during fifty years.

Speaking of the proposed retirement of the greenbacks, Robert Taylor says: "Any banking system which will secure to the people an adequate supply of notes good beyond question, and possessing the necessary requisites of elasticity and adaptability to the wants of trade, will answer the purpose." The proposed bill meets these conditions through the following requirements: 1. The system will be National. This country can not afford to return to any system of state banks. 2. The notes will be placed on a basis much more valuable and broader than that now required for National bank notes. All the available banking resources of the country will be behind them, together with the duplicate liability of stockholders. 3. The notes will be equally acceptable and current in all parts of the country, no matter where or by what bank issued, as each bank is made a guarantor of the notes of every other bank which fails to care for its issue. 4. The system will be capable of a general and permanent growth, in magnitude necessary to supply the people with all the paper money required by our growing exchanges. 5. It will have a capacity of automatic expansion and contraction in the volume of its circulation which will automatically adapt itself to the varying needs of business in different seasons and places. 6. It will afford the people of remote and thinly settled sections of our country as good opportunities in the way of banking and note issues, according to their wants, as are afforded the oldest and wealthiest sections. 7. It will accomplish all these changes gradually and without disturbance to business.

The lack of capacity to issue notes freely is the greatest defect in the present system. Under it the banks find it unprofitable to issue more than one-third of their authorized limit, owing to the market value of Government bonds.

The proposed bill gives a legal foundation of value in the express requirement that the banks shall uphold the standard of value, so long as solvent, and that the Government shall guarantee the same when the banks fail to do so. If it is possible for a government to maintain a standard when the banks have failed in the effort, this bill assures

its maintenance. It gives a business foundation for securing the obligations of banks thus declared by law, consisting of the assets of the banks and the Government reserves in the issue and redemption department. It separates the banking and revenue departments of Government and makes each operative independent of the other. It provides an easy, practical and safe solution of the problem of what to do with our silver money. It retires our greenbacks without contracting our paper money and relieves the Government of the work of their current redemption, by gradually substituting notes redeemable by the banks. It will carry us out of the present hazardous situation into one of permanent security and stability, by a process so smooth and graduated that it would not disturb business affairs in the least.

ANDREW FYFE.

## Character, Capacity and Capital the Component Parts of Credit.

America's greatness lies largely in her commercial industry. Her natural resources are wonderful, but her genius to develop is greater. Her population is enormous, but her ability to employ is still vaster. Her trade is prodigious, but her skill to supply is equal to more exacting demands. Commerce has been the foundation stone upon which has rested our National power, and upon which still vaster greatness is to be built. If our foundation stone is commerce, the superstructure is credit. If commerce is the source of our strength, credit is its consummating medium. To such an infinitesimal degree does money enter into trade that it might be said with seeming propriety that our entire business intercourse rests upon credit.

If I were asked to name the first important basis for credit I should emphatically say character. The three component parts of credit are character, capacity and capital—but the greatest of these is character. Capital may be borrowed or stolen. Character, never. Character is the inherent quality which recognizes and enforces the right. What our business world needs now, and always, is men—in that broader and more significant sense in which man means all that is honorable and noble.

I assert that credit should be largely dependent upon the financial condition of the application for such accommodation. This knowledge should be accurate and detailed. Estimation and gossip are not reliable sources of information. A debtor is the only one who can best indicate his own financial condition. As an applicant for credit it is only equitable and reasonable that he should make a detailed statement of his affairs, and as a bestower of credit it is only businesslike that you should demand this information.

The best thought of the best minds is being devoted to the creation of that condition when honest failures will be unnecessary and dishonest ones so dangerous as to scarcely warrant the risk. Why should an honest man fail? At present largely because of the jealousy and fear which his creditors entertain of each other, and which result the minute the debtor gets in tight circumstances in a shrewd competition as to which one will be the first to secure an attachment and secure his claim. The conditions which operate in bringing about that state of the debtor's affairs which call for the surgical operation of his creditors are mainly of three characters: Lack of capacity, lack of cap-

ital or lack of patronage. In the first case it is possible to find a competent manager to save the business; in the second case, capital can be supplied; in the third case, a change of policy or location can be effected. A proper spirit of co-operation existing among creditors, and a conscientious desire to be fair on the part of the debtor, are all that are essential to save our records from numerous failures. F. R. BOOCOCK.

## 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.

## 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.

# Bicycle Shoes

A complete line of RICE & HUTCHINS' celebrated shoes for men, boys and youths.

The best cycle shoes made.

Sort up your broken stock now.

Michigan Shoe Company,

81-83 Jefferson Ave., Detroit, Mich.



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

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel

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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.

### Fruit Growers Should Keep up With the Times.

Detroit, June 25.—In no other line of effort is the onward march of progress more apparent than in connection with the improvement of varieties by the crossing of species and the careful selection of individual plants in growing small fruits and garden vegetables. The variety which is offered to the grower from which to make his selection is truly remarkable and the number of new and meritorious seedlings making their appearance every year as a result of painstaking effort on the part of nurserymen and small fruit growers is legion. Still, in the face of these facts many growers are content to plod along in the same old ruts year after year, rather than make the effort required to secure new and more desirable varieties. They seem to lose sight of the fact that certain individual varieties are better adapted to the conditions of climate, soil, marketing facilities and demand, which unavoidably must control the sum total of annual profits from the year's work in the orchard or garden. It costs no more to plant, care for and gather a desirable product than one for which the public has no earthly use. There will always be enough stock of average quality to glut the market and he only can hope to succeed who makes the effort to raise something which every city consumer wants and which not every grower has had the forethought to secure. In horticulture, as in all other lines, in this progressive age of invention and discovery, only those in the front rank need hope for success; the rear guard will always be crowded with toilers whose obtuseness and faculty for being behind the times is only equaled by their lack of industry. The man who has the ability to look ahead has a most decided advantage over the one whose mind is given only to melancholy after-thoughts and whose only opportunity for self-congratulation comes when he sits himself sadly down and remembers the fact that, although he was in the market a day or two too late, he might, after all, have been later.

The strawberry season is now practically over with us here in Detroit, and it may not be out of place, at this time, to glance reminiscently over the trade of the past few weeks and indicate to the reader some of the facts which have characterized the local traffic in this important edible for the year 1898:

In this, as in other lines, the importance of knowing what is wanted makes itself promptly felt when the profits are figured out at the end of the year. The grower who has a good home market close at hand which will take all of his product may proceed quite differently from the one who must seek a distant market. For a nearby market a soft, highly-flavored berry answers the purpose, but for shipment the solid good-keeper comes out ahead. Enquiry among growers who frequent the market develops a set of facts which, when supplemented by information from dealers and consumers, may be formulated into a rule of action which should be helpful to the progressive grower who desires to raise the most profitable fruit. Last year and this, the Bederwood gave good satisfaction to the dealers and consumers in this market, and the same fact is true of the Warfield; but the grower has found that each of these berries has yielded more profit to him when he has mixed them, as they ripen well together and one plant is fertilized by the other. The Bederwood is a fairly early variety, a vigorous grower, a large yielder, not too firm but entirely satisfactory when brought directly from the plantation to the nearby market.

The Bubach is a very large berry and a vigorous grower in rich soil, not a poor-land berry by any means. For such a large type this berry has an excellent flavor and gives good satisfaction among dealers. The Crescent ripens with the Bubach and is fully as good a yielder. Bright scarlet in color, with an elegant flavor, this berry has not received the at-

tention which it deserves from Michigan growers. It can not be called a desirable berry for shipping purposes, but when handled quickly it is hard to beat.

The Downing, although an old variety, is still a very popular one. It has a fine flavor, is very productive and is adapted to all soils and locations, with the single exception that the foliage rests slightly in some sections.

The Cumberland is also a very old and well-known variety. Its popularity has not suffered with the flight of years and he who eats a dish of these berries in the flush of the season when they are at their best will be almost certain to ask the name of the variety, so well pleased will he be with the flavor.

The Haverland is reported by gardeners to be a vigorous grower, standing the drouth well and being thoroughly adapted to our Michigan climate. The berries are long, cone shaped, large in size and of a light scarlet color. The fruit of this variety continues to mature well until late in the season.

The old standby for all climates and all soils, at the head of the list for canning purposes and not a bad berry for eating, is the Wilson. Better this year than for several years past, this well-known berry has outlived hundreds of other varieties which at the time of their first appearance threatened to supplant it in public favor. Give this berry rich soil and good care and it will be as profitable as any variety in the market. One of the best points in favor of the Wilson is the sturdiness of the species, it holding up well in quality and productiveness from year to year.

The Parker Earle is, comparatively speaking, one of the new varieties and for the length of time which this berry has been in bearing in this State it gives conclusive evidence of being thoroughly adapted to our soil and climate. The fruit is uniform in size, of regular, conical shape and a bright crimson color. It goes to market in the very best shape, presenting an evenness in appearance, which is always a winner with the grocery trade, who, as a rule, buy berries, as they do other things, on their merits.

Lovett's Early, a cross between the Crescent and the Wilson, is giving good satisfaction in other states of about our latitude and should do well here.

The Enhance has pleased well in this market during the present season, although of little note in this locality in other years; it remains to be seen what this variety will bring forth in the future.

For a nearby market berry, in fact, for a general-purpose berry, the Gandy, as it ships well, has taken the lead of all other varieties for the latter part of the season in this market. There is no variety growing to-day which gives such universal satisfaction in hot weather. The delightful aroma given off by this fruit when well-ripened commends it to all lovers of fruit odors. The berry is uniform in size and color and has a most delicious flavor. As an illustration of the drouth-proof, late-bearing characteristics of this berry the experience of a local grocer in the year 1897, as told by him to the writer, may not be without interest to the reader. The dealer referred to had a contract with a grower of the last-mentioned variety to take all of his product throughout the season. The fruit continued to come for fully ten days after other varieties had become almost entirely worthless and no change in quality was perceptible. Orders were filled by this dealer on the morning of July 4, 1897, and although the berries had been picked more than forty-eight hours before, they were perfectly solid and the flavor was seemingly better than at any preceding date during the season. H. H. MACK.

### Both Think.

"How does your husband spend his time in the evening?"

"He stays at home and thinks of schemes to make money."

"And what do you do with yourself when he is thus occupied?"

"Oh, I think of schemes to spend it."

## 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.

## Butter Wanted

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

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

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

Ship your BUTTER AND EGGS to

R. HIRT, Jr., Detroit, Mich.

34 and 36 Market Street,  
435-437-439 Winder Street.

Cold Storage and Freezing House in connection.  
Capacity 75 carloads. Correspondence solicited.

## Eggs Bring High Prices in Buffalo

Correspond with your old friend,

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

56 West Market Street.

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

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.



**MOLDY BUTTER.****The Trouble Generally Traced to the Tubs.**

From the New York Produce Review.

Last year's experience with moldy butter is likely to be repeated this summer and fall unless more than usual care is used in the selection of the tubs, the proper treating of same, the adoption of best methods of lining and packing the butter, and in a better arrangement for carrying the butter until it is ready for shipment to the Eastern markets.

Our attention has been called to nearly a dozen different lots of Western creamery that arrived recently in a more or less moldy condition, showing that this destructive growth had already appeared and that if unchecked it would cause serious loss to creamerymen and shippers, as well as to the merchants in this and other markets. A carload of Kansas creamery that had been contracted by a New York house was rejected because of the seriously moldy condition of the butter. On careful examination about 200 tubs out of the carload had to be turned out, sides and bottom scraped and new paper lining and new tubs put on. This involved labor and expense which no merchant would undertake to do without some compensation. Two other cars of Kansas stock were turned down under similar conditions, and the entire lot was stripped and treated as above. In the first case the owner of the creamery admitted that he had purchased a lot of tubs from a manufacturer who had not previously supplied him with packages and that the number bought corresponded with the number that were found to be in a moldy condition on arrival here. He seemed to fully appreciate the situation, and said that it was not likely to occur again. In the other instance the origin of the mold was also traced to the tubs, but it was conceded by the creameryman who made the goods that the growth of the mold was probably increased by improper soaking and handling of the tubs.

Another lot of Elgin creamery showed spots on the butter, but fortunately they were not deep, and as the stock was intended for immediate consumption no complaint was made. One of the well-known Iowa creameries was moldy, both inside and outside, and could not be sold until it had been carefully overhauled. Several other lots were examined, including shipments from Iowa, Minnesota, Nebraska and South Dakota, and while the complaints are not as frequent as a year ago, they cause the trade to stop and think what may occur, especially with storage butter, if the trouble is not checked. Last year receivers took the goods into their stores and spent much labor and money in an effort to put the butter in marketable shape.

With this danger threatening, how can it be avoided or at least reduced to small proportions? Primarily the trouble is in the tub. Improperly seasoned wood is not unfrequently worked into the package and the creameryman is ignorant of its presence until the fungus growth appears. Then it seems essential to treat every tub as if the mold were certain to develop. It has been clearly demonstrated that soaking alone will not always do; the tubs should be thoroughly steamed. In every well-equipped creamery there is a jet of live steam over which a tub can be held for two or three minutes. This will destroy the fungi that produce the mold more quickly and surely than any method yet discovered and which is practical for use in the average creamery. Soaking in brine after the steaming is good also. Then it is advisable to wet the paper lining in salt water, and when it is put in the tub be careful to press the paper closely against the sides so that there shall be no air passage between the paper and the wood. So many butter-makers do not like the bother of putting in the lining that they do the work in a shiftless, haphazard way and the results are sometimes unpleasant. But it might as well be fully understood that parchment lining for butter packages has come to stay. The manifest advantages resulting from its use will make it

appear still more necessary as time goes on; the fact that it is used, however, does not remove in any way the positive necessity for just as rigid treatment of the tub as though the paper was not used. Linings do not prevent the mold from reaching the butter.

The question of dry, clean, sweet boxes, with fairly cool temperature for holding the butter until shipping day, is not incidental, but of vast importance. It is in these damp, poorly-ventilated, make-shift refrigerators that the mold is often started. A merchant who recently returned from the West said that in more than one instance buttermakers admitted that the tubs were moldy before the butter was shipped, but they send the goods along hoping that they will get through without serious trouble.

If all the details alluded to are followed closely we believe that there will be but little mold this year; if proper attention is not given the subject at once the loss of thousands of dollars will fall on the farmers and creamerymen of the West.

**Avoid the Appearance of Sameness.**

An exaggerated idea of neatness may work positive injury to the merchant. We do not mean that it is possible to be too clean, but that one may be "more nice than wise." In endeavoring to have the stocks in such scrupulous order during business hours, and insisting upon clerks putting away goods immediately after customers are gone, is not always a very good plan. It makes too much sameness in the appearance of the store, which is almost as undesirable as a hullabaloo caused by allowing too many goods to accumulate on the counters. Unvarying order may lead people to think that little or no business is being done, which is a bad impression to give, where people are too easily prejudiced, as it is, in being over-ready to judge by appearances. The idea which the storekeeper wishes invariably to convey to people's minds is that the store possesses to the fullest possible extent the qualifications which entitle it to the largest amount of trade. The merchant whose range of vision is directed habitually toward the main chance endeavors to unite progressiveness with thrift, strenuous endeavor with diplomacy, and a due regard for appearances with consideration for others.

**Canadian Eggs in England.**

From the Exporter.

