

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XV.

GRAND RAPIDS, WEDNESDAY, JULY 6, 1898.

Number 772

## Little Giant Sprayer



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

**Wm. Brummeler & Sons.,**  
260 South Ionia Street, Grand Rapids, Mich.



**FLY BUTTONS** A scientifically compounded, non-cathartic poison, killing flies or ants quickly. 6 thick 3/4 inch diameter sheets of green paper, with red label, retail at 5 cents.

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

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

**TO STATE YOUR TRADE** We furnish through jobber, free samples for your customers. We are the only firm doing this, it increases sales 500 per cent. Try it. If your jobber don't fill your order, upon receipt of price we ship direct, paying charges.

ORDER FROM JOBBERS.

**THE FLY BUTTON CO.,**  
MAUMEE, OHIO



Be Up To Date, and Smoke

# "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.



# TANGLEFOOT

Sealed Sticky Fly Paper

ONE OF THE MOST PROFITABLE THINGS YOU SELL.

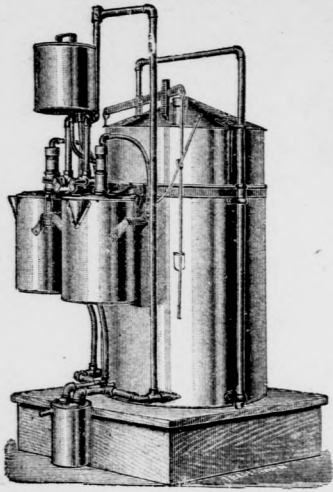
Popular aversion to flies is growing, and Fly Destroyers are coming into greater use. Of all means for their destruction Tanglefoot is the most practical and the best on account of its greater efficacy, cleanliness, endurance and cheapness. This is why the sale of Tanglefoot increases yearly.

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

PRICE, 30 CENTS A BOX.—\$2.55 A CASE.



YOUR  
WHOLESALE  
SELLS  
TANGLEFOOT.



## THE 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.

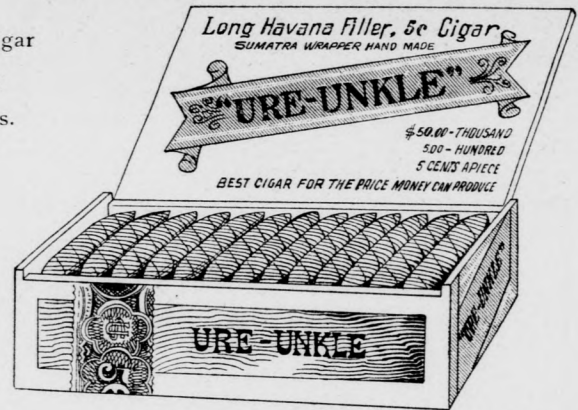
Show Room, No. 99 Ottawa Street.

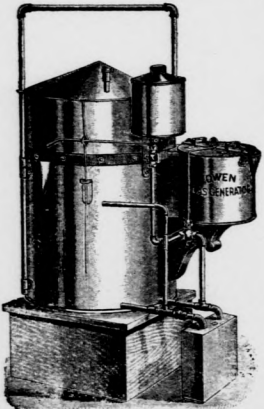
## URE UNKLE

A 10 cent cigar  
retailing  
for 5 cents.

MICHIGAN  
CIGAR  
Co.,

BIG RAPIDS,  
MICH.





### THE OWEN ACETYLENE GAS GENERATOR

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

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

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.



## Are You Anxious

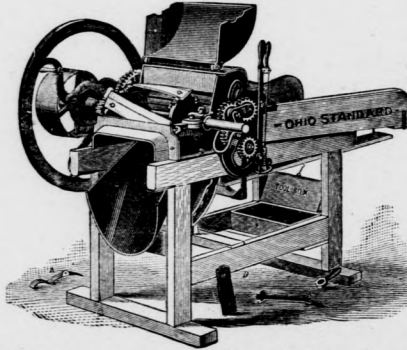
To increase your trade? Are you anxious to secure the better patronage of your community? If so, our advice to you is to handle the best line of spices, baking powders and extracts. Of course, we refer to goods manufactured by the leading house in that line in Michigan.

Northrop, Robertson & Carrier,  
Lansing, Mich.

## 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.



## 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.



# MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, JULY 6, 1898.

Number 772

## If You Hire Help

You should use our

### Perfect Time Book and Pay Roll.

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

**BARLOW BROS.,**  
GRAND RAPIDS, MICH.

## PREFERRED BANKERS LIFE ASSURANCE COMPANY OF DETROIT, MICHIGAN.

Commenced Business September 1, 1893.

Insurance in force.....	\$2,746,000.00
Net Increase during 1897.....	104,000.00
Net Assets.....	32,738.49
Losses Adjusted and Unpaid.....	None
Other Liabilities.....	None
Total Death Losses Paid to Date.....	40,061.00
Total Guarantee Deposits Paid to Beneficiaries.....	\$12.00
Death Losses Paid During 1897.....	17,000.00
Death Rate for 1897.....	6.31
Cost per 1,000 at age 30 during 1897.....	\$8.25

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

**WILLIAM CONNOR** now shows a full line of Fall and Winter Clothing. Has the largest line of Kersey Overcoats and Ulsters on the road; best \$5.50 Kersey all wool overcoat in market, all manufactured by **KOLB & SON, ROCHESTER, N. Y.** If you wish to look over my line, write me, Box 346, Marshall, Mich., or meet me at Room 612, Palmer House, Chicago, from Monday, July 11, to Saturday, July 16, or at Sweet's Hotel, Grand Rapids, Mich., from Wednesday, July 20, until Wednesday evening, July 27. Expenses allowed. No harm done if you don't buy.

## THE MERCANTILE AGENCY

Established 1841.

**R. G. DUN & CO.**

Widdcomb 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.

## THE FORGOTTEN PAST

Which we read about can never be forgotten by the merchant who becomes 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.

## TOLERATE NO TREASON.

The stamp taxes necessitated by the increased expenses incident to the Spanish war are now in effect and all classes have submitted gracefully and patriotically to the burden thus imposed, with the single exception of the express companies, which have undertaken to evade a patriotic duty by saddling the burden on the shipper, instead of assuming it uncomplainingly, as the transportation companies have voluntarily done.

Many suits have been brought against the companies because of their refusal to accept shipments without the payment of the stamp tax—not because of the small amount involved, but because this action of the express companies plainly places them in the category of traitors to the country—and there appears to be concerted action in the mercantile world to punish treason by compelling them to bear the expense of attorney fees in defending the suits which will amount in the aggregate to much more than the stamp taxes would amount to in years. Besides this expense, the shipments which are being diverted from the express companies and forwarded by mail and freight entail a loss which will be severely felt when the time comes to compute dividends on the enormously watered stock of the companies.

Spanish bullets are ugly things to contend with, but they are not half as dangerous to the country as the spectacle of a dozen great corporations which have waxed rich at the expense of the people, refusing to array themselves on the side of the boys in blue in prosecuting the war, but insist on throwing stumbling blocks in the pathway of progress by conspiring together to evade a duty which every patriot delights to perform.

It is not yet too late to bring traitors to terms. Congress is still in session. Let it amend the tax law by doubling the tax on express receipts, making it obligatory on the companies to furnish the stamps and making it a criminal offense for express companies to advance their rates to recoup themselves for the cost of the stamps. We should not only tolerate no treason, but punish those who array themselves on the side of the enemy.

## A SIGNIFICANT STRIKE.

The strike of the newspaper stereotypers in Chicago is in some regards the most notable of any on record considering the number of workmen concerned, and probably there is no other in which the essential and most obnoxious principles of modern unionism have received more forcible illustration. It would be difficult to conceive of any combination of circumstances which would more thoroughly enforce the lesson that under unscrupulous leadership

the "rights and privileges" of organized labor are not only a constant menace to the industries which they essay to control, but that in the operation of the forces created and set in motion by such principles the worst sufferers are the workmen themselves.

It is generally understood that the most effective weapon in the hands of "labor" is the necessity of the employer. If he can be caught with contracts which must be fulfilled, for instance, then is the opportunity for the striker; or if any great industrial emergency arises there is the constant threat of the preferring of demands, which thus become assured of recognition however unreasonable or unjust.

The eve of battle of Santiago was an occasion of the most imperative demand on the part of the public for news. The obligation and interest of the publishers to meet that demand were so great that no ordinary hindrance could be allowed to interfere for a moment. So the opportunity was too tempting for the few dozen stereotypers whose work was essential to the issuing of the newspapers. They were combined in a typical union, which agreed upon that emergency to enforce the demands that would place them in such a position as they desired as to wages, hours of labor, etc. That there could be any hesitation in that contingency, when interference with the ordinary sources of news would amount almost to a public calamity, would interfere with the industry of many thousands and would not only sacrifice the unusual profits of such an occasion, but would entail tremendous loss besides, was scarcely to be considered. So it was with the greatest assurance of success that the strike was ordered.

But it so happened that the existence of the modern union among employes had resulted in corresponding organization among the employers. That there should be such organizations, or "combinations" as they are termed, is a matter which meets the severest condemnation of the apostles of labor, who fail to comprehend that their existence is a necessity dependent upon the unions. So a great outcry is made that the publishers should exclude from present and future employment all concerned in the strike and agree to remain under suspension until all are enabled to resume together.

It would seem as though this logical outcome of such movements would serve to hint to working men that there may be a better way than the unreasoning force and arbitrary assertion of labor combines and that the welfare of both might be better assured in the recognition of mutual rights and interests.

It was an allwise Providence that created women after everything else had been finished; otherwise she would have wanted to boss the job.

Trying to quell a woman's wrath is like sitting down on a bunch of lighted firecrackers to prevent their going off.

Spain is as easy as the new postage stamps. She can be licked and never know it.

## GENERAL TRADE SITUATION.

Aside from the natural slackening on account of midsummer vacations, the closing of the fiscal year and the usual taking of accounts in many industries and shutting down for repairs, the general volume of business goes on without abatement. The war as a depressing factor can scarcely be said to have significance. Stock values have been generally advancing and even this most cowardly element has been scarcely affected by the actual progress of a great battle.

Industrial returns are less instructive in the season of midsummer rest and uncertainty than in any other, and the stoppage of some works for repairs, and of others to wait for the development of the next season's trade, gives some discouragement in the iron business at the East, where a slightly lower quotation for steel rails is printed, with Southern pig offered at lower figures since the disagreement of makers. Bessemer pig at \$10.25 and Grey Forge at \$9 are both slightly lower at Pittsburg, but most of the works there have ample orders ahead, and at Chicago the demand really seems to be about as large as ever, especially for materials used in implement and car works and for bridges and buildings.

The silk works are doing well, and most of the mixed textile works, and there is better demand of late for cotton goods, with a shade advance in print cloths. In woollens there is a somewhat general increase in demand, with more progress in spring weights, changes which have much improved the outlook, but yet have not wholly cleared it from uncertainty. Prices of wool are still held at the West much above those which can be paid by manufacturers at the East under present circumstances, although there is said to be of late a little more disposition to consider that wool can not be marketed unless manufacturers can market goods. Shipments of boots and shoes were not as large from the East in June as in the same month of four previous years, and yet were exceeded very little, and works have liberal orders ahead for this season.

The grain situation continues the same general features of quite pronounced fluctuation from day to day, with on the whole a downward tendency, especially at the last. Export movement of both wheat and corn, and especially the latter, continues unusually heavy. The ending of the year shows an export of corn which has never been equaled.

The volume of business in June has continued heavy, payments through clearing-houses exceeding those of the same month in 1892 by 12 per cent. Thus the transactions for the half year have been altogether larger than those of any previous half-year, averaging at the fourteen chief cities \$208,000,000 for each business day, against \$152,000,000 last year, an increase of 36.4 per cent., and against \$188,000,000 in the same month of 1892, a gain of 10.3 per cent.

A barber can help a man into a scrape easily enough.



## Dry Goods

### The Dry Goods Market.

**Staple Cottons**—The slow demand that has been experienced during the last few days for staple fabrics has not been accompanied by any indication of weakness. If there had been any radically weak spots in the market they would have shown themselves before this and their absence should give buyers the courage to operate freely in the future. Wide sheeting and low grade bleached goods are as weak as anything in the market, yet leading makes of these are held more firmly than was the case a week or two ago. Price would not have stimulated demand during the last ten days, and most lines are now in such improved shape that buyers will have difficulty in obtaining concessions in the future. Brown sheetings and drills are moving actively upon old contracts, but new business is coming forward slowly. Agents handling several leading lines of heavy goods are not in a position to make deliveries upon new orders for two or three months. Export makes are especially well sold ahead, and were never held more firmly than is the case to-day. Low grade lightweight brown sheetings and drills were moved with considerable freedom during June and are quite firm at quoted prices. Duck continues firm, despite an increased production. Government orders are the principal support of the market, but deliveries of regular goods are so far behind that the removal of the Government as a factor in the market would not materially affect prices. Os-naburgs are slow, but firm. Colored cottons, other than denims, plaids and chevots, are very dull, but a large supplementary demand is soon expected from the cutting-up trade, and in the interim prices are maintained firmly upon all leading lines. No line of goods in the market reflects the increased consuming power of the West more accurately than grain bags. The demand for these during the last few months has been phenomenal, and continues almost unabated. Leading makes are sold ahead into the winter months, and prices have been advanced about 3 cents during the last two months; an advance of a cent has been forced during the last two weeks.

**Prints and Gingham**—Despite the temporary dulness in other lines of dry goods, there is a fairly active demand for fancy prints and printed specialties for fall. Dark gingham and fancy domets are also enjoying a fair call. Staple lines of prints are inactive, but napped prints move with considerable freedom. Fair sales of white goods are still recorded in the primary market; organdies and lawns can be had, but welts are practically unobtainable except from jobbers, who prepared for a large demand some time ago.

**Carpets**—The jobbers of carpets report trade as very unsatisfactory since the auctions recently held in New York, as many of their former customers are filled up with a stock of goods sufficient to satisfy their requirements for some time, while others, who have not purchased, are inclined to hold off as long as they possibly can. Some, when the goods are wanted, place orders with a proviso that they shall have immediate deliveries. This is the direct effect of the unsettlement of the carpet market, caused by the auctions, which have taught the retailers to look for surprises.

**Upholstered Goods**—The jobbers re-

port business as very fair on velours and corduroys. Damask is receiving a moderate share of attention, while brocatelle is very quiet. The bunting trade, which a few weeks ago was very brisk, has fallen off, owing to the fact that so many went into the business.

**Blankets**—Two or three more contracts for blankets that have been made by the Government have served to assist this part of the business and make buyers still more anxious to get their goods.

### About Flags.

A nation's flag represents its sovereignty and is prominently displayed in all its battles.

To "strike the flag" is to lower the National colors in token of submission to the opposing forces.

Dipping the flag is lowering it slightly and then hoisting it again, to salute either a vessel or fort.

A flag of truce is a white flag displayed to the enemy to indicate a desire for a parley or consultation.

The black flag is a sign of piracy. The yellow flag shows a vessel to be in quarantine, or is the sign of a contagious disease.

A flag at half mast means mourning. Vessels come into a harbor with a flag at half mast to announce the loss or death of some of the crew.

Flags are used as the symbol of rank and command, the officers using them being called flag officers. Such flags are square, to distinguish them from other banners.

The red flag is a sign of defiance, and is often used by revolutionists. In the American service it is a mark of danger and shows a vessel to be receiving or discharging her powder.

The white flag with a red cross is a sign of peace. After a battle parties from both sides often go to the field to rescue the wounded or bury the dead under the protection of such a flag.

### Why She Wanted a Pint.

Ethel is small, but extremely sober-minded, and therefore to be trusted to run on household errands.

The other day her mother called her from her play and said: "Ethel, I want you to run over to the grocer's and get me a quart of vinegar."

Ethel looked thoughtful and hesitated. "I'd rather get a pint, mamma," she answered.

"Why, Ethel, dear!" exclaimed her astonished parent. "I need a quart, which you must get."

Again the little girl paused. "No," she said; "I'll get you a pint."

"I'm surprised at you! Why should you buy a pint when I wish a quart?" insisted the mother.

"Because," answered Ethel, the tears beginning to come, "I can say pint, and I can't say krort!"

### The Force of Example.

A certain eminent judge who was recently re-elected, when he was asked about the facility with which he turned from one case to another, replied that he had learned that from what he saw at a baptism of colored people, when he was a boy. The weather was very cold, so that to immerse the candidates they were obliged to cut away the ice. It befell that when one of the female converts was dipped back in the water, the cold made her squirm about, and in a moment she had slipped from the preacher's hands and was down the stream under the ice. The preacher, however, was not disconcerted. Looking up with perfect calmness at the crowd on the bank, he said:

"Brethren, this sister hath departed—hand me down another."

### Fiction Enough.

It happened in a bookstore. "What can I show you, madam?" he asked. "Something in the line of fiction?"

"No," she answered, slowly. "I think I'll try history for a change. I get enough fiction when my husband gets home late from the lodge."

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

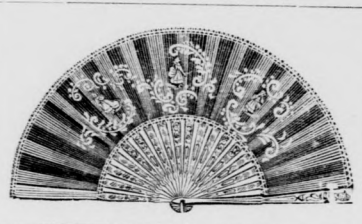
We will send you a book of Carpet Samples containing about 50 patterns—size 9x18 inches. These samples are cut from the roll, so you can guarantee every carpet as represented—in style, color and quality. No picture scheme or Misrepresentation. Every sample is finished, numbered and quality specified 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.



## 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.

## DAILY RECEIVING FALL GOODS



**UNDERWEAR    HOSIERY**  
**GLOVES        MITTENS**  
**BLANKETS      COMFORTS, ETC.**

**P. STEKETEE & SONS, JOBBERS,**  
GRAND RAPIDS, MICH.



**GOTHAM GOSSIP.**

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

Special Correspondence.

New York, July 2—The Fourth was such a big day this year that it began on Friday, so far as the suspension of business was concerned. Saturday is a short day, anyway, and so a lull is existing that will last until Tuesday. A hot wave has also put in an appearance, and the only way we can keep cool is to read the accounts of the weather in Cuba where the soldiers are.

Coffee has been one of the very duller items on the list. Brokers say they have scarcely any orders to fill, especially from out of town, and in an invoice way matters are very quiet, also. Rio No. 7 is still held at 6 1/4c. In store and afloat there are 849,498 bags, against 604,836 bags at the same time last year. Mild grades have been doing rather better than a week ago and West Indian sorts of desirable coffee are held at full value.

Holders of teas show no anxiety to sell and buyers show still less to purchase. The holiday has taken dealers out of the city and quietude reigns supreme. No changes have been made in quotations and the market might be fairly called a steady one.

Raw sugars are steady, but the volume of trade has been limited, as refiners state that they will do nothing until after the holidays are over. Refined sugars have shown more activity, and a fair volume of business is transacted. Some granulated sugar from Europe (Austria) has been sold, it is said, at a rate practically the same as that of the domestic article. Refiners of domestic refined continue the guarantee as to price for another thirty days from date.

Few orders for rice have been received, but the market is steady and prices are firmly adhered to. Dealers appear to have every confidence in the future and make no concessions. Prime to choice Southern, 6 3/8@6 3/4c. Advices from abroad are strong and the chances are that we shall see rice no cheaper for some time.

Buyers of spices appear to be willing to enter into negotiations for liberal quantities—if they can have their own way as to price, but holders are firm in their views and say they are convinced that the situation will warrant no lower rates, and so both sides seem to be waiting. Jobbers have done very little business during the week.

Grocery grades of molasses are very quiet and the volume of business could not well be less than it is. Still, prices for centrifugal are generally steady for medium grades. Lower grades are not wanted at all. Low grade beet syrups are expected to make their appearance this month and this will be another factor of competition for low grade cane molasses.

In canned goods, the week has been a very quiet one, the principal item of interest being a decided reaction in the price of spot tomatoes. The chances of the crop are being discussed and it seems to be the prevailing opinion that there will be the usual bumper supply, although possibly a little later than usual. The Southern pea pack is said to be only about two-thirds as large as usual, but the quotations are not at all affected by this narrative, although the market is generally firm in tone.

There is scarcely anything doing in either foreign or domestic dried fruits. Fancy evaporated apples are in very light supply and are firm.

Oranges lack animation, although the supply is not excessive. Lemons are doing better and, of course, the trade for the Fourth has kept dealers busy in filling orders. Sicily lemons, as to size and condition, are worth \$4@6 per box; Sorrentos, \$6@6.75. California oranges, \$2.50@4 per box. Bananas are quiet and lower.

Butter jobbers are taking only enough for current requirements and the market generally is rather more quiet than a week ago. Extra Western creamery is nominally 17c; but this is probably shaded, if necessary; firsts, 16c; seconds, 15@15 1/2c; Extra Western imita-

tion creamery, 14@14 1/2c; firsts, 12 1/2c; seconds, 11 1/2@12c.

The cheese market shows signs of weakness and it is very doubtful whether the quotations of a week ago could be obtained to-day. Exporters have been doing almost nothing, as they say this market is beyond their reach. Small size full cream is not in excessive supply and is about steady at 8c.

Prime to fancy Pennsylvania and Michigan eggs are held at 13@13 1/2c. The supply of really good stock is light, as might be expected during such hot weather and, while there is enough of inferior goods, the demand is naturally small.

Beans are quiet and the market is well supplied. Choice marrow, \$1.50; choice medium, \$1.25; choice pea, \$1.20.

**German Understanding of "Receiver."**  
From the Cincinnati Commercial-Tribune.

A few days ago a case was in one of the courts that involved a receiver for a building association. The plaintiff was a highly respected German who knew what he wanted, but in some manner the attorney had not taken the steps that his client desired. When the plaintiff was on the stand his attorney examined him at length. During the examination the old gentleman became excited and answered the questions in such a way that the Judge was under the impression that he didn't thoroughly understand the questions and answers. He declared that he didn't want a receiver, that he didn't want his attorney to take the step, and that all he wanted was his money.

