

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS

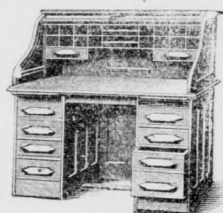
\$1 PER YEAR

Volume XV.

GRAND RAPIDS, WEDNESDAY, JULY 13, 1898.

Number 773

ONLY \$13.75



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

ADDRESS IN FULL

THE WHOLESALE FURNITURE COMPANY, Grand Rapids, Mich.

WORLD'S BEST

S.C.W.

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

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.



J. H. Prout & Co.,
Proprietors of

The City Roller Mills

Howard City, Mich.

Wholesale and Retail Dealers in

Flour, Feed and Grain

Our Prout's Best is a trade winner. Try it.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.



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.

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.



Are You Anxious

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

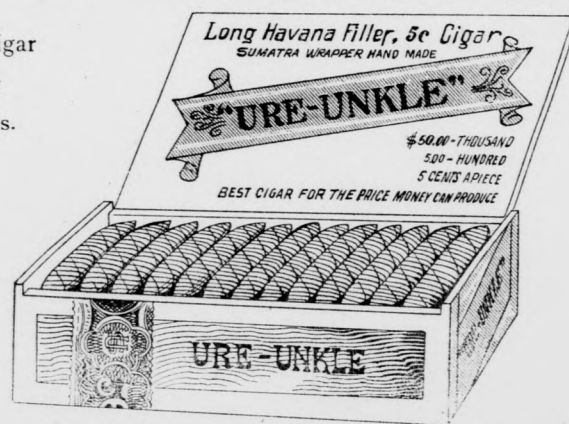
Northrop, Robertson & Carrier,
Lansing, Mich.

URE UNKLE

A 10 cent cigar
retailing
for 5 cents.

MICHIGAN
CIGAR
Co.,

BIG RAPIDS,
MICH.



BOUR'S COFFEES MAKE BUSINESS

Our blended

San Marto

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

"Royal Duchess" "Hillside"

are Java and Mocha popular brands.

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

The J. M. Bour Co.,

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

129 Jefferson Avenue, Detroit, Mich.



TANGLEFOOT

Sealed Sticky Fly Paper

ONE OF THE MOST PROFITABLE THINGS YOU SELL.

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

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



YOUR
WHOLESALE
SELLS
TANGLEFOOT.

PRICE, 30 CENTS A BOX.—\$2.55 A CASE.

MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, JULY 13, 1898.

Number 773

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.

Widdicomb Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars.

L. P. WITZLEBEN, Manager.

THE Grand Rapids FIRE INS. CO.

Prompt, Conservative, Safe.

J. W. CHAMPLIN, Pres. W. FRED MCBAIN, Sec.

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

Michigan Representatives The Furniture Commercial Agency Co. "Red Book." Reports and Collections.

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

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.

WORSE THAN SPANIARDS.

The express companies still array themselves in opposition to the people, Congress, the Commissioner of Internal Revenue and the Assistant Attorney General of the United States by refusing to pay the tax imposed on them by the new Federal tax law. Boards of trade and mercantile exchanges in all parts of the country have placed themselves on record by denouncing the unpatriotic attitude assumed by the companies, and shippers everywhere are showing their disapproval of the companies' position by diverting shipments which ordinarily go by express to the mails and fast freight lines. The shippers do not regard the payment of the penny on each receipt as being the point at issue, but it is the principle.

The Tradesman has instituted a test case against the Adams Express Co. in this city, which it proposes to follow to the court of highest resort, if necessary, to establish the soundness of its position.

THE VALUE OF SEA POWER.

The present war has amply borne out the theories of Captain Mahan and other naval authorities that, in a war between countries with a seacoast, the command of the sea is the most important factor in determining victory. All recent wars have taught this very plainly.

In the war between China and Japan, it was only after the battle of the Yalu, when the Chinese fleet suffered so heavily and it was demonstrated that the Japanese were vastly superior at sea, that it became apparent that China must lose in the struggle. With her fleet driven from the high seas to the protection of her naval strongholds, China was unable to move troops, except by tedious overland routes, whereas Japan was at liberty to move her armies at will so as to strike China in the most vulnerable places.

It was the command of the sea that enabled the Chilean insurgents to overthrow Balmaceda and his government. Balmaceda, although possessing the army of Chili and all the country's revenues and resources, was defeated, because his opponents possessed the navy and were able to use it to advantage in moving and protecting the landing of troops.

When there was a prospect of Germany helping President Kruger, of the Transvaal, to attack the British, it was the practical demonstration of England's naval strength and Germany's weakness in the matter of sea power that restrained Emperor William's hand. It was the lesson then learned that convinced the Emperor that Germany must increase her fleet at any cost if she expected to hold her own as one of the arbiters of the fate of Europe.

To come down to our own war with Spain, the value of sea power has been most thoroughly vindicated. As long as Cervera's fleet was roaming the sea, it was not deemed safe to send troops to

Cuba and there was always a possibility that the Spanish ships might make a raid along some exposed part of our coast line. As soon as Cervera was cooped up in Santiago, we were free to move troops at will.

The destruction of her fleets has rendered Spain powerless to re-enforce her colonies or even to keep them supplied with provisions and ammunition. Had we been better prepared on our own part for the work in hand, we could have landed armies simultaneously at many points in Cuba and Porto Rico, and thus have been in a better position to dictate terms when the moment arrived to negotiate peace.

So generally is the value of sea power now recognized that all the great nations are actively engaged in strengthening their fleets. Our own Congress, dull and sluggish as it has always been in preparing for the public defense, is now keenly alive to the importance of increasing the fleet and maintaining the navy on a substantial and powerful footing. If our contest with Spain made it necessary to put in commission as large a fleet as we are now using, how much greater would be the strength needed to cope with a really first-class sea power, such as France, Germany, Russia, Italy or even Japan. Of course, the possibility of coping with Great Britain at sea is not even to be considered.

One of the principal results of the present war will undoubtedly be a permanent increase in our naval establishment. In order to make this increase effective, it will be necessary to greatly augment the strength of the enlisted force. Our ships, as a rule, are undermanned, and, consequently, their effectiveness is measurably impaired. Our navy is, moreover, very seriously underofficered, especially the battle-ships and heavier vessels. The number of officers of all grades should at once be increased. Of course, there is the old prejudice against officers not graduates of the Naval Academy. This is to be regretted, as it tends to damage the navy in popular estimation and make it unpopular with the merchantmarine, which is the very class that re-enforcements must be drawn from in time of war. It would be useless to suggest any plan for securing the extra officers needed; but it is evident that the naval authorities will have to study the question in the near future, and it is hoped that the difficulty will be approached in a broad-minded and unprejudiced spirit.

The Austrians have recently adopted in their army a shelter tent which, when not pitched, is separated into pieces cut to fold over and form strong coats for the soldiers. The material is a light, strong waterproof linen, bound along the edges with wide braid and provided with cords which serve the double purpose of fastening either the tent or coat. Upon halting for the night, the soldiers remove or unpack their coats in pairs, tie them together and form the tent upon their two rifles, which, with bayonets fixed, are stuck into the ground to form tent poles.

One effect of the new revenue law will be to materially cut down the number of common articles that are advertised as possessing medicinal properties. For instance, if a manufacturer scents up a lot of ham-rind soap and then claims for it certain virtues of benefit to the complexion, he must put a proprietary stamp on the cakes. A similar tax must be paid on pepsin soda water, antibilious cottonseed oil, tonic beer, digestion-aiding cocktails, or any other substance that is advertised as having medicinal properties.

An Eastern paper very pertinently and very justly remarks that while laurels are being woven into wreaths for Dewey and Hobson and Blue and the lengthening line of male heroes, it should not be forgotten that the aged Clara Barton is displaying qualities no less noble and valuable. And many pure and unselfish women are standing bravely by her side.

Spain is a funny country. Montejo is to be court martialed for having fought his ships until all were sunk! Spain was thus prevented from having any ground left for claiming a victory. Cervera will probably be shot for failing to take his ships overland to Havana.

Life is a continual battle, and it has been and will be found that nobody can get out of this world alive. Any philosopher can see his finish, and it is as grand and more glorious to die fighting for one's country as to pass away at home from a hopeless, torturing, lingering disease.

It is about time for effeminate dopes who dream and drivel for magazines to let up on the degeneracy of American men. The youngsters who are coming up—not the duds—and who go to the front in times of danger are as nervy and brave as men have ever been made.

The facsimile business may be carried too far for profit all along the line. The Postoffice Department decides that publications printed in such good imitation of writing that it is difficult to distinguish them from written matter must pay letter postage.

If Spain does not like this war, she should not have blown up the Maine. She has not yet expressed any sorrow for that outrage, and it is necessary to give her something in Spanish to be sorry about.

One difference between a lawyer and a fool is that the lawyer keeps his advice until he is paid for it, while the fool is giving his free every day to the Government, thinking he is wise.

Success soon palls. The joyous time is when the breeze first strikes your sails and the water rustles under your bows.

A hobby is an idea a man rides when he has no mind of his own with which to think of better things.

If a man thinks more of his vices than of his virtues, it is because he has more of them.

Dry Goods

The Dry Goods Market.

Staple Cottons—As with other departments of the cotton goods business, staple cottons have been quiet in all directions, and the demand has been for very limited quantities to fill immediate requirements only. There has been no pressure brought to bear by holders of any stocks, although they have readily met what little demand there has been. Heavy-weight brown sheetings and drills have shared in this condition, although prices remain unchanged. All the leading brands are firm and steady in price. Bleached cottons have seen quite decidedly reduced sales, although prices have not changed. Denims and other coarse colored cottons have shown no change in any way.

Prints and Gingham—The print and gingham market has shown somewhat more activity than other lines of cottons, principally in the dark patterns for fall.

Underwear—There has been a tendency for higher prices at the opening of the new season, for stocks are low, prices very steady at the present time, and raw material and wages on the upward track.