A. J. Brice, who recently returned from a trip to England, is said to have expressed the opinion that exports of Canadian eggs to England will shortly reach proportions beyond the expectation of our dealers. He says that the British consumers fully realize the superior quality of the Canadian eggs, compared with those imported from Russia and elsewhere in Europe, the result being that while the present demand for the Canadian article is quite large, it is increasing in volume every month. In fact, it came to Mr. Brice's notice a few days ago that English dealers had contracted with Canadian houses to supply from 50,000 to 60,000 cases of limed eggs for the fall delivery. Sixty thousand cases represent 1,800,000 dozen, which at 14 cents per dozen will give \$252,000 to be placed at credit of the Canadian hen.

**Spanish Proverbs on Women.**

Choose neither a wife nor linen by candle light.

Women and weather are not to be trusted.

No season is as brief as a woman's love.

A woman may be loyal to love, but never to lovers.

Woman is a curious creature with long hair and short ideas.

A girl's hair draws more than a ship's cable.

Woman is a guitar, the sweetness of whose tone depends upon the player.

He who has a handsome wife or a castle on the frontier is never without fear.

Some handsome women are in reality not so handsome as they are painted.

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.



## A New Cold Storage Butter Package

Is the Parafined Parchment Lined Package, all sizes. Send for free sample and testimonials from users.

Michigan Package Co.,  
Owosso, 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

Our market is firm on Eggs at 12c. We can use much larger receipts, so urge you to send all you can, as we are sure we can please you. Write for prices or references if wanted, or ask MICHIGAN TRADESMAN.

**Special Blanks for Produce Dealers**

We make a specialty of this class of work and solicit correspondence with those who need anything in this line.

TRADESMAN COMPANY, - Grand Rapids, Mich.

### Gist of the Oleo Decisions by the Supreme Court.

Washington, June 21.—The Supreme Court does not pass upon matters not submitted to it, and not always upon those. The recent decisions upon the oleomargarine laws of Pennsylvania and New Hampshire related only to those statutes; how the laws of other states will be affected can only be told when they come before the court for review. Two points were made in support of the Pennsylvania law: First, that oleomargarine was not a recognized article of commerce, and therefore state regulation or restriction of its trade was not, in the opinion of this court, a contravention of the Congressional right to regulate interstate and foreign commerce; second, that "original packages" of the condemned article admissible from one state to another must be such as are suitable for the wholesale trade only, not for the retail.

After reviewing the facts and the law, the court, speaking by Justice Peckham, said as to the first point: "We think it apparent that oleomargarine has become a proper subject of commerce among the States and with foreign nations. The general rule to be deducted from the decisions of this court is that a lawful article of commerce can not be wholly excluded from importation into a state from another state where it was manufactured or grown. A state has power to regulate the introduction of any article including a food product, so as to insure purity of the article imported, but such police power does not include the total exclusion even of an inferior article of food.

Upon the second point, the court said: "We are not aware of any such distinction as is attempted to be drawn by the court below in these cases between a sale at wholesale to individuals engaged in the wholesale trade, or one at retail to a consumer. How small may be an original package it is not necessary here to determine. We do not say that a sale of a ten pound package of oleomargarine was a valid sale, although to a person who was himself a consumer. We do not say or intimate that this right of sale extended beyond the first sale by the importer after its arrival within the state. The importer had the right to sell not only personally, but he had the right to employ an agent to sell for him. Otherwise his right to sell would be substantially valueless, for it can not be supposed that he would be personally engaged in the sale of every original package sent to the different states in the Union. Having the right to sell through his agent, a sale thus effected is valid.

"The right of the importer to sell can not depend upon whether or not the original package is suitable for retail trade. His right to sell is the same, whether to consumers or to wholesale dealers in the article, provided he sells them in original packages. The state can not, for the purpose of preventing the introduction of an impure or adulterated article, absolutely prohibit the introduction of that which is pure and wholesome. The act of the Legislature of Pennsylvania, to the extent that it prohibits the introduction of oleomargarine from another state, and its sale in the original package, is invalid."

From this opinion and judgment Justices Harlan and Gray dissented. They quoted the decisions in the cases of Powell and Plumley, and added: "It appears to us that each state may, in the exercise of its police power, without violating the provisions of the constitution and laws of the United States concerning interstate commerce, make such regulations relative to all sales of oleomargarine within the State, even in original packages brought from another state; that the questions of danger to health and of likelihood of fraud or deception and of the preventive measures required for the protection of the people, are questions of fact and of public policy, the determination of which belongs to the legislative department and not to the judiciary, and that, if the Legislature is satisfied that oleomargarine is unwholesome, and that the

only way to protect the people against fraud or deception in the other is to absolutely prohibit its sale, it is within the constitutional power of the Legislature to do so."

The New Hampshire statute prohibited the sale of oleomargarine unless it were colored pink. Justice Peckham said: "The statute is in its practical effect prohibition. The act is a mere evasion of the direct prohibition contained in the Pennsylvania statute and yet, if enforced, the result, within the state, would be quite as positive in the total suppression of the article. If the Legislature have the power to direct that the article shall be colored pink, which can only be accomplished by the use of some foreign substance that will have that effect, we do not know upon what principle it should be confined to discoloration, or why a provision for an offensive odor would not be just as valid as one prescribing the particular color. The statute in its necessary effect is prohibitory, and therefore, upon the principle recognized in the Pennsylvania cases, it is invalid."

Without further elaborating their views, Justices Harlan and Gray also dissented from the judgment in the New Hampshire case.

### Pertinent Pointers on the Prevention of Mold.

Boston, Mass., June 25.—As there has been so much trouble with moldy butter, I feel it my duty to give the shippers the result of my twenty-five years' experience on this point in the handling of butter.

To prepare tubs for packing butter, first, rinse out the dust, as dust is the main source of the trouble; it is in the particles of dust left in the tubs or on the paper lining that the spores or seeds of the mold dwell.

Soak the tubs for at least fifteen hours in fresh water, then rub salt on the inside of them, just before packing; or better still, throw two quarts of salt into the tub and when still wet turn the tub around on its side, and whirl around two or three times, then turn the surplus salt into the salt barrel. This will leave a thin layer of salt on the inside of the tub. If too much salt sticks to the tub rap it over the salt barrel lightly, and then pack the butter at once before the salt dissolves and runs down into the bottom of the tub.

If you paper line your tubs soak the paper twenty-four hours in strong brine before using it. When tubs have been prepared in this way, I have never had any moldy butter in all these years.

I have seen print butter wrapped in parchment paper without being soaked that was moldy in five days after being so wrapped. This was caused by the mold spores that were lodged on the paper before being used, which grew and showed the mold as soon as they came in contact with the moist butter. So you see the tub had nothing to do with this.

Paper lined tubs are called for, so let us have them, but be sure and soak the paper in strong brine twenty hours before using, and I would recommend paper instead of cloth on the top of butter. Butter will not grow strong with paper covering as quickly as with cloth, for the reason it keeps the air from the butter.

Never buy thin parchment paper. It is best to use good paper to line tubs, and put a good quality of paper on top of the butter.

Pile tubs bottom side up. This will prevent the hoops from dropping off, and also prevent dust from gathering on the inside of the tubs. Keep the covers piled upside down to prevent dirt from gathering on them, so they will not look dirty when they arrive.

Always use every moldy or dirty tub for kindling wood. I mean the tubs that are moldy outside as well as inside, for this will save proprietors of creameries at least two dollars on every tub of butter.

O. DOUGLASS.

The value of the Mexican corn crop for 1896 was over \$77,000,000. This is ten times the value of the coffee crop raised in Mexico.

## Season Now Open

### Congdon's Cider Saver and FRUIT PRESERVATIVE Compound

Had a big sale in 1897 and all stores must sell it this year. Guaranteed to keep your cider and fruits pure and sweet without changing their flavor or color. No salicylic acid or ingredients injurious to the health. Order of any first-class jobber or of the manufacturers.

J. L. CONGDON & CO., Pentwater, 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.

## 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

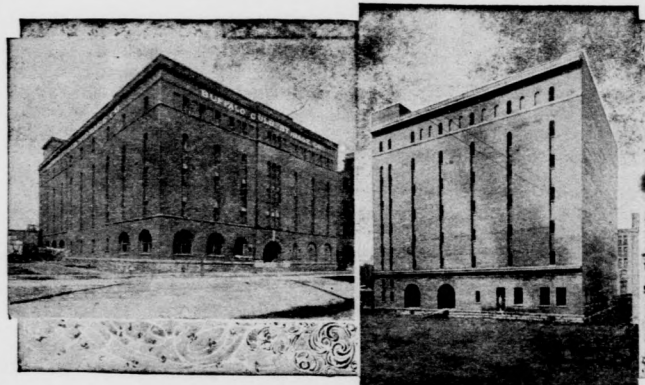
### Robinson's Cider Vinegar

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.

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

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



### Warehouse "A"

Capacity 600,000 cubic feet.

Exclusively  
Butter and Eggs

Rates Reasonable.

Low Insurance.

Liberal Advances.

### Warehouse "B"

Capacity 500,000 cubic feet.

Poultry, Cheese, Fruit  
and Miscellaneous  
Storage.

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

Correspondence Solicited.



GOTHAM GOSSIP.

News from the Metropolis--Index to the Market.

Special Correspondence.

New York, June 23--There is a sort of midsummer dullness in the general market here, but at the same time trade might be a good deal duller than it is. Some of the leading jobbers are well satisfied with the transactions going forward and the outlook for the future is full of promise.

Coffee is moving about as slowly as any of the great staples and orders, either from country or city, have been few and for lots sufficient for sorting-up purposes. The market, however, may be called steady and prices generally are pretty well maintained. There is no buying ahead. In store and afloat there are 858,675 bags, against 717,596 bags at the same time last year. Rio No. 7 is quotable at 6½c. Mild grades are steady, but the demand seems to be rather light, either for East or West India sorts.

The market for raw sugars is at an absolute standstill. Refiners seem to be determined to refrain from purchasing and holders will make no concession. For refined sugar the jobbing demand has been of a very light character. The situation is just at the moment not filled with cheer. What orders have come to hand have been for the smallest amounts possible to get along with. The guarantee for lower prices for thirty days still remains. Quotations are practically unchanged.

The advance of from 6@10c on teas has been sustained and the market is firm. The volume of business is not equal to that of last week, as dealers generally laid in pretty good supplies. The next sale, to be held the first Wednesday in July, will be of moderate proportions and will not be apt to attract such general attention as did the last one.

The demand for rice is not large, but the market is strong and prices are very firm. Holders profess great confidence in the future and will not "dicker" at all. Stocks are not at all excessive and foreign advices are of a character that give strength to the situation here. The present is, perhaps, as good a time as any to make purchases.

Spices are firm. Some invoice trading has been done at previous rates and the general appearance of the market is satisfactory. Singapore black pepper, 9½c; white, 17c; Zanzibar cloves, 7½@8c, Amboyna, 10½@11½c.

Molasses prices seem to be pretty firmly adhered to, but there is hardly a breath of life in the market. Supplies are not excessive, so far as the better grades are concerned, yet there is enough to go around. Good to prime open-kettle, 29@32c. Syrups are weak and the demand is light. Quotations seem to tend to a lower basis. Good to prime sugar syrups are held at 15@18c in fair-sized quantities. The export trade in syrups has fallen off lately until there is hardly anything doing.

Canned goods are waiting to see what will turn up. Sales of peas seem to have been rather disappointing, so far as quantity is concerned, yet it would seem as though there ought to be a good purchase at the rates Baltimore gives. Sixty-five cents per dozen for marrow-fats ought to tempt plenty of buyers, but they do not crowd each other to take large blocks. Baltimore reports that the season will be nearly completed with this week and the pack is said to be light. Tomatoes have been dull and quotations irregular, with 95c about right for spot Maryland goods, although some ask \$1. Maryland reports that the prospects were never better for good quality and ample quantity. Eastern peaches, No. 3 standards, are held at \$1.20@1.40.

The dried fruits market moves along in a listless manner. Ample supplies of currants are due here next month and are offered at 5½@5¾c. Evaporated apples of desirable quality are well held and the supply is hardly large enough to go around.

Lemons have declined. Cooler weather has caused less enquiry and the quality

of a good deal of stock here is not up to the mark. A decline of almost \$1 a box has taken place. Oranges are selling well and the market is steady. Bananas are dull and easy.

The butter market is steady for the best grades and the supply is not excessive. Seventeen cents for extra creamery seems to be about the established figure, although, perhaps, a little concession would be made therefrom. Little trading has been done in State dairy and the market is weak, save for the very best. On Friday receipts of butter aggregated 5,850 packages. The range of prices is about as follows: Western creamery extra, 17c; firsts, 16@16½c; seconds, 15@15½c; thirds, 13c; Western imitation creamery, extras, 14@14½c; firsts, 12@12½c; Western factory, 12½@13c for extras and 12½c for firsts.

There is a little better feeling in cheese, but trading has been only about of an average character. Large size colored fancy stock, 7¼c. Grades not up to the mark are hard to dispose of and go for what is offered. Little has been done by exporters.

In eggs, desirable goods are scarce and the market is firm. Eggs that will grade up to the standard sell for 12½c for Northwestern stock. Selected Western for storage, at mark, 11½@12c; fresh gathered, loss off, 12@12½c.

In beans, quotations have taken a tumble. The demand has steadily diminished and marrows are scarcely quotable above \$1.50; choice pea, \$1.20; choice red kidney, \$2.

Status of the Cheese Business in Ontario.

John W. Wheaton in Hoard's Dairyman.

The make of cheese is increasing very fast. Full grass cheese is now being made in all the factories, and dairymen are looking for better quality, and are hoping for better prices when this full grass stuff is put upon the market. The quality of the goods, so far, has been fine, as far as early made cheese is concerned. A really fine quality of cheese is not looked for until about the first of June. For this reason dealers are always opposed to the factories opening up until well in May. In connection with this the question of curtailing the supply as much as possible, in order to lessen the output, is important.

A month or two ago it was fully expected that before the new full grass cheese would be ready for shipping, old stocks would be pretty well cleaned out, and that good prices would be obtainable for new goods, but the situation has not developed as favorably as many expected it would. Old stocks have accumulated very fast during the past month in Great Britain and it is altogether likely that our factorymen will have to be satisfied with something in the neighborhood of 7 cents per pound for June make. Last week (June 4) the ruling prices at the factories were from 6½@7 cents. There is one feature of the situation that should not be overlooked and that is, that when cheese is cheap a reaction is sure to take place later on that will, eventually, bring the price up.

The Butter Was Strong.

"Here," said the farmer, as he exhibited a broken jar to the manufacturer; "I packed this jar full of butter, and the jar split from top to bottom. Perhaps you can explain the phenomenon."

"Oh, yes, I can," was the ready reply; "the butter was stronger than the jar."

Fourth of July Excursions.

On July 2, 3 and 4 the Michigan Central will sell excursion tickets at greatly reduced rates, good returning July 5. Ask the ticket agent for information.

W. C. BLAKE,  
City Ticket Agent.

As Usual.

She--Julie and Joe are engaged, but they have decided to keep their engagement a secret; Julie told me so.

He--Yes; I know it; Joe told me.

# SEEDS

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

ALFRED J. BROWN SEED CO.

24 and 26 North Division Street,

Grand Rapids, Mich.