At this point the Judge suggested that the court interpreter be sent for, that the German might make himself more clearly understood. But he declared that he understood what he wanted, and that was his money, and if he failed to get it he would kill himself.

To ascertain if he knew what he wanted the Judge said:

"Do you know what a receiver is?"

"Yes, sir; I do, sir," said the honest German. "He vos der man vot gits der monish und I gits nottings."

This convinced the Judge that the plaintiff knew quite well what he wanted and what he was talking about.

So the interpreter was dispensed with, for the time being, at least.

"I guess," said the Judge, in conclusion, "he knows as much about a receiver as we do."

**New Route to Chicago.**

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

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

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

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

The following is a condensed schedule:

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

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

**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.



**SPAIN WILL SETTLE**

Dwight's Liquid Bluing never settles.

Manufactured by

**The Wolverine Spice Co.,**

Grand Rapids, Mich.

**Blank Books**

Inks, Mucilage, Etc.,

and all kinds of Office Nick Nacks. Examine our new device for copying letters.

Will M. Hine, Commercial Stationer,

49 Pearl Street,  
2 and 4 Arcade,

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.

Durand—Frey & Jones have sold their meat market to E. Balanger, Jr.

Houghton—Jas. Goggin has purchased the meat business of W. F. Miller.

Avoca—John E. Staley has purchased the drug stock of Harry A. McKenna.

Coldwater—Fred Parker succeeds Gay & Parker in the confectionery business.

Coldwater—F. R. Drury has sold his grocery stock to J. W. Somerloit & Co.

Coldwater—Bitter & Huff succeed Calkins & Weston in the grocery business.

Hesperia—H. E. Stebbins, undertaker and furniture dealer, has removed to Ferry.

Davidson—J. A. Austin, of Bancroft, has purchased the hardware stock of L. P. Herd.

Gaylord—Qua & Wilson have purchased the grocery stock of Elmer W. Humphrey.

Detroit—Frank F. Liska succeeds Liska & Stone in the merchant tailoring business.

Grand Haven—Kooiman & Zaagman have purchased the flour and feed business of A. Stap.

Mt. Pleasant—Fox & Thiers, druggists, have dissolved partnership, F. G. Thiers succeeding.

Benton Harbor—Teetzel & Hayden are succeeded by Gideon W. Hayden in the jewelry business.

Springport—West & Stanceli have opened a meat market in connection with their grocery business.

Albion—Geo. M. Church has purchased the confectionery stock and restaurant and bakery of Mrs. Glover.

Fremont—The firm of Crawford Bros., bicycle dealers, has been dissolved, P. H. Crawford continuing the business.

Vestaburg—E. F. Owen lost his drug stock by fire a few days ago. The damage is estimated at \$1,200, with no insurance.

Crawford—Elibu Walling, formerly engaged in general trade at Lamont, has engaged in the drug business at this place.

Decatur—G. B. Browning, druggist, has formed a copartnership with Edward Peterson, and will continue the business under the style of Browning & Peterson.

Coloma—A. F. Ragatz, of Vineland, Ill., and Alvin P. Kniebes, of South Coloma, have formed a copartnership and engaged in the jewelry business at this place.

Hillsdale—Geo. F. Washburn, of E. M. Washburn & Co., dealers in coal, has retired from the firm. E. M. Washburn will continue the business in his own name.

Sault Ste. Marie—John G. Lake and Wm. Harper, who conducted a commission business here under the style of Lake & Harper, have dissolved. Mr. Lake will continue the business.

Ypsilanti—Ned Bristol, formerly with Parke, Davis & Co. (Detroit), will assume the management of the Central drug store, heretofore under the supervision of the late Ray D. Rowley.

St. Johns—The Webber clothing store has been closed and the stock removed to Ionia. W. W. Peck, who managed the business, has engaged in the real estate business in partnership with J. C. Flynn.

Linwood—Jacob Rivkin's general stock has been seized on attachments issued at the instance of Hine & Chatfield, of Bay City, Miller Bros., of Vassar, and Phipps, Penoyer & Co., of Saginaw.

Lenox—The Macomb County Savings Bank is being organized at this place with a capital stock of \$25,000. The stock has nearly all been subscribed and is held entirely by Macomb and St. Clair county business men.

Saginaw—Samuel N. Henion, dry goods dealer, has executed a chattel mortgage amounting to \$11,384.77 on his entire stock and personal effects to Jas. Seed & Co., of Bay City, with whom he was connected in business. Mr. Henion will hereafter conduct the business alone.

Hancock—Reeves & Burns, doing business under the name of the Hancock Mercantile Co., have dissolved partnership and retired from trade. Mr. Reeves will go to St. Paul, where he will enter other fields of business, while Mr. Burns will enter the commission firm of A. Ruhl & Co., of Houghton, as a partner.

### Manufacturing Matters.

Owosso—The Castree & Shaw Co. is erecting a warehouse to be used for the storage of the finished product of its foundry.

Fremont—Francis W. Feed and John Weiler, who operated a flouring mill at this place under the style of Reed & Weiler, have dissolved partnership, Mr. Reed succeeding.

Detroit—James Kingsley has purchased on private terms from the Union Trust Company the plant of the Richardson box factory, consisting of mill building, engine house, dry kiln, lumber sheds and dwelling house.

Traverse City—The firm of V. & A. Petertyl, for many years engaged in the wagon and carriage manufacturing business, has dissolved, A. J. Petertyl retiring. Victor Petertyl will continue the business in his own name.

Marysville—N. & B. Mills are shipping over the Detroit & Mackinac Railway to Tawas 8,000,000 feet of long Norway logs, that are said to be as fine as were ever cut in Michigan. The logs will be rafted to Marysville.

Sebawaing—The Sebawaing Lumber & Manufacturing Co. is working overtime in order to keep pace with orders. Aside from the lumbering feature of the company's business it is filling an order for 1,000 center tables for a Cleveland concern.

Flint—The Fenton Manufacturing Co., manufacturers of whip sockets and nickel carriage rails and trimmings, will shortly remove its plant from Fenton to this place. A building 50x139 feet in dimensions, two stories and basement, with a wing 18x24 feet, is now in process of erection.

Saginaw—A. C. White has purchased the stock of lumber on the yard of O'Donnell, Spencer & Co. for \$10,000 cash. The stock was inventoried and appraised by experienced men at about \$14,000, and experts have said that it could not be bought in the open market at within a dollar and a half a thousand of the appraised valuation.

Manistee—The R. G. Peters Salt & Lumber Co. started its new double action vacuum pans last week, and the output so far exceeded expectations that it was found they had not provided half enough storage capacity and would not be able to furnish with their six wells half enough brine to keep the block in operation steadily. The company will probably put in the air pump system on its wells, as this would more than double the capacity of each well.

Detroit—The Michigan Beef & Provision Co., with down-town sales-

rooms at 140 Bates street and a large slaughter house and rendering works at the Michigan Central stock yards, is undergoing a process of reorganization which, when completed, will result in some changes in the active business staff of the firm. Ex Ald. George Beck, who has been general manager for the company ever since its organization ten years ago, will continue to buy the cattle for the firm at the yards. Burke Spencer, who has had charge of the firm's sheep and calf deal from the first, will continue in charge of this department. John Andrews, who has acted as dressed meat salesman for the company for the past nine years, has resigned. Soon after entering the employ of the firm Mr. Andrews purchased a block of stock in the company, which he still owns. William M. McKay, who has kept the books for the firm for several years, has also resigned and intends soon to engage in business on his own account. Thomas E. Newton, who has been conducting a retail meat business in the Central market on Cadillac Square for some time, has been engaged to act as general manager.

### Strong Talk Relative to the Mancelona Bank Failure.

The Mancelona Herald thus refers to the failure of the banking house of A. Young & Sons, of that place:

This collapse was no surprise to those who have been in a position to watch the conduct and management of this so-called "bank" during the past several years, for to those who had half an eye it was plainly evident that the whole concern was rotten to the core and was resting on the most ridiculous lying and subterfuge for its stock in trade. Hence, our merchants and other business men are not caught, nor will they be affected by the crash.

Later developments show that lying, however, was only one of many dishonest traits adopted to bolster up the commercial carrier which was still struggling to do business under the name of Bank of Mancelona, but that no scheme or action was too dishonest or criminal for the managers of this institution to resort to. The only wonder is that the putrid mass has been able to subsist and fool any of the people.

We fail to hear of one spark of sympathy for any of the younger members of the Young family who have had the management of this institution, but the elder Mr. Young, the head of the firm, who is illiterate and uneducated and who has left the financial management entirely to his sons, and who has struggled, economized and saved to educate these boys and start them in life, and who now finds himself in his old age robbed of all his savings and left with worse than nothing, for while his substance is gone, he is still cursed with the dishonest progeny which have brought on his downfall and the family disgrace and who still live to dishonor the good name which the old man has struggled to make and maintain—to this old man, in his sorrow, misery and seeming poverty, the Herald extends its sympathy and believes that the community at large joins it in such sympathy for this unfortunate sire of degenerate scions.

As near as we can learn until later, when the inventory is completed, the following are a few of the heaviest creditors: The Fifth National Bank of Grand Rapids, the Grand Rapids National Bank, the Detroit National Bank, Peter Jackson, Mrs. C. E. Mills, Almon Kimball, Jas. DePlanty, Frank Harding and Mrs. Hall; but these do not include the scores of poor laboring men, widows and orphans who have lost their all, owing to their trust in these unmitigated scoundrels.

A woman can talk as sweet as peaches and cream to another woman she hates, while two men would be punching each other's heads before they had exchanged a dozen words.

### Grand Haven's Welcome in Working Order.

Grand Haven, July 1—At a largely attended meeting of the retail merchants of this city, held last evening, Homer Klap of Grand Rapids was present and thanked the merchants heartily for their invitation to hold the twelfth annual picnic at the Sand Hill City. It was moved and adopted that the Grand Rapids Association furnish the program for the picnic. Committees were appointed as follows:

Arrangements—H. Z. Nyland, P. VanLopik, John Juistema.

Sports and Games—J. Ball, C. N. Addison, Ed. Hollestelle.

Finance—D. A. Lane, J. M. Cook, Tony Boet, B. V. D. Boomgaard.

Reception—Peter VanLopik, Stephen Brouwer, Peter VerDuin, H. Z. Nyland, John Juistema, John W. Verboeks, C. N. Addison, Ed. Hollestelle, John Boer, John Cook, Tony VanTol.

The following resolution, offered by H. Z. Nyland, was adopted:

Whereas, the Retail Grocers' Association of Grand Rapids have accepted the invitation of the Merchants' Association of this city to participate with them at Highland Park in their annual picnic August 4; therefore

Resolved, That we, the Merchants' Association of the city of Grand Haven, hereby express to the said Retail Grocers' Association of Grand Rapids our appreciation of their acceptance of our invitation, and assure them that we will do all in our power to make the day one of pleasure and at the same time further promote the feelings of good-fellowship between the business men of both places.

### Thumb Druggists Meet and Organize.

Clifford, July 1—A meeting of druggists, representing Lapeer, Sanilac and Tuscola counties, held here Wednesday, resulted in the birth of the Thumb Pharmaceutical Association, with the following officers elected for the term of one year:

President—J. H. Vandecar, North Branch.

Vice-President—E. Warner, Marlette. Secretary—O. G. Millikin, Silverwood.

Treasurer—James Erwin, Marlette.

The promoters of the new organization hope soon to enlist the interest and cooperation of all the druggists of the Thumb and are confident that through closer intercourse, rendered possible through this medium, much can be accomplished that will be of mutual and lasting advantage in a professional and business way.

It is proposed to hold quarterly meetings, the next to convene at Marlette on or about Sept. 1.

As a supplementary feature of the organization, an annual social fete of some character will be introduced.

During their stay at Clifford, the genial compounders of pills and squills were most hospitably entertained by DuSaar & Kirby and J. F. Turner & Son, the local druggists.

### Hides, Pelts, Tallow and Wool.

Hides remain firm and are in good demand. There is no weakening of the market, except on light stock, which seems to be manipulated by Chicago dealers.

Pelts are not offered to any extent and are dull of sale.

Tallow is weak and lower, with little demand. So much grease for soapers' stock is offered that prices must remain low.

Wool seems to feel buoyant, on account of the war victories. Manufacturers are looking around for future needs. They find ample supplies, but no weak prices. Sales are still light, while the future is brighter. Wools West cost as much as they can be sold for East, with freight added, and are strongly held. Either the clip is short or growers are holding back, on account of the small quantity marketed.

WM. T. HESS.



## Grand Rapids Gossip

### The Grocery Market.

**Sugar**—The market is without change. The Trust has renewed its thirty-day guarantee against decline from day to day and there is no reason for any advance. The refineries closed down from Friday evening until Tuesday morning. Several grades of refined sugar are reported oversold and stocks are fairly light. Raw sugar is dull and the demand light. The consumption of sugar ought to be better at this season than it is. One cause of the lack of activity is the fact that the trade bought pretty freely some time ago, and are not yet out of stock.

**Tea**—Prices show no change, certainly no tendency toward shading. Holders are not anxious to sell, and there are some who believe in a higher market, although this view is not universally held. There are no new teas on the market except new Japans, which are selling quite freely. The tea market in Japan and China is still firmly held, and no decline from the recent advance is expected. In any event, there will hardly be any further advance.

**Coffee**—No change is reported in bulks or packages, and the feeling is weak in green grades. The consumptive trade seems still to be feeding on the package goods they bought on speculation some time ago, and retailers also have but little need for renewals of stocks in this line. The supply of coffee in sight, especially of Brazil coffees, is too large to admit of high prices, while the admission of coffee duty free is a pledge of low prices. The duty on tea will in a measure strengthen the coffee market, but can not create any excitement.

**Canned Goods**—While there is no particular advance, there is more buying, and every indication of an advance a little later. The Government took quite large quantities of tomatoes during the week, and this will help matters along. Nothing is doing in future tomatoes. Corn is very dull at unchanged prices. Peas are quiet, with no further advance, although only the packers' need of funds causes them to sell at present figures, if their estimate of 50 per cent. shortage in the pack is correct. Nothing much is doing in peaches, which rule at unchanged prices. California futures are selling only in a very small way.

**Dried Fruits**—Reports from the West indicate that prunes in California are about cleaned up, and that the coming crop will be materially lighter than that of last year. The crop in the Northwestern Coast States, however, is coming to be a considerable factor in the market, and promises this season to be larger than ever, which will make it a larger factor than ever in the market. However, it is freely predicted that the price of prunes of the crop of 1898 will be not far from twice as high in price as that of last year. Raisin growers are of the opinion that prices will be higher than they were the past year, for the reason that a pool is being formed for the handling of a large part of the coming year's crop. This is thought to be necessary this year, for the reason that the present crop promises to eclipse everything yet known in the crop record. It is feared that the crop will not pay for the picking and packing unless some method is taken to make an even market. At best the market will be comparatively low, for such a pool could not hold prices unreasonably high in the face of such a crop.

**Nuts**—Peanuts have been advanced  $\frac{1}{2}$ @ $\frac{3}{4}$ c, owing to light stocks on hand. The crop of California walnuts is reported to be very large this season, and an association has been formed for the handling of them. This is likely to have a bracing effect on the market.

**Provisions**—There has been no further drop during the past week, although local jobbers have marked their own prices down a little. The supply of hams in the country is very large, and the general market prices are about as low as can be expected. There is a very good demand for provisions, but stocks are very large, caused by a lack of demand earlier in the season. Lard is a little off, because of large stocks also. When lard advanced everybody bought, and their purchases have not yet been exhausted.

**Fish**—The Eastern fishermen are not catching as many mackerel as they were and everything seems to indicate that the market will do better, or at least do no worse. There will hardly be any change in the next few days. Very little cod is selling, and prices are unchanged. Lake fish could sell if it were available, but it is not to be had. Sardines have advanced very sharply during the last few days.

### The Grain Market.

Cash wheat has remained very steady during the past week. The Leiter wheat is moving out very rapidly, although at a tremendous loss. Receipts are at a low point, only 197 cars having been received in the Northwest Monday (which was for two days), while on the same date last year the receipts were 760 cars. The shipments were so large this year that the visible made a decrease of 2,524,000 bushels, against 661,000 bushels for the corresponding time one year ago, leaving the amount in sight only 14,701,000 bushels, which, with one exception, is the smallest visible in fourteen years. Harvesting is now in progress and the threshing machines will soon be heard. Barring wet weather, the crop will be in splendid condition and the yield will be large, but we think it will not be as large as many have anticipated. In sections where threshing has been done the wheat is not being moved as fast as dealers expected. The cause for this is that millers have picked up all that has been offered and farmers are not forced to sell, as the abundant crop and high prices of '97 have placed them in good condition, financially. The bears are predicting lower prices, but it is our opinion that the crowding prices down has been overdone and that they will be elevated instead of lowered.

Corn and oats held their own and remained very steady. Neither of these cereals will change for some time yet.

The receipts in this market have been very moderate, being only 32 cars of wheat, 14 cars of corn and 15 cars of oats. The receipts of grain in Grand Rapids during the month of June were 156 cars of wheat, 44 cars of corn and 25 cars of oats.

Local millers are paying 79c for wheat.  
C. G. A. VOIGT.

### Excursion to Buffalo, N. Y.

On July 12, 13, 14 and 15 the Michigan Central will sell excursion tickets to Buffalo and return at one fare for the round trip on account of the Baptist Young People's Union. Return limit July 19, with privilege of extension until Sept. 1, inclusive, on payment of 50 cents. Stop over at Niagara Falls will be granted on both going and returning journeys.

W. C. BLAKE, City Ticket Agt.

### THE STAMP TAX.

#### How the Banks Adjust Themselves to the New Conditions.

The new war revenue law, requiring stamps on checks, drafts, telegrams, freight receipts and other papers and documents which enter actively into modern business methods, went into effect last Friday, and so well did the people understand the situation and so kindly did they take to it that the new law already works smoothly and as though it had long been in force. At the banks it is rare indeed that any objections are heard to the new order of things and, considering the novelty, the number of checks presented without the stamp adornment is surprisingly small. The stamp formality will, doubtless, be overlooked occasionally, even although the law remains in force for ages, for the same reason that letters are not always stamped, but a high average of law observance is looked for. The banks have not yet observed any reduction in the volume of check business, but it may be too early yet to judge what the effect of the tax will be. A better conclusion can be drawn a month hence than at this time.

\* \* \*

The banks have, by clearing house agreement, decided to suspend the free list, in so far as the stamp tax is concerned, on drafts. The favored customers who in the past have been getting their exchange free will be required to pay for the stamp. The rates on exchange sold, ranging from 10 cents up to 25 cents, will remain as they are, the banks paying for the stamps. Certificates of deposit, which the law requires to be stamped, will be issued as heretofore and the banks will put on the stamps free. It is possible the free stamps on certificates may not last, especially should it develop that remittances are being made with certificates instead of with drafts.

\* \* \*

The banks have declared their semi-annual dividends and none of them in this city have disappointed their stockholders. The Kent Savings declared a 4 per cent. quarterly, the Fourth National 2 per cent. quarterly, the Michigan Trust Company  $4\frac{1}{2}$  per cent. semi-annual, the Peninsular Trust 2 per cent. semi-annual and the others each 3 per cent. semi-annual, the Old National, in addition, paying the taxes. The amount disbursed in dividends was \$88,000. On the aggregate capital the bank dividends averaged 3.35 per cent. and their average will be very materially reduced when the taxes are paid, and still further cut down when the surplus and undivided profits are counted in with the capital.

### The Produce Market.

Apples—50c per  $\frac{1}{2}$  bu. crate of Illinois.

Bananas—The holiday trade, combined with an advance at the ports of entry, has advanced fancy fruit. The movement is large, and the consumptive demand locally very good.

Beets—New, 15c per doz. bunches.  
Blackberries—\$1 per crate of 16 qts. for home grown.

Butter—Creamery is in ample supply at 16c. Choice grades of dairy are still scarce and stronger, commanding 12@13c. Packing stock is in ample supply at 9@10c.

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

Celery—15@20c per bunch.  
Carrots—10@15c per doz. bunches.  
Cherries—\$1 per bu. for Red and \$1.50@1.75 per bu. for White and Black. The crop of red cherries is enormous, the trees being loaded down to the limit

of endurance. A drive in almost any direction reveals sights in the way of cherry orchards which are worth going a long distance to see. Sweet cherries, strange to say, are a short crop and dealers meet with considerable difficulty in getting stock in sufficient quantities to meet their requirements.

Cocoanuts—4@5c.

Cucumbers—30@35c per doz. for home grown.

Eggs—Local dealers pay 9c on track, holding case count at 10c and candled at 11c.

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

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

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

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

Lemons—The range on Messinas is greater than last week, although outside quotations are the same. California stock is coming in for the holiday trade and is selling at better prices. The movement is large and satisfactory this week.

Lettuce—40c per bu. for head and 25c per bu. for common.

Muskmelons—\$3 per doz.

Onions—Dry stock from Mississippi commands \$3.25 per bbl.; California, \$2@2.25 per sack.

Oranges—The supplies of Mediterranean sweets and seedlings are large for this season of the year, and the quality is unusually good. The movement this week for the holiday trade of Independence Day is exceedingly good. The market is well prepared to take care of it.

Pineapples—Floridas, \$1@1.50 per doz. Arrivals are small in size and stock is scarce.

Pop Corn—50c per bu.

Potatoes—Louisville stock is now in market, commanding 80c per bu., with every indication of lower prices soon. Present arrivals are far ahead of the Arkansas stock in point of size and quality, as the Tradesman predicted would be the case last week. Old potatoes are in limited supply, readily commanding 50c per bu.

Radishes—10c per doz. bunches.

Raspberries—Black fetch 50@60c and Red 70@80c for 16 qt. crates in each case.

Tomatoes—80c@81 per 4 basket crate.

Wax Beans—\$1 per bu.