Upholstery—The jobbers continue to report business as very quiet. The limited call is on velours and corduroys, with occasional small sales of damask and other piece fabrics. The summer curtain is receiving a fair share of attention among the retailers, now that the warm weather has set in. The Bagdad curtain, selling wholesale at \$1.50 per pair, is in good demand.

Cloakings—So far the business in cloakings has been confined almost entirely to sample pieces, but it bids fair to be the biggest kersey season that has been known, provided no changes take place in the present conditions. Following kersey are the coverts, which are also in excellent condition. Venetians, which promised to be so good a little earlier in the season, have been hurt for the better trade by the many cheap lines that have been placed on the market. A number have been brought out as low as \$1 and \$1.25. Boucles have also been hurt by cheap goods, although a fairly large quantity of them has been sold; but kerses seem to be in the lead, and a number of mills are reported as well sold up.

Woolen Goods—The woolen goods manufacturers are confronting a peculiar and critical situation. Few of them have any considerable volume of orders upon their books, while many of them have comparatively large quantities of stock goods on hand. The situation of the clothing trade does not warrant more than a small advance upon prices ruling a year ago, yet the position of the wool market demands an advance of more than 20 per cent. From February, 1897, to February, 1898, most grades of domestic wool advanced 40 to 50 per cent.; the goods market in the meantime had not advanced more than 20 per cent. Since then there has been a decline in both markets of fully 5 per cent. Lightweight and heavyweight goods have been freely sold during the last three weeks at prices based upon free wool prices. Most of the goods sold at such prices were from stock, but orders for the coming season have been accepted in considerable quantities at prices ruling at the opening of the lightweight season a year ago; or at prices not more than 10 per cent. above a free wool basis. The anomaly, therefore,

exists to-day of wool showing a 35 to 45 per cent. advance being converted into piece goods and sold at a 10 per cent. advance over free wool values. Manufacturers rightly claimed that there was little or no profit in goods sold a year ago, and that being even partially true, there must be a very large loss to many manufacturers in business upon the price basis of to-day. There are undoubtedly some large manufacturers who are fairly well supplied with cheap wool to-day, and who, because of present exigencies, are willing to turn this stock into goods at a sacrifice of profits to keep their looms moving. It is probably not stating it too broadly, however, to say that the majority of manufacturers are not carrying cheap wool, and that to do business upon the present price basis means a serious loss. Manifestly there must be a marked advance in the price basis of the goods market or a decline in the price of wool to prevent a considerable number of manufacturers from becoming financially embarrassed. Extremely few members of the trade expect the top prices of last season to be reached during the early part of the lightweight season. The majority are not hoping for anything better than a moderate advance over opening prices of a year ago—an advance of 5 or 10 per cent. This would still leave the wool market 20 to 30 per cent. above the average level of the goods market. Such uneven conditions can not long exist, but until they are changed there can not fail to be great suffering among manufacturers. None but the best equipped plants and those that are financially strong can enter present competition and survive under such embarrassing conditions.

Exaggeration Is Expensive.

From the Chicago Dry Goods Reporter.

The merchant who is willing to exaggerate in order to gain a temporary success is building his business on the sand. Nothing is harder to gain or easier to lose than a store reputation of doing exactly what you promise to do.

Lying advertisements are found out at the store, and do no end of harm, leaving out the moral consideration, "Honesty is the best policy."

These thoughts were forcibly impressed upon the hints man twice the past week, once at a prominent State street dry goods store where a crowd of people were looking at mattings which had been advertised at big reductions in the Sunday paper in a large and very extravagantly worded advertisement. People were disappointed when they followed up the advertisement, and more than one customer expressed his dissatisfaction and contempt of such business methods in the few minutes the hints man happened to be present.

The second instance was in a department store. A table was piled with magazines and over it hung a placard with the legend, "July magazines 50 per cent. off." The largest and most prominent pile was a well-known 10-cent magazine of the June issue, and was marked nine cents—10 per cent. off. The lie was plain to all. Further comment is unnecessary.

Retribution Coming.

"John," she said, "you ought to punish that boy."

"What's the matter with him?" he asked.

"He's altogether too dictatorial," she replied. "He wants to rule everything."

"Oh, well," he said, "let him enjoy himself while he may. He'll marry sometime, and that'll end it."

As the supply of ivory is becoming short, billiard balls of cast steel are being made in Sweden. By making them hollow the weight is made to correspond with that of ivory balls.

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.

DAILY RECEIVING FALL GOODS

UNDERWEAR

HOSIERY

GLOVES

MITTENS

BLANKETS

COMFORTS, ETC.

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

A HINT



Pretty prints attract attention; they are, in fact, the biggest card a dry goods merchant has. Our new fall styles are in; get your pick early. Never before have we been able to offer so complete a line of Underwear, Kersey Pants, Duck Coats, Gloves, Mittens and Hosiery as this season. In many instances our prices are just a little below those quoted by others.

Will have agent call if you say so.

VOIGT, HERPOLSHEIMER & CO.

WHOLESALE DRY GOODS.

GRAND RAPIDS, MICH.

She Wasn't at all Particular.

A few days ago a well-dressed woman about 45, more or less, hurriedly entered our store and insisted, as I afterward learned, that I attend to her wants. I was feeling in excellent mood, with patience inexhaustible, as I thought. Immediately I was informed that my lady wanted to select a wall-paper for three rooms.

"Now I'm not at all particular—anything will do, just so it's neat and clean looking. I want to repaper a rent house, and I don't care about appearances, so long as I have supplied my renter's demands. Of course, if I wanted it for my own use I should buy something good."

After exhibiting about ten of our latest cheap papers, my customer decided that a "remnant" would answer. "About five rolls of any style will do. I don't care if it's last year's stock—you see I'm not particular."

Again I fished out pattern after pattern, until finally she chose one for the side wall. But she wanted a different one for the ceiling. From her vivid and artistic imagination she described the pattern she desired for this. So again on my aching knees I renewed the search, displaying as best I could the beauties of this or that design. When I would produce a pattern she would suggest, artistically, how this or that change in it would add greatly to its beauty.

"I'm not particular—not a bit—but if this ceiling pattern were just covered a little more it would be just what I want. You know the flies speck a ceiling so, and especially in a rented house. If it were for myself I wouldn't care a snap—that pattern would be just right; but," she added sweetly, "I know you have other ceiling patterns, for I always get what I want here."

Flattered by this last statement, but vexed withal, I again plunged into the search. After displaying about five patterns I was delighted to have her at last decide. But alas! in a few minutes she changed her mind. "I guess I don't like that side wall either. I'm not very particular, but of course I must try and suit my renters. There, I wonder how they would like that? But pshaw! I wouldn't live in a house papered like that. My! what a large stock of papers. I haven't seen nearly all, have I?"

"Oh, no," I sarcastically responded, but began to unfold more paper, without any apparent success. Completely disgusted finally, I turned on my unparticular customer and coolly remarked, "I couldn't find the pattern you desire if I were to search a thousand years."

"Well, I'll just inform you that I'll not be here in a thousand years looking for paper, or for you either! I'll go and get my paper where they keep a good stock, and where the clerks are at least polite."

ED. A. HANSKE.

Carrying Leniency to Extremes.

Those who give credit ought to know that they injure both themselves and their debtors by undue leniency. Exact fulfillment of the contract is essential to the well-being of both parties. The creditor is injured by delay, for it keeps him short of cash, and makes it necessary to pay more for interest, or it causes the loss of what could be made by discounting bills. He is also injured by the increased and constantly growing risk which delay brings, and further, by the certain and costly demoralization which follows as the consequence of all wrong methods. Business demoraliza-

tion is nowhere more apparent than in connection with this cause.

The debtor is injured by the false feeling of restfulness and confidence which the leniency of his creditor engenders. By this leniency he is taught to rely upon using what really belongs to another, but which has been left in his hands through a mistaken desire to accommodate. He is wronged by the demoralization which comes to him through false training. Further, he is injured by the temptation which is thus presented to be slack in pressing his own collections. Leniency upon his part toward debtors increases his business losses.

Many instances are in mind where loans and discounts have been refused simply because the banker has perceived that the applicants, instead of borrowing money, should push his collections. In some instances the would-be borrower has subsequently expressed his gratitude for the refusal because the lesson thereby taught resulted in saving of money. I recall an instance of too easy loaning by a bank to a retail butcher, which resulted in the borrower deliberately permitting customers' bills to grow until they became so large that in many instances the temptation to default was too great to be resisted. The end was what might have been expected. The butcher lost heavily and finally failed. The bank lost its claim. It had loaned thousands where hundreds would have been a reasonable limit. Had it loaned only so much as was appropriate there would have been no failure upon the part of the butcher and no loss to the bank. A strong and firm adherence to contracts is essential to safety. Carrying leniency to extremes always means loss, and in many cases absolute ruin.

E. S. CAMPBELL.

Danger Signal From Gotham.

From the Minneapolis Commercial Bulletin.

Retailers of merchandise should observe the danger signal in the East. The Siegel-Cooper department house in New York has made a radical departure by offering free delivery of all purchases of \$5 or more to any railroad station in Maine, Massachusetts, New Hampshire, Vermont, New Jersey, Rhode Island, Connecticut, New York and Pennsylvania, says a New York contemporary. By this step the retail merchants of an enormous expanse of territory are subjected to an urban competition as keen as that which many city dealers are compelled to endure. It does not seem fair to their smaller contemporaries, this reaching out of the bazars for some of the best cash trade in Lonelyville, N. Y., or the mosquito-haunted shades of Punkintown, N. J. As for the rural dominions of King Quay of Pennsylvania, they will receive the news with almost as much sorrow as an announcement that a new "company store" had been opened in the neighborhood. In Massachusetts, or to be more explicit, in Boston, a doubling of the price of beans could hardly cause as much consternation, and in Vermont it's enough to stop the flow of the maple sap in its season.