# SEEDS 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.

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.

# BUTTER AND EGGS

I want them, and at the highest market price for cash. Let me hear from you at once. References--Dun or Bradstreet's Commercial Agencies; Northern Kent Bank, Cedar Springs; any Wholesale Grocer in Grand Rapids.

Yours for business,

E. M. SMITH, - CEDAR SPRINGS, MICH.



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.

# Watermelons and Cherries

Lemons, Oranges, Bananas and Tomatoes.

HOME  
GROWN

Cabbage, Beets, Peas, Celery, Green Onions, Radishes, Cucumbers, Spinach, Asparagus, Pie Plant, New Potatoes, New Dry Onions, Turnips, Carrots, Squash, Wax Beans.

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

# FOURTH OF JULY

Supplies. Order early to get the best.

# Watermelons

In any quantities.

# Cherries

Order now for canning.

All seasonable Green Goods.

VINKEMULDER COMPANY, Grand Rapids.

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



## MEN OF MARK.

M. R. Carrier, the Lansing Manufacturer and Jobber.

It is always interesting and inspiring to watch the career of a successful man, but it is the man who has attained, by industry and patient labor, that degree of success which lies within the scope of his own ambition and possibilities that receives our sincerest admiration. We may stare with wonder at such stupendous successes as Marshall Field and Philip Armour, but when we want a guide, it is not toward comets and meteors that we turn our gaze, but, rather, toward the steady beam of the north star. It is the record of success as written by the lives of those about us that proves the truest standard.

Such an example we have the pleasure of presenting to our readers in the person of Mr. Merton Ralph Carrier, of Lansing, who is the son of Edwin B. and Caroline Root Carrier. He was born in Calhoun county, February 20,



1866, and on tracing his ancestry we find him a direct and worthy descendant of one of those brave men who sailed away from Plymouth, England, on the Mayflower, risking life itself for the sake of liberty, and the prophecy written of those brave Puritans, "The honor shall be yours to the world's end," is indeed fulfilled. A believer in solar biology would find in the character of Mr. Carrier abundant proof of the theory of solar influence. Being born February 20 brings his life under the influence of the sign Pisces, which lies in the feet; metaphysically speaking, in the understanding. Butler, an authority on this subject, says of children born on this day: "They are careful and thoughtful. They have a love of acquiring scientific knowledge and seek it from every available source. They are modest, just, upright and honorable in their feelings and desire to give full equivalent for all they receive; are faithful and persistent in executing the trusts confided to them, and, as we depend upon our feet to keep us upright, so may we rely on persons born under this sign." Mr. Carrier has more than borne out these prognostics—from the thoughtful studious boy in the country school to the earnest worker in the Lansing high school and the ambitious young man at Albion College, on through the years of business life, until to-day we find him still conscientiously executing the duties that come to him.

After leaving college Mr. Carrier entered the dry goods store of his father as clerk. A year's probation proved his efficiency and he was made manager, a position he held until the firm went out of trade six years later. His

love of science led him to seek some field where he might find room for development along this line. He was so fortunate as to find this opportunity with Robertson & Northrop, manufacturing chemists of Lansing. The present firm of Robertson, Northrop & Carrier was organized, with Mr. Carrier as business and financial manager. In Lansing politics he has become an important factor. In the spring of 1895 he was elected alderman from the fourth ward, and is now acting as Mayor pro tem. He is also a member of the school board. He is a member of the Modern Woodmen of America and is State Clerk of that organization. He is a good blue Presbyterian, being a member and officer of the Franklin Street Presbyterian church of Lansing.

A few years ago Mr. Carrier was married to Miss Jennie Cushman, of Lansing, and they have two bright children. His home, on the North Side, is one of the most charming in the city and it is here we see its master at his very best.

## 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:

Lv Grand Rapids.....	7:10am	2:10pm	Daily.
Ar Chicago.....	2:00pm	9:10pm	11:35pm
Lv Chicago.....	2:00pm	9:10pm	6:30am
Ar Grand Rapids.....	3:02pm	3:02pm	11:45pm
		9:30pm	7:25am

C. L. LOCKWOOD,

General Passenger and Ticket Agent.

## Acetylene a Cure for Cancer.

From Invention.

The latest development of the use of acetylene is on the medical side. It has been employed in the treatment of the terrible disease known as cancer, and, it is said, with results which have not only been highly satisfactory so far, but which almost seem to indicate that an actual cure for the complaint has been discovered. The importance of this can not be overestimated. There appears at least to be no doubt that acetylene is the most efficient agent against cancer known at present. The method of its application is perfectly simple: The cancerous surface is coated with carbide of calcium and then moistened all over with water. Acetylene is at once evolved in contact with the diseased tissues. The application can, of course, be renewed at pleasure. A burning sensation is felt by the patient and the symptoms are immediately abated. A specific for cancer would, no doubt, stamp out in time one of our most formidable maladies, and there is at least hope that it has now been found.

Saving is the secret of wealth.

## The Regular Style.

"What does your wife do when she gets angry with you? Threaten to return to her parents?"  
"Oh, no; she takes revenge by repeating the fool things I said on our wedding trip."

## BERRY CRATES

CHEAP AT

THEO. B. GOOSSEN'S

GRAND RAPIDS, MICH.

WRITE FOR PRICES.

## 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.

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

BEWARE OF

## Impure Extracts

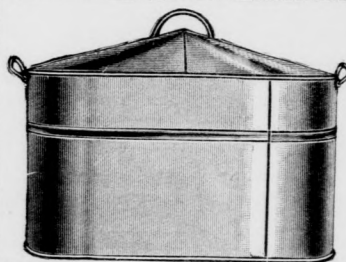
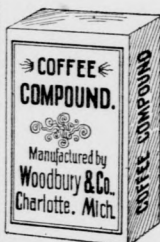
and avoid the Food Commissioner's raid. Our Flavoring Extracts are pronounced Absolutely Pure by the Michigan State Analyst.

De Boe, King & Co.,  
Grand Rapids, Michigan.

## 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. Retailers for 13c a pound, affording retailer big profit. Pleases customers. Order trial case and see how quickly it sells.

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



WM. BRUMMELER & SONS  
GRAND RAPIDS, MICH.

Mfrs. and Jobbers of

## TINWARE

and HOUSE FURNISHING GOODS.

New illustrated Catalogue sent to dealers if they drop us a card. Every dealer should have it.

## 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 for write us for prices.

GRAND RAPIDS PAPER BOX CO.

PHONE 850.

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



## Commercial Travelers

### Michigan Knights of the Grip.

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

### Michigan Commercial Travelers' Association.

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

### United Commercial Travelers of Michigan.

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

### Michigan Commercial Travelers' Mutual Accident Association.

President, J. BOYD 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.

### The Female Drummer.

Have you seen the latest comer  
In the field?  
When you gaze upon her, know your  
Fate is sealed!  
It's no sort of use to throw your-  
Self before her  
And implore her,  
In your weakness  
And your meekness;  
Nor to mutter  
You are but a  
Man, and she a female drummer!  
She will talk you deaf and dumber  
Than a clam;  
Tho' you know the goods she's selling  
Are a sham,  
You give in—there's no repelling  
Her invasion;  
English, Asian,  
White or yellow,  
Where's the fellow  
That is human,  
Born of woman,  
Can resist the female drummer?  
Be it winter, be it summer,  
She will drum;  
On her tours of devastation  
She will come;  
And your bump of approbation  
Can but dwindle  
At the swindle  
You submit to;  
Wife will will, too,  
Till you wonder  
Why in thunder  
Heaven e'er made the female drummer!

### Gripsack Brigade.

Elliott Cobb, formerly a salesman for O'Donnell, Spencer & Co. (Saginaw), has issued a foreign attachment against the accounts of that firm in Pittsburg to recover \$600 salary, which he claims to be due him for his services while in their employ. The company has an agency in Pittsburg.

Fred T. Smith, aged 22, traveling representative for Marshall Field & Co., Chicago, met his death Monday afternoon by drowning in Lake Michigan, near Benton Harbor. The unfortunate man was accompanied by a companion, Fred J. Howe, of the house of Carson, Pirie, Scott & Co., of Chicago. The man went down within sight of his mother and younger brother. The body was taken to Chicago.

Fred J. Ephlin and wife are rejoicing over the advent of a diminutive specimen of humanity, who has already been christened Phillis Loriane Ephlin. Weight, 8 pounds. Fred says he expected she'd be sunset haired, but that the young lady is a pronounced brunette, with blue eyes, and that, if she'd been a boy, she would have been christened Dewey Hobson Ephlin. He says she's a clipper and no mistake.

Patrick Walsh: The traveling man is a generous citizen. So far as his means permit, he gives to the widow and orphan, and the left hand rarely knows what the right hand does. Traveling men are law-abiding citizens; you seldom find them under arrest for committing unlawful acts, although some men who are arrested claim they are traveling men in order to conceal their identity. No political party has the traveling man's vote in his pocket. The traveling man thinks and votes for him-

self; he votes for what he considers the happiness and prosperity of the country, because he realizes that the welfare of the nation is his welfare.

A. E. Standen, a converted traveling salesman, who has given up his place in order to do religious work, has raised about \$30,000 in order to carry out the ideas of the Universal Text Display Association, the headquarters of which is in Chicago. The idea is that if certain texts of the Bible are "artistically" displayed on billboards, many people will thereby be converted. The aim of those behind the scheme is to display Bible texts in every city in a very sensational way without transcending the limits of propriety. If this is done they think that crowds will be continually standing in front of the Bible billboards, so that in time stage soubrettes who want to gain a billboard fame will stipulate that their pictures be placed "next to pure reading matter."

### Some of the Uncertainties of the New Revenue Law.

The new revenue stamp law will go into effect Friday and with it will come a realizing sense that war is a high-priced luxury. The new law has been explained, expounded and elucidated in the papers since its enactment, a couple of weeks ago, and by this time its provisions must be fairly well understood. If anybody does not yet understand what is required, it would be advisable to post up on the subject without delay, because there is a pretty penalty attached to violations, and ignorance of the law is no defense. The 2 cent stamps on checks and drafts will be the tax that will come home to the business men with most emphasis, but there are still other provisions that will hit them almost as frequently. Every shipment of freight or express will cost a cent stamp and to send a telegram will involve the sticking of a 1 cent paster. As to who will stand the stamp on bills of lading and shipping receipts is still in doubt, whether by the railroads or by the shipper. In the ordinary course of business a shipment of freight calls for a receipt and a duplicate and often in addition a bill of lading is issued in exchange for the original. Under the law this would call for three stamps, one for the receipt, one for the duplicate and one for the bill of lading. The Central Traffic Association will meet in Chicago Wednesday of this week to discuss the situation and decide on a uniform policy. The railroads would, naturally, like to shift the entire stamp burden upon the shippers and, as naturally, the shippers would like to get out from under. If the railroads decide to pay for the stamp on the original receipt, it is possible they will ask the shipper to stand the expense for the duplicate receipts and bills of lading. This stamp tax will be an important item of expense in railroad operating and it is estimated that this city alone will yield \$100 a day or more.

The new law also requires a 1 cent stamp on all sleeping and chair car tickets and this burden will fall on the railroads. The tax of 1 cent on telegrams will be paid by the sender, and this will yield \$8 or \$10 a day on the business done in this city. How the tax will be collected on express packages has not yet been determined, but it is possible the tax may be construed into requiring the stamp to be placed on the package, in which case it would fall on the shipper.

There are several provisions in the law that will require official interpretation, not only as they relate to freight and other traffic, but also to bank checks, drafts and similar instruments. It will take some time to arrive at a clear understanding of the law, and in the meantime the safe way is to stick on the stamp when in doubt and thus save the possibility of making a mistake.

### Profit in Sewing Machines.

The shares of the Singer Sewing Machine Company are attracting considerable attention among investors at present, particularly since April 1, when dividends were increased to 40 per cent. per annum (10 per cent. quarterly). The company's assets now equal \$24,000,000, about one-half of which is invested in Government bonds. The shares at present are selling around 410 on a par value of 100, which shows an advance of fully 70 points since Jan. 1. Thus it will be seen the stock nets about 10 per cent. on the investment. The stock is closely held, and by investors almost entirely, the Clark family, of Newark, N. J., being the largest owners. The Singer Sewing Machine Co. is the largest of its kind in the world, their sales for 1897 amounting to over 800,000 machines.

### Freedom.

They are slaves who fear to speak  
For the fallen and the weak;  
They are slaves who will not choose  
Hatred, scoffing and abuse  
Rather than in silence shrink  
From the truth they needs must think;  
They are slaves who dare not be  
In the right with two or three.

Is true freedom but to break  
Fetters for our own dear sake,  
And with leathern hearts forget  
That we owe mankind a debt?  
No! true freedom is to share  
All the chains our brothers wear,  
And with heart and hand to be  
Earnest to make others free.

JAMES RUSSELL LOWELL.

### She Doeth What She Can.

She sits alone in the window seat,  
Watching the soldiers who throng the street;  
A tear clings fast to her gentle eye,  
Her bosom heaves with a sudden sigh,  
And her slender fingers that clutch the sill  
Wave a proud adieu with a royal will;  
But her mouth in its motion never slacks  
O'er the gum she chews to pay the tax.

There are women who go to the battle front,  
Women in hospitals bearing the brunt;  
Women who serve 'neath the Red Cross sign,  
Women whose mission seems half divine;  
But Annabel sits at the window high,  
She can not go where the bullets fly,  
But steadily onward through packs and packs  
She chews the gum to pay the tax.

### The Dewey Name.

"Another quarrel going on next door."  
"What's the matter this time?"  
"She wants to name the baby Dewey  
and he wants the name for his wheel."

"Little Jack Horner  
Sat in a corner,  
Eating Chicago bread;  
It stuck in his jaw,  
Being mostly of straw—  
We cannot repeat what he said.

## LIVE DEALERS

in the Hardware and Implement Line who want to make good, clean money and build up a good trade on a reliable and quick-selling line of Feed Cutters will do well to investigate the

### OHIO STANDARD MACHINES

The line is large and complete and comprises Large Cutters for Silo work, Large

Shredders for Dry Fodder, Carriers and Feed Tables, Small Power Cutters, Large and Small Hand Machines, Lever Cutting Boxes, Horse Powers and Engines, Feed Grinders and Feed Cookers.

Write for complete Catalogue of the best line of above class of machinery ever offered.

ADAMS & HART, Grand Rapids, Mich.

Selling Agents "OHIO" Machinery.

## 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 livers; 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, picnics, 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.

### Photographs of

### Samples, Display Cards, Etc.

It often occurs that traveling salesmen find photographs of such articles as are too large to carry a great convenience. The engraving department of the Tradesman Company is prepared to furnish such photographs of the best quality on short notice.

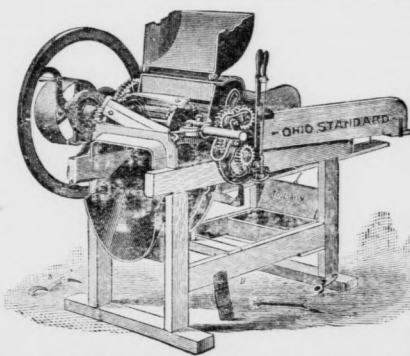
MANY LAKES AND STREAMS about Whitehall, Mich., afford Fine Fishing and Delightful Pastime. Special attention and rates for such parties. Write to Mears Hotel.