Watermelons—20@25c apiece for choice Georgia stock.

Dennis Coon has sold his half interest in the produce and commission firm of Maynard & Coon to Charles L. Reed and will remove to Pasadena, Cali. Mr. Reed has been employed in the offices of the C. & W. M. and the Michigan Central Railways for the past seven years. The new firm will be known as Maynard & Reed.

The Consolidated Adjustment Co., which is represented in this city by Chas. Orrin Jeffords, pretends to advertise judgments. Wonder if the concern will advertise the judgment recently recorded against Mr. Jeffords in the Justice Courts of Grand Rapids, amounting to \$168.98 and \$2.50 costs?

Geo. W. Stowitts has severed his connection with the Houseman & Jones Clothing Co. to accept a more lucrative position with the Continental Clothing House, at Green Bay, Wis.

S. G. Tompkins has opened a grocery store at Entrican. The Olney & Judson Grocer Co. furnished the stock.

Daniel Stekete (P. Stekete & Sons) is spending two weeks' vacation at Macatawa Park and Chicago.

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

## Woman's World

Refutes the Charge that Women are Stingy.

An English paper has recently been devoting much space to a discussion of the question whether woman is stingy or not, and, unfortunately, the general consensus of opinion seems to be that whatever her other and manifest virtues, when it comes to money matters she is decidedly close and mean. Various things were brought forward in support of this theory—woman's passion for the bargain counter, her inability to buy anything without first trying to beat down the price; the adamant and unshakable attitude she takes towards the giving of tips, and so on.

Every woman who reads this will feel like entering a vigorous protest against such an unjust accusation, and will deny the charge in toto. We are not stingy, and if, as a sex, we are less free with our money and more given to a cheese-paring policy than men, it is for the very sufficient reason that we have less money to spend. Man, as a general thing, is the money-earner. He carries the pocketbook and may do as he pleases with his own, without giving an account to anyone. Woman seldom has any money of which she has absolute control. What is given her for housekeeping, for clothes and necessary expenses is the very least with which the desired and expected results can be accomplished, and she must needs look well to every cent and see that she gets the worth of her money. It is this necessity that makes her the victim of the bargain counter and the trading stamp and the fakirs who sell make-believe goods where you get something for nothing. She has literally nothing to "blow in" on things that are a mere temporary gratification of the moment.

As a matter of fact, women are not expected to spend much on purely personal indulgencies, and so it seems doubly hard for them to be accused of stinginess. A man thinks nothing of ordering a lunch that will cost a dollar or two. His wife may be just as hungry and would enjoy it just as much as he does, but she hesitates before she treats herself to a glass of 5 cent soda. No intelligent female stomach bankers for cream puffs and pie, as so many seem to suppose. Women simply order them because they are satisfying and cheap, and that not because of stinginess, but because it is all they feel they can afford. If any woman spent as much money on the gratification of a purely individual taste as a man does on cigars,

she would be held up as a warning to young men about to commit matrimony. Nobody would speak of her as a liberal woman. They would say she was recklessly, ruinously extravagant.

It can not be denied that men and women look at money from different points of view and that men do spend much more freely than women. Take the matter of treating, for instance. A man feels that he must treat his friends and set up the drinks, or the cigars, even although he is behind with his rent and owes the butcher and baker and candlestickmaker. He must do it to maintain his character of liberality, and so it happens that he is often generous before he is just or honest. He will give, although he may never pay. A woman reverses the process. She will pay, even if she never gives. Colonel Bluster always heads the published subscription list of all the charities in town; he is a liberal man and he throws a \$5 bill down on the bar and invites all the loafers present to come up and take a drink; he contributes to the campaign fund and spends money like water to elect his candidate from the 'Steenth ward, even if his family have to go on short rations, and pinch and pinch to pay for it. Mrs. Colonel Bluster is accounted a close woman. She takes no stock in any such liberality. An unpaid bill is to her like a nightmare; Mrs. Jones might go without soda water forever if she waited for her to treat her while Mary needed a new frock or Johnny lacked shoes, and if a candidate's election to office in a woman's club depended on her friends putting up money for it, she would never get into the President's chair in the world.

The truth of the matter is that whether liberality is a crime or a virtue depends altogether on circumstances. How often do we celebrate the generosity of this or that young man. He never asks the price of things, he never neglects to send flowers to his hostess or bonbons to the debutantes and insists on paying everybody's way on an excursion. How parsimonious beside him appears his sister, who counts every penny and washes her handkerchiefs in her room and dries them on the mirror, and who lets her friend pay her own street car fare! But then some day we hear that in his expansive way of doing things the open-hearted young man has embraced the contents of his employer's cash drawer and is a fugitive from justice, and then we wonder if there are not times when honesty is as good as liberality.

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it may be found among women. A woman may insist on having the worth of her money, she may refuse to treat or pay the way of those who are perfectly able to pay for themselves, but when it comes to a question of real want her hand is the first and quickest to give. It is the mites that women save by scrimping here and pinching there that build the churches and sustain the charities and send missionaries to the heathen.

Among the women against whom this charge is oftenest brought up is the woman who keeps a boarding-house. Mrs. Slimdiet's stinginess has been the subject of the cheap wits for generations, who have rung the changes on ancient butter and the centipede legs of the boarding-house chicken ad nauseam. We have seen her pathetic striving held up to ridicule, her economies made mean and sordid, but no one has said anything about the other side of the question—of the hundreds and hundreds of times when she has given shelter and home to poor girls out of work and of the weeks and months she has let a board bill run along for some young fellow who has lost a job and who but for her would have neither food nor shelter. No one whose fate has not taken them among such people has any idea of the extent of the generosity—the generosity that does not meet even the poor reward of a thanks—that such women bestow. It is given out of poverty and hard work and bitter striving, and one girl so kept off of the street, one man saved from tramping or desperation is more real generosity and worth more than a line of colleges and charitable institutions built from here to the Atlantic Ocean.

Behind the apparent stinginess of many a woman lies a pathetic little story that the world never knows. Sometimes she is a well-to-do woman who is cloaking her husband's miserliness to her. Sometimes we see her niggardly, and the servants tell us tales of pinching and scrimping, and we can not know that she is heroically standing, like a lonely and deserted sentinel over wrecked and ruined fortunes, trying to keep up appearances until the girls are married or the boys are in business. It is to his mother's so-called stinginess that many a poor boy owes his college education and his after career in life. His father hadn't the courage not to be liberal, because he couldn't afford it. He must belong to lodges and pay his part for expensive floral designs when Pat Doolan died and contribute to the band when some idiot suggested presenting a medal to the leader. He was esteemed the soul of generosity and the neighborhood pitied him for having a stingy wife. "They do say she can make five pies out of three blackberries," they whispered and tittered behind her back. But she went unmoved on her way. She stinted the coffee here and saved on the sugar there, and practiced a thousand heart-breaking economies, but she gave her boy an education and a start in life.

Stingy? It is an unfounded charge. Women are careful of money; they are just with it and, when there is need, they are liberal. DOROTHY DIX.

Clear Case.

"It is my opinion," said the wise man, "that the tax on tea is a righteous one, but that the tax on tobacco is an outrage."

"But how do you make that out?" asked an admirer.

"Make it out?" thundered the wise man; "isn't it self-evident? I don't use tea, but I can't live without tobacco."

Licensed Adulteration of Breadstuffs.

The war tax which has come into operation provides, among other things, that every person, firm or corporation making, packing or repacking mixed flour shall pay a special tax at the rate of twelve dollars per annum, the same to be paid and notice posted conspicuously in the office of such party. The said parties shall also pay for each package of such flour at the rate of four cents a barrel, or two cents a half-barrel, one cent on every quarter-barrel, and on smaller packages in the same proportion.

Section 35 specifies what is meant by mixed flour as follows: "Mixed flour" shall be understood to mean the food product made from wheat mixed or blended, in whole or in part, with any other grain or other material, or the manufactured product of any other grain or other material than wheat."

Here is authority, unquestioned and absolute, on the sole condition of the payment of a tax, empowering any and all parties who may choose to engage in the business to adulterate, with any material that it may be profitable for them to use, the people's bread, the staff of life.

If the mixing had been confined to other sorts of grain, the result would be the authorization of the depreciating of the quality of the breadstuff, but it would at least be all edible. The use of the words, "other material," permits the introduction into the flour of any substance whatever. Finely ground sawdust, chalk or terra alba, or any other material sufficiently cheap to make the mixing profitable, can be used under this law to adulterate the flour sold in the markets of the United States; and it will have the full protection of the statute.

This enactment by Congress shows that, when in need of money, this great Republic can become as unscrupulous as individuals in a like extremity. They will stick at nothing to obtain the coveted funds. To defraud the Government of the tax on adulterated flour is an offense to be punished with severe penalties; but to rob the people in the quality and wholesomeness of their bread is all right enough.

For nearly forty years the General Government has been raising an enormous revenue on the manufacture and sale of liquors. The heavy tax has constantly created a strong temptation to unscrupulous parties to adulterate and deteriorate the qualities of such liquors; but now the Government actually licenses persons, firms and companies to adulterate bread. It is a most remarkable act, and it shows how utterly unscrupulous even a great Government may become when it is determined to wring money out of the people.

FRANK STOWELL.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - JULY 6, 1898.

## OUR LACK OF PREPARATION.

Only people who are utterly blind to the significance of passing events can fail to profit by the lessons which the war now in progress have afforded. The most conspicuous and valuable lesson to be learned is the folly of the total lack of preparation for war which has been the policy of this great country since the close of the struggle of thirty-five years ago. Poor as Spain is, she has yet found the means to fully equip her troops with modern arms, with the best artillery and with smokeless powder. The United States, with unlimited wealth and credit, has hardly enough modern arms to equip our small standing army and no smokeless powder at all. The lack of these modern implements of warfare greatly handicapped our troops in the recent fighting before Santiago.

The advantage secured by the Spanish through the use of smokeless powder was so considerable as to be noticeable to all our commanders. While the American positions and batteries were promptly disclosed by the smoke of the discharges, the position of the Spanish batteries and intrenchments could only be guessed at, as the smokeless powder did not betray whence firing proceeded. While our positions were excellent targets, our men were left at sea as to the position of the Spanish batteries.

The possession of a sufficient supply of smokeless powder would have entailed but a moderate cost; hence it is a sad commentary on the lack of foresight on the part of our statesmen that the appropriation needed for the manufacture of the powder was not long since forthcoming. Many of the valuable lives sacrificed at Santiago would not have been lost had the army been equipped with smokeless powder.

Another evidence of lack of preparation is the fact that a very large proportion of the volunteer troops are being provided with the old-style Springfield rifle, long since discarded by the regular army. The Springfield rifle, while an excellent weapon of its kind, can in no sense compare in effectiveness with the modern small-caliber rifle. The fire zone of the modern gun is nearly twice as great as that of the Springfield rifle; hence troops armed with the latter weapon are placed at a tremendous disadvantage in a combat with troops armed with the modern small-caliber gun.

It would have been easy for the United

States to have accumulated a supply of modern arms sufficient to equip a quarter of a million men. This could have been done at comparatively moderate expense, and the surplus supply maintained in store at the various arsenals ready to be issued whenever needed. A supply of modern weapons should be provided at once, and not only should the regular army and volunteers be armed with them, but the militia of the states should also be provided with such weapons as speedily as possible.

The same lack of preparation is true of all other matters of military equipment. There are not sufficient tents; no surplus stock of uniforms; no equipments, such as haversacks and canteens, and, in fact, no stores to draw upon, except such as have been hastily manufactured since the outbreak of the war. It is, of course, of no use to refer to these matters now in any spirit of complaint or reproach, the proper thing to do being to remedy the defect as best we may. But we would be worse than blind were we not to carefully consider the matter with a view to draw a helpful lesson therefrom for use in the future. This country must never again be caught unprepared for war.

The absence of commercial morality is one of the great deterrents to the progress of Italy. It is a curious and perhaps a significant fact that for years past the correspondents of the English press have glossed over or failed to refer to the things which have been perfectly well known in well-informed circles as to the corrupting influence of the successive governments which have ruled the country. Little or no reference has been made to the bribery and falsification of returns, the place-hunting and log-rolling, the inflation of the civil service for political ends and the handing over of the schools to men morally unfitted to be in contact with the children in them.

If we take Porto Rico and Manila promptly, or within the next week or so, there may be no third call. It is possible even for a Spanish cabinet to know when it has enough.

Spain's cabinet has postponed its crisis until somebody gets licked. It is presumed a crisis in Spain is something that can be kept on ice, or in a pickle.

It is said men invent more things than women, because they do not have hairpins they can use for so many purposes in case of an emergency.

The millionheir is thought to be beautiful because all figures are good if they are on the right side of a bank account and big enough.

Spain says Yankees are a nation of shopkeepers. The dons will all be on the bargain counter for sale in cheap job lots soon.

There is said to be another large and impatient army of volunteers ready to take charge of the civil offices in the "colonies."

An island that does not want to buy anything, and has no coal to sell, can remain neutral without much self-sacrifice.

Spanish mackerel are coming our way. Soon everything worth having will desert Spain.

We are remembering the Maine with a vengeance.

## WHEN WILL THE WAR CLOSE?

"How long will the war last?" is a question that is being asked on all sides, with no hope of getting a satisfactory answer.

Nevertheless, it is not difficult to get an intelligent view of the matter, so far as the contemplation of past experience can go, and all experience shows that to the United States a short war is impossible.

The reason for this is that this country is never prepared for war. It not only has no considerable body of regular troops, but its militia is so poorly provided for that it has never been in a condition, save in small numbers, to be ordered into the field. If the militia of the several states were kept organized into companies and regiments, and duly uniformed, armed and equipped, so that at any time it would be ready and able to answer a call, there would be no delay, such as there has been, in getting troops to meet any emergency.

In this case, not only has time been required to enlist the men, but after they were assembled in camp it was found that there were no clothes, shoes, hats, canteens and blankets with which to supply them, while the stock of arms and equipments was quite as inadequate. Then, when it became necessary to send troops abroad, there was a great scarcity of ships for transporting them and their supplies.

Thus it is that, had everything requisite for the movements against the Spanish West and East India colonies been provided beforehand, Cuba and Porto Rico and Manila could by this time have been captured and placed under control; but the fact remains that barely some preliminary steps are being taken to accomplish those results.

A war to which the United States is a party is, therefore, necessarily slow, and since, in the present case, the war has just begun, there is no sort of reason to suppose that it will come to an early conclusion.

The American people are excessively impatient and demand the utmost dispatch in carrying on a war and are notorious for persistent refusals to provide for it until driven to do so by the extremity of emergency. For years Congress has been urged by an intelligent and prudent press to make adequate preparation for the public defense, but scarcely anything was done, and, as a result, the country has a war upon its hands with nothing ready for it.

It is not strange that such an impatient people as are the Americans are also carried away by an overweening self-confidence. No sooner was war declared than the notion was proclaimed and propagated that the war was going to be a picnic, to be fought out and settled in a few days—three months at the utmost. Now, at the end of nearly three months serious operations are being barely begun. The extreme impatience and the excessive overconfidence of the American people have done immense harm, because they have led to the forming of a widespread notion that everything would be over by this time, and the result has been an immense disappointment and a general cooling of that demonstrative patriotism which in the beginning manifested itself in an eager desire to enlist in the army.

Going back to the experience of the past wars in which this country was engaged with foreign countries, it is seen that the War of the Revolution lasted seven years; the second war with England continued two years; the war with

Mexico went on for two years and a half, while the Civil War required four years for its completion. The war with Spain may be given a year for its full course, and then it will be the shortest war ever fought by the United States.

## SCHOOL COMMENCEMENTS.

The termination at this season of the sessions of the various schools, public and private and the turning loose upon the country of hundreds and thousands of graduates call for some remark.

Education in this great free Republic is intended to fit men and women to be intelligent, virtuous, honorable and useful members of society, and to prepare the men to be worthy citizens of great states, and enable them to play well their parts in maintaining the rights of the people and their free institutions under constitutional guarantees and right regulation.

There can be no proper mental development separated from moral training. No man, however distinguished his intellectual endowments and accomplishments, is fit to be charged with trusts and responsibilities unless his rule of action be founded in principles of honor, justice and truth. No man lacking in these regards is fit to be a voter, much less an official holder of special trusts.

A system of education is valuable, not for the great number and variety of the subjects taught, but to the degree that its graduates are imbued with such a sense of the duties of life as may be proper to youths and maidens, and are inspired with a desire to perform them to the best of their abilities.

There is much tendency in modern schools to introduce in a brief course a vast variety of subjects, the value of not a few of which being more than questionable. It makes such schools showy at the expense of thoroughness and results in giving a smattering of many subjects where completeness in a few would be of vastly greater practical use. There can be no serious objection to the fact that this sort of fadism causes the employment of more and higher-priced teachers; but the worst result of it is that where the income is limited, particularly in the public schools, money is withdrawn from the primary and elementary departments, where it is most needed, in order to make a show with what are supposed to be higher branches.

If the schools but turn out incipient citizens and youthful men and women trained in right principles of honor and truth, their other shortcomings may be excused.

The supply of red crosses in Cuban towns threatened by our troops is liable to be immediately exhausted. Spanish honor is not above seeking any port or violating any usage in the face of a storm.

A man who charges the Government three prices for something the Government needs and must have can hardly expect to have his name put down on the roll of American patriots.

If Honolulu could taste of a regular United States Fourth of July celebration, she might not want to be annexed.

Much of the means for stamping out the war in Cuba will be raised by the use of revenue stamps in this country.

It won't be so very long before we begin to make Blanco's Havana smoke.

Spain's islands come high; but we must have them.



## THE PHILIPPINES.

When the United States waked up one morning and found itself in possession of the Philippine Islands its surprise was equaled only by its ignorance of these islands in every possible particular. They were off somewhere in the neighborhood of China; there might be five of them, there might be a thousand; how large they were, who occupied them and what they were worth or good for hardly one in a hundred knew or cared. It was known that the man Dewey had done a pretty heroic piece of business, but aside from that little was to be said. More for the sake of finding out a little something about the new possessions the old geographies, unseen since the early school days, were opened and the Philippine Islands for once proved an interesting study.

For all intents and purposes there are 1,700 of them, lying wholly within the tropics between 4 degrees 40 minutes and 20 degrees north latitude, in a direct line between the southeast coast of China and the north of Australia. Manila on the island of Luzon is about 630 miles from Hong Kong and 7,000 miles from San Francisco.

The smaller islands are simply rocks but the larger ones are extremely fertile and well-populated. The entire area is estimated at about 115,000 square miles, two-thirds of which is included in the two principal islands of Luzon in the north and Mindanao in the south. This territory is almost three times as large as Cuba, is larger than Italy and 20,000 square miles less in extent than Prussia, or about the size of New England and New York.

The islands are mostly mountainous, with several active volcanoes. Earthquakes and typhoons are common and the climate, while tropical, is cooler to the north, a distance from the equator of something over fifteen degrees. Mineral deposits are numerous, gold being found in considerable quantities, there are forests rich and valuable, while tropical fruits in the greatest variety grow in the greatest abundance. Tobacco and Manila hemp are produced in large quantities, a less amount of sugar, and rice, the principal article of food.

The population is estimated at 10,000,000. Of the Aetas or Negritos, the original inhabitants, about 25,000 remain in the mountains of the interior, where they have fled from Malay invasion. They have never been subdued by the Spaniards and are practically independent. The rest of the population is chiefly Malay, with a mixture of Chinese. There are a few Spaniards and a few hundred Americans, Germans and Englishmen.

The annual revenue to Spain from the islands is about \$8,000,000, raised chiefly by taxing the natives, and the amount collected is greatly increased by the extortions of the tax gatherer and higher officials. As the Tradesman has stated before, all forms of property, of business transactions and of private industry are taxed, and there is an additional poll tax on both men and women, amounting sometimes to \$25 a year, the money going either to Spain or into the pockets of the local officials, while little or nothing is spent for local improvements.

The foreign commerce did not amount to much until late in the present century, and to-day the largest consumer of the products of the islands is the United States. During the last fiscal year \$4,383,740 worth of goods have been imported to this country from the Philippines, although their purchases from

us were less than \$100,000. From a recent report of the United States Consul at Manila, our imports from the islands have lately averaged \$1,000,000 a month. All of the commerce passes through Manila, the capital city, which has a population of 150,000 and is situated on the west coast of Luzon, the principal island. It has a fine harbor, the bay being about 120 miles in circumference.

While little is known of this territory, it is believed generally that, under favorable circumstances, political and financial, it would become remarkably productive. It remains to be seen whether, under the protection of the United States, this condition of things will be realized.

An order has been issued by the War Department that hereafter the bands of the regular army and volunteer service must play "The Star Spangled Banner" and "America" in their original forms, and not in medleys. It is ordered, furthermore, that all officers and privates must remove their hats, no matter what they are doing, during the rendition of the National airs. This custom is an old one in the army, and the order calling attention to it is for the benefit of the volunteers. It was first adopted by the cadets at the West Point academy, and was the result of contact with foreign officers, who always made it their business to arise and uncover whenever our National hymns were played at the military post in their presence.

An Italian doctor has discovered that there is in the common pineapple a substance similar to pepsin, and that one pineapple is sufficient to digest ten pounds of beef. But one must have the stomach strength of a beef to digest the coarse-fibered pineapple.

Debs glories in the assertion that "not one of his 10,000 brethren of the social democratic party has enlisted for this unholy war." Somehow we don't seem to miss 'em any. The social democrat is possibly a very useless person in war as well as in peace.

When the new reporter decides that he will be a descriptive writer, he introduces the landscape of the action he is to tackle "as a scene that beggars description." Then comes the golden wealth of his word-painting.

It is not good form for a young lady to show animation or emotion of any kind; but when she is at a picnic and has a bug crawling down her back there is bound to be an exhibition of emotion.

Germany does not really mean to be too officious at Manila; but she thinks a barrel of beer may be tapped there by Americans before her mug is ready.