Here is the danger signal of 1898. New methods of retailing are creeping in and no one should make prophecies for the distant future. The country retailer needs to be wide awake if he intends to meet the competition that is closing in upon him.

The supply houses and department store catalogues are doing their work on all sides. A woman who lives in a Minnesota town said this week to the writer: "I buy all my dress goods in Boston." It is probably true that she buys a better quality of goods than her home merchants could provide her with, but in a general way she expressed the new tendency of buying.

It will probably develop that many of

these stores furnish their country patrons a poor quality of goods. Then very likely the pendulum may swing back to the country retailer again. It is not the intention to sound an unnecessary alarm here, but rather to suggest the tendency of trade, looking ahead possibly twenty years.

The fact to emphasize here is that retailers everywhere must be wideawake if they would hold their trade.

Found a Way to Unload the Quarter.

A man went into a postoffice to change a \$10 bill, and intended to buy a few postage stamps. He received the stamps and change for the bill, and found among the silver a disreputable looking quarter that looked as though it had earned a well merited rest. He objected to receiving it, and was informed by the fairy at the window that it was perfectly good and must go. After arguing about it for some time, and facing anger on the part of the people waiting in line behind him, a happy thought struck him. Putting on one of his sweetest smiles, he told the young lady to give him a 2 cent stamp. The result was that the quarter remained in her possession and the man retired in triumph.

Making Capital of the War.

The war is furnishing many clever druggists with ideas for catching window displays. Divers artistic ways of draping the National flag and making it to surround some line of goods to which it is desired to attract attention is perhaps the most favorite scheme. But there are many others. One ingenious druggist in an Eastern city made a flag whose stripes were composed of (red) bichromate of potassium and (white) alum, with a field of blue vitriol and stars of (white) alum. Another obtained in some way one of the huge carving knives employed by the Cubans, called by them "machetes," and conspicuously hung this in his window, explaining its character on a neat placard.

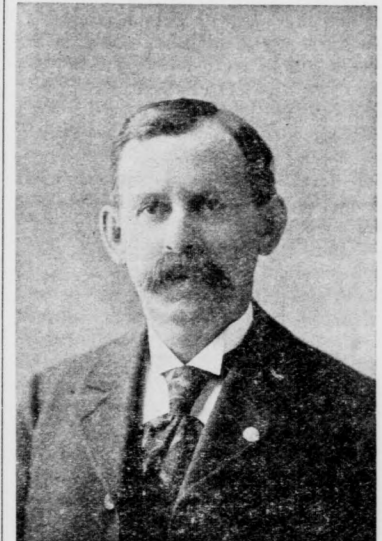
Above His Limit.

"I wonder how much money Billpiers makes in a year?"
"About \$3,000. At least, I heard him talking very eloquently in favor of putting a war tax on incomes above that amount."

John G. Miller & Co.,

All Wool Clothing

Chicago, Ill.



I shall be at Sweet's Hotel, Room 82, Grand Rapids, Mich., Friday and Saturday, July 15 and 16, with a full line of Miller & Co.'s all wool clothing.

S. T. BOWEN.

LADIES' AND GENTS' SUMMER NECKWEAR.

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

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



To Merchants:

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

Yours very truly,

Work Bros. & Co.,

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

Around the State

Movements of Merchants.

Bad Axe—Vizneau & Kerr succeed I. Vizneau in the meat business.

Brighton—Ira W. Case, of I. W. Case & Sons, general dealers, is dead.

Kingston—W. T. English has sold his drug stock to F. A. Francis & Co.

Union City—L. D. Johnson has sold his grocery stock to R. F. Watkins.

Alpena—O. O. Black succeeds O. O. Black & Co. in the jewelry business.

Hudson—Walter Odell has embarked in the bakery and restaurant business.

St. Ignace—John Quame succeeds H. B. Cornell in the confectionery business.

St. Louis—J. L. Buck & Co. have purchased the grocery stock of Phillip A. Throop.

Benton Harbor—Wm. Stahl, of Buchanan, has purchased the meat market of J. J. Miller.

Benton Harbor—A. L. Smith & Co., furniture dealers, have dissolved, A. L. Smith succeeding.

Marcellus—J. J. Nash & Co. succeed Goodrich & Nash in the drug, jewelry and book business.

Coloma—Mrs. A. W. Willis has purchased the restaurant and bakery establishment of H. R. Pegg.

Delton—W. B. Eldred has purchased the meat market of Chas. Hazel and will continue the business at the old stand.

Boon—L. Root is closing his dry goods stock at this place and will devote his entire attention to his farming interests.

Lyons—E. N. Thayer has sold his drug stock to Melvin D. Patterson, who will continue the business at the same location.

Allegan—H. L. Burton has purchased the grocery stock of DeLano & Co. and will continue the business at the same location.

Memphis—The general stock formerly owned by Jarvis & Co., inventoried at about \$2,300, will be sold at public auction July 16.

Holland—The Lokker & Rutgers Co. succeeds Lokker & Rutgers in the clothing, men's furnishing goods and boot and shoe business.

Allegan—H. Coykendall has sold his stock of crockery and bazar goods to his brother, James Coykendall, who will remove the stock to Bronson.

Coloma—Frank W. Bryant has disposed of his interest in the Central bakery and cafe to Mrs. Paulina Johnson, who will continue the business.

Lucas—Eppink & Taylor, general dealers, are erecting a 24x50 foot addition to their store building, which will be used as a dry goods department.

Montague—Harvey Morse has purchased the interest of his partner in the drug stock of Hoffman & Morse and will continue the business at the same location.

Saginaw—Jas. H. Moore, of the King & Moore Co., grocers, has withdrawn from the company and removed to Vassar, where he will engage in the manufacture of butter.

Flushing—Perry Bros. have re-engaged in the mercantile business, occupying their own store building, which was recently vacated by Dillon & Passmore, general dealers.

Cass City—A. W. Seed has sold his drug stock to Amos Bond, who has been engaged in the drug business at Fairgrove for several years. Mr. Bond will also become local manager of the Moore telephone exchange at this place.

Three Oaks—H. Messersmith has purchased the bakery and restaurant business of Kubberness & Son.

Marshall—R. A. O'Brien, the hay dealer, has accepted a position as general manager, with an interest in the business, for the firm of W. C. Bloomingdale & Co., New York.

Ionina—The Michigan (Bell) Telephone Co. has reduced the local resident service to \$6 per year. Business houses are the same as before, \$24, with one 'phone free at the residence of each patron.

Hillsdale—F. A. Hodges is now sole proprietor of the drug store formerly conducted under the name of F. A. Hodges & Co., having purchased the interest of his partner, B. Van Denberg, of Detroit.

Linden—D. H. Power, of Pontiac, formerly Cashier of the State Bank of St. Johns, and B. R. Moore, of New Haven, formerly book-keeper in the same bank, will shortly organize a bank at this place.

Ypsilanti—F. H. Barnum is closing out his jewelry stock, preparatory to removing to Traverse City and engaging in the jewelry business with his former partner, F. A. Earle. His store building will be occupied Aug. 1 by Horner Bros., shoe dealers.

Manufacturing Matters.

Algansee—Higby & Son succeed Higby Bros. in the flouring mill business.

Menominee—Lindsey Bros. have established a large cedar yard at this place. They expect to handle at least 10,000 poles from this point this summer.

Ludington—J. S. Stearns has purchased 2,000,000 feet of lumber of the E. G. Filer stock at Washburn, and is shipping it to his yards at this place. He is also shipping considerable lumber from his mill at Odanah.

Alpena—Churchill Bros. have purchased 10,000,000 feet of logs in the Georgian Bay district. The price paid is supposed to be in the neighborhood of \$10 a thousand. The logs will be rafted to Alpena to be manufactured.

Manistee—Hemlock lath, which have been a drug on the market for the past two years, are now in excessive demand and short supply. In fact, it is impossible to get a hemlock lath anywhere in this region and anyone who had any on hand can get good money for them.

Menominee—Raber & Watson, of Chicago, have decided to establish a lumber yard at this place and make this city their business headquarters. This firm handles a million and a half of railway ties, besides large quantities of posts, poles, etc., each year. A. V. Freeman will manage the business.

Alpena—The Alpena Veneer Works is the title of another new manufacturing enterprise which will soon be launched here, under the personal supervision of the owner, J. C. Walker. The site of the new plant is at West Alpena, directly across the Detroit & Mackinac Railroad track from the Alpena Spool Works.

Ludington—Albert Vogel recently became the owner of two more mills. One of these is being operated by the Barnhart Bros. It is located near Walkerville and is cutting about 35,000 cedar shingles per day. The product is all shipped to Ludington. The other mill is located in Eden township near Fern. Dee Baker has charge of this mill, which has a capacity of about 30,000 feet a day.

Bay City—The Michigan Chicory Co. has contracted with farmers in Bay, Tuscola, Huron and Saginaw counties for chicory root from 1,500 acres of land, to be delivered this fall. In order to handle the product, the factory is being trebled in size. The new tariff has made the chicory business profitable.

Coldwater—G. A. Cornell and W. H. Godfrey, of Colon, have made the business men of this city a proposition to organize a stock company for the purpose of manufacturing knit goods. A committee was appointed to investigate the proposition made and make a report of same at a meeting to be called in the near future.

Chesaning—The stockholders of the Stuart-Long Co. have voted to extend the corporate existence of the company ten years and will embark more extensively than before in the hoop, stave, log and lumber business. The capital stock is \$12,000, equally divided between Henry Stuart, E. T. Long and F. A. Greenfelder.

Great Boon for the Flour Millers.

The following circular letter is being received by Michigan millers:

Greensboro, N. C., July 7—We invite your attention to our mineraline, which is without a doubt the greatest existing discovery.

There is no flour mill man who can afford not to use it, for several reasons: Your flour will be much whiter and nicer. It does not injure the flour in any way, is not at all injurious to the health, and by using mineraline you realize a margin of from \$400 to \$1,000 on each carload you use.