Wm. Cherryman, Prop.

## HOTEL 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.

### Organization, Legislation and Substitution as Weapons.

Written for the TRADESMAN.

"Advance in price" is the announcement that has flooded the desks of jobbing houses during the month. With but few exceptions proprietors have raised the price of medicines to cover the cost of stamps—and in some cases have lifted prices a notch higher, announcing stamps an extra expense.

The manifest injustice of such action is directed toward the long-suffering retailer, because prevailing trade conditions have compelled the retailer to follow the cut in the retail price, in order to meet the prices that are forced upon him by the department stores and the advertising cutter who desires to monopolize.

The manufacturers well know that but few retail druggists are able to maintain full retail prices in the face of ruinous competition, and the additional price charged for stamps must be paid by the retail druggist, who can not advance his prices for the reason that the deliberate cutter will be quite willing to assume the loss entailed by the higher cost, rather than disturb the cut that has brought to him a concentration of business. He is well aware that his liquors will more than tide over his diminished profit, to say nothing of the large number of people who visit his store and, incidentally, purchase many articles that pay a profit.

The remedy against the increased cost is organization. The remedy against the department and dry goods store is also organization. In the first instance a protest would receive attention and probable compliance with a demand upon the proper presentation of the case. Proprietors, as a rule, know little of the difficulties that surround the retailer, their dealings being exclusively with the jobbers.

The remedy against the department and dry goods store is a simple one: Let one retailer be selected to advertise at a lower price any and every article advertised by the department and dry goods store, the loss thus occasioned to be paid by assessment or from the treasury of the association. It does not take a very long time to discourage the dry goods man from dabbling in medicines, for when he is finally convinced that his profits will be entirely removed, he will not extend his line or duplicate his stock, and no traveling man can persuade him to buy. This experiment has been tried in Grand Rapids and has proved successful.

In reference to organization, it will prove ineffectual unless a money forfeit

be put up by each member, to be paid into the treasury in case of forgetfulness, mistakes by the clerk, etc. Such forfeit aids the memory and establishes honor in living up to the rules.

Regarding the prospect of again returning to full prices, let no one delude himself that this time will ever come, especially in the cities. In the smaller towns full prices may be charged. The department and dry goods stores will operate against them in the cities. Besides, the public has been educated to paying reduced prices, and every dealer knows how difficult it is to raise a price after a lower price has been established.

My idea is to establish a schedule of prices as follows: 20 cents for 25 cent articles; 40 cents for a 50 cent article; 80 cents for a \$1 article, etc. These prices will pay the retailer a moderate profit. They likewise remove, to a great degree, the temptation of the department and dry goods stores to handle the goods.

Nothing can be accomplished without organization, with a forfeit to bind contracts, and even the department and dry goods stores must be combated the moment they advertise at a lower price than the one prevailing. The evil of price cutting we must accept as we find it, and relieve it of its ruinously objectionable features by brushing away the profit, as well as the figures of the merciless cutter, whether he be in our own ranks or those of the grasping department store. This costs some money, but the remedy is effectual.

Of course, other measures may be pursued of a more drastic nature in the event of failure to induce proprietors to accede to the just demands of the retail trade. It is a singular fact that none of the proprietors appear to have thought that the good will of the retailer is a controlling factor in the distribution of their goods. Suppose a general movement by the retailers in each state should be made to secure legislation requiring the formula of each medicine to be printed upon the bottle or package! It is easy to see that ruin would ensue to the manufacturers. Or, on the other hand, suppose a book of formula should be prepared, containing the recipe of each of the prominent medicines. It would not be long before thousands of druggists would have the same remedies, put up under their own trade mark. There are many ways of retaliating, but there will be no occasion to do so.

Proprietors are like other men. They will do the fair thing, even if against their pecuniary interest, if they see that injustice is liable to be met with resentment. The argument that it costs so much to advertise does not apply, because by taxing the retail druggist with stamps he is compelled to indirectly pay a portion of the advertising bills.

JOHN E. PECK.

#### Quit Business.

Quenter—"They tell me that your sister Emma has been married while I have been away."

Jester—"Yes; she married Dobbins." "Dobbins? Let me see. What business was he in?"

"Well, before he was married he was an embosser, but ever since Em does the bossing herself."

#### Partially Consolated.

Girl with the pink shirt waist—So Jack has enlisted. Don't you hate dreadfully to see him go?

Girl with the ice cream hat—It almost broke my heart. I don't believe I could have borne up at all if papa hadn't bought me a '98 wheel.

### The Retail Druggist Pays It All.

Holland, June 27—What are our retail druggists to do in regard to the revenue stamp act and the uncalled-for advance in the price of many proprietary articles? Shall we remain perfectly passive and allow the proprietors of this class of goods to make this law an excuse to advance the price of their preparations, not only to the extent of the actual cost of the stamps, but in many cases five times as much? Who is to pay this advance—not the wholesale dealer, nor the consumer—who else except the retail druggist? Now, we have the reputation of being food prescribers; why can not we prescribe something to cure, or at least to alleviate, this excessive taxation? For my own part I would suggest the formation of an United States Association of the retail druggists, who could act as one person, not only in regard to this stamp act, but in all other matters affecting our interests—among others the selling of proprietary goods to department stores and cutters generally. To accomplish this will take time, and in the meantime I think it would be well for us all to at once protect ourselves against this unjust discrimination. The first thing to be done is to sell all patents at full retail price and in all cases of an advance in price by the proprietor to over two-thirds the retail price, we should at once understand that we are not bound by bond to any of these Shylocks who are after our heart's blood. Let us stand fast by our friends in this line of business, those who are willing to live and let live—in other words, help those manufacturers who do not advance their figures and who are willing to help us; but, if none of this latter class can be found, why not put up our own prescriptions, which in nine cases out of ten would contain more real merit than the great majority of patents now on the market?

We notice some of these preparations are to be advanced to three-quarters the retail price and some others still more. What shall we do with these articles? How would it do for us to advance the retail price, say on \$1 preparations to \$1.25? How long, think you, before the public would boycott these high priced goods; and why might not all preparations which are above the two-thirds rule be treated in the same way? We all understand that the actual cost of this class of goods does not, on the average, cost one-fifth of their selling price, the expense being in the advertising. The proprietors of these goods should know—and if not, should be made to understand—that they should keep in touch and retain the good will of the retail druggist if they wish him to take an interest in their preparations.

I throw out these few suggestions and wish to hear the views of others who are affected by this unjust discrimination, not only by Congress, but by the manufacturers of patent medicines. Brother

retail druggists, let us hear from you and see if some mutual plan can not be agreed upon to protect our interests.  
HEBER WALSH.

### The Drug Market.

As this is the dull season in the Eastern markets, there is no speculative buying or selling and few changes to note in prices.

Opium—There has been no change during the week. Prices are firm and no declines are looked for.

Morphine and Quinine—Unchanged. German Chamomile Flowers—Are advancing, on account of short crop. Still higher prices are looked for.

Saltpetre—Easier under better supplies.

Glycerine—Very firm at the late advance and higher prices are looked for in the immediate future.

Linseed Oil—Dull and weak.

Turpentine—Lower.

### The Chafing Dish Meal.

"Waal, girls," said Uncle Si Low, who was visiting his nieces, "when you come down to the farm in the summer you make lots uv fun uv us because we eat in the kitchen. But I don't see ez it makes much difference whether you eat in the kitchen or cook in the dining room."

### He Remembered.

He rose to depart as the clock sounded eight, And, getting his hat and his cane, His wife sweetly murmured: "Now, don't stay out late, Dear Charlie—'Remember the Maine'!" With that somewhat startling injunction in view, He was back home at ten with his pet, For should he stay later he very well knew What a great blowing up he would get.

## JERSEY CREAM



6 oz.  
6 doz. in case  
85c  
  
9 oz.  
4 doz. in case  
\$1.25  
  
1 lb.  
2 doz. in case  
\$2.00

O. A. TURNEY, Migr., DETROIT, MICH.

## School Supplies

New stock. Special attention to mail orders.

FRANKE BROS., Muskegon, Michigan.

Jobbers in Druggists' and Grocers' Sundries, Fishing Tackle, Sporting Goods, Notions, Toys, Etc.

## 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		Conium Mac.		Seilla Co.	
Aceticum.....	62 8	Copaiba.....	1 50 2 50	Tolutan.....	50
Benzoficum, German	70 75	Cubeba.....	1 00 1 00	Prunus virg.....	50
Boracic.....	15	Exechthitos.....	1 00 1 10	Tinctures	
Carbolicum.....	20 41	Erigeron.....	1 00 1 10	Aconitum Napellis R	60
Citricum.....	42 44	Gaultheria.....	1 50 1 60	Aconitum Napellis F	60
Hydrochlor.....	30 5	Geranium, ounce.....	75	Aloes.....	60
Nitricum.....	80 10	Gossypii, Sem. gal.....	50 60	Aloes and Myrrh.....	60
Oxalicum.....	12 14	Hedeoma.....	1 00 1 10	Arnica.....	50
Phosphoricum, dil.....	15	Junipera.....	1 50 2 00	Assafoetida.....	60
Salicylicum.....	60 65	Lavendula.....	90 2 00	Atrope Belladonna.....	50
Sulphuricum.....	13 15	Mentha.....	1 30 1 50	Aurant Cortex.....	50
Tannicum.....	1 25 1 40	Mentha Piper.....	1 50 2 20	Benzoin.....	60
Tartaricum.....	38 40	Morruha, gal.....	1 10 1 25	Benzoin Co.....	50
Ammonia		Myrica.....	4 00 4 50	Boronia.....	50
Aqua, 16 deg.....	40 6	Olive.....	75 3 00	Cardarides.....	50
Aqua, 20 deg.....	60 8	Picis Liquida.....	10 12	Cardamon.....	50
Carbonas.....	12 14	Picis Liquida, gal.....	35	Cardamon Co.....	50
Chloridum.....	12 14	Ricina.....	95 1 10	Castor.....	50
Aniline		Rosmarini.....	1 00	Catechu.....	50
Black.....	2 00 2 25	Rose, ounce.....	6 50 8 50	Cinchona.....	50
Brown.....	80 1 00	Succini.....	40 45	Cinchona Co.....	50
Red.....	45 50	Sabina.....	2 50 7 00	Columba.....	50
Yellow.....	2 50 3 00	Santal.....	2 50 7 00	Cubeba.....	50
Bacca		Sassafras.....	55 60	Cassia Aoutfol.....	50
Cubese..... po. 18	13 15	Sinapis, ess., ounce.....	65	Cassia Aoutfol Co.....	50
Juniperus.....	60 8	Tigili.....	1 70 1 80	Castor Aoutfol Co.....	50
Xanthoxylum.....	25 30	Thyme.....	40 50	Castor Aoutfol Co.....	50
Balsamum		Thyme, opt.....	1 60	Ferri Chlorid.....	50
Copaiba.....	55 60	Theobromas.....	15 20	Gentian.....	50
Pern.....	2 75	Potassium		Gentian Co.....	50
Terabin, Canada.....	45 50	Bi-Carb.....	15 18	Guaiac.....	50
Tolutan.....	50 55	Bichromate.....	13 15	Guaiac ammon.....	50
Cortex		Bromide.....	50 55	Hyoscyamus.....	50
Abies, Canadian.....	18	Carb.....	12 15	Iodine.....	75
Cassia.....	12	Chlorate, po. 17@19c	16 18	Iodine, colorless.....	75
Cinchona Flava.....	18	Cyanide.....	35 40	Kino.....	50
Euonymus atropurp.....	30	Iodide.....	2 60 2 65	Lobelia.....	50
Myrica Cerifera, po.....	30	Potassa, Bitart, pure	38 40	Lobelia.....	50
Prunus Virgini.....	12	Potassa, Bitart, com	38 40	Nux Vomica.....	50
Quillaja, gr'd.....	14	Potass Nitras, opt.....	10 12	Opil.....	50
Sassafras..... po. 18	12	Potass Nitras.....	10 11	Opil, camphorated.....	50
Ulmus..... po. 15, gr'd	15	Prussiate.....	20 25	Opil, deodorized.....	50
Extractum		Sulphate po.....	15 18	Quassia.....	50
Glycyrrhiza Glabra.....	24 25	Radix		Rhatany.....	50
Glycyrrhiza, po.....	28 30	Aconitum.....	20 25	Rhei.....	50
Hematox, 15 lb box.....	11 12	Althea.....	22 25	Sanguinaria.....	50
Hematox, 1s.....	13 14	Anchusa.....	10 12	Serpentaria.....	50
Hematox, 1/4s.....	14 15	Arum po.....	7 25	Stromonium.....	50
Hematox, 1/4s.....	16 17	Calamus.....	20 40	Tolutan.....	50
Ferru		Gentiana..... po. 15	12 15	Valerian.....	50
Carbonate Precip.....	15	Glycyrrhiza..... pv. 15	16 18	Veratrum Veride.....	50
Citrate and Quinia.....	2 25	Hydrastis Canaden.....	12 50	Zingiber.....	20
Citrate Soluble.....	75	Hydrastis Can., po.....	60	Miscellaneous	
Ferrocyanidum Sol.....	40	Hellebore, Alba, po.....	15 20	Ether, Spts. Nit. 3 F.....	30 35
Solut. Chloride.....	15	Iodine.....	15 20	Ether, Spts. Nit. 4 F.....	34 38
Sulphate, com'l.....	2	Ipecac, po.....	2 30 3 00	Alumen.....	24 30
Sulphate, com'l, by	50	Iris plox..... po. 35@38	35 40	Alumen, gro'd..... po. 7	30 4
bbl, per cwt.....	50	Jalapra, pr.....	25 30	Annatto.....	40 5
Sulphate, pure.....	7	Maranta, 1/4s.....	35	Antimoni.....	40 5
Flora		Podophyllum, po.....	22 25	Antimoni et Potass.....	40 50
Arnica.....	12 14	Rhei.....	75 1 00	Antipyrin.....	40 50
Anthemis.....	18 25	Rhei, cut.....	1 25	Antifebrin.....	15
Matricaria.....	30 35	Rhei, pv.....	75 1 35	Argenti Nitras, oz.....	50
Folia		Spigelia.....	35 38	Arsenicum.....	10 12
Barosma.....	23 28	Sanguinaria..... po. 15	35 38	Balm Gilead Bud.....	38 40
Cassia Acutifol, Tin.....	18 25	Serpentaria.....	30 35	Bismuth S. N.....	1 40 1 50
Cassia Acutifol, Alx.....	25 30	Senega.....	40 45	Calcium Chlor., 1s.....	10 9
Salvia officinalis, 1/4s	12 20	Similax, officinalis H	40	Calcium Chlor., 1/4s.....	12 10
Ura Ursi.....	80 10	Smilax, M.....	25	Calcium Chlor., 1/2s.....	12 10
Gummi		Scilla..... po. 35	10 12	Cantharides, Rus.....	75
Acacia, 1st picked.....	65	Symplocarpus, Foeti.....	25	Capsici Fructus, af.....	15
Acacia, 2d picked.....	45	dus, po.....	25	Capsici Fructus, po.....	15
Acacia, 3d picked.....	35	Valeriana, Eng. po. 30	25	Capsici Fructus, B.....	15
Acacia, sifted sorts.....	28	Valeriana, German.....	15 20	Caryophyllus..... po. 15	12 14
Acacia, po.....	60 80	Zingiber.....	12 16	Carmin, No. 40.....	3 30
Aloe, Barb. po. 18@20	12 14	Zingiber J.....	25 27	Cera Alba, S. & F.....	50 55
Aloe, Cape..... po. 15	12	Semen		Cera Flava.....	40 42
Aloe, Socotri..... po. 40	30	Anisum..... po. 15	12	Cocculus.....	40
Ammoniac.....	55 60	Apium (graveleons).....	13 15	Cassia Fructus.....	40
Assafoetida..... po. 30	25 28	Bird, 1s.....	40 6	Centaria.....	30
Benzoinum.....	50 55	Cardam..... po. 18	10 12	Cetaceum.....	45
Catechu, 1s.....	13	Cardam.....	1 15 1 75	Chloroform.....	60 63
Catechu, 1/4s.....	14	Coriandrum.....	80 10	Chloroform, squibbs.....	1 15
Catechu, 1/4s.....	16	Cannabis Sativa.....	40 44	Chloral Hyd Crst.....	1 50
Camphora.....	40 43	Cydonium.....	75 1 00	Chondrus.....	20 25
Euphorbium..... po. 35	10	Chenopodium.....	10 12	Cinchonidine, P. & W.....	25 30
Galbanum.....	1 00	Dipterix Odorata.....	2 00 2 20	Cinchonidine, Germ.....	22 30
Gamboge po.....	65 70	Feniculum.....	10 10	Cocaine.....	3 30 3 50
Guaiacum..... po. 25	30	Foenugreek, po.....	70 9	Croosotum.....	30
Kino..... po. 83.00	3 00	Lini.....	3 1/2 4 1/2	Creta..... bbl. 75	2 5
Mastic.....	60	Lini, gr'd..... bbl. 3 1/2	40 44	Creta, prep.....	11
Myrrh..... po. 45	40	Lobelia.....	35 40	Creta, Rubra.....	8
Opil..... po. 5.20@5.40	3 85 3 95	Phalaris Canarian.....	40 44	Crocus.....	18 20
Shellac.....	25 35	Rapa.....	4 1/2 5	Cudbear.....	24
Shellac, bleached.....	40 45	Sinapis Albu.....	10 10	Cupri Sulph.....	50 6
Tragacanth.....	50 80	Sinapis Nigra.....	11 12	Dextrine.....	10 12
Herba		Spiritus		Ether Sulph.....	75 90
Absinthium..... oz. pkg	25	Frumenti, W. D. Co.....	2 00 2 50	Emery, all numbers.....	8 6
Eupatorium..... oz. pkg	20	Frumenti, D. F. R.....	2 00 2 25	Emery, po.....	30 35
Lobelia..... oz. pkg	20	Frumenti.....	1 25 1 50	Ergota..... po. 40	12 15
Majorum..... oz. pkg	28	Juniperis Co. O. T.....	1 65 2 00	Flake White.....	23
Mentha Pip. oz. pkg	23	Juniperis Co.....	1 75 3 50	Galla.....	23
Mentha Vir. oz. pkg	25	Saacharum N. E.....	1 90 2 10	Gambier.....	80 9
Rue..... oz. pkg	25	Spt. Vini Galli.....	1 75 6 50	Gelatin, Cooper.....	60
Tanacetum..... oz. pkg	22	Vini Oporto.....	1 25 2 00	Gelatin, French.....	35 60
Thymus, V. oz. pkg	25	Vini Alba.....	1 25 2 00	Glassware, flint, box	70
Diagnesia		Sponges		Less than box.....	60
Calcined, Pat.....	55 60	Florida sheeps' wool	2 50 2 75	Glue, brown.....	90
Carbonate, Pat.....	20 22	carriage.....	2 50 2 75	Glue, white.....	130 25
Carbonate, K. & M.....	20 25	Nassau sheeps' wool	2 00	Glycerina.....	15 1/2 22
Carbonate, Jennings	35 36	carriage.....	2 00	Grana Paradisi.....	15
Oleum		Velvet extra sheeps'	2 1 25	Humulus.....	25 55
Absinthium..... 3 25@3 50	3 50	wool, carriage.....	2 1 25	Hydraag Chlor Mite.....	85
Amygdale, Dulc.....	30 50	Extra yellow sheeps'	2 1 00	Hydraag Chlor Cor.....	95
Amygdale, Amara..... 8 00@8 25	8 25	wool, carriage.....	2 1 00	Hydraag Ammoniat.....	1 10
Anisi..... 2 10@2 20	2 20	Grass sheeps' wool,	2 1 00	Hydraag Unguentum.....	45 55
Aurant Cortex..... 2 25@2 40	2 40	carriage.....	2 1 00	Hydraag.....	70
Bergamit..... 2 40@2 50	2 50	Hard, for slate use.....	2 1 00	Ichthyobolia, Am.....	65 75
Calicut..... 80 85	85	Yellow Reef, for	2 1 40	Indigo.....	75 1 00
Caryophyll..... 75 80	80	slate use.....	2 1 40	Iodine, Resubi.....	3 60 3 70
Cedar..... 35 65	65	Syrups		Iodoform.....	4 20
Chenopadi..... 2 75	75	Acacia.....	2 50	Lupulin.....	2 25
Cinnamoni..... 1 60@1 70	1 70	Aurant Cortes.....	2 50	Lycopodium.....	40 45
Citronella..... 45 50	50	Zingiber.....	2 50	Macle.....	65 75
		Ipecac.....	2 50	Liquor Arsen. et Hy.....	25
		Rhei Arom.....	2 50	Liquor PotassArsenit.....	100 12
		Smilax Officinalis.....	50 60	Magnesia, Sulph.....	30 3
		Senega.....	50 60	Magnesia, Sulph, bbl.....	1 1/2
		Scilla.....	2 50	Manna, S. F.....	50 60
				Menthol.....	2 75