Don Carlos is liable to issue another manifesto at any moment. He must stand ready to catch the pieces when he sees Spain's throne totter and fall.

It is more than likely that some of the cables connecting Cuba with Madrid have not been properly cut.

Laziness is a disease that grows on a man. It can only be cured by hard work.

Lots of quinine has been sent to Cuba. The war will be fought to the bitter end.

Whatever is right, if responsible parties are disposed to make it right.

The man who means well should prove it by doing well.

## THE FOLLY OF PARTISANISM.

Nothing in the public life of a democratic republic is more distasteful to sincere patriots than the bigotry, bitterness and reckless scurrility of an intense and narrow-minded partisanism. There is, however, one thing worse than that evil temper—that is, the disposition to play upon it for the promotion of an individual interest.

It is said, sometimes, that the Senate is a very good club, and the Senators of opposite parties often manifest an evident pleasure in each other's society when they are not posing as indignant patriots before the country. As a matter of fact, however, it is probable that there are some real, as well as some pretended, partisan zealots in both houses of Congress. And no doubt very bitter things are said in those high places by men who mean them, and it is discouraging to reflect how little effort is made on the part of the recognized leaders of the people to inculcate the beauty of Matthew Arnold's rule of "sweetness and light." When it is remembered how nearly the country has been evenly divided between two great parties for a long series of years, there is something almost appalling in the contemplation of the absolute distrust with which those rival organizations have almost invariably regarded each other. One asks himself whether it is possible that one organization has absorbed all the wisdom and public virtue in the country, while each rival, although it represents nearly, if not quite, half the people, would inevitably involve the country in ruin and disgrace if it were not checked and thwarted by its opponents. Indeed, it is inconceivable that any really sensible man can go quite that far, although one might suppose that nothing could be more common were he to judge solely from what he reads in party organs, or from what he hears in partisan speeches.

It may be imagined by party leaders who do what they can to cherish and intensify a feeling of partisan enmity in the breasts of their followers that it is necessary to keep the strength and activity of their own parties unimpaired, and they may suppose that it tends to promote their own individual popularity; but it is altogether possible, even from the very selfish point of view, to go too far in this direction. The present Speaker of the House of Representatives is an able man, and his influence with his own party is so great that, for many years past, he has been its only serious candidate for the speakership when a Speaker was to be elected; but he is, of all the more eminent of the political leaders of this time, probably the most intensely partisan. He not only acts with his party and for his party, on every possible occasion, but he also finds it consistent with his own sense of dignity and propriety to refer to all opposing parties in an almost invariable tone of contempt. Men who are opposed to Mr. Reed and his party not only are mistaken men, but they are silly and ridiculous men, unworthy of serious consideration. But, despite his unquestioned leadership of his own party in the House, Mr. Reed has never been nominated for the Presidency. He is spoken of, from time to time, as a possible nominee for that high office; but, when the time comes, somebody else is preferred. There is, it may be suspected, a feeling in his party, as well as out of it, that a man of such an ultra partisan temper ought not to be President of the United States. He who receives the highest office within the gift

of the people should feel that he is the President of the whole people, and should understand that his election does not mean that the Government is to be administered for the exclusive benefit of his party throughout his term of office. It is that other feeling of implacable enmity to the opposition which, added to the natural desire to strengthen one's own party by bestowing upon it an exclusive patronage at the expense of the whole people, renders it so supremely difficult to secure a thorough enforcement of the rules established by law for the promotion of civil service reform.

These reflections have been suggested by recent exhibitions of partisan feeling in Congress when important war measures were under consideration. There is something at once disgusting and dangerous in the attempt to make political capital out of a struggle in which the honor and prosperity of a whole country are at stake. Now, if ever it can come at all, the time has come to lay partisanism aside and rise to the level of a hearty patriotism, for if the old intensity of partisanism is still cherished, and unleavened vindictiveness is permitted free play by those who oppose the party in power, it is evident that the people of this country are divided by a feeling of enmity well-nigh as implacable as any they can possibly feel for foemen from over the sea.

## RAILWAY CONSTRUCTION.

The New York Railroad Gazette gives a summary of the new railroad mileage constructed in the United States for the first six months of 1898, showing a total of 1,092 miles. If the same rate of construction shall be continued for the coming six months, the mileage of the year will be about 2,185, and this will be larger by some 75 miles than that of last year and will exceed that of any year since 1894. Experience has shown that, as a rule, more railroad is built in the second half of the year than in the first, so that it is not unreasonable to suppose that the summary for 1898 will show more than 2,200 miles built.

The 1,092 miles reported was built by 82 companies, or an average of 13½ miles to each company; but the building by few of the companies corresponds closely to this average. The largest mileage during the six months by any one company is that of the Mobile & Ohio, which built 97.6 miles, completing its extension to Montgomery, Ala.

The State which heads the list in new mileage is Alabama, with 125.1 miles; next comes Missouri, 94.3 miles; then Louisiana, 78.3 miles; New Mexico, 71.5 miles; North Carolina, 64.65 miles; California, 63.51 miles; Texas, 63.08 miles, and Georgia, 62 miles. At the other end of the list are the following States, without a mile of new road reported: Connecticut, Iowa, Kansas, Kentucky, Massachusetts, Nebraska, Nevada, New Hampshire, New Jersey, North and South Dakota, Rhode Island, Utah, Vermont, Wyoming and the District of Columbia. It is an interesting point to note that about 620 miles of this increase, or three-fifths of the total, is in the states west of the Mississippi, and that of this, all but about 80 miles is in the southern half of that section. Of the mileage in the Eastern States, about some 378 miles was built in ten of the states south of the Ohio River. With the exception of five miles in Maine, not a mile was built in the New England States.

## Shoes and Leather

### Returning Goods and Claiming Discounts.

Returned goods may be divided into two kinds, namely, justifiable and unjustifiable. The instances of justifiable returns are more rare than the unjustifiable. There are, no doubt, instances where a dealer is justified in returning goods; still it is at all times a serious matter, whether considered from the standpoint of either seller or buyer. The causes of complaint may not be entirely with the seller or manufacturer. A dealer may, in placing his order with a salesman, have some ideas of changes inserted that may result in making up goods very different from what he originally intended. A small change—such as a different tip, facing or trimming—may result in making a very slightly shoe, or it may turn out just the opposite. A member of the trade who values his reputation can not afford to get for himself the name of returning goods or canceling orders. While his ability to pay may not be questioned, still he soon becomes recognized as an undesirable customer and his business is not sought after. The same may also be said of the manufacturer. If he goes into the market and buys material that is not up to the standard as represented by samples which were shown by his salesman and the goods are sent out, the discovery is soon made and the goods are soon relegated to the rear.

In selling goods, there is no doubt that there is considerable pressure brought to bear on the average dealer, and if the salesman be a careful, prudent one, who wishes not only to sell the goods but to build up a trade, he will be as careful not to sell the dealer something that will result in his being dissatisfied, or that will lay on the shelves and be an eyesore to him every time he sees this customer, as to sell goods that will make money for him. He must also not make promises that he knows his house can not fulfill.

Quite a number of goods are returned by dealers perhaps without much thought on the subject. If a dealer happens to have a few days of dull trade, just preceding the arrival of a shipment of goods, the fact that he is not doing much gives him an opportunity to make the common general complaint, that goods are not up to sample. Some buyers come out candidly, and say that they have to return so many goods, or make complaints, in order to have goods come up to sample, when, if they knew the actual facts, this would not be necessary with a reliable house.

The question before us is how to remedy this evil. There is great room for improvement, both with the seller as well as with the buyer, not so much in making any vital or great change, but by improving in the small things that go into all of our business methods, by our getting nearer to the dealer, and being in touch with him and his needs.

The manufacturer must use greater care in the small things that go to make up our production, and the dealer must come nearer in touch with the manufacturer and realize some of his difficulties in making a good shoe from the material he has to use, etc.

We expect to have complaint in regard to the upper stock, until the people over in India and South America learn how to raise the kids so that every hide they send over to America is taken from the same kind of fat, round body,

so that the skin when tanned here will have that nice, smooth, meaty touch which we all like. When this is brought about we think the millennium will not be far off.

The system of discounts as used in business transactions are of two kinds, viz.: Trade and cash discount. The former is used nearly altogether in that class of merchandise where the value or cost of production is more or less fluctuating, and by this system of trade discounts the merchant or manufacturer is enabled to have a certain fixed list price on his goods, and by the giving of varying discounts may make the price to customers conform to the actual market value of the article sold.

Trade discount is not intended to be a certain fixed rebate, but from its very nature and from the result obtained by its use it must be more or less varying, according to circumstances. However, this kind of discount cuts no figure in the shoe business.

Cash discount, on the other hand, occupies an entirely different position in the "economy of business," and is one of its most vital principles. By its use the evils of the "credit system" are to a great extent overcome. Sharp competition in the business world to-day is the cause from which most of the evils of the "credit system" arise. Many manufacturers or wholesale dealers are trying to gain an advantage over their competitors by the giving of longer time, extra datings, and larger cash discounts, and while those methods seem to be acceptable and eagerly sought for by the customer, it is undoubtedly to his disadvantage in the end.

All business, to be successful, must be done at a profit, and by the present system the profits are reduced to such an extent that any especial inducement offered to the customer by the seller must be made up in some other direction. All business to be successful must be done on business principles, the most important of which is the employment of a capital that must be utilized to the best advantage by "turning it over" as many times as possible in a given period, and each time it is used a certain margin, or profit, should be obtained. If turned a sufficient number of times, and the other details of business carefully watched at the same time, the business will be successful; the reverse is equally true.

Where the customer takes a longer time than that allowed by the seller he takes just that much more than belongs to him, and that his creditor can really afford to grant; for the creditor, if a good business man, has made his calculations on receiving his pay in a certain time, so as to have it to use over again, and, if not received, his calculations are disturbed. It is in this connection that the cash discount system plays an important part in the economy of business.

The seller, in making his terms and prices, makes a calculation as to the value of money to his business, and on the result of this calculation bases his per cent. and time for cash discount, and makes the proposition to the debtor that "if you will pay this account in such a time I will give you such a per cent. cash discount, as the money is worth that much to me." He makes the proposition to the debtor after having made his calculations as to what he can afford to pay for the money before it is actually due, according to the terms of the sale.

## Bike Junior

Boys' Brown Canvas Bicycle Bals,  
Grip Sole - - - - = 80c  
Youths' Brown Canvas Bicycle  
Bals, Grip Sole - - - - = 60c

Seasonable Saleable

Also a full line of RICE & HUTCHINS' celebrated cycle shoes.  
They are Leaders.

Michigan Shoe Co., Detroit, Mich.

## 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.

"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.



If the foregoing statement is in accordance with the facts, as it undoubtedly is in all well-managed concerns, then if the debtor, in paying the account, takes a larger discount or longer time than that allowed, he must be infringing on the rights of the creditor and demanding that to which he is not entitled.

The principal reason why a cash discount is offered, and which is not often mentioned, especially to the debtor, is that the creditor is willing to allow a concession for the elimination of the risk, as there is no doubt that the longer the account runs the greater the risk; and another reason for allowing a cash discount is to make an inducement for the debtor to pay the account before it is due, so that the proceeds may be used in the business and enable the creditor to run his business on a smaller investment than would be necessary if the full time were taken by all his customers.

In the event a customer takes the full time, and also demands the cash discount, he is asking something entirely unreasonable on the face of it, and which he is apparently unable to see, and the only explanation to give for this failure to understand the reasons for cash discount is that "There are none so blind as those who won't see."

So far, the subject of discount has been considered from the standpoint of creditor only. Viewed from the debtor's standpoint it is of even more importance. It enables him to anticipate his maturities at an advantage, and also reduces the net cost of his goods, and, if taken advantage of on all occasions, with other details of his business looked after with care, there is very little doubt as to his final success.

J. M. GRAHAM.

**How the Farm Was Paid For.**

Speaking about this war with Spain, and the mint of money those Chicago speculators are coining by dealing in "futures" with grain, reminds me of the way I chanced—just happened, you know—to turn an honest penny, in our civil war.

It was old Nick Walrod, a neighboring farmer, who was talking, and who had been one of the first to enlist as a high private in defense of the starry flag nearly forty years ago, and who received his discharge in better health than when he enlisted, if I except the loss of the index finger of his right hand; although he yet smiles at that small loss and says, "I was well paid for it and am quite satisfied. Sit right down here on this log, Frank, while I tell you all about it," said the old gentleman.

"Early in 1859 I had bought an eighty-acre farm adjoining my father's, not far from Rockford, Illinois. Land was cheaper then than now, and money scarce as hen's teeth. I was to pay two thousand dollars for the farm and the apology for a house upon it; \$500 down and the balance in eight years with 6 per cent. interest; with the stipulation of paying the balance due at any time previous. I was strong and rugged for a man of my years—then 22—and was looking ahead to a home of my own. My father was to furnish me a span of horses, and a few other animals to partially stock the farm, and for the time being I was to board at home. After the Rebs hung old John Brown—whose soul is marching on, you know—I guessed there would be war sure, and although I had paid five hundred in cash on my farm, and held my bond for

a deed, I took mighty little interest in my work; and my mind was made up to go for a soldier if the call came for defenders of the old Starry Flag. There was only one thing stood in the way of my enlisting, and that was a plump little girl of 18 years, who had already promised to go in partnership with me in farming, and she is now Mrs. Walrod. This young woman, Miss Fanny Kinney, and her brother, Harry Kinney, were the only children of their parents, who were both stricken with cholera and died just about the time I bought my farm. Young Kinney, a few years my senior, was a carpenter by trade, and at the first call of Father Abraham for seventy-five thousand men he and I enlisted, but each preferred a different branch of the service—he going as Ensign Kinney on board a gunboat on the Mississippi River, and I in a regiment of cavalry as a common soldier. We met each other but once only after we left for the South; and that was early in the spring of 1864 at Memphis, Tennessee. Then we enjoyed a visit with each other for about half a day to the fullest extent, and congratulated each other upon our improved physical appearance.

"Of course I was corresponding with his sister—Miss Fanny—and was kept informed of matters in my father's family, and in the autumn of 1864 her letters expressed much anxiety about her brother, whose quite regular missives had for some reason failed to arrive, and about this time news reached me that the flotilla in which he was serving had been in an engagement with the Rebs. Two weeks later a letter from Fanny stated that Harry was reported among the missing. I need hardly add that the poor girl was wild with grief, nor that my share of suffering for a time rendered me almost heart broken at the affliction. No particulars regarding Harry's death were ever received. During the winter of 1864-5 my regiment, with squads from others—all cavalry—was ordered into Southern Tennessee to drive out the bushwhackers who were then busy in that region, devastating and destroying the property of all Union families and their sympathizers. Our regiment, when once on the ground, usually scouted in companies, but endeavored to be together or within easy reach of each other every night, that no superior force might surprise us. At that time the Johnnies were hard pressed for clothing, and presented anything but a military appearance in all respects. Every conceivable kind and color of garments were worn, and their half military and half rag-tag and picked up tinsel from the dead Union soldiers, to eke out their garments, rendered it impossible to tell officers from privates. One afternoon my company was suddenly startled by emerging from a forest road which made a sharp turn to the right close to the timber and riding plump into a camp of bushwhackers just enjoying their supper. Like ourselves they were mounted men, and no time was wasted in reaching their horses. Our Captain ordered a surrender, but the order fell upon unwilling ears, and the next order was to his own men to fire. The standing trees and underbrush saved many lives, but gave us a number of severely wounded to care for. I personally singled out a Johnny Reb whom I took for an officer by the cap he was wearing, which was of Union blue and ornamented with a bright tinsel band. He saw me raise my Winchester while yet standing beside his horse ready to mount, and we both fired at each other

almost at the same instant. I felt the whiz of his bullet as it passed near my face, and my gun fell from my hands as I saw his horse fall dead at the report of mine. His cap was knocked off by the falling horse, and without stopping an instant he ran like a deer in the direction his companions were taking. As I dismounted and led my horse along in order to pick up the cap he had dropped, I noticed for the first time the bleeding stump of the index finger of my right hand, and also that the lock of my gun was ruined. The cap I picked up, while badly soiled by use, was still a good one and evidently belonged to a soldier in the United States navy, and to my surprise, above the gold band on its front were the letters, H. K., the initials of my lost friend, Harry Kinney! Hastily fastening this treasure to my belt, I answered the recall to join my company. The bleeding stump of my finger required attention, as the first and second phalanges were entirely gone. To make a long story short, Frank, after spending several weeks in a hospital, caring for my wound, I was mustered out of the service as no longer fit for duty from the loss of this important member of my right hand, and returned home. In due time there was a wedding at my father's house and Miss Kinney became my wife. The cap bearing her brother's initials was in due time renovated almost to its original freshness and beauty, and was kept as a memento of patriotism of one who gave his life for his country. As the initials of many other men might be the same, doubts whether this cap had belonged to Fanny's brother had often arisen not only in our own minds, but also in others.'

"We are settled at last in our own 'apology for a house,' and on our own farm, and I am pleased to say that we hold a clear title to the property and are contented and happy. It happened in this way:

"One day while Fanny was exhibiting

the sailor's cap to a lady friend she noticed that a portion of the lining had been coarsely re-stitched part way around, and with different thread; and also that a prominence was perceptible at this point. Ripping open the lining, a small oiled cloth covered packet was found, which, upon being opened, revealed twelve hundred dollars in greenbacks of large denominations, and upon a slip of paper in the well-known writing of her lost brother were these words, 'For my dear sister Fanny,' and signed, 'Harry Kinney.'

FRANK A. HOWIG.

**EVERY DEALER**

can please customers and guarantee them Perfect Foot Comfort by selling **PEDA-CURA** (Flint's Original Foot Powder). Shaken in the stocking it will relieve burning, stinging and perspiring feet, cure soft corns and keep the feet as sweet and healthy as an infant's. **PEDA-CURA** has been sold for eight years and is superior to all other foot powders. Largest package. Retail for 25 cents; \$1.75 per doz. of jobbers. Dealers in Michigan supplied by **Hirth, Krause & Co.**, Grand Rapids, Mich. Mfd. only by

**PEDA-CURA CO., Chicago.**

**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 Sneedcor & 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.

**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-Good-year** 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.**

**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**

## Fruits and Produce.

### Rejoicing Over the Vindication of Oleomargarine.

From the New York Commercial.

Oleomargarine, having fought a long fight, has at last gained a substantial victory. This much-maligned product was, at the instance of the dairy interests, which it was long supposed to menace seriously, discriminated against vigorously, boldly, and, as the United States Supreme Court recently decided, unjustly, by the laws of almost every dairy state in the Union. While only the oleomargarine laws of New Hampshire and Pennsylvania are by this decision expressly declared unconstitutional, the position of the Court is plain, and similar laws in other states will be overthrown. Both of these States sought by statute to prevent the sale of oleomargarine by prohibiting not only its manufacture, but its introduction into the State. This the Supreme Court holds is a violation of the Federal Constitution relative to the freedom of interstate commerce. The New Hampshire law provided that in case the oleomargarine were colored pink, so as to distinguish it unmistakably from butter, it could be brought into the States, but this the Federal Court treated as a mere evasion which does not alter the force of the law's unconstitutionality.

There was a time, before the creamery era, and when the disposition to sneak bogus butter upon the consumer as the real product was pronounced, when this question was considered of great importance. Buttermakers demanded the outlawing of a product which they believed struck at the very existence of their industry. Consumers were led to believe that the product was unhealthful and almost poisonous—at best a vile concoction of stale grease and pernicious coloring matter, deftly molded and placed upon the market to decoy and deceive people. It was in vain that protest was made and an inspection of the methods of manufacture and all the material used was demanded. Clamor prevailed and prohibition that did not prohibit was pronounced in many states against oleomargarine. The panic has subsided in late years, the opposition settling down to a more rational basis. Hence, the decision of the Supreme Court causes no consternation among farmers and will attract little attention.

All that is required to protect buttermakers from competition and consumers from being imposed upon by oleomargarine is a law that prohibits the sale of the product as butter. Under its own name it can do no harm and has a right to the courtesies of the market. Many states, including our own, have such a law, and carefully administered it has been found quite effective. The mistake was made in the first place in trying to do too much. Arbitrary methods in this country defeat their object. The American people do not take kindly to prohibition when it invades their kitchens and cellars. Very few of them, relatively speaking, wanted to eat oleomargarine, but the number who were not over particular in the matter ran up into the thousands many times multiplied, and the substitute being cheaper than butter, they preferred to use it. Supply was inevitable and manufacturers found it profitable to furnish it. So the long fight has ended in a decision of the Supreme Court on constitutional points involved and concessions that will settle the matter on a reasonable basis.

### How Oranges and Lemons Are Handled in Gotham.

New York, July 2—Of the millions of boxes of oranges and lemons received at the port of New York about 80 per cent. is disposed of at public auction. Many methods have been tried, but this has proved the most successful, and scarcely a day passes throughout the year, with the exception of Sunday, that there is not a cargo selling under the hammer.

New York boasts of two fruit auction-houses. The more important of the two

has had a successful career of over forty years, while the other, although a newcomer in the field, has already secured a flattering patronage. No doubt many enterprising business men would take to the auction business were it not for the fact that the capital required is unusually large. One of the inducements found in the auction system is a cash settlement the day after the sale. When it is known that in a single day sales have been made aggregating \$50,000 to \$100,000, it will be readily seen that the auction house must have a pretty good-sized bank account to draw on. Then again, a large amount of room is required for storing and exhibiting samples, to say nothing of a small-sized amphitheatre where the auctions are conducted.

One of these two big concerns occupies a large four-story building, while the other uses three floors of another. By an ingenious arrangement the seats are so arranged that when a sale is not in progress they may be hauled up and fastened to the ceiling, leaving the valuable space below for exhibiting samples. In both auction rooms the seats rise tier upon tier, so that every buyer is in full view of the auctioneer. In this way not a single bid escapes notice. A fruit auction sale in full blast is an interesting entertainment and is worth going a good way to see. The dusky sons of Italy are still largely interested in this trade, and with their naturally impulsive natures they make excited bidders.