To secure a low freight rate, we mark it as "ship stuff." We can furnish you mineraline free on board cars, your station, for high grade flour at \$20 per ton, for medium grade flour at \$16 per ton, for bread meal at \$12 per ton and for feed meal at \$8 per ton.

For a high grade flour use 15 per cent. mineraline, for medium grade use 12 per cent. mineraline, for bread meal use 12 per cent. mineraline and for feed meal use 18 per cent. mineraline. We furnish all our customers with a mixer free of charge. This machine will distribute completely any proportion desired and costs nothing to attach. All you have to do is to bore a hole in your elevator pipe, clamp on the machine, attach a cord to run it, fill up the hopper and set the feed to the proportion desired.

Enclosed find sample of our mineraline for medium grade flour.

You can not afford to let your competitor beat you in both quality and margin. We would be glad to hear from you, YORK MANUFACTURING CO.

Cogent Reason Why the Telegraph Companies Should Pay the Tax.

Holland, July 9—I have read and agree with your sentiments as expressed in editorial in issue of July 6 about the attempted evasion of the stamp tax by the express companies, and want to suggest that at the same time you should have touched up the Western Union Telegraph Co., also. Very likely the Postal Telegraph Co. is in the same boat; but I do not know, as they do not operate here. I refer to the present attempt of the Western Union Telegraph Co. to make the senders of messages pay the tax. There is no question but that the evident intent of the law was that the telegraph companies should stand this burden; and they have less reason to object to it than either railroad companies, express companies, or even telephone companies, because the telegraph companies are one of the few enterprises which have been directly benefited by the war. I refer to the enormous increase in telegraph tolls earned by the telegraph companies in transmission of war news.

C. J. DE ROO.

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

MORE MECHANICS WANTED.

An Eastern paper remarked the other day that the statement "more mechanics wanted" is heard on all sides among the recruiting officers. The situations and exigencies arising in the campaign of an army, particularly on foreign territory, it seems, are constantly calling for mechanical knowledge and skill on the part of the soldiers in the ranks as well as among special branches of the service.

The point of greatest interest, however, drawn by the Eastern exchange mentioned, from this demand for mechanical skill even in the matter of recruiting fighters is the widespread necessity and preponderating demand in all directions in these latter days for men with some practical knowledge of mechanics. All the greatest undertakings of capital in the way of world-wide development are of such a material character as to require the great bulk of help to be skilled in some department of engineering and mechanics. This is an age of action rather than of reflection. Manual training is called oftener to assist in the work of progress than mere intellectual accomplishment, except as the latter is of a practical scientific character.

It is for reasons such as these that the parents and guardians of our youth and the superintendents of public instruction should begin to reform their educational methods, leaving the literary and classical curriculum more and more to the colleges and universities, and substituting industrial, mechanical, manual or technical training more and more in the common school systems.

The events now transpiring are pointing to a new expansion of the influence and activities of the United States. Whether this new development shall take the form of a great territorial extension and the transplanting of our marvelous American industry and advance civilization in remote corners of the globe, or confine itself to our present territory and along commercial lines, certain it is that the next quarter of a century will open up multiplied avenues of prosperous activity and numberless golden opportunities to the trained hand of American youth.

While we hear so much said just now of having the Nation get out of the old ruts and assert itself as one of the world's great powers, it is well to recognize the imperative necessity of shaping our educational systems to meet the new life and changing conditions.

When we come to discuss the indemnity question with Spain, the main factors in it will be these: The length of the war and the actual amount of our military and naval expenditures; the amount of damage directly inflicted upon our trade and commerce; the extent of the losses of life on our side, and, finally, the value of any territory which we may insist upon taking away from Spain, which, according to precedents, will have to be treated as an offset to our bill of costs.

The Bankruptcy Magazine should change its title, or change the picture on its title page, which is a colored illustration of our flag, the "Star-Spangled Banner," a National emblem which in no way suggests or is suggested by bankruptcy.

Remember the Maine! Those eleven hulks in Manila harbor and the remains of Cervera's proud fleet at Santiago are reminders Spain will not forget.

Grand Rapids Gossip

The Grocery Market.

Sugar—There has been no change in refined sugars since May 25—a period of seven weeks—which is the longest time the market has remained stationary for over a quarter of a century. The market is strong, because the refiners are oversold on several grades, and an advance within the next few days would not be surprising. There will hardly be any decline in any event.

Tea—The retail trade seems to be very fairly supplied with old teas, except the low price goods. They were exhausted some time ago in jobbers' hands, and presumably in retailers' hands. The jobbers here are about cleaned out of A1 grades of old teas, so that the movement of teas is limited at the present. The dangers of war on the commerce of the seas are now so little that the increased freights and insurance will cut little if any figure in the price of the season's teas. Nothing but the new revenue tax will make prices this year higher than last.

Coffee—The retail trade seems not yet to have consumed the surplus stocks it took in before the advance, and with no activity in the market there is no further inducement to buy for future needs. The crop of Brazils is excessive, in spite of recent reports of a shrinking of the crop. Other coffees are not too ample for the demand, but demand for them is light as compared with Brazils.

Canned Goods—Large Government purchases of tomatoes have been made and these have advanced the market in the West to about \$1.20 per dozen. The Eastern market has not responded as yet, and is fully 15c under the Western price. This difference can hardly continue. If the Government continues to purchase, tomatoes will likely do better. The consuming demand is fair. Nothing is doing in future tomatoes, which rule at unchanged prices. Spot corn continues quiet, with the demand small. Buying is only for immediate necessities, and prices are unchanged. Peas are in very light demand, at no further advance.

Dried Fruits—The crop of apricots this season is not to be large, nor are the sizes to be as good as in the normal season. Frost and drouth have done great damage to the apricot crop, more comparatively, than to any other item in the West Coast fruit line. This is an inactive season for raisins, but the price, although comparatively low, is steady. The seeded raisin is out of the market for the hot weather, it being a cold weather fruit. The demand for dried and evaporated apples has been steady all the season, although light because of the high price of the fruit. Prunes are steady at former quotations. There is no change in the price of foreign dried fruits.

Syrups and Molasses—From all appearances the grocery trade is getting out of conceit of straight sugar syrup, because there is much less of this used than of the mixed variety. The recent heavy importations of beet sugar will probably make lots of beet syrup soon. Very little is doing in molasses, which rules at unchanged prices.

Provisions—The demand for smoked meats is improving, although prices remain unchanged. Most jobbers are satisfied with present conditions, and are not anxious to make changes in prices until warranted by a more active market than is at present prevailing. The

weakest thing in the list at present is lard, which is still accumulating, and packers are anxious to move it, even to the extent of shading prices. There is very little enquiry for compound lard, on account of the present low prices of the pure.

Tobacco—The revision of the internal revenue law has made it necessary to make over all the packages of tobacco to smaller sizes, so that the packages may be sold at the price of the old packages. The two-ounce package selling at 5 cents will hereafter contain 1½ ounces, and the four-ounce will contain 3½ ounces. The plugs will have fewer cuts and the entire packaging of goods will have to be made over. The old packages now on hand will soon be sold out, but the factories will be crowded to get out the new packages.

Cereals—Rolled oats has declined 15¢ @20c per barrel. The movement is very fair. No other change in cereals is reported.

Famous as a Fruit Farmer.

Charles W. Garfield, President of the Grand Rapids Savings Bank, is a farmer as well as a financier, and as between being known as a good farmer and as a good banker, rather takes the more pride in the former reputation. His farm is on the other side of Burton avenue, just beyond the city line. It comprises about 60 acres, and there isn't an acre in the lot that Mr. Garfield does not know all about and that he hasn't trod over. He grows a full line of vegetables, but his specialty, pride and joy is fruit, and his fruit is of all kinds. He has berries and currants, peaches, pears, apples and cherries, grapes, mulberries and chestnuts and there isn't a vine, bush or tree on his plantation that he does not personally know. He looks after his farm himself, superintends the operation, and directs the planting and reaping, but the hard work he delegates to hired men. The farm is a money maker as well as a pleasant recreation and in its way is a model. For two weeks past Mr. Garfield has been gathering his cherries. He has a nice little cherry orchard down toward the end of his acres and it will yield upwards of 300 bushels when the last of the trees has been picked. When visitors have called at the Garfield mansion they have been steered toward the cherry orchard and all that they have been able to eat has been theirs. One little patch of six acres on the farm, located the farthest from the house, is Mr. Garfield's especial pride. It is planted to forest trees and all varieties are included. The trees are still young, but they are growing rapidly, and the forest patch is a miniature jungle in the midst of civilization. It is intended to let the trees grow and see what will become of them and how they will develop.

No diminution in the use of checks has yet been noticed at the banks by reason of the stamp tax. This is due, in part, perhaps, to the patriotism of check drawers, and more to a failure to realize what the stamp will cost in the course of time. For many years checks have been used with the utmost freedom and it is like breaking away from an old friend to do business on a cash basis now. The decline in the use of checks for the payment of small amounts will be gradual, but in banking circles it is figured there will be a marked dropping off a month hence, as compared with the present volume of check business.

Evidences of Prosperity Seen on the Market.

To see the naturalness with which venders and buyers adapt themselves to their surroundings on the island market one would suppose that that institution had had an existence of many years instead of being the creation of barely one. The numbers patronizing it have exceeded by a considerable the attendance on the street markets of the early seasons in the past, and guarantee the assertion that the opening of the more metropolitan accommodations marks an era in the history of the market business of the city.

While the architectural features of the institution leave much to be desired, and to be supplied in future years, there is a decided improvement over the lack of all accommodation in the old street markets. The hay and other sheds were found sufficiently commodious for the requirements of the stormy season and they afford a slight suggestion of protection from the chill morning winds, although for most of the market the effect is principally confined to the imagination.

Speaking of chill reminds that it is unusual to see the venders shivering in wraps on a mid-July morning, such as Monday. Many of the gardeners complained that the frost had materially interfered with their plans, although the areas affected were limited and confined to the lowest lands.