Morphia, S. P. & W.....	2 45 2 70	Sinapis.....	18	Linseed, pure raw.....	42 45
Morphia, S. N. Y. Q. & C. Co.....	2 45 2 70	Sinapis, opt.....	30	Linseed, boiled.....	44 47
Moschus Canton.....	40	Snuff, Maccaboy, De Voos.....	34	Neatsfoot, winterstr.....	65 70
Myristica, No. 1.....	65 80	Soda Boras.....	9 11	Spirits Turpentine.....	31 40
Nux Vomica..... po. 20	15 18	Soda Boras, po.....	9 11	Paints	
Os Sepia.....	15 18	Soda et Potass Tart.....	26 28	BBL.	LB
Pepsin Saac, H. & P. Co.....	1 00	Soda, Carb.....	1 1/2 2	Red Venetian.....	1 1/2 2 2 1/2
Picis Liq. N. N. 1/4 gal.....	2 00	Soda, Bi-Carb.....	3 1/2 5	Ochre, yellow Mars.....	1 1/2 2 2 1/2
Picis Liq., quarts.....	2 00	Soda, Ash.....	3 1/2 4	Ochre, yellow Ber.....	1 1/2 2 2 1/2
Picis Liq., pints.....	2 00	Soda, Sulphas.....	3 1/2 4	Putty, commercial.....	2 1/2 2 1/2 2 3
Pil Hydrarg..... po. 80	50	Spts. Cologne.....	2 60	Putty, strictly pure.....	2 1/2 2 1/2 2 3
Piper Nigra..... po. 22	18	Spts. Ether Co.....	50 55	Vermilion, Prime.....	13 15
Piper Alba..... po. 35	30	Spt Myrcia Dom.....	9 00	American.....	13 15
Pilx Burgun.....	10 12	Spts. Vini Rect. bbl.....	2 48	Vermilion, English.....	70 75
Plumbi Acet.....	10 12	Spts. Vini Rect. 1/2 bbl.....	2 53	Green, Paris.....	18 1/2 22
Pulvis Ipecac et Opil.....	1 00 1 20	Spts. Vini Rect. 10 gal.....	2 56	Green, Peninsular.....	13 16
Pyrethrum, boxes H. & P. Co., doz.....	1 25	Spts. Vini Rect. 5 gal.....	2 54	Lead, Red.....	5 1/2 6
Pyrethrum, pv.....	25 30	Less 5c gal. cash 10 days.....	1 40 1 45	Lead, white.....	5 1/2 6
Quassia.....	80 10	Sulphur, Subl.....	3 1/2 4 1/2	Whiting, white Span.....	70
Quinia, S. P. & W.....	22 31	Sulphur, Roll.....	3 1/2 4	Whiting, gilders.....	70
Quinia, S. German.....	22 32	Tamarinds.....	80 10	White, Paris Amer.....	1 00
Quinia, N. Y.....	22 34	Terebenth Venice.....	28 30	Whiting, Paris Eng.....	1 00 1 10
Rubia Tinctorem.....	12 14	Theobromas.....	40 42	Universal Prepared.....	1 00 1 15
Saccharum Lactis pv.....	1 00	Vanilla.....	9 00 16 00	Varnishes	
Salscia.....	3 00 3 10	Zinci Sulph.....	70 8	No. 1 Turp Coach.....	1 10 1 20
Sanguis Draconis.....	40 50	Oils		Extra Turp.....	1 60 1 70
Sapo, W.....	12 14	Whale, winter.....	70 70	Coach Body.....	2 75 3 00
Sapo, M.....	10 12	Lard, extra.....	40 45	No. 1 Turp Furn.....	1 00 1 10
Sapo, G.....	15	Lard, No. 1.....	35 40	Extra Turk Damar.....	1 55 1 80
Siedlitz Mixture.....	20 22			Jap. Dryer, No. 1 Turp.....	70 75

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

Ladies' Pocket Books

Ladies' Purses

Gentlemen's Pocket Books

Gentlemen's Purses






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Drug Co.

GRAND RAPIDS, MICH.