A large number of sales take place right on the steamship piers. The scene here is entirely different, for there are no seats for the buyers, and they are obliged to stand in a group around the auctioneer, who is perched on a box or other point of vantage.

The handling of perishable fruit involves a large element of risk as regards the condition of the fruit. In purchasing a lot of two or three thousand boxes the buyer is guided by a dozen or more sample boxes which are opened for his inspection. It is said that human nature appears in all its weakness in the fruit business, for the seller desiring to obtain the best price possible for his goods shows a marked tendency to "fix" the samples. So bitter was the feeling engendered over this subject that many times life has been threatened. Under the present system inspectors are hired by the Fruit Buyers' Union, whose business it is to watch the opening of samples and report if the fruit is tampered with. This report is made to the auctioneer, and he is obliged to read it before offering the goods for sale.

Time was when most of the fruit was imported, but the speedy development of California has caused a rapid shifting around of conditions. New York received from California last year about 1,600 carloads of 336 boxes each. A box contains between eighty and three hundred oranges. Not more than 20 per cent. of all the fruit disposed of in the city is sold at private sale. Even the branch houses of the big California fruit companies turn their consignments over to the auctioneer. While oranges and lemons are the principal varieties thus sold, it is found that bananas, pineapples, onions, grapes and dried fruits are also extensively handled in a similar manner.

### Not Worried by the War.

Mrs. Styles—"Is your husband worried about business during these war times?"

Mrs. Rich—"No, indeed. He thinks the war will help his business. He's interested in a gas company, you know, and he thinks there will be so many young men go to war that there will be no more occasion for turning down the parlor lights every night."

### 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.

## 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.

## HARRIS & FRUTCHEY

Only Exclusive Wholesale BUTTER and EGG House in Detroit. Have every facility for handling large or small quantities. Will buy on track at your station Butter in sugar barrels, crocks or tubs. Also fresh gathered Eggs.

## N. WOHLFELDER & CO., WHOLESALE GROCERS AND 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.

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.

## 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.**



## More Profit

for dealers in this than in any quality of dairy butter. Customers demand this butter after trying it once. Write us.

**MAYNARD & REED, Grand Rapids, Mich.**



**How to Build a Cheese Factory.**

People have asked me how I would build a factory and how much it would cost. A good one can be put up for about \$1,200. If possible, I would build it into the side of a hill, for two reasons: First, to get a cellar curing room in which an even temperature can be held, and second, to secure an elevated whey tank without it being necessary to elevate the whey. I would build a basement with two rooms for curing cheese. One room can be kept fairly dry for the new cheese. New cheese ought to dry on the outside for a few days, until a good rind is formed, and then they may go into a room containing a more humid atmosphere, where they will dry out less; in fact, they will cure better. One reason why our people complain that the cheese is too dry is that the makers have to make the cheese firmer to stand the hot curing rooms, and the cheese is dried still more in such rooms.

The building above the ground can be built fifteen feet longer to accommodate a boiler room at the end, right on the ground, as it will be necessary to get a foundation in the ground for the boiler. The rest of the building above ground can be divided into a making room and a store room for supplies. The floor of the making room should be well supported from below to stand the heavy weight upon it. It should also be double thickness with tar, or something similar, between, to prevent water running through. It must also be remembered that the insulation from the warmer rooms above must be secured for the curing rooms. The inside of the building should be properly ceiled and painted.

For ventilation of the curing rooms, run two galvanized iron pipes, one foot in diameter, through the roof, one for an inlet of air, and the other for an outlet. On top of the inlet have a funnel with a vane to it, so that it will always swing on a pivot towards the wind. The air would then flow down the funnel into the room below, and the air in the room would be forced out of the other tube. For times when there is little air moving, a steam jet may be inserted into the outlet. A small jet of steam escaping will cause a surprisingly strong current of air that will make a partial vacuum in the curing room, and of course air will rush in through the inlet.

For buildings that can not be built on a side hill I would recommend a sub-earth duct for ventilation. The ground is warmed in summer and cooled in winter down to a depth of about ten feet. To secure an even, low temperature we must go down ten or twelve feet. Air drawn through a long tube, laid in the ground at that depth will be cooled, and a curing room built above ground, but well insulated, can be kept at a temperature of 60 to 65 deg. Fahrenheit. There are some important points that must be observed in securing a good earth duct, such as depth in the ground and surface of duct in proportion to size of room, as the air is cooled by coming in contact with the walls of the duct.

The curing room must be properly insulated from outside temperatures. The approved plan, up to date, is to dig a trench ten feet deep and 100 to 200 feet long, and lay down about ten rows of six-inch drain tile. A brick chamber is built up to the ground at each end, and the earth filled in. One of the brick chambers is connected with the curing room, while on the other one is erected a wooden tube not less than twelve inches in diameter and fifty feet high.

On the top of this long tube is a funnel that always faces the wind. An air outlet is placed in the top of the curing room.

JOHN W. DECKER.

**Result of Insisting on Case Count Sales.**

From the New York Produce Review.

A receiver of eggs the other day called our attention to a letter he had received from a large egg shipper in regard to selling eggs loss off. This shipper packs a fine quality of eggs most of the year and he wrote as follows:

"I will not ship eggs and have them sold loss off to fit the market. If I can not sell at mark will not ship any, as I can place all the eggs I get at mark and know what I am doing. The time must come when the packer must sell his eggs at mark or get out of the business, and I am now ready to get out of the business, so will try to find a place to put eggs case count."

This letter brought to mind one phase of the case count egg selling question which is interesting to consider. Under the present circumstances in this market eggs are sold both case count and loss off. The bulk of the cheap and inferior eggs, including seconds, are sold case count to the cheap trade, who judge of their quality by a partial examination before the candle before buying. There are also a few lots of superlative quality graded eggs which are taken by first-class trade on a case count basis during the loss off season. These are sold either at mark or with a light fixed average loss, the loss terms, together with the price per doz., entering into the determination of the net value at mark.

There are now certain definite rules in force on the Mercantile Exchange which prescribe the quality which may be sold at mark even during the loss off season. But these requirements are very high and they are met by very few of the eggs arriving. Under the present method of packing eggs in the West the great bulk of the stock arriving will bring the full value of the good eggs contained only under loss off sales. Therefore, for a shipper to say, "I will not have my eggs sold loss off," will, if he really means it, result in one of three things: either his eggs will have to arrive here so closely selected and so free from defects as to meet the requirements of the case count rules, or, if they are below this quality they will have to be sold for less than they would realize if sold loss off, or he will have to find, as he says he can, some less fastidious outlet.

We are pretty well convinced that a large part of the receipts of Western eggs can be so handled in the country as to meet the requirements of a case count rule at all seasons; also that if this could be effected it would be an enormous economy to the egg trade at large. We are equally confident that a satisfactory business can not be done in mixed and irregular qualities of eggs on a case count basis with dealers whose only outlet is for fine stock; this is the trade which handles the bulk of the supply.

We have argued in favor of case count sales in spite of this conviction, for the reason that it appears to be the only method which will assure the proper relative range of values for superior quality and because we believe it alone will force a close grading of Western eggs. If the trade should suddenly determine to sell all eggs case count, most of the stock which is now going to good trade loss off would undoubtedly have to be sold below its present value; and if this were persisted in shippers would have to improve the goods by throwing out before shipment all that are now thrown out here. Thus the cure would be effected. We see no other advantage to shippers in insisting upon sales of mixed qualities at mark; it would undoubtedly be disadvantageous so long as their goods continued mixed and irregular. It is this fact—that case count sales of mixed qualities would be disadvantageous to the shipper—that makes us believe that a general insistence upon case count sales would force a grading close enough to satisfy buyers on a case count basis and eliminate the enormous loss which now arises from shipment of worthless and inferior eggs.

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**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.....	17 1/2 c
Firsts selling at.....	16 @ 16 1/2 c
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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.

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

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**Character the Basis of Credit.**

George Washington, in his first inaugural address, said: "The foundation of our National policy will be laid in the pure and immutable principles of private morality," and in reply to this address of Washington by the Senate of the United States these words were used: "We feel, sir, the force and acknowledge the justice of the observation that the foundation of our National policy should be laid in private morality. If individuals be not influenced by moral principles, it is vain to look for public virtue." A well-known writer says: "What we are sooner or later shows itself in what we seem. Our character, unconsciously but inevitably, expresses itself in our actions, our speech, our manner, our looks, and finally it is seen by our fellows as they observe us."

What is character? It is an individual matter. You can not have another's character. You may try to imitate, perhaps, the character of some great man; but to the man himself who is his own master his character standeth or falleth. Character is that something within you which receives and impresses upon your mind and writes in indelible letters on your heart your thoughts, words and deeds. Character is the fine tone of your heart strings, or else it is the dull thud of life which seems to chill you through and through. Character is that something which points you onward and upward in life's work, or else drags you down to lower and lower depths as it becomes foul with the heavier material of life's dregs. Some one has well said that "Character is not something that is added to your life, but it is life itself." Character building is not the work of a moment or a day. You can not jump into a character as you would into a suit of clothes, unless it be an assumed character. The man with an assumed character is a hypocrite, whom we all despise. Character building is a slow process. It must be worked at continually, and we are building even when we are not conscious of it.

JAMES G. CANNON.

**No Sympathy for Sulter's Victims.**  
From the Dairy World.

It is amusing to note the profuse explanations now being made by some dairy and so-called creamery papers as to the recent failure of A. Sulter, the commission merchant of Cleveland, Ohio. The Dairy World repeatedly warned the dairy public against his system of business and advised them to refrain from making any shipments to him, despite the fact that he occupied large and plausible advertising space in those papers and that they endorsed him, and if any buttermakers have now been caught in his failure, as must be the case with quite a number judging from the fact that his liabilities are reported to be \$75,000, they have themselves and these "veracious" papers to blame. Verily, as Barnum tersely put it, or some equally good authority has said, "A fool is born every second;" but the worst of the situation is that such poor, deluded mortals will rush into their own loss and ruin, notwithstanding the best efforts of friends to save them. Is there any pity to be expended on such a class of people?

**Why Dairy Butter is Doomed.**

One of the reasons why buttermaking on the farm is rapidly giving way to the creamery system is because it is almost impossible to secure as good a price for farm butter as for creamery butter unless the farmer has special customers. The dairyman who keeps a large number of cows and therefore has a large output of butter sells it to as

good advantage as a creamery can, but those who keep a few cows find it impossible to sell butter by ordinary methods at the price of creamery butter, although the butter may be as good or even better. This is the complaint of the private dairymen all over the United States. There does not appear to be any way by which small lots of butter can be sold in the general market at top prices, and creameries are likely, therefore, to keep on making a rapidly increasing proportion of the butter for some time to come.

**Moldy Butter Tubs.**

A correspondent of the Rural New Yorker recently made an attempt to mold some tubs, in order to find something about the subject. Four 60 pound tubs were taken from the store-room and kept under water, entirely submerged, four days. After this soaking they were allowed to dry for one day, and were then placed in a tightly-covered tank which had about one-half inch of water on its bottom. The tubs were left in this damp atmosphere a few days and soon showed a luxuriant growth of mold on the surface of the wood. This evidence seemed to show that the complaints about moldy butter probably came from the dampness of the wood in the butter tub, and that the mold could be prevented by thoroughly drying the tubs before they were used. Store them in a dry room and not in a basement.

**He Knew the Sex.**

"Young man," said the magistrate severely, "the evidence is conclusive against you. You tried to kiss the plaintiff against her will. Have you anything to say before sentence is passed upon you?"

"Only this, Judge," replied the young man, who was about as handsome a specimen as you could find in a day's journey; "only this, Judge, that I am exceedingly sorry I did not succeed. When I look upon the beautiful face and the rosy red lips of the plaintiff I feel that, if I had succeeded in kissing her, I would have paid the fine with the greatest cheerfulness."

"Judge," faltered the fair plaintiff, "if you don't mind, I should like to withdraw the charge."

**Doctor Said so.**

An excellent story was told at a charity dinner. One day a man was brought into the accident hospital who was thought to be dead. His wife was with him. One of the doctors said, "He is dead," but the man raised his head and said, "No, I'm not dead yet," whereupon his wife admonished him, saying, "Be quiet; the doctor ought to know best."

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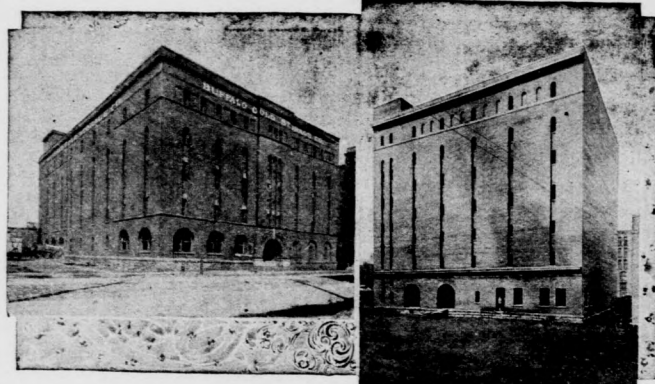
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Rates Reasonable.

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**SEEDS NEW POTATOES**

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

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**The Measure of Business Expense.**  
Written for the TRADESMAN.

The one question a business man most often asks himself without a satisfactory answer is, "How much can I afford to pay my help?" or "With how small a salary list can I manage my business?" And so seldom is there any satisfaction gained from personal enquiry on this vexed and vexing question that I venture, in the limits of this article, to give my views on this theme of universal interest:

The first proposition to make is as broad and deep as the very foundation of business, to wit, profit alone is the gauge by which to measure returns from any investment; nor can we take into consideration the expense incurred to reach this conclusion.

If, through the increase of his salary list 100 per cent., a business man adds to his income a single dollar, he has been justified in the raised cost of running his business: and if, as is most generally the case, a corresponding advance of 100 per cent. has been made in the year's net gains, then was the act a wise one, as on his profits only must a man's gain be gauged.

It would be a poor plan, if not censurable folly, for a farmer to sow wheat screenings, could they be secured without expense, instead of prime seed that cost \$1 a bushel, simply to save expense when getting in his fall wheat crop, because the returns would not only be disappointing but show a loss on the season's crop. In this case "The best is always the cheapest" is true in the matter of store, or we might add, any hired help.

Again, the expense of seed is like unto a man's salary list, for from its fruition does he look for his profit. The farmer does not hesitate to sow clover seed at \$10 a bushel, when needed, even if beans could be bought at less than one-twentieth the original outlay of cash for seeding the same land.

On the same hypothesis does the man in business who is sustained by true business acumen willingly pay \$20 a week for that combination of body, brain and hands thoroughly qualified for what is to be done, instead of getting incompetent, although equally as large, hands if they might be secured at \$1 per week less.

Using the farmer again as an illustration, we state, it is more to his advantage to harvest forty bushels of dollar wheat from an acre to secure which it cost him \$20 as expenses than to have saved at seeding time and reaped fifteen bushels from the same ground, even although he may have saved one-half, or \$10, per acre expense "from seed time to harvest." Equally true is it of the business the expense to run which amounts to \$100 per week, and \$50 net profit accrues, compared to the getting of the same work done at \$50 on which only \$25 shows as net profit, with chances all in favor of the prospects for the coming week to be brighter than in the latter instance, where cheapness led in securing help. From which we can state that the best, the brightest help, paid all such help is worth, is a better investment than cheap help at any price, or even no price at all. In selection of store help there is never a question raised but that brains are of more value than hands, in the building up of a business, and when able brains guide and direct willing hands there is successful business-building, especially when those helpers are satisfied that they receive their work's worth and have an equitable rating on the firm's salary list;

but where dissatisfaction on this point exists there is always chance to think better results might have been secured had a better understanding of business worth and recompense been had between employer and employed.

Some one has suggested that among the duller minds are to be found the greater percentage of strictly honest helpers for store work, hence a good excuse to employ only such in the retail business; from which surmise I again call on our farmer friend for a homely illustration: Suppose a well-ripened field of wheat should shell in the harvesting 10 per cent. of its bulk and bring the highest market price at selling time, would it not be policy to lose this per cent. rather than to cut the crop while green and, although saving this loss, lose through shrunken, mouldy grain one-fourth or more its value, as might be expected? How can other than one answer be given, that it is more profitable to have the smaller amount of a first-class article than increased bulk of a second. Therefore we assert, even if bright help will pilfer (which we strenuously deny), it is better to have such about, even at this expense added to their higher salary, than the cheap dullard. But, on the other hand, when the farmer knows of improved machinery by the use of which he can save the loss by shelling at harvest time, what excuse on earth can be made to justify the premature harvesting, especially when the outlay for improved machinery can be but a small per cent. of the total saving in grain and handling expense; or, in other words, what excuse can that merchant make for employing dull salespeople in order to secure honest ones, when the means is at hand, purchasable at small cost, that almost insures absolute accuracy and honesty among store help?

Our opinion, based on several years of careful, practical study along business lines, confirms our belief that good help well paid is the best means of reaching that success at which we all aim and hope to reach through the various channels of business in which our all is ventured.

Nor yet is that man who seeks to do all his own work very far advanced towards the fruition of his hopes, a retiring competency, because he, like the army general who attempts to do the private's daily duties, fails in that highest duty to himself, his country and his family when he drops the reins of government to do that which others might as well do for him. Rather should he give his time to strategy than toil, to plans than performance, to direction than execution. In retail business the eye of the master is worth both his hands, yea, many other hands added to his can not offset the loss to his business interests from his eye and mind being turned from the management of his work to the drudgery of minute performance. First-class lieutenants are essential to success and there is no business small or large but that is worthy a "second in command" on whom the duty of direction must devolve when circumstances remove from the active field its commander-in-chief. And this should be one thoroughly trustworthy and capable, one who can, and does, enter completely into the plan of campaign and who can carry it on "all but as well" as he in chief command, the proprietor himself.

But don't, my worthy retail friends, think for a moment that such an one can be bought—he must be made to fit the

# Santiago News

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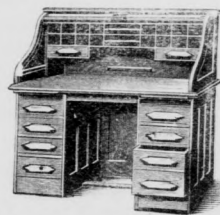
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## New Potatoes and Watermelons

Cherries, Raspberries, Lemons, Oranges, Bananas and Tomatoes.  
**HOME GROWN** Cabbage, Beets, Peas, Celery, Green Onions, Radishes, Cucumbers, Spinach, Asparagus, Pie Plant, New Dry Onions, Turnips, Carrots, Squash, Wax Beans.

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

place, either in your or some similar employ; and once made, he will be capable of filling that place with satisfaction and profit to both the business and its owner. Such a one will cost you money, but, as in the case of first-class seed, the expense is thoroughly justified and the returns will demonstrate the outlay to have been one based on true business principles, that the profit thereon exceeds the expense.

Our final conclusions are that it is poor policy to secure help on the one understanding that it is seemingly cheap, as measured by the coin of the realm, because nothing is cheap at purchase price unless returns thereon show a clear balance of profit, and the experience of all our business past demonstrates that high-priced help about one's store or place of business secures a greater gain per cent. to that business than the "cheap-in-price" help. It always has, does yet and forever will hold true that any purchase that turns a profit on the investment is a good one; and just as true is it that a poor investment shows loss.

L. A. ELY.

#### How People Impose on the Grocery Boy.

"Hully gee, but I'm hot," said the grocery boy, as he brought in the groceries that had been ordered in the morning. "I'm most dead, too, and it's only 12 o'clock."

He turned to the cook and continued in an injured tone: "I wonder if other people have to work as hard as I do. Just because I work in a grocery store, every one thinks they can walk all over me."

He got no answer to his query, but he went on just the same: "I get up at 6 every morning, clean up that darned store, put everything up shipshape, and open up at 7. Then at 8 I start out after the orders. Oh! don't I have a nice time getting the orders! Perhaps you don't think I have any reason to be cross, but I guess you'd be worse than I am if the boss, when he comes downstairs after you have put all the things out in front of the store, swears at you like the Dutchman he is just because you put the watermelons on top of the butter beans."

"I'm glad I don't have to take orders all day. Somebody always blows me up because that fool Eddie down at the store puts up the order wrong, and they think that I don't care what happens as long as I sell 'em a lot of stuff. I have to tell 'em that the strawberries are fresh when I know that they came in the day before. Anyway it won't be my fault if I don't go to heaven. The boss makes me lie. I pass the day gettin' blown up first by the boss, then by the customers, and then by the boss again, and on Saturdays it's worse than ever."

"This morning when I went over to 125 the girl over there asked me to fix the garden hose for her. I couldn't do it, and I knew it, but I had to try, 'cause the boss says I must always be accommodating. That's just the trouble; when any one asks me to do anything I've got to try, whether I want to or not. If the boss hears that I won't try and do things for the customers then I get the bounce."

"I get asked to do the craziest things you ever saw. You know Mary, don't you? Well, she has got the darnedest nerve of any girl I ever saw. What do you suppose she wanted me to do? You know the Dirtsenemy Soap Company gives prizes for the wrappers on the soap? Well, Mary wanted me to take fifty wrappers that she had saved and

send 'em off and get her a belt for a prize. How's that for nerve? She asked me to spend two cents on a postage stamp to get her a belt. And she never winked, either."

"Well, did you do it?" asked the cook.

"Do it? Of course I did it. I had to. Don't I do everything? But I pinched the stamp from the boss," he added confidentially.

"Day before yesterday I was gettin' an order when the missus comes downstairs and asks me to go down to her sister's and get her card tables, as she was going to have an euchre party. Say, do you know why they always play euchre and not pinochle? I've often wondered. So I got the table and a lot of camp chairs, but you can bet your life I didn't get no more. Not even 'thanks.'"