A stroll through the market will impress the observer with the fact that there is taking place a decided improvement in the degree of prosperity manifest on the part of the average country vender. Ill fed horses are seldom seen and, while some of the vehicles are not yet models of elegance, there is a decided improvement over the appearance presented on the street market of two or three years ago. Of course, the explanation is to be found in the general improved conditions. The earlier year named was yet in the depths of the panic depression and returns from the market sales were distressingly small. The year following was a year of abundant harvests, especially of fruit, but there was yet so little money in circulation, with so much conservatism in buying, that the effect in appreciable prosperity was small. Last year marked a material advance, which the present bids fair to outstrip. Sales are more general and more liberal, although at times many prices are exceedingly small; so on the whole producers are getting sufficient returns to enable them to improve their surroundings and equipments everywhere, and of course this in turn reflects in increased trade all around. Changes of this kind are so gradual that they are apt to pass unnoticed, so that an era of prosperity is scarcely recognized, while its opposite is always sufficiently apparent.

The Produce Market.

Apples—75c per ½ bu. crate of Illinois. Home grown command about \$1 per bu., but all receipts so far have been small, green and otherwise inferior.

Beets—New, 15c per doz. bunches. **Blackberries**—\$1.25 per crate of 16 qts. for home grown.

Butter—Creamery is stronger and higher, local dealers having advanced their quotations to 16½c. Fancy dairy is very scarce, and has advanced to 13¢ @14c. Packing stock is not as plentiful as it has been, but the price is no higher.

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

Celery—18¢ @20c per bunch. **Carrots**—10¢ @15c per doz. bunches. **Cauliflower**—\$1.25 per doz. heads for Illinois stock.

Cheese—Michigan makers have advanced their quotations ½¢ @1c, in consequence of which the jobbers have been compelled to make corresponding changes in their prices.

Cherries—Red are so plentiful and cheap that the market is glutted, choice stock going at 75¢ @\$1.25 per bu., according to quality. White and Black are in only moderate supply, commanding \$1.50 @2 per bu.

Cocoanuts—4¢ @5c.

Cucumbers—40¢ @15c per doz. for home grown. The dry weather is curtailing the growth of out-door cukes to that extent that dealers are depending mainly on hothouse stock.

Eggs—Local dealers pay careful shippers 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¢ @15c per doz., according to size.

Green Peas—70¢ @80c per bu. for home grown Marrowfats.

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

Lemons—There is no change in the market quotations, although prices are very firm. The Fourth of July trade developed very large on lemons, but the supplies of both Messinas and Californias were ample, and the movement for the holiday trade was very large.

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

Muskmelons—Little Gems command \$1 per basket of about 20. Osage fetch \$1.50 per crate of a dozen.

Onions—\$1 per bu. for Mississippi and \$1.25 per bu. for California.

Oranges—New late Valencias are on the market, but Tangerines are not to be had. The movement is very good, having been heavy for the Fourth of July trade. No changes in price are to be noted.

Pineapples—Floridas, \$1 @1.50 per doz.

Pop Corn—50c per bu.

Potatoes—Home grown stock is coming in freely and in quantities nearly sufficient to meet the consumptive and shipping demands of this market. The price hovers around 80c, but will probably go lower before the end of the week.

Radishes—10c per doz. bunches.

Raspberries—Black fetch 50¢ @75c per 16 qt. case. Red command \$1 for 12 qt. and \$1.25 for 16 qt. case.

Tomatoes—60¢ @70c per 4 basket crate. **Wax Beans**—75c per bu.

Watermelons—18¢ @20c apiece for choice Georgia stock.

Not Bad For an English Joke.

From the Chemist and Druggist.

"A man came into my shop the other day for a pound of sulphur. I charged him a shilling for it."

"You did."

"I should think I did. Do you know what he said?"

"What did he say?"

"He said he could get it from Inman's for twopence a ton. Do you know what I said?"

"What did you say?"

"I told him to go to the place where sulphur could be got for nothing."

New York Pea Pack Deficient.

Reports regarding the New York State pea pack are somewhat conflicting, some stating that the outlook is very good, while others are to the effect that in consequence of unfavorable weather to the present time the pack will fall considerably short of that of last year. Some packers estimate the decrease at 25 per cent., and others state that the output will be at least one-third short.

Just Like a Boy.

"We told little Dick he could choose his own birthday present."

"What did he choose?"

"He said he would take a soda fountain and a base drum."

Woman's World

The Homely Woman to the Front

To the homely woman who has not yet attained to the spiritual heights where she can calmly contemplate another being preferred before her, it has always appeared that entirely too much of a fetish is made of mere beauty. There are other things, you know, and it has seemed to her unjust and unkind that good looks should be esteemed the most desirable quality in a woman and be the one thing she can invariably depend on to smooth the path of life and excuse and atone for all other lacks and shortcomings.

Of course, there are those who will unthoughtfully deny this assertion, but the slightest observation will prove its truth. The beauty always has things her way from the very first. She never has to struggle for her rights. Privileges are presented to her on a silver salver. She reigns a queen in her own family and men make the most invidious distinctions between her and her ugly sisters. The pretty woman who enters a crowded car never has to wait for a seat. Some man jumps up and gives her one with alacrity. The beautiful woman might have a dozen if she chose, and the men who gave them to her would stand and ecstatically beam upon her, but let a hard-featured lady of uncertain age come in and she either clings to a strap or the man who relinquishes his seat to her does so with the air and expression of one of the early Christian martyrs. In business, where nothing but ability is supposed to count, it is, nevertheless, the pretty young girls who are in demand for typewriters and stenographers and clerks, not the plain, middle-aged women, who, one might reasonably suppose, would be more settled and satisfactory. It is the same thing all the way through. The ugly woman who weeps is told not to make a goose of herself, but a man never knows how sorry he can feel for a fellow-creature in distress until he sees a pretty woman in tears.

The truth of the matter is that women are so well aware of this they simply don't dare to be ugly. It is this that makes them keep up the pathetic semblance of youth long after age has marked them for its own. It is this that makes them the prey of the complexion specialist, the hair dye artist and the beautifier fakirs generally. Talk about men's rights! There is no other right that woman envy them so persistently and entirely and sincerely as the right to be as ugly as nature made them and to look as old as they really are. The right to vote sinks into innocuous desuetude beside the blessed privilege of not having to squeeze a 28-inch waist into a pair of 23-inch stays, and the delights of a latch key would be swallowed up in the overwhelming joy of throwing away curling tongs and crimping pins and wearing the straight locks with which it pleased an Inscrutable Providence to afflict her.

For consider that the natures of men and women are materially the same. The ugly and the beautiful are endowed with just the same desire for society and pleasure and lovemaking. The girl with pale green freckles and carrot hair and a snub nose is just as anxious to be amused and entertained as is her brother similarly afflicted, but with this difference—no man, except upon compulsion, will invite her to dance with him or stroll with him, while her brother

is welcomed with effusion at parties and picnics and hops and functions, and so long as he is agreeable his looks cut no ice, even at a summer resort. Can any one imagine a woman with a fat neck and a bald head being in eager demand as a partner at balls? Yet we continually see the undisguised delight of women in such men's society, and rightly, for they may have charms of mind and heart that would make an Adonis sink into insignificance. Who ever saw a middle-aged man being massaged for wrinkles or physical cultured for scrawniness in order that he might retain the affections of his middle-aged wife? Nobody! And yet there is nothing funnier nor more pathetic than the sight of a class of middle-aged married women solemnly hopping around on one foot or religiously swaying backward or forward, trying to keep young and sylph-like for some John who doesn't care a rap how he looks to them.

In reality we demand the impossible of women. We expect them to be pretty whether they are or not, and so the poor creatures pinch and pad and paint and powder and martyrize themselves, and if they are not reasonably successful get laughed at for their efforts after all their sufferings. Then think what mendacity this ideal of good looks calls for. No matter what else a woman does, she is bound to be good looking, too. Look at the ordinary sketch of a woman's achievements. She has written a book or painted a picture or been elected president of a railway, or saved a life—anything—but she is always bound to be young and beautiful besides in the description. No biographer would dare to leave that out, although we know well enough, as a general thing, that it is only homely women who do things. But we are bound to have that sop to the conventional idea that no matter what her achievements, a woman couldn't be really interesting unless she were pretty.

It is possible, of course, that in time we may outgrow this unreasonable theory that all the petting and the perquisites should go to the beautiful, and the homely woman may yet get her innings. A straw that seems to indicate that the wind is setting in that direction is the fact that one man, with Dewey-Hobson-like courage, has come out and championed the cause of the plain woman. It is Ex-Senator Nash, of Wisconsin, and he protests against a young and handsome woman being selected to christen the new battleship Wisconsin, now nearing completion. He says, and he sticks to it, that the member of her sex most appropriate for doing the bottle act at the briny baptism is not some feted and spoiled beauty, but a Wisconsin schoolmarm with freckled face and tip-tilted nose, who has warmed the jackets of some of the boys who will man the new battleship.

And the honorable gentleman is just dead right. It is not the beautiful women who know how to dress exquisitely, who can spend half a day manicuring their nails and whose cheek no rude wind must touch, who have helped in the upbuilding of the new states. It is the plain girls who had no complexion that required taking care of, whose hands were not too soft and white to do an honest day's hard work, and who hustled out and taught school or milked the cows or drove the harvesters when help was scarce or did whatever else was necessary without stopping to think about their looks; and it is time a few bouquets were thrown their way.

After all, although we don't make so

much fuss over her, it is the plain girl to whom we owe the more. It is to her that we turn in times of trouble. She always knows what to do and what to say. The beauty is too much absorbed in contemplating her own perfections to be able to waste much sympathy on others, and we never think of going to her with our heartaches. It is the plain girl who watches by our sick bed with sodden eyes and pallid cheeks; it is she who, if necessary, can cook a dinner, or if need be, and when losses come to her family, can go out into the world and make a living; it is she, as sweetheart or wife, who can be depended upon to stand by a man through thick and thin, doing her part, and never complaining if there is a lack of luxuries or things don't come her way. In a word, she is just the plain, everyday woman who is not too good for human nature's daily food—the kind of a woman we know best as mother, sister, wife, and whose dear face is never plain to us, because we see it glorified by love.