# GROCERY PRICE CURRENT.

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

<b>AXLE GREASE.</b> doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 4 00 Frazer's.....75 9 00 IXL Golden, tin boxes 75 9 00 Mica, tin boxes.....75 9 00 Paragon.....55 6 00 <b>BAKING POWDER.</b> <b>Absolute.</b> 1/2 lb cans doz.....45 1 lb cans doz.....85 1 lb can doz.....1 50 <b>Acme.</b> 1/2 lb cans 3 doz.....45 1 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 <b>Bulk.</b> 6 oz. Eng. Tumblers.....85 <b>Arctic.</b> 1/2 lb cans per doz.....75 1 lb cans per doz.....1 20 1 lb cans per doz.....2 00 <b>El Purity.</b> 1/2 lb cans 4 doz case.....35 1 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90 <b>Home.</b> 1/2 lb cans 4 doz case.....45 1 lb cans 4 doz case.....85 1 lb cans 2 doz case.....1 60 <b>Jersey Cream.</b> 1 lb. cans, per doz.....2 00 9 oz. cans, per doz.....1 25 6 oz. cans, per doz.....85 <b>Our Leader.</b> 1/2 lb cans.....45 1 lb cans.....75 1 lb cans.....1 50 <b>Peerless.</b> 1 lb. cans.....85 <b>Queen Flake.</b> 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 <b>BATH BRICK.</b> American.....70 English.....80 <b>BLUING.</b> <b>CONDENSED PEARL BLUING</b> Small, 3 doz.....40 Large, 2 doz.....75 <b>BROOMS.</b> No. 1 Carpet.....1 90 No. 2 Carpet.....1 75 No. 3 Carpet.....1 50 No. 4 Carpet.....1 15 Parlor Gem.....2 00 Common Whisk.....70 Fancy Whisk.....80 Warehouse.....2 25 <b>CANDLES.</b> 8s.....7 16s.....8 Paraffine.....8 <b>CANNED GOODS.</b> 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 <b>CATSUP.</b> Columbia, 4 pints.....2 00 Columbia, 1/2 pints.....1 25 <b>CHEESE.</b> Acme.....7 1/2 Amboy.....8 Butternut.....8 Carson City.....7 1/2 Emblem.....7 1/2 Gem.....8 1/2 Ideal.....7 1/2 Jersey.....7 1/2 Lenawee.....7 Riverside.....8 Springdale.....8 Brick.....11 Edam.....70 Leiden.....17 Limburger.....12 Pineapple.....50 Sap Sago.....17 <b>Chicory.</b> Bulk.....5 Red.....7 <b>CHOCOLATE.</b> Walter Baker & Co.'s. German Sweet.....23 Premium.....34 Breakfast Cocoa.....45	<b>CLOTHES LINES.</b> Cotton, 40 ft. per doz.....1 00 Cotton, 50 ft. per doz.....1 20 Cotton, 60 ft. per doz.....1 40 Cotton, 70 ft. per doz.....1 60 Cotton, 80 ft. per doz.....1 80 Jute, 60 ft. per doz.....80 Jute, 72 ft. per doz.....95 <b>COCOA SHELLS.</b> 20 lb bags.....2 1/2 Less quantity.....3 Pound packages.....4 <b>CREAM TARTAR.</b> 5 and 10 lb. wooden boxes.....30-35 <b>COFFEE.</b> <b>Green.</b> <b>Rio.</b> Fair.....9 Good.....10 Prime.....11 Golden.....12 Peaberry.....13 <b>Santos.</b> Fair.....12 Good.....13 Prime.....14 Peaberry.....15 <b>Mexican and Guatamala.</b> Fair.....13 Good.....16 Fancy.....17 <b>Maracaibo.</b> Prime.....19 Milled.....30 <b>Java.</b> Interior.....19 Private Growth.....20 Mandehling.....21 <b>Mocha.</b> Imitation.....20 Arabian.....22 <b>Roasted.</b> Clark Jewell-Well's Co.'s Brands Fifth Avenue.....29 Jewell's Arabian Mocha.....29 Wells' Mocha and Java.....24 Wells' Perfection Java.....24 Seneca.....21 Breakfast Blend.....18 Valley City Maracaibo.....18 1/2 Ideal Blend.....14 Leader Blend.....12 <b>Package.</b> Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 3/4 c 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.....10 50 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. <b>Extract.</b> Valley City 1/4 gross.....75 Felix 1/4 gross.....1 15 Hummel's foil 1/4 gross.....85 Hummel's tin 1/4 gross.....1 45 <b>CLOTHES PINS.</b> 5 gross boxes.....40 <b>CONDENSED MILK.</b> Gall Borden Eagle.....75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 35 Dime.....3 35 <b>COUPON BOOKS.</b> <b>Tradesman Grade.</b> 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 <b>Economic Grade.</b> 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 <b>Superior Grade.</b> 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 <b>Coupon Pass Books.</b> Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50	 <b>Universal Grade.</b> 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 <b>Credit Checks.</b> 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75 <b>DRIED FRUITS—DOMESTIC.</b> <b>Apples.</b> Sundried.....2 5 Evaporated 50 lb boxes.....2 8 <b>California Fruits.</b> 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.....8 7 1/2 Prunelles.....8 7 1/2 Raspberries.....8 7 1/2 <b>California Prunes.</b> 100-120 25 lb boxes.....2 4 1/2 90-100 25 lb boxes.....2 4 1/2 80-90 25 lb boxes.....2 4 1/2 70-80 25 lb boxes.....2 4 1/2 60-70 25 lb boxes.....2 4 1/2 50-60 25 lb boxes.....2 4 1/2 40-50 25 lb boxes.....2 4 1/2 30-40 25 lb boxes.....2 4 1/2 1/2 cent less in 50 lb cases <b>Raisins.</b> London Layers 3 Crown.....1 45 London Layers 4 Crown.....1 55 Dehesias.....3 1/2 Loose Muscatels 2 Crown.....4 1/2 Loose Muscatels 3 Crown.....4 1/2 Loose Muscatels 4 Crown.....5 1/2 <b>FOREIGN.</b> <b>Currents.</b> Patras bbls.....2 7 1/2 Vostizias 50 lb cases.....2 7 1/2 Cleaned, bulk.....2 8 1/2 Cleaned, packages.....2 8 1/2 <b>Peel.</b> Citron American 10 lb bx.....2 13 Lemon American 10 lb bx.....2 12 Orange American 10 lb bx.....2 12 <b>Raisins.</b> Ondura 25 lb boxes.....8 8 1/2 Sultana 1 Crown.....2 Sultana 2 Crown.....2 Sultana 3 Crown.....2 1/2 Sultana 4 Crown.....2 1/2 Sultana 5 Crown.....2 1/2 Sultana 6 Crown.....2 1/2 Sultana package.....2 14 <b>FARINACEOUS GOODS.</b> <b>Farina.</b> 24 1 lb. packages.....1 50 Bulk, per 100 lbs.....3 50 <b>Grits.</b> Walsh-DeRoo Co.'s Brand.  24 2 lb. packages.....2 25 100 lb. kegs.....3 60 200 lb. barrels.....6 90 <b>Hominy.</b> Barrels.....2 50 Flake, 50 lb. drums.....1 00 <b>Beans.</b> Dried Lima.....3 1/2 Medium Hand Pickled.....3 1/2 <b>Macaroni and Vermicelli.</b> Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 <b>Pearl Barley.</b> Common.....1 75 Chester.....2 00 Empire.....3 00 <b>Peas.</b> Green, bu.....95 Split, per lb.....2 1/2 <b>Roll'd Oats.</b> Rolled Avena, bbl.....4 00 Monarch, bbl.....3 85 Monarch, 1/2 bbl.....2 05 Quaker, 90 lb sacks.....1 85 Quaker, cases.....3 20 Huron, cases.....1 75 <b>Sago.</b> German.....4 East India.....3 1/2 <b>Tapoca.</b> Flake.....3 1/2 Pearl.....3 1/2 Anchor, 40 1 lb. pkgs.....5 <b>Wheat.</b> Cracked, bulk.....3 1/2 24 2 lb packages.....2 50	<b>Salt Fish.</b> <b>Cod.</b> Georges cured.....2 4 Georges genuine.....2 5 Georges selected.....2 5 1/2 Strips or bricks.....6 9 <b>riering.</b> Holland white hoops, bbl.....2 75 Holland white hoop 1/2 bbl.....1 30 Holland white hoop, keg.....85 Holland white hoop mchs.....85 Norwegian.....2 75 Round 100 lbs.....1 30 Round 40 lbs.....1 30 Scaled.....13 <b>Flackerel.</b> Mess 100 lbs.....15 00 Mess 40 lbs.....6 30 Mess 10 lbs.....1 05 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 00 No. 2 8 lbs.....83 <b>Trout.</b> No. 1 100 lbs.....5 25 No. 1 40 lbs.....2 40 No. 1 10 lbs.....68 No. 1 8 lbs.....57 <b>Whitefish.</b> No. 1 No. 2 Fam.....1 75 100 lbs.....6 25 5 75 1 75 40 lbs.....2 80 2 60 1 00 10 lbs.....78 73 33 8 lbs.....65 61 29 <b>FLAVORING EXTRACTS.</b>  <b>Jennings'.</b> D. C. Vanilla.....2 0z.....1 20 3 0z.....1 50 4 0z.....2 00 6 0z.....3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 D. C. Lemon.....2 0z.....75 3 0z.....1 00 4 0z.....1 40 6 0z.....2 00 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 <b>Northrop Brand.</b> Lem. Van.....75 2 oz. Taper Panel.....75 2 oz. Oval.....75 3 oz. Taper Panel.....1 35 4 oz. Taper Panel.....1 60 <b>Souders'.</b> Oval bottle, with corkscrew. Best in the world for the money.  <b>Regular Grade Lemon.</b> 2 oz.....75 4 oz.....1 50 <b>Regular Vanilla.</b> 2 oz.....1 20 4 oz.....2 40 <b>XX Grade Lemon.</b> 2 oz.....1 50 4 oz.....3 00 <b>XX Grade Vanilla.</b> 2 oz.....1 75 4 oz.....3 50 <b>FLY PAPER.</b>  Tanglefoot, per box.....30 Tanglefoot, c'se of 10 b's 2 50 Tanglefoot, 5 case lots.....2 50 Tanglefoot, 10 case lots.....2 40	<b>GUNPOWDER.</b> <b>Rifle—Dupont's.</b> Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb. cans.....30 1/2 lb. cans.....18 <b>Choke Bore—Dupont's.</b> Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb. cans.....34 <b>Eagle Duck—Dupont's.</b> Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb. cans.....45 <b>HERBS.</b> Sage.....15 Hops.....15 <b>INDIGO.</b> Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 <b>JELLY.</b> 15 lb pails.....35 30 lb pails.....65 <b>LYE.</b> Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 <b>LICORICE.</b> Pure.....30 Calabria.....25 Sicily.....14 Root.....10 <b>MINCE MEAT.</b> Ideal, 3 doz. in case.....2 25 <b>MATCHES.</b> Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 <b>MOLASSES.</b> <b>New Orleans.</b> Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 1/2 35 Half-barrels 2c extra. <b>MUSTARD.</b> Horse Radish, 1 doz.....1 75 Horse Radish, 2 doz.....3 50 Bayle's Celery, 1 doz.....1 75 <b>PIPES.</b> Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....85 <b>POTASH.</b> 48 cans in case.....2 66 Babbitt's.....4 00 Penna Salt Co.'s.....3 00 <b>PICKLES.</b> <b>Medium.</b> Barrels, 1,200 count.....5 30 Half bbls, 600 count.....3 00 <b>Small.</b> Barrels, 2,400 count.....6 00 Half bbls, 1,200 count.....3 50 <b>RICE.</b> <b>Domestic.</b> Carolina head.....6 1/2 Carolina No. 1.....5 Carolina No. 2.....4 Broken.....3 1/2 <b>Imported.</b> Japan, No. 1.....6 1/2 Japan, No. 2.....6 Java, fancy head.....6 Java, No. 1.....5 1/2 Table.....5 1/2 <b>SALERATUS.</b> Packed 60 lbs. in box. Church's.....3 30 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 <b>SAL SODA.</b> Granulated, bbls.....75 Granulated, 100 lb cases.....90 Lump, bbls.....75 Lump, 145 lb kegs.....85	<b>SEEDS.</b> Anise.....9 Canary, Smyrna.....3 1/2 Caraway.....8 Cardamon, Malabar.....60 Celery.....11 Hemp, Russian.....3 1/2 Mixed Bird.....4 1/2 Mustard, white.....5 Poppy.....10 Rape.....4 1/2 Cattle Bone.....20 <b>SNUFF.</b> Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43 <b>SALT.</b> <b>Diamond Crystal.</b> 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, 250 lb, bnlk.....2 25 Butter, barrels, 20 14 lb bags.....2 50 Butter, sacks, 25 lbs.....25 Butter, sacks, 56 lbs.....55 <b>Common Grades.</b> 100 3-lb sacks.....1 90 60 5-lb sacks.....1 75 28 10-lb sacks.....1 60 <b>Worcester.</b> 50 4 lb. cartons.....3 25 115 2 1/2 lb. sacks.....4 00 60 5 lb. sacks.....3 75 22 14 lb. sacks.....3 50 30 10 lb. sacks.....3 50 25 lb. linen sacks.....32 56 lb. linen sacks.....80 Bulk in barrels.....2 50 <b>Warsaw.</b> 56-lb dairy in drill bags.....30 28-lb dairy in drill bags.....15 <b>Ashton.</b> 56-lb dairy in linen sacks.....60 <b>Higgins.</b> 56-lb dairy in linen sacks.....60 <b>Solar Rock.</b> 56-lb sacks.....24 <b>Common.</b> Granulated Fine.....70 Medium Fine.....70 <b>SOAP.</b> <b>JAXON</b> Single box.....2 75 5 box lots, delivered.....2 70 10 box lots, delivered.....2 65 <b>JAS. S. KIRK &amp; CO.'S BRANDS.</b> American Family, wrp'd.....2 66 Dome.....2 75 Cabinet.....2 20 Savon.....2 50 White Russian.....2 35 White Cloud, laundry.....6 25 White Cloud, toilet.....3 50 Dusky Diamond, 50 8 oz.....3 10 Dusky Diamond, 50 8 oz.....3 00 Blue India, 100 1/2 lb.....3 50 Kirkline.....3 50 Eos.....2 50 Schulte Soap Co.'s Brand. <b>CLYDESDALE</b> 100 cakes, 75 lbs.....2 80 5 box lots.....2 75 10 box lots.....2 70 25 box lots.....2 60 Allen B. Wrisley's Brands. Old Country, 80 1-lb. bars.....2 75 Good Cheer, 60 1-lb. bars.....3 75 Uno, 100 1/2 lb. bars.....2 50 Doll, 100 10-oz. bars.....2 05 <b>Scouring.</b> Sapollo, kitchen, 3 doz.....2 40 Sapollo, hand, 3 doz.....2 40 <b>SODA.</b> Boxes.....5 1/2 Kegs, English.....4 1/2
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**SPICES.**  
Whole Sifted.

Allspice	13
Cassia, China in mats.	12
Cassia, Batavia in bund.	35
Cassia, Saigon in rolls.	14
Cloves, Amoyana.	12
Cloves, Zanzibar.	12
Mace, Batavia.	55
Nutmegs, fancy.	60
Nutmegs, No. 1.	50
Nutmegs, No. 2.	45
Pepper, Singapore, black.	11
Pepper, Singapore, white.	12
Pepper, shot.	12

**Pure Ground in Bulk.**

Allspice	15
Cassia, Batavia	35
Cassia, Saigon	40
Cloves, Zanzibar	14
Ginger, African	15
Ginger, Cochon	18
Ginger, Jamaica	21
Mace, Batavia	25
Mustard	12 1/2
Nutmegs	10 1/2
Pepper, Sing. black	12
Pepper, Sing. white	12
Pepper, Cayenne	20
Sage	15

**SYRUPS.**

Barrels	15
Half bbls.	17
<b>Pure Cane.</b>	
Fair	16
Good	20
Choice	25

**STARCH.****Kingsford's Corn.**

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

**Kingsford's Silver Gloss.**

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

**Diamond.**

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

**Common Corn.**

20 1-lb packages	5
40 1-lb packages	4 3/4

**Common Gloss.**

1-lb packages	4 1/4
3-lb packages	4 1/4
6-lb packages	4 1/4
40 and 50 lb boxes	3 1/4
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 Loaf	5 88
Crushed	5 88
Cubes	5 63
Powdered	5 63
XXXX Powdered	5 69
Granulated in bbls.	5 38
Granulated in bags	5 38
Fine Granulated	5 38
Extra Fine Granulated	5 50
Extra Coarse Granulated	5 50
Mould A	5 63
Diamond Confec. A	5 28
Confec. Standard A	5 28
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 69
No. 10	4 63
No. 11	4 63
No. 12	4 50
No. 13	4 44
No. 14	4 38
No. 15	4 31
No. 16	4 25

**TOBACCOS.****Cigars.**

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

H. & P. Drug Co.'s brand.	
Quintette	35 00

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

G. J. Johnson Cigar Co.'s brand.	
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**S. C. W.****Michigan Cigar Co.'s brand.**

Michigan Cigar Co.'s brand.	
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**Ure Unkle**

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

Double Eagles, 6 sizes.	55 00
Gen. Maceo, 5 sizes.	55 00
Mr. Thomas	35 00
Cuban Hand Made	35 00
Crown Five	35 00
Sir William	35 00
Club Five	35 00
Gen. Grant and Lee	35 00
Little Peggy	35 00
Signal Five	35 00
Knights of Pythias	35 00
Key West Perfects, 2 sz	55 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 55

**VINEGAR.**

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

**WICKING.**

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

**Crackers.**

The National Biscuit Co. quotes as follows:

<b>Butter.</b>	
Seymour XXX	6
Seymour XXX, 3 lb. carton	6 1/4
Family XXX	6
Family XXX, 3 lb. carton	6 1/4
Salted XXX	6
Salted XXX, 3 lb. carton	6 1/4

<b>Soda.</b>	
Soda XXX	6 1/4
Soda XXX, 3 lb. carton	7
Soda, City	8
Zephyrette	10
Long Island Wafers	11
L. I. Wafers, 1 lb. carton	12

<b>Oyster.</b>	
Square Oyster, XXX	6
Sq. Oys. XXX, 1 lb. carton	7
Farina Oyster, XXX	6

**SWEET GOODS-Boxes.**

Animals	10 1/4
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 1/4
Ginger Snaps, XXX city	7 1/4
Gin. Snaps, XXX home made	7 1/2
Gin. Snaps, XXX scalloped	7 1/2
Ginger Gems	7 1/2
Imperial	8
Jumbos, Honey	11 1/4
Molasses Cakes	8
Marshmallow	15
Marshmallow Creams	16
Pretzels, hand made	9
Pretzels, Little German	7
Sugar Cake	8
Sultanas	12 1/4
Sears' Lunch	7 1/4
Sugar Squares	9
Vanilla Wafers	14
Pecan Wafers	15 1/4
Mixed Picnic	11 1/4
Cream Jumbles	12
Boston Ginger Nuts	9 1/4
Pineapple Glace	16
Penny Cakes	8 1/4
Marshmallow Walnuts	16
Belle Isle Picnic	10 1/4

**Oils.**

<b>Barrels.</b>	
Eocene	11 1/4
XXX W.W. Mich. Hdt	8 1/4
W.W. Michigan	8 1/4
Diamond White	7 1/4
D. S. Gas	8 1/4
Deo. Naptha	7
Cylinder	25
Engine	11
Black, winter	8

**Candies.****Stick Candy.**

Standard	bbls. pails
Standard H. H.	6 1/4 @ 7
Standard Twist	6 1/4 @ 7
Cut Loaf	6 @ 8 1/2

Jumbo, 32 lb	@ 6 1/2
Extra H. H.	@ 8 1/2
Boston Cream	@ 8 1/2

**Mixed Candy.**

Competition	@ 6 1/4
Standard	@ 7
Conserve	@ 7 1/4
Royal	@ 7 1/2
Ribbon	@ 8 1/2
Broken	@ 8 1/2
Cut Loaf	@ 8 1/2
English Rock	@ 8 1/2
Kindergarten	@ 8 1/2
French Cream	@ 8 1/2
Dandy Pan	@ 10
Valley Cream	@ 12

**Fancy-In Bulk.**

Lozenges, plain	@ 8 1/4
Lozenges, printed	@ 9
Choc. Drops	@ 14
Choc. Monumentals	@ 11
Gum Drops	@ 6
Moss Drops	@ 8
Sour Drops	@ 9
Imperial	@ 9