"The next morning I went up and down came the missus again. She wanted me to try and put up a cabinet that had fallen down. I thought to myself that I couldn't do it for nothing, and so I told her I didn't know how. Then she asked me to stop at the carpenter's and tell him to go up, and then—say, what do you think, you could have knocked me down with a straw! She gave me a dollar and said that she was ever so much obliged. I felt like a farmer, but I couldn't back down. There ain't nothing too good for her now. She gets the biggest eggs and the best butter, and her strawberries ain't rotten, either."

"But they ain't all like her, you can bet. The very next place I went to the mistress and the cook was putting up a job on me to do something for them. The mistress asked me to go to a friend of her's house and borrow her stretchers. Of course I did it, but it made me late back, and the boss didn't do a thing to me. And then you wonder because I get sore when you ask me to do things for you that takes me all day."

"Do you know that Bridget is going to have a party? The missus went away yesterday and next week Bridget is going to have it. This morning she asked me to put on a clean apron and wait on the folks. She promised me a lot of grub and beer, so I guess I'll do it. It ain't every day I git all the beer I want."

"Oh, I forgot; here's an answer to the letter I took down to Jack for you this morning. Hope it's all right. So long."

#### Smoothing Down the Old Man.

"I have come," said the young man, "to ask for your daughter's hand."

The proud banker gazed over his glasses at the fellow and demanded:

"Well, have you any means of supporting her?"

"Alas! I am poor. But hear my story."

"Go on."

"When I spoke to Claudia about coming to see you she told me it was useless—that her mother was the man of the house, and that I had better go to her. But I said, 'No. Your father may permit your mother to think she is the man of the house, just to humor her, but I have seen enough of him to know that when a matter of importance comes up his strong will must always assert itself. His strength of character may not be brought out by little things, still—'"

"My boy," interrupted the old gentleman, patting him on the shoulder, "I have known all along that you were not one of those ordinary persons who are incapable of understanding what is going on in the world around them. Take her and may you always be happy."

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.,  
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Goods

## 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.

### 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.

## 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.

## FOLDING PAPER BOXES

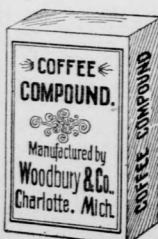
Printed and plain for Patent Medicines, Extracts, Cereals, Crackers and Sweet Goods,

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

GRAND RAPIDS PAPER BOX CO.

PHONE 850.

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



## RICH DRINK

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

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



## 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.

### Troubles of a Traveler.

We have already enumerated some of the disagreeable things a traveling man has to contend with at the hands of hotel and baggage, bus and railroad lines; but this is by no means all. The great question with every traveler is how he can sell the goods necessary to satisfy his house, which, of course, is the key to obtaining a satisfactory salary, so conducive to personal comfort and a happy home. The greatest obstacle is competition, which in these days is so sharp. The methods used by travelers to sell goods are varied indeed. Some travelers are salesmen, others are order-takers, while others are order-wreckers. The latter class are contemptible. They do not try so much to sell their own goods as they do to dissatisfy a customer with the goods already purchased from other travelers. They are sure to make low quotations when a customer has already placed his order or when they see a nice bill of goods being received. These fellows tell a customer of a low price made some other dealer by a competitive traveler. These travelers often consider themselves the only pebbles on the beach, that the trade belongs to them and that other travelers in the line have no raison d'être. These fellows swell out of shape and treat competitors with contempt. Such men fall by the wayside and the cream of the business is obtained by the gentlemen who travel and act as if they were alone in the line, paying no attention to other travelers' business, minding their own business strictly.

Order-takers always consider that price alone sells the goods. Their knowledge of the goods they sell is very limited and if they happen to travel for a house whose policy is to consider the average profit on the whole bill rather than a profit on each item, they are sure to name some extremely low prices in order to get the buyer started, and take advantage of the first opportunity to get an extra profit out of some of the other items so as to even up the average profit. This kind of jockey business goes for a little while, but a traveler prone to such methods will not wear and soon he is representing another house. Salesmen who are salesmen and know their business know that a profit on each and every item is necessary and just. There are few buyers who expect to buy goods at cost.

We are between two fires, lower prices on the one hand and closer competition on the other, which necessitates larger gross sales in order to keep up the net profit. Cut prices are always remembered by our customers; and if one traveler cuts on a few items this trip, the next man does the same and in a

short time all the staples are cut so closely that there are but few items left that will show any profit. Expenses are fully as large as they used to be and we are working harder than ever and some of us accomplish scarcely more than enough to make both ends meet.

In no other profession do we find so many beginners or first-trippers. The ranks of the travelers are filled principally by recruits from among clerks. Many a clerk has become acquainted with a traveler and listened to stories of road experiences and longed to take a grip out himself. He thinks the life of a commercial traveler one round of pleasure and wishes he had so soft a snap. He laments his condition with its monotony, cranky customers and more than cranky employer and longs for an opportunity to take out a line of goods and become a traveling man. At last he starts out with the principal idea of having a good time, and making promiscuous acquaintances (female as well as male), learns very soon to call the buyer by his first name, and establishes the reputation of being a dead game sport and all-around jolly good fellow. Such beginners are short lived; they are called in and laid off.

In these days of sharp competition a traveler has no time for frivolities; he must be on deck seven days in the week and all the time, working by day and traveling by night in order to make a showing and establish a trade that will permit of his taking it easy later in life.

OUIX.

### Movements of Lake Superior Travelers

Marquette, July 5—Among the travelers who attended the Shriners' meeting and ball were: H. C. Work, L. H. Richardson, W. R. Smith, A. P. Simpson, Alex Stevenson, A. F. Wixson, P. A. Jacobson, J. C. Foster, M. R. Manhard and W. C. Monroe—all members of the Lake Superior Commercial Travelers' Club.

The latest addition to the Travelers' Club is the dapper little traveler for the Palmetto Fibre Co., Miss E. R. Phelps. It is needless to say we receive her with open arms.

A large number of our travelers attended the carnival at Milwaukee last week.

E. F. Gengnagel (National Cash Register Co.) is in our midst.

J. N. Mackin (Henry Disston & Sons) was with us last week.

F. S. McCurdy (Jenness & McCurdy) is in the copper country.

E. R. Morrison (alias Baby Bliss) presents a fine 250 pound appearance astride a wheel.

John Power (Franklyn MacVeagh & Co.) is entertaining his family at Ishpeming. Mr. Power's home is at Appleton, Wis., but he makes his headquarters at Ishpeming.

Sam Rose (Detroit Cap Co.) was with us last week.

Alex Stevenson (Buhl Sons & Co.) helped examine thirty-five recruits. After it was over Alex complimented himself by saying that in some respects he averaged with the best of 'em.

A. F. Wixson (Fletcher Hardware Co.) goes to Detroit for a couple of weeks.

OUIX.

### Gripsack Brigade.

Jackson and Hillsdale traveling men held a joint picnic at Baw Beese Lake, near Hillsdale, last Friday. Boos' band furnished the music and a closely contested ball game was one of the features of the day.

Geo. H. Jewett, who has covered Central Indiana and Western Ohio for the past two years for L. Perrigo Co., of Allegan, has severed his connection with that house and contemplates identifying himself with a Grand Rapids establishment.

Martin R. Wilkins, who was formerly engaged in the manufacture of soap on his own account at Detroit, has been engaged by the Schulte Soap Co. to look after its interests in Western Michigan and will make Grand Rapids his headquarters. Mr. Wilkins expects to devote the month of July to making the acquaintance of the city trade.

The members of Post E will hold a meeting at Sweet's Hotel Saturday evening, July 16, for the purpose of making preliminary arrangements for the annual picnic of the Grand Rapids traveling men and to take a fall out of the Heald system on the gate question. All traveling men are invited to attend and participate in the proceedings.

R. L. Hall (Allan B. Wrisley Co.) was elected President pro tem of the Detroit Board of Education last week. Mr. Hall's election was a complete victory for the "reform" faction of the Board. It may mean radical change in the policy of the Board in accordance with Mr. Hall's well-known views on the measure of economy which should be practiced in school affairs.

### REMODELED HOTEL BUTLER

Rates, \$1. I. M. BROWN, PROP.  
Washington Ave. and Kalamazoo St., LANSING.

### HOTEL WHITCOMB

ST. JOSEPH, MICH.  
A. VINCENT, Prop.

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

### \$2 PER DAY. FREE BUS. 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.

## MICHIGAN'S POPULAR SUMMER RESORT..



# THE SEVEN ISLANDS

CITY OF GRAND LEDGE.

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

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

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

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

J. S. MUDGE,  
Owner and Proprietor.

# Show Your Colors



We are having a large run on Flag Envelopes, printed in imitation of Old Glory, which we are prepared to furnish you on short notice, imprinted in black ink on either front or back of envelope. In no way can you show your patriotism at this time better than by the use of Old Glory Envelopes. Samples sent and prices quoted on application.

Tradesman Company, Grand Rapids.

## 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, GEO. GUNDRUM, Ionia.  
Secretary, A. C. SCHUMACHER, Ann Arbor.  
Treasurer, HENRY HEIM, Saginaw.

### Examination Sessions.

Marquette—Aug. 30 and 31.  
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.

### Syrup for the Soda Fountain.

With summer upon us, druggists everywhere are overhauling their soda apparatus, figuring up the profits (or losses) of the past year, and elaborating plans for the summer season. With many the experiences of former years have been such as to seriously call forth the question of the advisability of continuing to operate their fountains during the summer. Here surely something is wrong, for it is commonly acknowledged that not alone is the soda fountain self-supporting, but that, with proper management, it becomes the most profitable of all the side-lines open to the druggist. As a general rule, it is found that failure is due either to bad management or to the use of poor materials. In addition, such druggists buy ready-made the supplies for their fountains, paying little regard either to the prices paid or the quality.

In looking over the accounts of previous years, it is almost invariably found that the heaviest items of expense have been for syrup. The usual custom is to buy the syrup, under various high-sounding names, in quantities of a barrel or less. Experience, however, has shown that it is far more advantageous to the average druggist to manufacture his own syrup, for various reasons. First of all, the manufactured syrups, if of good quality, are too expensive; if not of good quality, it is folly to buy them. Another disadvantage, which especially affects country druggist, and those west of the Mississippi, where freight charges are high, is the matter of freight and containers. It is certainly poor economy to pay freight on several hundred pounds of water. The schedule of the sugar trust is such that the price of sugar varies but little between different localities, and the druggist might as well mix his sugar and water at his own store. Again, the quality of many of the so-called "rock-candy" syrups is not to be relied upon. True, there are good syrups to be had; but such are rather the exception than the rule. An examination of some of the cheaper grades soon demonstrates the truth of this statement. Some time last year a barrel was received bearing the label, "Pure Rock-candy Syrup." The price was such as to warrant the assumption of its being of at least fair quality. The syrup was dense, somewhat cloudy, and slightly opalescent. Upon the addition of carbonated water, it lay at the bottom of the glass, much like a thick jelly, requiring much agitation to effect its solution. Its sweetening power was but slight, an excessive amount being required for each glass of soda. Upon in-

vestigation, it proved to consist of little more than sweetened glucose.

It was with the end in view of obviating these difficulties that the apparatus here described was devised. Two years' trial has proved it to give entire satisfaction. It is at once cheap, simple and efficient. It can be used continuously or at intervals, and can not get out of order.

An ordinary five or ten gallon cylindrical can, such as is commonly used for alcohol, is taken, the bottom removed and the edges slightly smoothed with a mallet. A close-fitting wooden cover with a handle should be made for the can so as to exclude dust. A twenty gallon wine cask is then taken and a hole bored in the head, of such a diameter as will snugly admit the neck of the alcohol can, which rests upon the cask. Two or three inches above the bottom of the barrel, another hole is bored, and a common water tap, or yet better, an iron "syrup tap" with a wide mouth, such as is made for the purpose, is inserted. In the neck of the can, a small, clean sponge is introduced, and above this is laid a perforated, circular piece of tin (aluminum is better than tin for this purpose) to keep the sugar from the sponge, which acts as a strainer. The whole is now supported upon a box fourteen or sixteen inches high, and the apparatus is complete. However, before using, the cask should be thoroughly cleaned. First rinse with cold water several times; the same with hot water; again with cold water, containing a little ammonia, and lastly with pure water. These precautions are necessary, in order to remove all possible source of contamination.

From twenty to fifty pounds of granulated sugar is now introduced into the can, which is then filled with water, and the process of percolation goes on. Cane-sugar is much to be preferred to that made from beets. The syrup thus prepared is all that could be desired. It is of a high specific gravity, clear, brilliant and sparkling. It mixes readily with the soda, requiring but little stirring; and what is more, it is cheaper than the commercial syrups, at least those of good quality. In some cases several of these percolators can be used at the one time to good advantage. It is well, every two weeks or so, to discontinue the percolation, and subject the apparatus to a thorough cleansing.—Leon L. Watters in American Druggist.

### A Perfumed Darling.

From the Philadelphia Record.

Among the customers of a Columbia ave. drug store a few evenings ago was a young colored man attired in a very flashy suit and with the air of a "real hot sport, sub." He asked for 10 cents' worth of perfumery, and the druggist, sizing up his taste properly, poured out an ounce or two of the loudest-smelling cologne in the store. In the meantime the young "blood" stood in front of a mirror admiring his own shape. He confided to the druggist that he was going to see his best girl. "Yo' needen' wrap up de bottle, mistab," he said. "I wish yo' would po' hit ovah me." "What! Pour it all on your clothes, do you mean?" asked the astonished druggist. "Dat's jes' wat I mean, sub. I done want to smell good fo' onct in mah life." After complying with the queer request the druggist sold him another 10 cents' worth for his girl.

### Sweetly Sad.

Groom—A ring around the moon is a sign of rain.  
Bride (sweetly)—And a ring around a woman's finger is the sign of—  
Groom (sadly)—Reign.

### The Drug Market.

The changes are few and unimportant, while the volume of business is very large. Prices are well maintained.

Opium—The market remains firm with the recent reports of small crops. There is no change in the primary markets, although prices are higher here. Morphine—The very firm position is unchanged and an advance is looked for.

Quinine—It is believed that bottom has been reached and, while prices may remain the same for some time, the next change will be an advance.

Alcohol—Has advanced 4c per gallon and, as both of the spirit companies are now working in unison, higher prices are looked for.

Norway Cod Liver Oil—The fishing has ended and the result is below last year. Large purchases are being made in the primary markets and an advance is shown here of about \$3 per barrel.

Iodine and the Iodides—Have been reduced by manufacturers 10c per pound, due to competition.

Balsams—Copaiba is unchanged, but higher prices are looked for, on account of large stocks. Tolu has declined under the same influence.

Essential Oils—Anise is slightly higher. Bergamot has advanced abroad and is scarce. Higher prices will rule here.

Spices—Both black and white pepper have advanced. Nutmegs have declined.

Linseed Oil—Is weak, although prices are well maintained for the time being.

### Stop the Leaks.

The drug business is one in which the sales are small, and from the nature of the stock it is liable to evaporation and leakage; natural changes spoil some of the goods and render them unfit for medicinal use.

One very serious leak is the accumulation of dead stock. Patent medicines quickly become such when the advertising stops. Although the sale may have stopped with you, in some territory covered by your wholesaler there may be a demand. Make an exchange with him at some price.

Your essential oils and perfumes have been left exposed to the sun and are no longer salable. Don't let this happen again.

Your ointments have become rancid, because you did not benzoinate your lard and keep it in a cool place.

Your camel's-hair brushes and others are moth-eaten, because you have not frequently handled them or taken care to use some moth preventive in time.

Your apprentices are careless in regard to weights and measures.

In your anxiety to do business you are too easy in the matter of credits and bad debts accumulate. A very serious leak is loss of customers. New ones are hard to get, therefore hold fast to those you have. They are your friends; use them as such and give them no cause for complaint. Some things may occur in which you must submit to an injustice, or they will be dissatisfied and leave you, never to return. Submit cheerfully to this. Their future patronage will more than cover the pecuniary loss, and time will give you an opportunity to correct the temporary injustice.

Drug stores sometimes burn. Have you this leak stopped by reliable insurance?

J. W. BALLARD.

### Thirty-one Out of Seventy-two.

The annual meeting of the Michigan Board of Pharmacy was held at Star Island last week. In all seventy-two took the examinations, fifty-five for registered pharmacist and seventeen for assistants. For registered pharmacist twenty-four passed and seven secured the certificate for assistants. For the ensuing year Geo. Gundrum, of Ionia, was elected President; A. C. Schumacher, of Ann Arbor, Secretary, and Henry Heim, of Saginaw, Treasurer. The Board will meet at Marquette August 30 and 31, and at Lansing November 1 and 2. The successful candidates were as follows:

Registered Pharmacists—W. E. Brown, Stockbridge; J. Bertram, Detroit; W. H. Blome, Ann Arbor; C. J. Biehl, Sandusky, O.; B. E. Bauman, Kalamazoo; J. W. Cobb, Ann Arbor; J. J. Dawson, Hastings; C. C. Dewey, Jackson; F. Elder, Elkton; R. Jackson, Detroit; O. H. Kessell, Saginaw; D. E. Laing, Detroit; M. B. Hawes, Parma; Wm. Kremers, Holland; H. E. McLellan, Utica; E. M. Laird, Detroit; H. E. Neuhoff, Detroit; D. A. Skinner, Detroit; A. I. Ulrich, Kalamazoo; C. S. Prentiss, Quincy; L. Short, Manistee; A. Vander Velpen, Detroit; W. H. Whitcomb, Vicksburg; J. Winterborn, Saginaw.

Assistants—W. F. English, Kingston; B. W. Glaspie, Fenton; W. A. Howell, West Branch; A. A. Johnson, Marion; L. M. Tebbel, La Porte; E. H. Thilck, Detroit; W. F. E. White, Detroit.

Thirty druggists in Buffalo have been detected in a violation of the city ordinance forbidding the sale of nursing bottles with long rubber tubes.

## 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.



## 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.



WHOLESALE PRICE CURRENT.


Advanced Declined

Table listing various commodities such as Acetum, Acidum, Ammonia, Aniline, Baccæ, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Semen, Spiritus, Syrops, Tinctures, and others, with their respective prices and quantities.