DOROTHY DIX.

The hog may be a squealer, but he never gives anything away.

A HEAVY LOAD



Is carried by the merchant when he undertakes to handle the credit transactions of his establishment by means of pass books or other equally antiquated methods. The strain is immediately lessened, however, when he adopts the Coupon Book System and places his credit transactions on a cash basis. We make four kinds of Coupon Books and cheerfully send samples free on application.

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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.

DON'T GET WET

When in want of a new roof or repairs you can save money by employing skilled mechanics in this line. We have representatives covering the State of Michigan regularly, and if you have a defective roof, drop us a card and we will call on you, examine your roof and give you an estimate of the cost of necessary repairs or putting on new roof. Remember that we guarantee all our work and our guarantee is good.

H. M. REYNOLDS & SON,

PRACTICAL ROOFERS,

GRAND RAPIDS, MICH.

ESTABLISHED 1868.

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

MEN OF MARK.

David Holmes, Manager Mitchell Bros.' Store at Jennings.

David Holmes was born at Syracuse, N. Y., Sept. 20, 1854. His father and mother were born in the north of Ireland, being a mixture of English and Scotch stock. When he was 5 years old his parents removed from Syracuse, locating at Otisco, N. Y., where David attended school until 13 years of age. Later on he went to school winters and worked at truck gardening summers, subsequently attending the academy at Onondaga Valley, being the youngest academic pupil in the institution. His first employment was with Francis Hendricks, of Syracuse, manufacturer of picture frames and photo materials. He remained with this house six years, learning the business and working in the wholesale department. He afterwards took charge of the retail department and then went on the road for a



year, covering New York, Eastern Ohio, Pennsylvania and New Jersey. From this position he was promoted to the management of the wholesale department, which he held two years, when his health broke down and he took up his residence in the country for a year. In the spring of 1881 he came West, stopping for a time in Detroit and afterwards at McBride's, finding employment the same season with the West Michigan Lumber Co. at Park City. He afterwards had charge of the store of Brewer & Brewer at West Troy, and a year later took a clerkship in the West Michigan Lumber Co.'s store at Woodville. He remained there a few months, when he was given the management of the company's Park City store. The same season he was transferred to their Woodville store, and one year later was given the management of the company's three stores, remaining in that capacity for ten years. On the retirement of this company from trade he took the management of the general store of the Elk Rapids Iron Co., where he remained four years, and about eighteen months ago he took charge of the general store of Mitchell Bros. at Jennings, which position he still holds.

Mr. Holmes was married June 26, 1894, to Mrs. Sarah McGregor, of Elk Rapids, and is the happy father of a daughter 2½ years old. He is a member of all of the Masonic bodies, including the Shrine, and is also affiliated with the Elks, I. O. O. F. and Foresters.

While not a member of any church, he has always been a persistent supporter of church work, and while at Woodville assisted very materially in the erection and maintenance of the Methodist Episcopal Church at that place.

Mr. Holmes attributes his success to system and hard work. The stores of the West Michigan Lumber Co., while under his management, were models of neatness and order, and it was a common remark among traveling men that they could tell whether Mr. Holmes was in town or not by sticking their heads in the door. He takes great pride in his present position, believing that the trade of the store at Jennings is capable of expansion far beyond its present scope and capacity.

Green Vegetable Display.

From the New York Merchants' Review.

The problem of the indoor display of fresh vegetables and fruits has been successfully solved by a number of grocers with ample show-window facilities. One dealer of this class, who has a corner store with a window on the main thoroughfare at least a dozen feet wide, has his display of green stuff arranged on a level with the bottom of the window, inside, the counter on which the goods are arranged being about two feet deep. The goods can be seen from the sidewalk as plainly as though they were outside, and can be reached by the clerk or customer as easily as in the old way. The store front gains by the change, being much more attractive than when covered for a height of several feet with baskets and boxes of green stuff arranged in tiers. More store room is required, of course, than when the vegetables and fruits are exposed to the outer air, or when they are huddled together at one end of the store, but the effect is so pleasing that we believe the few examples will be followed by the trade generally before very long.

Good Florida Orange Crop.

The drought has probably cut down the Florida orange crop one-third to one-half below what it was expected the crop would be. At one time the yield of the groves this year was estimated at between 750,000 and 1,000,000 boxes, but the long continued dry weather caused a great quantity of the fruit to drop, and it is now believed that the crop will be in the neighborhood of a half million boxes. Growers expect fancy prices, though, and are far from being disheartened. The Florida orange-growing industry is making steady headway again. It will be a decade or more, though, before the crop reaches the magnitude of the year or two just preceding the great freeze. A crop of a million boxes, though, may be expected any year now, with fairly good weather conditions.

The Missouri Apple Crop.

Apples will be scarce this year, says the President of the State Horticultural Society of Missouri. The crop is now gone on the old trees. The prospect for apples early in the season was good, with the exception of the Ben Davis and Johnson varieties. These varieties bore beautifully last year and exhausted their nutriment. They did not bloom this year. At the time the fruit buds should have formed last year it was very dry and the trees lacked vitality to form them. Extreme cold and damp weather this spring prevented those which did form from maturing. There will be a larger crop in the eastern than in the western part of the State. The peach crop will be spotted, dependent on altitude and exposure.

Wanted the Programme Changed.

"What's the matter, little Dick?" "Say, Mr. Higby, why don't you bring my sister more candy an' not so many roses?"

Time used to fly, but now the wheelmen make a century run.

The Leader of all Bond Papers

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

Magna Charta Bond

A paper that will withstand
the ravages of Time.

Carried in stock in all the
standard sizes and weights by

TRADESMAN COMPANY

Manufacturer's Agent,
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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.

Nothing Adorns Your Home

So well as beautiful Wall Paper. We carry an entirely new stock of the latest and newest designs and colorings. It will pay you to see us regarding Wall Paper, Paints and Picture Frames.

C. L. HARVEY & CO.

59 MONROE ST. -- GRAND RAPIDS.

We are NOT connected with any other firm using our name.

LABELS FOR GASOLINE DEALERS



The Law of 1889.

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

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

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

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Grand Rapids, Mich.

School Supplies

New stock. Special attention
to mail orders.

FRANKE BROS., Muskegon, Michigan.

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

Chas. A. Coye

Manufacturer of and wholesale
and retail dealer in

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

11 Pearl Street,

Grand Rapids, Mich.





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E. A. STOWE, EDITOR.

WEDNESDAY, - - - JULY 13, 1898.

PROBLEM OF THE PHILIPPINES.

When the negotiations for peace commence, the Philippines will loom into prominence as the most serious problem confronting this country. What to do with the islands is a most embarrassing question, and yet it is a question that must be answered, and it would be much better were it answered before the war terminates and the European powers demand a voice in the settlement.

It is perfectly clear that the Philippine Islands can never be returned to Spain, and it is evident that it would be impossible for her to again govern them without the adoption of repressive measures, for which this country would not care to be even indirectly responsible. It is equally clear that the insurgents can not be permitted to retain control of the islands, as they are utterly incapable of self-government, and life and property would not be safe under a regime controlled by them.

There are only three plans open for consideration: One is the retention and government of the islands by this country; the second is a joint administration by the powers interested in the Far East, and, thirdly, the sale of the islands to some other power. Any of these plans presents formidable difficulties, but they are difficulties which must be faced. If we do not want the islands ourselves, it would be better to sell them to Great Britain than to any other power, for the reason that she is better able to defend the purchase than any of the others, and, secondly, because, under British control, trade would be practically, if not actually, free; whereas, under the control of any of the European powers, freedom of trade would be destroyed.

The reports from Washington to the effect that President McKinley contemplates calling a conference of the powers interested in the Far East, for the purpose of settling satisfactorily the Philippines question, are calculated to do much harm, as they will give these powers a pretext for interfering in our affairs. It would be a serious mistake to consult any of the powers in arranging a settlement of our dispute with Spain. If President McKinley asks the powers to confer, he will never be able to get rid of them, and they may use the Philippines problem as an entering wedge to bring about an international conference on the whole question of the peace settlement.

It is announced that the insurgents

proclaimed a republic on July 1 and will ask that the United States recognize this republic and assume a protectorate over it. It is to be hoped that the administration will do nothing of the sort. These natives have not the least idea of a free government, and this country could not possibly assume responsibility for the acts of any such administration as the insurgents would be likely to establish. It would be better by far to return the islands to Spain in return for a cash indemnity. From present indications, it looks very much as if we would have to discipline the insurgents when we have finished with Spain.

WE WERE JUST IN TIME.

Since the United States has tested the mettle of the Spanish soldier in Cuba and obtained a correct insight into the strength of the Spanish positions, and the weakness and starving condition, on the other hand, of the Cubans, it is very apparent that it would have been impossible for the insurgents ever to win their freedom without our help.

We were all deceived by reports from Cuba that reached us before the war began and are forced to revise our conclusions as to the chances that then existed for Cuban success. Garcia's straggling soldiers came to our lines naked, without arms and in the last stages of starvation. It is fair to assume that Gomez' troops are in the same pitiable plight, and efforts ought to be at once made to assist them as we have assisted those around Santiago. The Spaniards held the towns in force, had access to the sea for food and military supplies, had the country covered with block houses that the Cubans could never have taken and were in a position to maintain their hold upon the island indefinitely.

That the stories of Cuban successes over such troops as met Shafter's desperate fighters at Santiago with a bravery and stubbornness that have challenged our admiration were baseless is now easy to believe. Only an unimportant guerilla skirmish ever furnished the Cubans with a victory—or else they outnumbered their opponents four or five to one.