**Fancy-In 5 lb. Boxes.**

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

<b>Oranges.</b>	
Medt Sweets	@ 3 00

**Lemons.**

Strictly choice 300s.	@ 25 00
Strictly choice 300s.	@ 25 00
Fancy 300s or 300s	@ 25 50
Ex. Fancy 300s	@
Ex. Fancy 300s	@
Jumbo cases-Majoris	@ 6 50

**Bananas.**

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

**Foreign Dried Fruits.**

<b>Figs.</b>	
Choice, 10 lb boxes	@
Extra choice, 14 lb boxes	@
Fancy, 12 lb boxes	@ 14
Imperial Mikados, 18 lb boxes	@
Pulled, 6 lb boxes	@ 13
Naturals, in bags	@ 6 1/4
<b>Dates.</b>	
Fards in 10 lb boxes	@ 8
Fards in 60 lb cases	@ 8
Persians, G. M's	@ 5
1 lb cases, new	@ 6
Sairs, 60 lb cases	@ 4 1/4

**Nuts.**

Almonds, Tarragona	@ 13
Almonds, Ivaca	@ 11
Almonds, California, soft shelled	@ 13
Almonds, California, hard shelled	@ 11
Walnuts, California No. 1	@ 13
Walnuts, California No. 2	@ 10
Walnuts, soft shelled	@
Table Nuts, fancy	@ 10
Table Nuts, choice	@ 9
Pecans, Med.	@ 8
Pecans, Ex. Large	@ 10
Pecans, Jumbos	@ 12
Hickory Nuts per bu.	@ 1 60
Cocoanuts, full sacks	@ 1 00
<b>Peanuts.</b>	
Fancy, H. P., Sun.	@ 7 1/4
Fancy, H. P., Flags	@ 7 1/4
Roasted	@ 7 1/4
Choice, H. P., Extras	@ 4 1/4
Choice, H. P., Extras, Roasted	5 1/4

**Grains and Feedstuffs****Wheat.**

Wheat	77
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**Winter Wheat Flour.****Local Brands.**

Patents	5 60
Second Patent	5 10
Straight	4 90
Clear	4 40
Graham	4 75
Buckwheat	4 00
Rye	3 75
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
Ball-Barnhart-Putman's Brand	
Diamond, 1/2s.	5 00
Diamond, 1/4s.	5 00
Diamond, 1/8s.	5 00
Worden Grocer Co.'s Brand.	
Quaker, 1/2s.	4 75
Quaker, 1/4s.	4 75
Quaker, 1/8s.	4 75

**Spring Wheat Flour.****Clark-Jewell-Wells Co.'s Brand.**

Pillsbury's Best 1/2s.	5 25
Pillsbury's Best 1/4s.	5 15
Pillsbury's Best 1/8s.	5 05
Pillsbury's Best 1/4s paper.	5 05
Pillsbury's Best 1/8s paper.	5 05
Ball-Barnhart-Putman's Brand.	

**Duluth Imperial, 1/2s.****Duluth Imperial, 1/4s.****Duluth Imperial, 1/8s.****Lemon & Wheeler Co.'s Brand.**

Gold Medal 1/2s.	5 25
Gold Medal 1/4s.	5 15
Gold Medal 1/8s.	5 05
Parisian, 1/2s.	5 15
Parisian, 1/4s.	5 15
Parisian, 1/8s.	5 05

**Olney & Judson's Brand.**

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

**Worden Grocer Co.'s Brand.**

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

**Meal.**

Bolton	2 00
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	36 1/4
Less than car lots	40

**Oats.**

Car lots	32
Car lots, clipped	34
Less than car lots	37

**Hay.**

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

**Fish and Oysters****Fresh Fish.**

Whitefish	Per lb.
Trout	@ 8
Black Bass	@ 8
Halibut	@ 10
Ciscoes or Herring	@ 15
Bluefish	@ 10
Live Lobster	@ 16
Boiled Lobster	@ 18
Cod	@ 10
Haddock	@ 8
No. 1 Pickerel	@ 7
Pike	@ 6
Perch	@ 4
Smoked White	@ 8
Red Snapper	@ 8
Col River Salmon	@ 12
Mackerel	@ 20
<b>Oysters in Cans.</b>	
F. H. Counts	@ 40
<b>Shell Goods.</b>	
Oysters, per 100	1 25 @ 1 50
Clams, per 100	30 @ 1 00

## Hardware

### How the Bicycle Craze Affects Some Idiots.

Written for the TRADESMAN.

Neighbor Siedate and I have always regarded the bicycle as a sort of inevitable nuisance, to be endured like a carbuncle or a street improvement tax—with the exception that a personal contact with the wheel is more easily evaded, unless one happens to be overtaken by a "scorcher" or has the disastrous misfortune to meet a "green" rider.

My neighbor and I have always taken considerable pains to conduct ourselves in a dignified and conservative manner upon every occasion, regardless of popular excitement. It has been spitefully insinuated that we ought to secure appointment on a "board of claims" with the Government or some other concern, where our methodical conservatism would be in harmony with the prevailing practice in that connection. But we pursue the even tenor of our established ways undisturbed by the frivolous observations of the "fad" promoters.

The wheel epidemic has raged with unabated ferocity all about us for years, but we have escaped the contagion thus far wonderfully well not to have been especially inoculated as a protection against it. All the members of both families have had it in its most virulent form, but they have managed to survive it—with the assistance of the family surgeon and the bicycle repairer.

But alas in an unguarded moment poor Siedate was stricken with the disease. The attack was of an acute and up-to-date type and cost him, upon its inception, fully \$100, exclusive of the express charges. (He employs his doctor by the year.) My friend Siedate never does things by halves; it is the whole pie or nothing with him when he once makes up his mind, and nothing cheap or low-grade goes on his plate, either. He has also acquired the thrifty habit of buying at "first hands," so as to save the middlemen's profits; this is why his wheel came direct from the factory, by express. I suspicion that the middleman often gets his commission in the deal just the same, but I know better than to argue with my neighbor about it. After the express delivery had driven away, Siedate called me over, and when he had shown me the new wheel and told me what he had done, I was speechless with astonishment and leaned against the corner of the house in a sort of daze. Finally, with effort I managed to gasp, "Siedate, I am surprised at you!" (He and I are neither of us as young as we used to be, by several years.)

He looked a little foolish and replied: "I couldn't help it, Staid; all of my family ride wheels, my wife is a member of the Wild Rose Cycling Club and all the old fools in town except you and me have got 'em—an' you'll have to come to it yet. When I have learned to ride," he continued, by way of conciliation, "I'll teach you; then you can get a wheel and we can go out together in the country for a spin once in a while, where we can once more breathe the pure oxygen, mingled with the odor of clover blossoms, to remind us of our boyhood days!"

This enthusiastic attempt at hygienic sentiment surprised me. And, some way or other, as I crossed over to my own house the world seemed different to me. A sort of lonely, dissatisfied feel-

ing played across my heart-strings, and as I climbed disconsolately to my own piazza, the old house-cat, dozing contentedly in the slanting beams of the sun, suddenly became an object of aversion and violently shifted her position to the farthest corner of the structure as though she had come in contact with a swiftly moving body. (I have wondered since if it could have been my foot—the poison had doubtless entered my system and the dreaded disease was fastening its hateful fangs upon my vitals.)

I did not see anything of Siedate for several days after this, and was wondering if he could be out of town or purposely avoiding me. I felt a little strange and diffident about going to his house since our last interview—some way he seemed to have removed to a different class and it made me feel uncomfortable to dwell on the idea. Finally, I happened to see the doctor leaving the house. I hailed him with apprehension. "Anybody sick over there?" I enquired.

"No — not — particularly," answered the doctor, cautiously.

"You needn't hesitate to tell me," said I. "Siedate is an intimate friend of mine and had I known that there was anything the matter over there, I should certainly have called before this."

"Well, I'll tell you," said the doctor, confidentially, "but Siedate doesn't want the neighbors to know." He looked around and then he whispered, "He had a fall from his wheel and hurt himself a bit, but he'll be all right again in a week or so."

"A week or so!" I repeated, in alarm, and immediately went over to his house.

Mrs Siedate met me at the door, in fatigue costume and a tired expression mingled with a look of surprise. Through the half-open doorway a suspicious odor of arnica pleaded for recognition.

Not wishing to give the doctor away, I said, "Mrs. Siedate, I just noticed the doctor leaving your house and I called to know if any of your family are sick?"

"Mr. Siedate has not been feeling very well for several days, but the doctor assures us that there is no cause for alarm," she answered, in true diplomatic form.

"Is he too ill to be seen?" I asked.

"I think not," she replied; "I'll see if he is awake."

Just then a weak voice which I recognized as that of my neighbor, although its usual business volume seemed to have missed the clearing house, called from the interior, "Is that you, Staid? Come in."

Mrs. Siedate led the way to a side room where I was shocked to see my friend, pale and somewhat less rotund than usual, stretched upon a couch.

"What's the trouble?" I asked, again strategically protecting the doctor.

"Had a little tumble, that's all."

"Hurt you much?"

"Only broken nose, cracked rib, sprained ankle and some bruises," he rattled off with a flippant depreciation which seemed out of harmony with the surroundings.

"How did it happen?" I asked, approaching the facts as respectfully and considerately as I knew how.

"The coroner's jury didn't get a chance to find out," he answered, evasively.

This exhibition of a lack of confidence on his part nettled me a little and I came to the point at once, although pretending to venture an innocent guess:

## Clark=Rutka=Jewell Co.

Ionia Street,  
Grand Rapids, Mich.

Opposite Union Depot.

## New Wholesale Hardware House

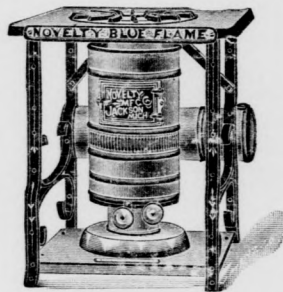
New House, New Goods, New Prices.

Call and see us when in the city.

Write us for prices.

Clark=Rutka=Jewell Co.

## 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.

## Buckeye Paint & Varnish Co.

PAINT, COLOR AND VARNISH MAKERS

Mixed

Paint

White

Lead

Shingle

Stains

Wood

Fillers



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



"Did the new wheel have anything to do with it?"

He gave me a searching glance and said: "I never lied to you yet, Staid, and I'll not begin now—it was the wheel! But don't say anything about it and I'll promise to keep mum while you learn to ride." This with a wink that brought his hand to his sore nose.

I shuddered and shook my head in a solemn and determined manner, not to deny his request but to signify my aversion to the proposition coupled with it.

I happened to be out of town the next ten days, and upon my return, as I came up the street, I recognized the familiar globe-like form of my friend Siedate, bearing toward me on his wheel, his eyes crossed and riveted upon the patch on his convalescent nose, the whole outfit performing a series of serpentine evolutions as brilliant and bewildering as a streak of lightning, and equally irregular.

"Getoutoftheway!!!" he hollered; "I can't steer the dum thing!"

Without further examination of his anatomy, and without a particle of consideration for the undignified spectacle I might present for the edification of the small boys standing on the corner and ready to hoot, I scudded for the fence surrounding a vacant lot, and just had time to reach the top when the crash came which carried the panel on which I was perched into the middle of the enclosure and piled everything in a heap along with Siedate and his wheel.

We both struggled to the surface about the same time.

"What did you do that for?" I demanded in an injured tone.

"Dummed if I know," he perspiringly replied, as he pulled himself together.

"There's no fool like an old fool," said I, tartly, for I couldn't help feeling annoyed at his seeming indifference at our narrow escape.

"That may be true," said he. "But," he continued, airily, "you've no idea how young it makes a man to ride a wheel—better try it, old man!"

I looked at him sharply to detect if he meant to insinuate anything personal, but his face was as bland and expressionless as a baby's—barring the patch on his nose, which was merely a record of past vicissitudes and no indicator of present intentions.

He shouldered his wreck of a wheel and trudged jauntily off toward the repair shop, whistling "Hot Time" like a ten-year-old.

There seems to be something fascinating about the whole thing, after all—and if I could get away from home in some secluded spot free from the investigative propensities of a curious world where I could learn it on the sly, so as to surprise 'em all, hanged if I don't believe I'd do it—old as I am.

J. M. BANKER.

#### Sawmill Run on Wind.

The only sawmill in the world where the machinery is operated by compressed air is located in Oronto, Me., and the water wheel and the air compressor are below the floor of the mill, with large storage tanks. Pipes lead the air to the various machines, which, technically, are known as the carriage, nigger, log-loader, log-flipper, band-log saw and cut-off saws.

#### His Language Was Strong.

Mother—What did your father say when he saw his broken pipe?

Innocent—Shall I leave out the wicked words, mamma?

Mother—Certainly.

Innocent—Then I don't b'lieve there is anything to tell you, mamma.

#### The Question of Indemnity.

In modern times it is the custom to require the defeated nation in war to pay to the victorious nation, either in territory or money, something to indemnify the victor for the expenses of the conflict. It is like a party defeated in a lawsuit, he must pay the costs.

As a result of the American war with Mexico, the United States got about half the territory of the defeated nation, but paid \$15,000,000 to Mexico as a sort of sweetener. The gold and silver that came out of California, Colorado, New Mexico, Nevada, Utah and Arizona amounted to thousands of millions of dollars, in addition to the other products. France was forced to pay to the victorious Germany a considerable slice of territory and a large sum of money. Japan got territory and money after the war with China, and it is not to be expected that the United States will be more lenient with Spain than with Mexico.

But the Spanish territory must be first occupied and conquered. Whatever concessions are made in war are made under compulsion only. If the independence of Cuba should be granted by Spain before we can occupy and capture Spanish territory, we will have no means of exacting an indemnity, because we will have no excuse for carrying out the war. But for the overweening pride of the Spaniards, they would, long before this, have surrendered Cuba to the Cubans, and put an end to the war, with great pecuniary cost to the United States, with no corresponding advantage and, indeed, no advantage at all.

#### His Ambition.

The person to be envied most  
In this eventful life  
Is not the one who counts his gains  
Afar from storm and strife;  
Nor yet the potentate who wears  
A crown upon his brow—  
It is the man who stands around  
And tells the others how.

And if the project finds success,  
The benefit he'll share;  
And if it fail, he'll simply say  
"Twas none of his affair."  
He joins the triumph every time  
And dodges every row—  
The man who simply stands around  
And tells the others how.

I would not be a warrior great  
Nor hold a sceptred sway;  
I would not be a bard to wake  
Emotions grave or gay;  
If fate would graciously consent  
My choosing to allow,  
I'd be the man who stands around  
And tells the others how!

#### He Was an Apt Pupil.

Old Clerk—Just watch me wait on this lady, and you'll get an idea how it is done. Is there anything I can do for you to-day, madam?

Lady—Have you any canned peas?

Old Clerk—Certainly, madam (taking down a can), and they have the flavor and freshness of the pea from the vine.

Lady—I will take three cans.

Old Clerk—You see how it's done; now here comes a lady, and I'll let you wait on her.

Lady—Have you any pickled pigs' feet?

New Clerk—Certainly, madam (taking down a can), and they have the flavor and freshness of the pig right from the pen.

A writer who undoubtedly knows says: "The man who never lived in the country when a boy, made cider, milked cows, kissed the girls at the husking bees, stacked hay in the wind, swallowed quinine in scraped apple, drank castor oil in cold coffee, ate molasses and drank red sassafras tea for three months in spring to purify the blood, has lived in vain."