Advertisement for POCKET BOOKS AND PURSES by Hazeltine & Perkins Drug Co. The ad includes decorative borders and text stating 'We shall sample in a few days a large and well assorted line of Ladies' Pocket Books, Ladies' Purses, Gentlemen's Pocket Books, and Gentlemen's Purses. And invite your inspection and order.' The address is 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> Aurora, doz. gross 6 00 Castor Oil, doz. 7 00 Diamond, doz. 5 00 Frazer's, doz. 9 00 IXL Golden, tin boxes 9 00 Nica, tin boxes 9 00 Paragon, doz. 5 00 <b>BAKING POWDER.</b> <b>Absolute.</b> 1/2 lb cans doz. 45 1 lb cans doz. 85 <b>Acme.</b> 1/2 lb cans 3 doz. 75 1 lb cans 1 doz. 1 00 <b>Bulk.</b> <b>Arctic.</b> 6 oz. Eng. Tumblers. 85 <b>El Parity.</b> 1/2 lb cans per doz. 75 1 lb cans per doz. 1 20 <b>Home.</b> 1/2 lb cans 4 doz case 35 1 lb cans 4 doz case 55 Jaxon 2 doz case 90 <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 <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>BROOKS.</b> No. 1 Carpet. 1 90 No. 2 Carpet. 1 75 No. 3 Carpet. 3 50 No. 4 Carpet. 1 15 Parlor Gem. 2 00 Common Whisk. 70 Fancy Whisk. 80 Warehouse. 2 25 <b>CANDLES.</b> 8s. 7 10s. 8 Paraffine. 8 <b>CANNED GOODS.</b> <b>Plantowoc Peas.</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, pints. 2 00 Columbia, 1/2 pints. 1 25 <b>CHEESE.</b> Acme @ 7 1/2 Amboy @ 8 Butterfat @ 8 Carson City @ 8 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 @ 7 Leiden @ 17 Limburger @ 12 Pineapple. 50 @ 85 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 30 Cotton, 60 ft. per doz. 1 40 Cotton, 70 ft. per doz. 1 60 Cotton, 80 ft. per doz. 1 80 June, 60 ft. per doz. 80 June, 72 ft. per doz. 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> 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. 15 Good. 16 Fancy. 17 <b>Maracaibo.</b> Prime. 19 Milled. 20 <b>Java.</b> Interior. 19 Private Growth. 20 Mandehaling. 21 <b>Mocha.</b> Imitation. 20 Arabian. 22 <b>Roasted.</b> Clark-Jewell-Wells Co.'s Brands Fifth Avenue. 20 Jewell's Arabian Mocha. 29 Wells' Mocha and Java. 24 Wells' Perfection Java. 24 Sancelbo. 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. Arbutkie. 10 50 Jersey. 9 50 <b>McLaughlin's XXXX.</b> 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 Feltz 1/4 gross. 1 15 Hummel's foil 1/4 gross. 85 Hummel's tin 1/4 gross. 1 43 <b>CLOTHES PINS.</b> 5 gross boxes. 40 <b>CONDENSED MILK.</b> Gall Borden Eagle. 6 75 Crown. 6 25 Daisy. 5 75 Champion. 4 50 Magnolia. 4 25 Challenge. 3 35 Dime. 8 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 1,000 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. @ 5 Evaporated 50 lb boxes. @ 8 <b>California Fruits.</b> Apricots. @ 8 1/2 Blackberries. @ 7 1/2 Nectarines. @ 7 1/2 Peaches. @ 7 1/2 Pears. @ 7 1/2 Pitted Cherries. @ 7 1/2 Prunelles. @ 7 1/2 Raspberries. @ 7 1/2 <b>California Prunes.</b> 100-120 25 lb boxes. @ 4 1/2 90-100 25 lb boxes. @ 4 1/2 80-90 25 lb boxes. @ 5 1/2 70-80 25 lb boxes. @ 6 1/2 50-60 25 lb boxes. @ 9 30-40 25 lb boxes. @ 9 1/2 cent less in 50 lb cases <b>Raisins.</b> London Layers 3 Crown. 1 45 London Layers 4 Crown. 1 55 Dehesias Loose Muscatels 2 Crown. 3 1/2 Loose Muscatels 3 Crown. 4 1/2 Loose Muscatels 4 Crown. 5 1/2 <b>FOREIGN.</b> <b>Currants.</b> Patras bbis. @ 7 1/2 Vostizzas 50 lb cases. @ 7 1/2 Cleaned, packages. @ 8 1/2 Cleaned, packages. @ 8 1/2 <b>Peel.</b> Citron American 10 lb bx @ 13 Lemon American 10 lb bx @ 12 Orange American 10 lb bx @ 12 <b>Raisins.</b> Ondura 28 lb boxes. 8 @ 8 1/2 Sultana 1 Crown. @ 2 Sultana 2 Crown. @ 2 1/2 Sultana 3 Crown. @ 2 1/2 Sultana 4 Crown. @ 2 Sultana 5 Crown. @ 2 Sultana 6 Crown. @ 2 1/2 Sultana packages. @ 14 <b>FARINACEOUS GOODS.</b> <b>Farina.</b> 24 lb. packages. 1 50 Bulk, per 100 lbs. 3 50 <b>Grits.</b> Walsh-DeRoo Co.'s Brand.	<b>Salt Fish.</b> <b>Cod.</b> Georges cured. @ 4 Georges genuine. @ 5 Georges selected. @ 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. 80 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 01 Mess 40 lbs. 6 30 Mess 10 lbs. 1 65 Mess 8 lbs. 1 35 No. 1 100 lbs. 13 25 No. 1 40 lbs. 5 60 No. 1 10 lbs. 1 48 No. 1 8 lbs. 1 20 No. 2 100 lbs. 8 50 No. 2 40 lbs. 3 70 No. 2 10 lbs. 1 09 No. 2 8 lbs. 83 <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 100 lbs. 6 25 5 75 40 lbs. 2 80 2 60 1 09 10 lbs. 78 73 33 8 lbs. 65 61 29 <b>FLAVORING EXTRACTS.</b>  <b>Jennings's.</b> D. C. Vanilla D. C. Lemon 2 oz. 1 20 2 oz. 75 3 oz. 1 50 3 oz. 1 00 4 oz. 2 00 4 oz. 1 40 6 oz. 3 00 6 oz. 2 00 No. 8 4 00 No. 8 2 40 No. 10 6 00 No. 10 4 40 No. 2 T. 1 25 No. 2 T. 80 No. 3 T. 2 00 No. 3 T. 1 25 No. 4 T. 2 40 No. 4 T. 1 50 <b>Northrop Brand.</b> Lem. Van. 2 oz. Taper Panel. 75 1 20 2 oz. Oval. 75 1 20 3 oz. Taper Panel. 1 25 2 00 4 oz. Taper Panel. 1 60 2 25 <b>Souders's.</b> Oval bottle, with corkscrew. Best in the world for the money. <b>Regular Grade Lemon.</b> doz 75 2 oz. 1 50 <b>Regular Vanilla.</b> doz 1 20 2 oz. 2 40 <b>XX Grade Lemon.</b> doz 1 50 4 oz. 3 00 <b>XX Grade Vanilla.</b> doz 1 75 4 oz. 3 50 <b>FLY PAPER.</b> Tanglefoot, per box. 30 Tanglefoot, c'se of 10 b'x's 2 55 Tanglefoot, 5 case lots. 2 50 Tanglefoot, 10 case lots. 2 50	<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 80 lb pails. 65 <b>LYE.</b> Condensed, 2 doz. 1 20 Condensed, 4 doz. 2 25 <b>LICORICE.</b> Pure. 30 Calabria. 25 28 lb. linen sacks. 32 56 lb. linen sacks. 60 Bulk in barrels. 2 50 <b>MINCE MEAT.</b> Ideal, 3 doz. in case. 2 25 <b>MATCHES.</b> Diamond Match Co.'s brands. No. 9 sulphur. 1 05 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 @ 25 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. 85 Cob, No. 3. 65 <b>POTASH.</b> 48 cans in case. 4 00 Babbitt's. 3 00 Penna Salt Co.'s. 3 00 <b>PICKLES.</b> <b>Medium.</b> Barrels, 1,200 count. 5 50 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 <b>SALERATUS.</b> Packed 60 lbs. in box. 3 80 Church's. 3 15 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 Cuttle Bone. 20 <b>SNUFF.</b> Scotch, in bladders. 37 Maccaboy, in jars. 38 French Kappee, 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, 280 lb. bulk. 2 25 Butter, barrels, 20 14 lb bags. 2 50 Butter, sacks, 28 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 28 lb. linen sacks. 32 56 lb. linen sacks. 60 Bulk in barrels. 2 50 <b>Warsaw.</b> 56-lb dairy in drill bags. 30 28-lb dairy in drill bags. 15 <b>Ashton.</b> 56-lb dairy in linen sacks. 60 <b>Higgins.</b> 56-lb dairy in linen sacks. 60 <b>Solar Rock.</b> 56-lb sacks. 14 <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 6 oz. 2 10 Dusky Diamond, 50 8 oz. 3 00 Blue India, 100 1/2 lb. 3 00 Kirkoline. 3 50 Eos. 2 50 Schulte Soap Co.'s Brand. <b>GLYDESDALE</b> 100 cakes, 75 lbs. 3 80 Single box. 2 75 5 box lots. 2 70 10 box lots. 2 60 <b>Allen B. Wrisley's Brands.</b> 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.

Table listing various spices such as Allspice, Cassia, Cloves, Mace, Nutmegs, and Pepper with their respective prices.

Pure Ground in Bulk.

Table listing pure ground spices in bulk, including Allspice, Cassia, Cloves, Mace, Nutmegs, and Pepper.

SYRUPS.

Table listing different types of syrups like Corn, Pure Cane, and Starch.

STARCH.

Table listing various starch products including Kingsford's Corn, Kingsford's Silver Gloss, and Diamond.

Table listing Kingsford's Corn in 40 lb and 20 lb packages.

Table listing Kingsford's Silver Gloss in 40 lb and 6-lb boxes.

Table listing Diamond starch in 64, 128, and 32 packages.

Table listing Common Corn in 20 lb and 40 lb packages.

Table listing Common Gloss in 1-lb, 3-lb, 6-lb, and 40 lb packages.

STOVE POLISH.



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.

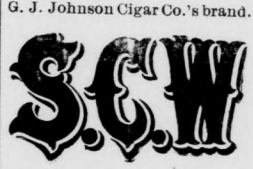
Table listing various sugar products like Domino, Cut Leaf, Crushed, Cubes, Powdered, XXXX Powdered, Granulated in bbls, Granulated in bags, Fine Granulated, Extra Fine Granulated, Extra Coarse Granulated, Mond A, Diamond Coffee, Confec. Standard A, No. 1, No. 2, No. 3, No. 4, No. 5, No. 6, No. 7, No. 8, No. 9, No. 10, No. 11, No. 12, No. 13, No. 14, No. 15, No. 16.

SUGAR.

Table listing various oil products like Eocene, XXX W.W. Mich. Hdlt, W.W. Michigan, Diamond White, D.S. Gas, Deo. Naptha, Cylinder, Engine, B'ack, winter.

TOBACCOS.

Table listing tobacco products like Clark-Jewell-Wells Co.'s brand, H. & P. Drug Co.'s brand, and G. J. Johnson Cigar Co.'s brand.



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

Ure Unkle

Table listing Ure Unkle products like Double Eagles, Gen. Maceo, Mr. Thomas, Cuban Hand Made, Crown Five, Sir William, Club Five, Gens. Grant and Lee, Little Peggy, Signal Five, Knights of Pythias, and Key West Perfects.

TABLE SAUCES.

Table listing table sauces like Lea & Perrin's, Halford, and Salad Dressing.

VINEGAR.

Table listing vinegars like Malt White Wine, Pure Cider, and Pure Cider, Genesee.

WICKING.

Table listing wicking products like No. 0, No. 1, No. 2, and No. 3.

Crackers.

Table listing various cracker products like The National Biscuit Co., Butter, Soda, Oyster, and Sweet Goods.

SWEET GOODS—Boxes.

Table listing sweet goods in boxes like Animals, Bent's Cold Water, Belle Rose, Coconut Taffy, Coffee Cakes, Frosted Honey, Graham Crackers, Ginger Snaps, Gin. Snaps, Ginger Gems, Imperials, Jumbles, Marshmallows, Pretzels, Sugar Cakes, Sugar Squares, Vanilla Wafers, Pecan Wafers, Mixed Picnic, Cream Jumbles, Boston Ginger Nuts, Pineapple Glace, Penny Snaps, Marshmallow Walnuts, Belle Isle Picnic.

Oils.

Table listing various oil products like Eocene, XXX W.W. Mich. Hdlt, W.W. Michigan, Diamond White, D.S. Gas, Deo. Naptha, Cylinder, Engine, B'ack, winter.

Candies.

Table listing stick candy products like Standard, Standard H. H., Standard Twist, and Cut Leaf.

Table listing mixed candy products like Jumbo, Extra H. H., and Boston Cream.

Table listing fancy-in bulk candy products like Lozenges, Choc. Drops, Gum Drops, Moss Drops, Sour Drops, and Imperials.

Table listing fancy-in 5 lb. boxes candy products like Lemon Drops, Sour Drops, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, Gum Drops, Licorice Drops, A. B. Licorice Drops, Lozenges, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Creams, Plain Creams, Decorated Creams, String Rock, Burnt Almonds, and Wintergreen Berries.

Table listing caramels like No. 1 wrapped, 2 lb. boxes, No. 1 wrapped, 3 lb. boxes, No. 2 wrapped, 2 lb. boxes.

Table listing fruits like Oranges, Medt Sweets, Lemons, and Bananas.

Table listing foreign dried fruits like Figs, Choice, Extra choice, Fancy, Imperial Mikados, Pulled, Natural, in bags.

Table listing nuts like Almonds, Almonds, California, Brazil nuts, Filberts, Walnuts, Pecans, Hickory Nuts, and Peanuts.

Grains and Feedstuffs

Table listing wheat products like Wheat, Winter Wheat Flour, and Local Brands.

Table listing spring wheat flour products like Clark-Jewell-Wells Co.'s Brand, Pillsbury's Best, and Ball-Barnhart-Putman's Brand.

Table listing lards in tierces like Compound, Kettle, 55 lb Tubs, 80 lb Tubs, 50 lb Tins, 20 lb Pails, 10 lb Pails, and 3 lb Pails.

Table listing sausages like Bologna, Liver, Frankfort, Pork, Blood, Tongue, and Head cheese.

Table listing beef products like Extra Mess, Boneless, Rump, Kits, and Pigs' Feet.

Table listing butterine products like Rolls, Solid, Creamery.

Table listing canned meats like Corned beef, Roast beef, Potted ham, Deviled ham, Potted tongue, and Potted tongue.

Table listing fresh meats like Beef, Carcass, Fore quarters, Hind quarters, Loins, Ribs, Chucks, and Plates.

Table listing mutton products like Carcass, Spring Lambs.

Table listing veal products like Carcass.

Table listing hides and pelts like Green No. 1, Green No. 2, Cured No. 1, Calfskins, Calfskins, cured No. 1, Calfskins, cured No. 2.

Table listing fish and oysters like Whitefish, Trout, Halibut, Cliscos or Herring, Bluefish, Live Lobster, Boiled Lobster, Cod, Haddock, No. 1 Pickerel, Pike, Perch, Smoked White, Red Snapper, Col River Salmon, Mackerel.

Table listing shell goods like Oysters, Clams.

Provisions.

Table listing Swift & Company quote as follows.

Table listing barreled pork products like Mess, Back, Clear back, Short cut, Pig, Bean, Family.

Table listing dry salt meats like Bellies, Briskets, Extra shorts.

Table listing smoked meats like Hams, Ham, Ham dried beef, Shoulders, Bacon, California hams, Boneless hams, Cooked ham.

Table listing lards in tierces like Compound, Kettle, 55 lb Tubs, 80 lb Tubs, 50 lb Tins, 20 lb Pails, 10 lb Pails, and 3 lb Pails.

Table listing sausages like Bologna, Liver, Frankfort, Pork, Blood, Tongue, and Head cheese.

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Table listing mutton products like Carcass, Spring Lambs.

Table listing veal products like Carcass.

Table listing hides and pelts like Green No. 1, Green No. 2, Cured No. 1, Calfskins, Calfskins, cured No. 1, Calfskins, cured No. 2.

Crockery and Glassware.

Table listing Akron Stoneware products like Butters, Milkpans, Fine Glazed Milkpans, Stewpans, Lamps, Jugs, Tomato Jugs, Preserve Jars and Covers, Sealing Wax, Lamp Burners, Chimneys, First Quality, XXX Flint, CHIMNEYS—Pearl Top, La Bastie, Rochester, Electric, Oil Cans, Lanterns, Lantern Globes, Pelts, Tallow, Wool.

Table listing milkpans like 1/2 gal. per doz., 1 to 6 gal. per gal., 8 gal. each, 10 gal. each, 12 gal. each, 15 gal. meat-tubs, 20 gal. meat-tubs, 25 gal. meat-tubs, 30 gal. meat-tubs.

Table listing fine glazed milkpans like 1/2 gal. flat or rd. bot., 1 gal. flat or rd. bot.

Table listing stewpans like 1/2 gal. fireproof, 1 gal. fireproof.

Table listing jugs like 1/2 gal. per doz., 1 to 5 gal. per gal., 1/2 gal. per doz., 1 gal. each, Corks for 1/2 gal., Corks for 1 gal.

Table listing preserve jars and covers like 1/2 gal. stone cover, 1 gal. stone cover.

Table listing lamp burners like No. 0 Sun, No. 1 Sun, No. 2 Sun, Tubular, Security, No. 1, Security, No. 2, Nutmeg, Climax.

Table listing chimneys like No. 0 Sun, No. 1 Sun, No. 2 Sun.

Table listing first quality products like No. 0 Sun, No. 1 Sun, No. 2 Sun.

Table listing XXX Flint products like No. 0 Sun, No. 1 Sun, No. 2 Sun.

Table listing Pearl Top chimneys like No. 1 Sun, No. 2 Sun.

Table listing La Bastie products like No. 1 Sun, No. 2 Sun.

Table listing Rochester products like No. 1, No. 2, No. 3.

Table listing electric products like No. 2, No. 3.

Table listing oil cans like 1 gal tin cans, 2 gal galv iron, 3 gal galv iron, 5 gal galv iron, 7 gal galv iron.

Table listing lanterns like No. 0 Tubular, No. 1 Tubular, No. 13 Tubular, No. 1 Tub., No. 12 Tubular, No. 3 Street Lamp.

Table listing lantern globes like No. 0 Tubular, No. 0 Tubular, cases 2 doz., No. 0 Tubular, cases 15 cents, No. 0 Tubular, bbls 5 doz., No. 0 Tubular, bull's eye, cases 1 doz.

Table listing lamp wicks like No. 0 per gross, No. 1 per gross, No. 2 per gross, No. 3 per gross, Mammoth.

## Hardware

### How the Government Was Supplied With Gunpowder.

On the banks of the Brandywine, in Delaware, are the great Dupont Powder Mills. Established in 1802 by the French Royalist, Eleuthere T. Dupont de Nemours, who found Republican France an uncongenial home, they have grown to be the greatest mills in the world for the making of explosives. At the time of the Civil War the Duponts were, as they are to-day, powdermakers for the United States Government. In 1861 the Secretary of War sent for the Duponts, and La Motte Dupont, one of the heads of the firm, went to Washington in reply to the summons.

"Are you prepared to furnish a very large amount of gunpowder?" said the Secretary of War.

"That depends on our obtaining saltpetre," was the answer. "The saltpetre of the world is mined in India, of course, under the control of the British government, and the markets are in London and Liverpool."

The Secretary of War was startled. If England should prove unfriendly during the course of the war which was opening, the saltpetre market would, of course, be closed to the United States.

"The Government must buy a large amount at once," he said.

"Excuse me," said Mr. Dupont; "the United States can not go into the market and buy saltpetre at any reasonable price—indeed, it might not be able to buy it at all; but the Duponts can get it without exciting comment."

"Will you go to England and buy it—all there is?"

Mr. Dupont agreed to go, and he and the Secretary of War talked a few moments longer; they made a few figures, and the powder man was provided with letters of credit on the Rothschilds.

On the next steamer he sailed for England and presented himself with letters of introduction to the Rothschilds.

"Sorry, Mr. Dupont; your letters of credit have not arrived"—and he was politely bowed out. He next presented letters of introduction to Baring Brothers, the London correspondents of the Duponts. One of the firm, a Mr. Archibald, cordially received the powder manufacturer. "Very happy to meet you, Mr. Dupont; we have never had the pleasure of meeting a Dupont, although we have done business with the firm for fifty years."

"I am very glad to meet you," said the American, "for I am in need of money."

"We shall be most happy to furnish you with all that you require. About how much will you need?"

Mr. Dupont looked meditatively at the floor for a moment, and Mr. Archibald looked with some curiosity at his American customer. A homely man was this powdermaker; high cheek-bones, a square chin covered with a thin, uneven, bristly beard, spectacles on his deep, kind eyes; a man who somewhat resembled Lincoln in the character of his face. Mr. Archibald thought he might want several hundred pounds. This American had perhaps found London a little more expensive than in his Western simplicity he had supposed. Mr. Dupont, looking up, said:

"I shall want £500,000, and I want it right away."

Mr. Archibald was amazed—only British phlegm prevented his exhibiting his astonishment. Was this American a new Monte Cristo!

"By 'right away' do you mean now?" he managed to ask.

"I mean in twenty-four hours; that is what we call 'right away' in the United States."

"You will pardon me if I consult my partners—it is a good deal of money."

Mr. Dupont admitted that it was a good deal of money, and he took his hat.

"By the way, when you send word to my hotel, ask for 'Mr. Jones'; I am registered under that name."

Mr. Dupont, having no money to buy

saltpetre, went sightseeing and spent the evening at the theater. Before he was out of bed the next morning Mr. Archibald called. He had called the night before and found Mr. Dupont out. The Barings would let Mr. Dupont have the money.

Mr. Archibald was hardly gone when the agent of the Rothschilds hastened in with profuse apologies. The letters of credit had arrived; they came on the same steamer with Mr. Dupont, but were delayed in transmission.

Mr. Dupont now had money to burn (this is not altogether slang), and he set out to buy saltpetre. He proposed to buy not only the large lots, but to buy them all. He went first to Liverpool, and found the saltpetre in the hands of four dealers. He was a "Mr. Jones" who wanted some saltpetre.

He called on the head of one firm; the dealer had so many hundred bags, 300 pounds to a bag, so much a pound. "Mr. Jones" bargained like a cautious man who wanted to get his money's worth. He would call again. After visiting the other three dealers, he went back to the first, bought the stock and presented his check.

"We don't know Mr. Jones."

"Wire to Barings or Rothschilds."

The reply came: "Mr. Jones has credit for any amount."

He bought the stock of all the dealers, and each man hugged himself with delight because he had sold his saltpetre, until he had discovered that there was none in the market, and the price had advanced; therefore the balance of his days he cursed the tricky Yankee.

Meanwhile "Mr. Jones" had bought all the saltpetre in London at what was virtually his own price. When he came to the last dealer, however, some rumor had preceded him, and the dealer said: "I have five hundred bags, but it is not for sale."

"Ah!" said "Mr. Jones," "you are keeping it for a curio. Good morning."

This great supply of saltpetre bought, the next thing was to hire ships to carry it to America. He found American vessels in Liverpool which would undertake to transport it, a matter of some risk, for saltpetre was contraband of war.

The loading began; everything moved slowly. Mr. Dupont was exasperated at the tedious delays, for all the means of transportation moved deliberately in England. At last the vessels were ready, and he informed the harbor master that the ships would sail at high tide that evening. The harbor master found it impossible to have the papers ready—it would take two or three days. There was red tape here and red tape there. Mr. Dupont was now in a fever of impatience. Every hour increased the danger of the government finding out that all the saltpetre in England was about to go over the sea; another day's delay and the ships might not sail at all. He pressed the harbor master for the clearance papers. The polite official explained that it would cost him his position if it was known that he had violated the rules.

"And how much is your position worth?"

"Three hundred pounds a year."

Mr. Dupont looked at the harbor master attentively—he was a man of over sixty years. Then he put his hands in his pockets and looked out the office window, which bristled with masts of all nations. Now Mr. Dupont knew his Dumas well, and at that moment he was turning over in his mind the method the Count of Monte Cristo used to rid a garden of dormice which ate his peaches.

"I should like to draw a check for £3,000 in exchange for the papers," he said. The ships sailed on the next tide.

When Mr. Dupont reported to the Secretary of War there was a love feast in the office of the War Department. After the congratulations were over the Secretary said: "How much do we owe you, Mr. Dupont?"

The powdermaker named the amount of his expenses, to which he added \$15,000 to the harbor master.

"But what charge do you make for your services in the negotiation?"

Then this Franco-American, who

## Novelty Blue Flame Oil Stoves



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

Foster, Stevens & Co., Grand Rapids.

## CLARK-RUTKA-JEWELL Co.,

38 & 40 South Ionia St.

Opposite Union Depot.

Complete stock of **HARDWARE, TINWARE, CUTLERY** and everything usually kept in a first-class hardware store.

**STRICTLY WHOLESALE**

All orders filled promptly at bottom ruling prices. Mail orders solicited.

CLARK-RUTKA-JEWELL CO., Grand Rapids, Mich.

## Buckeye Paint & Varnish Co.

PAINT, COLOR AND VARNISH MAKERS

Mixed

Paint

White

Lead



Shingle

Stains

Wood

Fillers

Sole Mfrs **CRYSTAL ROCK FINISH**, for Interior and Exterior Use

Corner 15th and Lucas Streets, Toledo, Ohio.



might have demanded a princely sum for his extraordinary services, bowed to the Secretary and replied:

"I have had the distinguished honor of helping the Government; I wish nothing further."