Our admiration for the Cubans must rise in proportion as we recognize their then desperate, hopeless situation and their still unflinching determination never to surrender or quit the unequal combat for freedom! Naked, helpless, facing slow but certain starvation and the utter annihilation of their race, they clung to the chaparral thickets and mountain ravines with a self-sacrificial patriotism that is worthy of the world's praise. They may be cruel and ignorant and show up badly by the side of regularly organized armies, but they have exhibited much of the stuff of which heroes are made.

The circumstances as now disclosed demonstrate the fact that our interference in the interest of humanity was none too soon. The Spaniards were by one means and another slowly exterminating the Cuban race. The ruin of the fair island was complete and such crime was in progress as called for the interposition of justice and civilization to stop it. We stepped in just in time to prevent the Spaniard from counting his victims by the million instead of by the hundred thousand!

It is to-day a proud distinction to be an American, much to the disgust of American snobs abroad who are trying to imitate worthless characters of other nations.

WAR A MECHANICAL SCIENCE.

Among the many lessons taught by the present war is the fact that the elements which governed success in former days must now take a secondary place or be discarded by the modern student of military science. Thus in the Middle Ages personal dash and individual ferocity were accounted the essential and principal qualifications for successful warfare. Growing out of this primitive condition, which was not far removed from the strategy of the brute creation, came the science of concerted movements which characterized the European wars of the last and the beginning of this century.

In the present struggle one of the contestants has preserved in a considerable degree the characteristics of the early days of modern warfare. In the discussion as to the seriousness of the task we were undertaking it was stated that Spain was a nation of warriors, with the hereditary courage and training of many centuries, while we were essentially a people of peace, principally gathered from the "shop" people of the world; also that, in accordance with her inherited traits and prestige, she was ready to bring into the field large forces of drilled armies and vast military, and especially naval, armaments. And, as these comprised the most modern and effective types of weapons that had ever been employed or tried in warfare, the beginning of the contest could not fail to bring us some serious disasters, especially on the sea.

It is interesting to enquire as to the reasons why these predictions have been disappointed. It has been sufficiently shown that the qualities attributed to the Spaniards have been manifested in an eminent degree. In bravery and the traditional fighting qualities they have met every expectation, as has been abundantly demonstrated by the terrible destruction to which they have submitted in every battle. So it is necessary to look elsewhere for the explanation of the fact that the most phenomenal success has attended our arms from the first, and that in all naval contests there has been almost no loss to us.

In the earlier American wars it has been often stated, and no doubt correctly, that the remarkable success attending the efforts of troops, with little skill according to the accepted requirements, is to be attributed to the superior marksmanship resulting from frontier life. The fact that in the small development of mechanical industry the country was almost wholly dependent upon European workshops for arms would indicate that the efficiency was not to be attributed to superiority of equipment; but there is little doubt that there was early produced by the necessities of frontier life and Indian warfare a degree of mechanical skill and accuracy greater than that possessed by any other nation, and this skill had much to do with the creation of the Yankee ingenuity which has been the revolutionizing factor in modern industry.

A higher development of mechanical accuracy in the handling of weapons has been the remarkable feature of every American war, and upon it has seemed to turn the question of success in all cases when the contests were with other nations, and when the antagonism was with our own people, the military science of the world was the most completely revolutionized. Thus from time to time whenever we have entered the arena of strife we have taken occasion to demonstrate a new statement of

military science, relegating the arms and methods of other nations to the obsolete past.

The explanation, then, of the astonishing success of our arms in the contest with the Spaniards, with the phenomenal immunity from injury to ourselves, is to be attributed to our higher attainment in mechanical science. While other nations have maintained large armies and navies and have perfected themselves in the existing military systems, we have been training, in every workshop, an army of mechanics, which on occasion turns their wisdom to foolishness. The Spaniards came into this conflict with a formidable navy, provided with the most powerful artillery and protected with the best of modern armor. Impartial critics of the situation, especially among English authorities, in comparing the available strength of the two nations, could see nothing but failure for us until we could develop the requisite naval, and military, power. It is a revelation to such critics to see the swift destruction of the Spanish Goliaths by the weapons of the American Davids.

It is not alone that the American gunners have proven themselves superior marksmen, but it is the mechanical skill manifested in all parts of the service. The Spanish vessels were provided with the most powerful, modern machinery, but Spanish warriors could not be trained into competent engineers; and mercenaries of other nations, when they were possessed of more mechanical ability, could not be depended upon when the need came. In the handling of the American vessels and machinery there has been shown the highest of trained mechanical skill.

The engines and apparatus were kept in such condition that in actual use the efficiency and quickness came very near the best experimental and theoretical service. Auxiliary apparatus, steering machinery, etc., were all made the most effective by the same means, so that when a signal of any kind was given the response was almost equal to the quickness of thought. The same mechanical accuracy, with the highest attainment in projectile science, characterized the management of the guns, and in all this there was manifested a development of skill which was a revelation to the world. The English critics are awakening to the fact that their own naval armament has become obsolete, and the present contest seems likely to create a greater change in military science than any which has preceded it.

The day of brute force and blustering bravado in war, even when attended by genuine bravery, is past, although in the new regime there is none the less call for courage. The intellectual development necessarily attending the attainment of so great scientific ability assures the highest type of real heroism, and the present contest, while showing such a marvel of mechanical efficiency, is no less wonderful in the great number of instances of personal daring, which will form the theme of story for years to come.

Spain is anxious for peace if she can have it on her own terms. After what she has done, she should consider herself lucky if allowed to live as a nation.

More terrible than war for the defense of a nation is the loss of hundreds of lives intrusted to a peaceful steamer for safe carriage across the ocean.

Heroes are becoming so grand and popular that the commanding general of the army wants to be one.

BANK TAXATION.

How Financial Interests are Discriminated Against.

At the institution of the National banking system in 1864 and 1865, the rebellion was nearing its end and the country was trying to look its far-reaching results in the face. The National debt had assumed immense and unwieldy proportions. The demand for founding and systematizing it was imperative. Secretary Chase saw in the establishment of the National banking system a means to that end and had been working incessantly with Congress for more than two years for its accomplishment. The great inflation of values by the Government's immense issue of promises-to-pay sometime and somehow caused an appearance of great prosperity. Enormous taxes were being levied in every direction and on everything taxable. For the most part they were cheerfully and easily paid. Banking, with the great volume of its business and the high rates of interest, was exceedingly profitable.

The National banking law provided for the collection of 1 per cent. per annum on the average circulation of banks and for one-half of 1 per cent. on deposits and that portion of capital not invested in United States bonds. In 1865, the first successful year of the system, the receipts from National banks were about two millions, and they increased with each succeeding year until in 1882, the last complete one before the repeal of the last two items, when they were more than nine millions. State banks, under the internal revenue law, paid the same rate on their capital and deposits as National banks. I have not the receipts from this source by years, but the total for the entire time, 1865 to 1883, was about sixty-nine millions, or about one-half the amount received from National banks for the same time.

The National bank was a recent experimental creature of the Government and in every way a successful one and the tax was not especially burdensome or inequitable. It became so, however, before it was repealed.

The ability to levy and collect a tax directly, without a protest on the part of the payor, must depend first on its fairness and equity, and in ordinary times it must be so moderate as not to be oppressive. I am speaking, of course, of republican conditions. On an extraordinary occasion, demanding an extraordinary tax, its need must be such as to inspire the patriotic instinct which endures all things—nearly. Such was the case at the time of the civil war and such is the case to a great extent now.

The theory of taxation has not, like many questions in political economy, been reduced to a science. No doubt there is a right and a wrong way in taxation, but advocates of the various theories—except, perhaps, as relate to protection and free trade—have not reached the dignity of a school. The minister of finance to Louis XIV., when asked for his method, replied: "The art of taxation consists in so plucking the goose as to secure the largest amount of feathers with the least amount of cackle." Bankers are not noted for the unnecessary noise they make in their vocation. Perhaps if they were more assertive they would be the subject of fewer injustices, and I sometimes wonder how far modern methods are an improvement on those of the seventeenth century. On what principle in political economy is the most sensitive of all

trades selected as an object of especial taxation, at a time when everything depends on the ability of the banker to do his part well, except that he is a reticent fellow who just saws wood?

One says: "The banker is a servant of the people; he waxes fat at his neighbor's crib and should pay for an especial privilege." In what respect is the business of banking an especial privilege? The methods of the National bank are regulated by the Nation, and those of the state bank by the state; this regulation gives them a certain credit—a certain prestige they might not otherwise have. This gives the patron of the bank a certain assurance for the safety of his money he might not otherwise have—safety which the singling of a bank for especial taxation, or any other method of persecution, tends to destroy. There is nothing in the law of Nation or state that prevents who will from doing a banking business, provided he have money and credit or some other means of getting the confidence of his fellows. There is nothing in the law to prevent any association of men from organizing a state or National bank, if they can raise the capital and convince the Commissioner or Controller of the honesty and intelligence of their purpose. Some of us, no doubt, wish banking were a little less free and unprincipled competition a little less sharp, and the facts justify us in it. As to the profits in these days, let those testify who know and not the Kansas farmer.

Another says: "Bank deposits and stocks, on account of the ease with which they are sequestered, for the most part escape state and local taxation, and so there is a kind of retributive or poetic justice in their being reached in some special manner." As a matter of fact, bankers know—and it seems as though no one else knows—the relentlessness with which their stocks are taxed, how impossible it is for them to escape the assessor, and how unfair he is when he has them. They are, I believe, the one kind of property of their class that can not be hidden and that is taxed to the utmost possible limit. It seems sometimes as though there were a malignity in it that wanted to revenge itself on some other fellow who was not so easily reached. Punishment by substitution!