Some women are both good and true—but most of them are too good to be true.

#### Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 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
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&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 05
20 to 60 advance.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 3 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
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20.....	
"B" Wood's patent planished, Nos. 25 to 27 9 20.....	
Broken packages 1/4c per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list.....	40&10

#### HOUSE FURNISHING GOODS

Stamped Tin Ware.....	new list 75&10
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 1/4
Manilla.....	11 1/4
SQUARES	
Steel and Iron.....	70&10
Try and Bevels.....	60
Mitre.....	50
SHEET IRON	
com. smooth.....	com.
Nos. 10 to 14.....	\$2 70 \$2 40
Nos. 15 to 17.....	2 70 2 40
Nos. 18 to 21.....	2 80 2 45
Nos. 22 to 24.....	3 00 2 55
Nos. 25 to 29.....	3 10 2 65
No. 27.....	3 30 2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '88.....	dis 50
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's.....	70&10
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	
An 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 1/4
Per pound.....	6 1/4
SOLDER	
1/2 @ 3/4.....	12 1/4
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	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.



## BANK NOTES.

## How a Country Cashier Balanced His Books.

Some of the bankers can tell interesting stories as to how they "got into the business." President Wm. H. Anderson, of the Fourth National, likes to relate how he developed from a Sparta township farmer boy and rose by easy although rapid stages to his present position, but the story that Charles B. Kelsey, Cashier of the People's Savings Bank, tells is even more interesting. Mr. Kelsey was a clerk in the Grand Rapids & Indiana freight depot a dozen years ago. The office was finally abolished and the shake-up left him out, although he was temporarily cared for in another department. He heard that a new bank was to be started and with a letter of introduction from Wm. Alden Smith, almost the only man in town outside of his railroad circle that he knew, he applied for the position of book-keeper. There were several other candidates for the place, but he pulled down the plum, and, with J. A. S. Verdier as Cashier, went into the Kent County Savings Bank as its first book-keeper. "I didn't know the first thing about book-keeping when I went into the bank," says Mr. Kelsey now, as he looks back upon those early days in his career. "I didn't even know on which side of the book to post the items, and Mr. Verdier didn't know much more than I did. The first serious undertaking I had to encounter was to open a set of books and I accomplished this by carefully observing the sample blanks sent in by dealers who wanted to supply us with books, and by studying a book on book-keeping, which I invested in as soon as I became sure of the place. It was hard work and I worried a good deal at first, but I made no mistakes—at least none that cost the Bank anything—and in time I got the hang of things. Mr. Verdier and myself constituted the entire working force in the Bank until the deposits had reached something like a quarter of a million and then a second clerk was put in, but by that time I had learned the ropes."

Speaking of banks and banking methods, a local attorney who, as receiver, wound up a broken National bank in this county a few years ago, tells of the unique plan adopted in that institution to balance the books each day. The cashier did not know much about banking and when he figured up the day's business at the closing hour, if he found a surplus of money on hand that he could not readily account for, he calmly put the surplus into a cigar box which he kept for the purpose—and the books were balanced to his entire satisfaction. When the funds showed a deficit the cigar box was drawn upon to make up the shortage, and the faithful cashier was not delayed in going to the Sunday School picnic. The method was easy, simple and expeditious and the President of the bank, in explaining its workings to the receiver, seemed to take as much pride in it as the cashier. The receptacle of the funds was called the "cabbage box," and it was figured that the surpluses and shortages in the course of a year just about balanced, and when the receiver first examined it, it was ahead of the game to a considerable amount.

\* \* \*

The heavy drafts upon local funds to buy Government bonds do not seem to have any debilitating effect upon the

savings accounts in the savings banks. None of them show any decrease, but on the contrary the savings deposits have been steadily growing even during the war period. The certificates of deposit will show some falling off as a result of the investments and it is probable the teapots and stockings will, if the truth could be known, show a depletion when the bonds are paid for.

\* \* \*

The arrival of the semi-annual dividend-paying period, with the payment of the municipal taxes coming soon after, renews the talk of a reduction in the capital of some of the banks. Business is much better than it was early in the year, but there is still a surplus of funds on hand, greater than the law demands. With smaller capital as much business could be done by some of the banks as with the present capitalization and with a substantial saving in taxes and the amount to be disbursed in dividends, to say nothing of the new war tax, it would be possible to accumulate a surplus. Instead of laying up fat surpluses most of the banks in town are just about playing even. The proposed reduction in capital, although laid on the shelf at present, is bound to again come to the surface for consideration.

\* \* \*

The subscriptions for the war loan sent in by and through the banks in this city exceed a million dollars up to date, and the subscriptions do not close until July 14, leaving two weeks yet in which orders may be placed. The Grand Rapids National and the Peninsular Trust have both sent in subscriptions, but the amounts are not yet definitely known. The other banks are approximately as follows:

Old National	\$350,000
National City	100,000
Fourth National	100,000
Fifth National	80,000
Grand Rapids Savings	5,000
Kent County Savings	20,000
People's Savings	60,000
State Bank of Michigan	55,000
Michigan Trust	5,000
	\$1,075,000

These subscriptions include the amounts asked for by the banks themselves. The Old National stands at the head of the bank subscriptions, asking for a cool quarter of a million. Some of the banks have not yet placed their own orders, preferring to wait to see if there will be any chance of getting any of the securities after the small subscribers are supplied. The subscriptions range all the way from \$20 upwards and included many of \$500. The highest order put in thus far aside from the bank orders was one of \$50,000. All subscriptions of \$500 and less will be awarded, and above \$500 the bonds will probably be distributed pro rata, with the prospects good for a material reduction in the amounts asked for. The postoffice and express offices have also been open to receive subscriptions, but they have not as yet compiled any figures. Many blank applications have been given out by the banks and other distributing agencies and it is possible a considerable amount of the bonds have been subscribed for direct instead of through the agencies.

## Port Huron Grocers Invited to Saginaw.

Saginaw, June 22—At the meeting of the Retail Merchants' Association last night action was taken toward inviting the Port Huron grocers to this city Aug. 12 on the occasion of their annual outing, and it was the sentiment that they ought to and would be entertained by Saginaw merchants in a hospitable manner.

## Undertaking to Reach Transient Traders.

Saginaw, June 27—The Retail Merchants' Association has caused to be introduced in the Common Council a new ordinance governing transient trades which contains some important provisions which were not included in the original ordinance. The trouble with the other ordinance was that it might have been made to apply to almost any sort of a merchant. The new ordinance specifies that it applies only to those who have no fixed place of business and wander about the country, without any intention of remaining in one city. This must be proved before they can be prosecuted under the ordinance.

Section 1 of the ordinance provides that all such merchants shall pay a license fee of \$5 for each and every day they are in business. The ordinance shall apply to those who deal in wood, or any product of the farm or dairy.

The second section provides that the failure to pay the fee shall render the offender liable to a fine not exceeding \$25 or imprisonment in the county jail not exceeding a term of 90 days and also that each day on which goods are sold shall constitute a separate and distinct offense.

## Status of the Sulter Failure.

Cleveland, Ohio, June 25—It is surprising the great number of Sulter's victims that have been showing up this week. There have been several attachments gotten out on goods and I am informed by the assignee that it will be a year before the rights of property are settled on those attachments. I understand R. Sulter, the oldest son, is getting stationery printed to open up business, and, if he does, he will likely continue to harass the legitimate trade, as he is a chip off the old block and will not likely adopt any new methods of business. I think had I been one of the creditors I should have made an effort to get as many together as possible and had the whole crowd arrested, including the Bank with which he did business, as it does seem as though there must be some way to reach such transactions criminally. I have seen a number of letters from the Bank, written not more than a week before the failure, recommending Sulter as being a successful man and perfectly honest and trustworthy. It seems to me that a bank recommending a man in this way assumes responsibility that could be reached by law.

A doctor says that the growth of children takes place entirely when they are asleep. This accounts for the sleepy messenger boys who have not yet attained their full growth. They are growing at the expense of the company employing them.

## 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—MY STOCK OF DRY GOODS and groceries; or will trade for good land. G. B. Hosley, Oak Grove, Mich. 642

TO EXCHANGE—I HAVE A GOOD FARM to trade for a stock of goods. Large crop on the ground. Soil very good. One-half mile from fine village. Address No. 639, care Michigan Tradesman. 639

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. 626

FOR SALE, CASH ONLY—CLEAN STOCK groceries, involving 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 105, 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—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

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—ONLY FIRST-CLASS BOOK-store in hustling town of 3,000 population. Address F. C. Wallington, Mt. Pleasant, Mich. 636

FOR SALE—A PROSPEROUS DRUG AND grocery stock, invoicing from \$4,000 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 & Cadwell invite inspection. 625

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 Northern 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

THE BEST OPENING IN MICHIGAN FOR an active business man with \$5,000 or \$12,000 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, Mancelona, 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

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. Medalie, Mancelona, Mich. 553

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

## BROOMS

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

FOR SALE—MODERN, WELL-ESTABLISHED and equipped broom factory and good trade. Other business commands our attention. Address No. 534, 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 T. Collier, 103 Washtenaw St. E., Lansing, Mich. 635

## MISCELLANEOUS.

WANTED—MAN OF EXPERIENCE TO work in grocery and meat market. Must be well recommended. Address E. B. Hutton, Carson City, Mich. 641

WANTED—POSITION BY REGISTERED pharmacist; eight years' experience in general drug business and with soda fountain; best references. Address P., care Michigan Tradesman. 640

WANTED—POSITION BY REGISTERED assistant pharmacist of five years' experience. Good references. Address C. M., care E. Cox, 106 Fourth St., Grand Rapids. 638

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

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



## Travelers' Time Tables.

### CHICAGO and West Michigan R'y June 10, 1898.

**Chicago.**  
Lv. G. Rapids.....7:30am 3:40pm \* 2 15a  
Ar. Chicago.....2:10pm 9:55pm 7 30m  
Lv. Chicago.....7:20am 4:15pm \* 8 45 m  
Ar. G'd Rapids.....1:25pm 10:30am \* 2 15 m

**Traverse City, Charlevoix and Petoskey.**  
Lv. G'd Rapids.....2:15am 8:55am 2:10pm  
Parlor and Sleeping Cars on afternoon and night trains to and from Chicago.  
\*Every day. Others week days only.

### DETROIT, Grand Rapids & Western. June 10, 1898.

**Detroit.**  
Lv. Grand Rapids.....7:00am 1:25pm 5:30pm  
Ar. Detroit.....11:40am 5:45pm 10:15pm  
Lv. Detroit.....8:00am 1:10pm 6:10pm  
Ar. Grand Rapids.....12:55pm 5:20pm 10:55pm

**Saginaw, Alma and Greenville.**  
Lv. G R 7:00am 4:20pm Ar. G R 12:20pm 9:30pm  
Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.  
Geo. DeHaven, General Pass. Agent

### GRAND Trunk Railway System Detroit and Milwaukee D.

(In effect May 15, 1898)

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

**WEST**  
\* 8:35am.....Gd. Haven and Int. Pts....+ 7:05pm  
+ 12:53pm Gd. Haven and Intermediate..+ 3:12pm  
+ 5:32pm Gd. Haven and Intermediate..+ 10:55am  
\* 7:40pm.....Gd. Haven and Chicago...+ 8:15am  
+ 10:00pm.....Gd. Haven and Mil.....+ 6:40am  
Eastward—No. 16 has Wagner parlor car. No. 22 parlor car. Westward—No. 11 parlor car. No. 17 Wagner parlor car.  
\*Daily. +Except Sunday.  
E. H. HUGHES, A. G. P. & T. A.  
BEN. FLETCHER, Trav. Pass. Agt.,  
C. A. JUSTIN, City Pass. Agent.  
37 Monroe St. Morton House.

### GRAND Rapids & Indiana Railway

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

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

**Chicago Trains.**  
**TO CHICAGO.**  
Lv. Grand Rapids.....+ 10am + 12 10pm \* 11 35pm  
Ar. Chicago.....2 00pm 9 10pm 6 30am

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

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

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

### DULUTH, South Shore and Atlantic Railway.

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

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

## MANISTEE & Northeastern Ry.

Best route to Manistee.

Via C. & W. M. Railway.

Lv. Grand Rapids.....7:00am  
Ar. Manistee.....12:05pm  
Lv. Manistee.....8:30am 4:10pm  
Ar. Grand Rapids.....1:00pm 9:55pm

## N. E. A. EXCURSION

## TO WASHINGTON, D. C.

## VIA THE MICHIGAN CENTRAL

# \$19.50

Dates of sale July 3, 4, 5 and 6. Return limit July 15th, subject to an extension until Aug. 31st on payment of 50 cents. Choice of several routes offered.

W. C. BLAKE,  
CITY TICKET AGENT.

## HOLLAND & CHICAGO LINE.



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

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

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

Through tickets can be purchased at all stations on the C. & W. M., D. T. & M. and D. T. & M. Rys. C. & W. M. train leaving Grand Rapids at 6:25 p. m. daily makes close connection at Holland with steamers of this line for Chicago.

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

## TRAVEL VIA

## F. & P. M. R. R.

AND STEAMSHIP LINES  
TO ALL POINTS IN MICHIGAN  
H. F. MOELLER, A. G. P. A.

## Are You Anxious

To increase your trade? Are you anxious to secure the better patronage of your community? If so, our advice to you is to handle the best line of spices, baking powders and extracts. Of course, we refer to goods manufactured by the leading house in that line in Michigan.

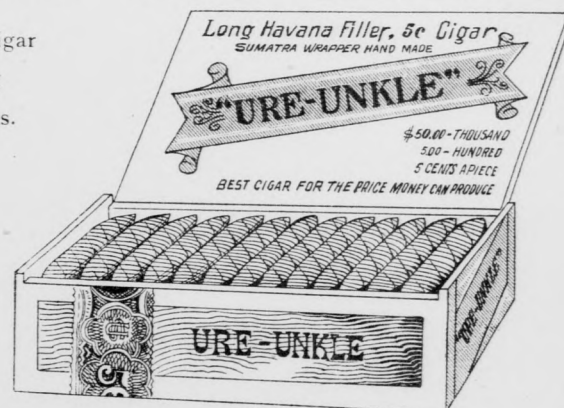
Northrop, Robertson & Carrier,  
Lansing, Mich.

## URE UNKLE

A 10 cent cigar  
retailing  
for 5 cents.

MICHIGAN  
CIGAR  
Co.,

BIG RAPIDS,  
MICH.



## THE OWEN ACETYLENE GAS GENERATOR

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

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

## THE KOPF ACETYLENE GAS MACHINE

The best and most economical machine made for residence and store lighting.  
PUT AWAY YOUR KEROSENE LAMPS AND HAVE YOUR OWN GAS PLANT.  
Your inquiries will have our prompt attention.

M. B. WHEELER ELECTRIC CO., Manufacturers  
GRAND RAPIDS, MICH.  
Show Room, No. 99 Ottawa Street.

## An Instantaneous Success



Ask the price; we'll ship the soap.  
Not for sale by department stores.

**Ball-Barnhart-Putman Co.,**  
Grand Rapids, Mich.

## FOUR REASONS



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

## Enameline

**The Modern STOVE POLISH**

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

## 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.**