There is a sequel to this story. When the war was over Mr. Dupont, realizing the tremendous risk run by the Government in relying upon native saltpetre, set himself to inventing an artificial substitute, and hereafter, with mountains of nitrate of soda in Chili and potash everywhere, the United States will never be in such straits again.

In 1884 this distinguished powder-maker fell a victim to his enthusiasm for his business, and while experimenting with high explosives was killed in an explosion.

**High Prices for Stove Repairs.**

Ante Lucem in American Artisan.

There seems to have been no inauguration of the National Association resolution to advance prices, but if one may judge from what he hears, the push who were so anxious to get the resolution through are now beating around the bush and telling how they have reduced prices, even under the burden of increased expenses for pig iron. Dealers are taking trade papers and many are watching market quotations, comparisons and yearly averages, using common-sense reasoning about these things, and it's harder to create a sympathetic feeling in such resolves than it was twelve or fifteen years ago.

There is a growing feeling among dealers that the charge of 6 and 7 cents a pound for repairs and extras is an outrageous one and not warranted by fair dealing. As a dealer said to me, "Look at that lot of extras; I thought those shelves would cost me about 25 to 30 cents apiece; they come billed at 7 cents a pound and cost 60 to 70 cents each, and I give them free with sales. I wrote the house and got a curt letter saying that was the price, the rate charged by all first-class houses, and they could make them no less. Now," said he, "their stoves are sold me at a rate not exceeding 5 cents, which includes nickel trimmings, reservoirs, japanned covers, and represents labor in putting together, which must cost considerable for each stove or range and add something to each pound of cast iron in them, and I can see no reason in asking me to pay 7 cents a pound for such castings that do not represent such an amount of extra labor in production. I am just waiting for their agent."

**California's Fruit Yield.**

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

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

**The Requisites to Success.**

There are three requisites to success in business.

The first is ability to buy, and the second is ability to sell, and the third is ability to attract trade.

It is obvious that the man who can not buy right can never sell with profit, and that the man who can both buy and sell right, and doesn't know how to get trade, can not do business.

It is evident that the long-time-paying buyer can't buy at bottom, and can't compete with the cash buyer.

The profit of business is in right buying.

**His Part.**

Friend—Do you raise vegetables? Suburbanite—No, I only plant them; and, as you observe, my neighbors' chickens raise them.

**The Hardware Market.**

General trade keeps up remarkably well. The demand for goods is much better than usual for this time of the year. Especially is this noticeable in the line of seasonable goods. In many lines it is far beyond the ability of mills to produce. Trade for June was an improvement over a year ago and, if nothing happens more than the present indicates, the summer trade will fully hold up to the gradual increase already noticed.

Wire Nails—Notwithstanding the consolidation of nearly all of the outside mills under one head, the price is not strong, and in many instances concessions are being made. The fact that the entire country loaded up early in the year has had its effect, as dealers have not as yet been obliged to order in any large quantities. It is hoped that early fall will show an increased demand for this line.

Wire—While the demand for nails has been below the average, both barbed and plain wire have been hard to get, owing to the very heavy needs that prevail everywhere. This demand is, no doubt, caused by so many patent fences being put up in all parts of the country. The price remains firm and jobbers quote \$1.25 for No. 9 plain, f. o. b. mill and \$1.50 for painted barbed, with an advance of 30c for galvanized. For shipment from stock jobbers are trying to get \$5@6 per ton over factory shipments.

Rope—Prices are way up. Not for years have we been obliged to pay such prices. It is not believed that any lower figure will rule, but rather higher prices are looked for. This market is asking 10½c for sisal rope and 11½ for Manila.

Agricultural Tools—Not for years has there been such a demand for goods in this line. Snaths and cradles are especially out of the market. Jobbers are out and the makers have no woods that can be made up into new stock. This scarcity extends from Maine to California and dealers need not think Michigan alone is the sufferer. The demand for forks, especially those with 4½ foot handles, is far beyond the supply.

Window Glass—Is very firm and stocks are not large and in any sizes are already getting low. Price is held firmly at 80 and 20 per cent. by the box, with an advance of 1 per cent. for it by the light.

**An Argument Against Annexation.**

"Don't you know," said the politician, "that some of those islands in the Pacific Ocean are the work of coral insects?"

"What has that to do with our taking possession of them?"

"My friend, you are wholly deficient in the foresight that makes a statesman. Supposing some ship with a cargo of insect powder was to founder in the neighborhood?"

**A Really Good Story.**

"I've a great story to tell you, boys," said a man to a group at the City Hall. "I don't think any of you ever heard me tell it before."

"Is it a really good one?" asked one of the party, doubtfully.

"It certainly is."

"Then you never told it before," echoed the crowd.

**Her Talent.**

"There's a young woman who makes little things count."

"How does she do it?"

"Teaches mathematics in the public school."

What men call firmness in themselves they call contrariness in others.

**Hardware Price Current.**

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Flow.....	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, \$20.....	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 ¾ advance.....	85
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Bars.....	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 ½c per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list.....	40&10

HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz net 2 50
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, ½ inch and larger.....	10½
Manilla.....	11½
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 26.....	3 10 2 65
No. 27.....	3 20 2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....	
SAND PAPER	
List acct. 19, '86.....	dis 50
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & 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.....	62½
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	9 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.....	6½
Per pound.....	6½
SOLDER	
¾@¾.....	12½
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	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, 1 per pound.....	9
14x56 IX, for No. 9 Boilers, 1 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.



### The Drug Editor's Experiments.

M. Quad in American Druggist.

I couldn't stand it any longer, and I have moved into another building—far away from the drug editor and his trial-boys. The drug editor is an all-around good fellow, but he has certain ways which I object to, and I knew that I must either quarrel with him or get beyond sight and sound of his experiments.

I had scarcely taken an office alongside of the drug editor when he advertised for a boy. He explained that he wanted a willing boy, and one in the best of health, and that a boy devoted to his interests would have a steady place and a liberal salary. Of the fifty boys who called in answer, the drug editor picked out the fattest and plumpiest, and a few minutes later I heard him explaining:

"Now, sonny, we will begin business. Here are two pills which I wish you to swallow right away, and you are to keep close track of any symptoms which may follow."

The boy protested, but he was a fatherless boy with a widowed mother on his hands, and he had to swallow the pills or lose his job. They were a new kind, sent to the editor for experiment and report; but he wasn't taking any chances himself. They didn't kill the boy, although his ears kept twitching and his hair continued to curl for the next two hours. The poor, innocent lad was just getting his nerve back when the drug editor called upon him to swallow a generous dose of a new kidney cure. There was nothing wrong with that boy's kidneys, and he tearfully protested against being experimented on, but the drug editor fixed him with his eye, and replied:

"Very well, sonny. If you had rather see your poor mother begging from door to door than surrounded by all the luxuries that wealth can buy, then so be it. It is either swallow this or go."

The boy wept for a while and then swallowed the stuff. He was taken with cramps soon after, and then the drug editor worked in a panacea on him, and made two experiments out of one. That was the beginning. I didn't feel like saying anything in opposition, but it made my heart bleed to watch that boy day after day. After three or four days the drug editor got him down to a regular routine. The first move in the morning was to sweep out the office. Then he was given a dose of some new consumption cure. Then came an errand or two and a dose of something to stir up his liver. Then he went to the postoffice after stamps, and upon his return it was a spring tonic or a cure for dyspepsia. His fatness and his plumpness soon disappeared and at the end of a fortnight he was hollow-eyed and weak in the knees. I saw that he was not long for this world unless the drug editor let up, and I mustered up courage to throw out a hint.

"Johnny? Yes, he is going fast," was the calm reply. "He hasn't got the constitution I thought he had. I don't expect he will last over two weeks more. However, boys are plenty, and I must have one to try these things on."

Two weeks later Johnny's mother sent word that he was dead, and the drug editor sat down to write another advertisement for another victim. This time he got a boy with moles on his chin and warts on his hands. The stock of salves had been piling up, and here was a boy to use 'em on. A dozen times a day his moles were touched up and his warts liberally greased, and after the third day a sure cure for cold feet and a liniment for lumbago were mixed in with the others. In a week he lost five pounds of flesh and began to have a wandering look in his eyes. The drug editor tried to brace him up by ringing in a remedy for dandruff, but the boy continued to fall away and wonder where he was at until he fell down the stairs one day and broke three ribs and was paid his salary up to date.

Then a third boy appeared. He was a frank, trusting lad, and it grieved me to see him there. He was welcomed with a dose of a new remedy for tape-worms, and before night had taken an anti-cholera mixture, submitted his cors

for treatment and had four or five different porous plasters sticking to him. He trusted the drug editor, and had no guile in his heart, but he didn't last a month. His mother called and said the boy had got so nervous that he would climb a tree at sight of a bicycle, and so poor in flesh that he was like a mop-stick, and she thought he had better give up studying to be a drug editor.

There were other boys—seven or eight of them. All began and ended alike, except that the majority of them were brought to the grave. Liquids and solids—powders and ointments—salves and plasters—it made no difference to the drug editor. It was his duty to investigate and analyze in the interest of the drug trade and he would not permit a boy to escape. In his enthusiasm he went further. He got a machine and advertised for a type-writer, and the one he selected had scarcely written "Dear Sir" on a business letter when he interrupted her to say:

"Miss Jones, I had forgotten to mention that I have just received a sure cure for fits, and that the inventor wants a report as to its efficacy at once. Please take a teaspoonful before going any further."

"But I never had a fit of any sort," she protested.

"No? Well, you have certainly had spells of dizziness and loss of appetite, and we will try it for those complaints."

She was a proud and obstinate girl, and rather than work for her employer's interest, she quit the job, but the one who took her place also took her regular dose until one day she was carried to the hospital. I wanted to interfere—I wanted to call in Bergh and the law, but a fear came upon me that if I interfered and drove away those trial-boys and trial-typewriters the drug editor would demand that I submit myself a victim. Yesterday he obliged the poor, wan-faced, type-writer to eat half a pint of infants' food, experiment with three different pectorals and gulp down a dozen tablets, and the office boy was subjected to three sorts of squills, a cupping process and five headache powders. I was powerless to interfere, but I resolved to be no party to further murders, and when night came I moved my belongings far away. The drug editor will go right along with his experiments just the same, and office boys and typewriter girls will pale and fade and go to their doom, but I shall not be there to hear their sigh nor see them weep.

P. S.—I stop the press to announce that the drug editor had a fresh advertisement in the papers this morning. That means that the office boy died during the night. The type-writer may last the week out, but her doom is surely sealed.

### The Sulters Under Arrest.

Cleveland, Ohio, July 5—August Sulter, the commission merchant who made an assignment, and his two sons, G. A. and R. B. Sulter, were arrested last week on charge of contempt of court. Their arrest was ordered by John H. Simpson, a notary public, because they refused to be sworn to make depositions in relation to the condition of their business. The three men were immediately taken to the county jail, when their attorney, J. C. Heald, commenced habeas corpus proceedings to get them released.

After Mr. Sulter made an assignment on June 17, C. W. Cornell filed a petition in the Common Pleas Court, asking that the business be placed in the hands of a receiver, for which a hearing was set for July 6. Mr. Sulter and his two sons were called before a notary public and asked to make certain depositions. They refused to be sworn at all, whereupon Mr. Simpson had them placed under arrest.

Engbert Kuyers and David Hoogerhyde, travelers for P. Stekete & Sons, are enjoying a two weeks' vacation, visiting with their families.

When a lot of women get together, the main subject of conversation is whether some other woman knows how her husband is acting.

### The Canadian Conference.

Notwithstanding the action of the Senate Appropriations Committee, the appropriation for the expenses of the conference between this country and Canada is certain to be provided for, as the Senate itself has decided to restore the appropriation to the general deficiency bill, thus insuring the proper provision for the expenses of the conference.

The Governments of Great Britain and the United States agreed, not long ago, on a conference for the settlement of all outstanding questions relating to Canada. Owing to the many vexatious problems which have cropped out of recent years to produce friction between the two countries, the holding of a conference to arrange all these matters appeared to be a matter very much to be desired; hence the action of the Senate Committee was surprising and unpatriotic.

To meet the expenses of the commission to be appointed by the United States, the sum of fifty thousand dollars was set apart in the general deficiency bill. That bill passed the House of Representatives with this item in it. When the bill reached the Senate, the appropriation was stricken out by the Senate Committee, but happily was restored later by the Senate itself.

No good reason was assigned by the Senate Committee for its course, and it is assumed that it was a side blow aimed at the President. It is matter for congratulation that the conference is now assured. The relations of this country with Great Britain are at present very cordial, and it is much to be desired that they may continue so. The time appears ripe to arrive at an amicable settlement of all causes for dispute growing out of our relations with Canada, and it would be a great blunder not to improve the opportunity.

### Banking Change at Otsego.

W. C. Edsell has sold his interest in the banking house of W. C. Edsell & Co., at Otsego, to Hiram A. DeLano and Geo. E. DeLano, who have formed a copartnership with Mr. Edsell's former partner, C. Irvin Clapp, and will continue the business under the style of DeLano & Clapp. Geo. E. DeLano will shortly remove from Allegan and take up his residence in Otsego.

It is said in Indiana that the American Lamp Chimney Company, with a capital stock of \$750,000, has been incorporated at Anderson, under the laws of West Virginia, for the purpose of controlling the lamp chimney markets of the country by revolutionizing manufacture by the introduction of machinery, which will blow at a cost of 5 cents a dozen better chimneys than can be produced by hand at 15 cents a dozen.

Aside from this saving in cost of blowing, there is also a material saving in other particulars. The company will control the only machine yet constructed. The annual consumption of the Nation is 7,000,000 dozen per annum. It is figured that they can control the market by cheap prices. Edward D. Libby, of Toledo, Ohio, is President of the new company. The company will also manufacture reflectors and globes. This innovation will go far, if successfully carried out, in revolutionizing all kinds of glassmaking by the introduction of machinery to displace men.

A woman can go to church and afterward tell you what every other woman in the congregation had on—and sometimes she can even remember what the text was.

## 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**—ONE SECONDHAND FIVE-barrel oil tank; one double-door safe; one jeweler's safe. H. Leonard & Sons, Grand Rapids, Mich. 643

**FOR SALE**—GENERAL MERCHANDISE stock in growing town in Southern Michigan. Will bear investigation. Address No. 644, care Michigan Tradesman 644

**FOR SALE**—AN \$8.00 SODA FOUNTAIN FOR \$200. Address J. H. Levinson, Petoskey, Mich. 639

**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

**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**—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

**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 & Caldwell invite inspection. 625

**I HAVE SMALL STOCK OF DRUGS AND** fixtures in Iowa, 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. 589

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

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

**TO EXCHANGE**—FARMS AND OTHER property for dry goods, clothing and shoes. Address P. Medaie, 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. 606

**FOR SALE**—MODERN, WELL-ESTABLISHED and equipped broom factory and good trade. Other business commands our attention. Address No. 554, care Michigan Tradesman. 584

### COUNTRY PRODUCE

**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. Collyer, 103 Washtenaw St. E., Lansing, Mich. 635

### MISCELLANEOUS.

**WANTED**—A REGISTERED PHARMACIST at once. Address, with references, M. A. Barber, Petoskey, Mich. 645

**WANTED**—MAN OF EXPERIENCE TO work in grocery and meat market. Must be well recommended. Address E. B. Huntoon, 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

**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 19, 1898.

**Chicago.**  
Lv. G. Rapids.....7:30am 3:40pm \* 2:15am  
Ar. Chicago.....2:10pm 9:05pm 7:30pm  
Lv. Chicago.....7:20am 4:15pm \* 8:45m  
Ar. G'd Rapids.....1:25pm 10:30pm \* 2:15m

**Traverse City, Charlevoix and Petoskey.**  
Lv. G'd Rapids.....2:15am 8:05am 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 19, 1898.

**Detroit.**  
Lv. Grand Rapids.....7:00am 1:35pm 5:35pm  
Ar. Detroit.....11:40am 5:45pm 10:05pm  
Lv. Detroit.....8:00am 1:10pm 6:10pm  
Ar. Grand Rapids.....12:55pm 5:20pm 10:55pm

**Saginaw, Alma and Greenville.**  
Lv. G R 7:0am 4:20pm Ar. G R 12:20pm 9:30pm  
Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.  
Geo. DeHAVEN, General Pass. Agent.

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

(In effect May 15, 1898)

**Leave EAST. Arrive.**  
+ 6:45am Sag., Detroit, and Fallo & 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. \* 7:05am  
+ 12:53pm Gd. Haven and Intermediate. + 3:12pm  
+ 5:32pm Gd. Haven and Intermediate. + 10:06am  
\* 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.  
\*Daily. +Except Sunday.  
E. H. HUGHES, A. G. P. & T. A.  
BEN. FLETCHER, Trav. Pass. Agt.,  
C. A. JUSTIN, City Pass. Agent.  
97 Monroe St. Morton House.

**GRAND Rapids & Indiana Railway**

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

**Southern Div. Leave Arrive**  
Cincinnati..... + 7:10am + 8:25pm  
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... + 7:10am + 2:10pm \* 11:35pm  
Ar. Chicago..... 2:0 pm 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

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

**Fans and Picture Cards**

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

TRADESMAN COMPANY, Grand Rapids.

**HOLLAND & CHICAGO LINE**



Operating the elegant and fast steamers "Soo City" and "City of Holland" between Holland and Chicago, connecting at Holland with the C. & W. M. Railway for Grand Rapids and all points east and north.

**SUMMER SCHEDULE.**  
In effect June 25th.  
Lv. Holland, daily (except Sunday)..... 8:00 p.m.  
Lv. Holland, Sunday..... 3:00 p.m.  
Lv. Holland, Saturday (special)..... 6:30 a.m.  
Lv. Chicago, daily (except Fri. and Sat.)..... 7:00 p.m.  
Lv. Chicago, Friday..... 4:00 p.m.  
Lv. Chicago, Saturday..... 9:00 a.m. and 4:00 p.m.

**FARE.**  
Between Holland and Chicago \$2.25 Single Round  
Between Grand Rapids and Chicago 3-15 5-00

**SPECIAL RATES.**  
Chicago to Holland and Resorts, Friday and Saturday, leaving Chicago at 4 p. m. one way, \$1.75; round trip, \$2.50. Saturday morning, leaving Chicago and Holland, \$1.00 each way. Above special rates for transportation only.  
Office, No. 1 State St., Chicago. Charles B. Hopper, Gen'l F. & P. Agt.

Established 1780.

**Walter Baker & Co. LTD.**

Dorchester, Mass.  
The Oldest and Largest Manufacturers of  
**PURE, HIGH GRADE COCOAS AND CHOCOLATES**  
on this Continent.



No Chemicals are used in their manufactures.  
Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.  
Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.  
Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.  
Buyers should ask for and be sure that they get the genuine goods. The above trade-mark is on every package.

**Walter Baker & Co. Ltd.**  
Dorchester, Mass.

**The President of the United States of America,**

To **HENRY KOCH**, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you,

**Whereas**, it has been represented to us in our Circuit Court of the United States for the District of New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

**ENOCH MORGAN'S SONS COMPANY,**

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

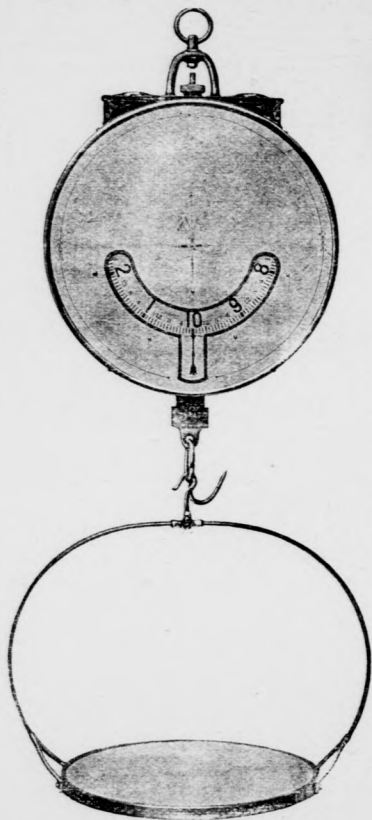
**Now, Therefore**, we do strictly command and perpetually enjoin you, the said HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

**By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,**

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

**Witness**, The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand, eight hundred and ninety-two.

[SEAL] ROWLAND COX, Complainant's Solicitor.  
[SIGNED] S. D. OLIPHANT, Clerk



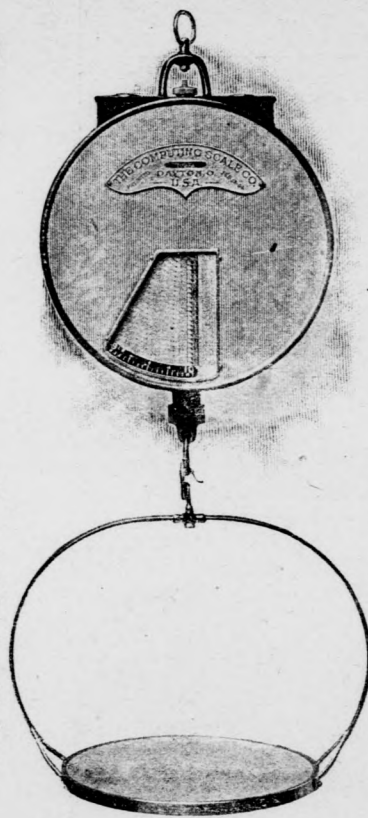
# ANNOUNCEMENT

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

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

## WE HAVE IT FOR YOU

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



WRITE

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

# MONEY IN IT

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

It pays any dealer to keep the Seymour Cracker.

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

For this class of people the Seymour Cracker is made.

Discriminating housewives recognize its superior

**FLAVOR, PURITY,  
DELICIOUSNESS**

and will have it.

If you, Mr. Dealer, want the trade 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.