No doubt bank deposits do to a considerable extent escape taxation; so do all kinds of personal property. It is not for me to apologize for the deviation from probity which this involves or to explain it; but whose duty is it to list them? Not the banker's surely. His relation to them is that of a warehouseman; a storage agent; a confidential custodian, if that sounds better, who recoups himself, nowadays, mostly by inhaling their effluvia as they lie rotting in his vaults, with their accretion of dirt gathered in former travels, the Government refusing to redeem and replace its soiled notes with clean ones except at the expense of the sender. Bank deposits are no easier hidden than other property of their class. The fact is, morality in such matters is at a low ebb, and will continue so until a higher idea of justice and equity prevails with the makers of our tax laws—and perhaps longer.

This was written when the newspapers had informed the writer that a tax of one-quarter of 1 per cent. was to be levied, payable in monthly installments, on the deposits of banks, by the revenue bill then under consideration; but let it alone. Like the licking inflicted by a

mother on an habitually recalcitrant son, it will do for some other time. It seems instead that our legislators concluded to tax the capital and surplus of banks two dollars a thousand, seeing rightly that the geese could be as effectually plucked in this way, and that it would be impossible to vary the amount or evade the payment, as might have been the case with the tax on deposits, and that it would be likely to produce a much smaller amount of cackle.

I have just come into possession of an official copy of the law, and, opening at the index, look under "special tax." It includes every item of internal revenue not covered by the stamp sections. Listen to them: they are banks, brokers, manufacturers of tobacco, pawn brokers, public exhibitions, circuses, concert halls, museums, theaters and shows. A man is known by the company he keeps; so I presume with a bank. I have always had an intense admiration of the clown in his bedizened costume, the mouldy chestnuts he offers me as wit give me sometimes as much enjoyment as the refined comedy. The woman in abbreviated garments who jumps through a hoop from the back of a gently rocking horse has still, as when a boy, my approval. And yet, I had come somehow to imagine myself and the kind of institution I serve as something better than the acrobat and the circus. In some way I had come to regard the bank as the keystone in the economic fabric. I had got in the way of thinking myself, in my public capacity, one of the principal pillars that kept the sky from falling on my little town. I thank my most exalted and worshipful representative in Congress and his associates for showing me my place.

There is another item of taxation which, even in the time of the rebellion, was a real grievance, not only to banks, who had to bear the greatest burden of it, but to all the rest of the commercial world—the stamp tax. It was a grievance, not alone on account of the cost. By the tupenny manner in which it was paid, its immense sum was hardly realized. It was hated most, because it was such a nuisance. It came like the bite of a gnat, with such continually irritating recurrence that it damaged most in the lapses of temper it caused and its destructive effect on the purity of the English language. Every time one had to affix one of the things, he said, "God save the Queen," or something else more striking and less patriotic. Since the rebellion and the eighteen ensuing years, I have understood better the position of our forefathers who rebelled at the stamp tax law. Had I been there, I would have rebelled. Every commercial transaction involving the necessity of a written instrument demanded a stamp costing from 2 cents upward. An omission to affix it did not in most cases invalidate the transaction, but it subjected the parties to it to much annoyance in getting the error corrected, and the issuer of the paper to a severe penalty.

Congress has seen fit in its wisdom to re-enact the stamp law almost verbatim. In some cases it is lighter; for instance, the stamp required for a promissory note is but 2 instead of 5 cents a hundred dollars or a fractional part thereof, but it has every tantalizing feature of the old bill, and, as I remember, some new ones. Soon the Bank Examiner on his rounds will have a new duty. He must go through your check files and report omissions to comply with the law.

He will find certainly, in your collection, ten or a dozen unstamped checks; perhaps, notwithstanding the utmost care on your part, he will find a hundred. These, with a kind of ghoulish glee, he reports to your ghostly father in Washington. You will get a long letter, recounting your naughtiness and the penalty therefor in as strong language as the English language affords, without infringing on the privileges of the preacher, and asking that he hear from you by return mail. You reply that you are very sorry, that you did not mean to do it, and that you will try not to do it again, if he will forgive you this time. Then another shorter moral lecture from Washington, at the end of which you find your conditional forgiveness written very small. I do not know how many times the offense may be repeated and pardoned before more corrective measures are used—the limit was never reached in my case, and it seems now as though the number of my reprimands must have exceeded seventy times seven.

Well, we have the law, and it is ours to obey, honestly and loyally, but O, Lord, how long? Do you remember the history of the repeal of the war taxes of 1861-65? I can not give you the exact dates—am trusting to my memory mostly for them. The personal income tax, the fairest and most equitable of them all, only remained two or three years. It touched everybody with an income of over \$600 and so of course everybody clamored for its repeal, and what everybody says generally goes in this country; it is the minorities that have to wait and endure. Of the tax on spirits and the like, I will not speak because I do not remember. Your pocket and your stomach are your great memory joggers. I think it was in 1873 that the country was relieved of most of the war tax. The tax on beer and spirits was reduced somewhat at that time, was it not? The stamp required on proprietary articles was removed then. The same with notes, receipts and all written documents except bank drafts and checks. They modified the whisky tax then, but bank deposits and capital still paid the war tax of 1865, and the stamp was still required on all vouchers received or issued by them. Then we began to see the injustice of it all and to protest, and it took us ten years to get our rights. In 1883 the tax on deposits and capital was removed and the check stamp law repealed. Eighteen years after the close of the war! And here it comes again. The tax on circulation, for reasons that found justification in the minds of our lawmakers, has been continuous.

The profits of banking have always been overestimated. In the later '60s and earlier '70s, banks looked very prosperous, even to stockholders. They paid big dividends and piled up surplus accounts, only to find later, at the twenty year limit of their charters, or when they were compelled to liquidate for any other reason, that the gilt edge had worn off from many of their investments, that their assets were not all their fancy had painted them. I do not believe this would be the case to so great an extent to-day as then, because we have learned by the past; because our property has been so recently tried as by fire; and because, with the lower rates of interest and smaller profits generally, banks can not afford to take the chances they once did. For these reasons they are much more conservative and consequently able to show cleaner bills of health than was the case ten or fifteen years ago. Now-

adays, conservative banks are but just able to turn over and hand their stockholders 6 or 8 per cent., out of which they must pay 3 to 5 per cent. local tax.

These are not the times to lay fresh burdens on banks and at the same time ask them to assume the responsibilities to the Government which war brings. Suppose, to offset this new burden, they were to make one or two of the concessions banks have been asking for so long; for instance, give them circulation to the amount of the par value of their bonds. This could be done under present conditions without loss to the Government and with proper collateral legislation with great benefit. That, coupled with the opportunity now in prospect of getting a 3 per cent. bond at par, might make investment in circulation look a little more attractive. Wholesome bills looking this way have been offered in Congress during the present session, but they "sleep the sleep that knows no waking."

We have the law and it is ours to obey, honestly and loyally. Still we were craven did we not protest. The country must meet the financial demands of a great war and it is not for us to shirk or evade the particular responsibility that falls on our shoulders, heavier though it be than that of our neighbor. It is not in the payment of a tax only that the duty of a bank lies; it is for us to do again what the banks did a generation ago. Without them army and navy were impossible, and given navy and army, the carnage of battle in vain.

Once, in my sailing days, on the Georgian Bay, we were in great peril. We had been taking our turns at the pumps for several hours. I asked a shipmate, an old colored man, what he thought of the situation. "I've got nuffin' to say now, Massa Stickney, but you jes' wait till I gets ashore; den I'll blow." Let us wait until the war is over, then let us blow. May it not be four years this time before "Johnny comes marching home," and may it not be eighteen years before the last vestige of a war tax is wiped from our statutes for ever and ever and ever!

GEO. STICKNEY,
Cashier National Bank of Grand Haven.

Felt Called Upon to Interfere.

No one knew who she was. She was decidedly handsome, well dressed and seemed to have plenty of money. She was buying a pair of bicycle boots, the kind that come just up to the calf of the leg. She had a pretty foot and a pretty ankle and she didn't care who knew it, and moreover her foot was faultlessly clothed. She had just tried on one pair but they didn't fit properly and the clerk had gone to hunt another pair when another lady came in. You could tell at a glance that she didn't want bicycle boots. Tall and angular, she looked around with an expression of grim determination on her face and stalked toward the nearest clerk.

"I want a pair of shoes," she jerked out as she dropped into a seat. Just then her eyes happened to stray over to where the young lady sat with her bicycle boots.

The clerk was just pulling off the boot he had put on at first and was getting the second one ready to put on.

"Does that man intend to lace up those shoes on that girl?" came from lady No. 2.

"Certainly, Madam," replied the clerk.

The young lady and the clerk who was

waiting on her both overheard this, but neither paid any attention, although the young woman blushed rather furiously. The clerk went on with his work. He pulled the boot on and after getting it straightened out he began to lace it up. The young lady pulled up her skirts to the top of the boot. This was too much for the other woman; she felt called upon to interfere. It was an insult to her that such things should go on under her very eyes. Turning to the clerk who was waiting on her, she snapped out:

"Young man, you go and send the proprietor to me at once."

"The proprietor is out of the city, madam," returned the clerk, "but I will call the manager if you wish to see him," and, turning, he spoke to the manager, who stood close by. The manager stepped up and asked what he could do for her. Then she began: She declared that the store was no fit place for any lady; said she had been outrageously insulted by the proceedings that had been going on in her sight, and a great deal more of that sort of thing. After she had gone on like this for about two minutes the manager stopped her and told her in good, plain English that they fitted bicycle boots to many of the best and most modest ladies in the city; that it was part of their business, and that no one who was not looking for insults would find them. They always had fitted bicycle boots and they always expected to as long as they were worn.

The old maid was crushed completely, and when the manager turned to the young lady and apologized for the insult that had been offered to her, she grew livid with rage, but had enough common sense to leave without saying anything more.

Short Sayings Pertinent to the Shoe Trade.

Ladies' low cut shoes cut very much lower.

A low shoe sale in the low shoe season.

"In truth there is strength." The strength of an advertisement lies in its truthfulness.

In striving to attract attention bear in mind that it is the unusual thing that makes people look twice.

One good turn deserves another and one good advertisement deserves another—keep everlastingly at it.

Don't let your advertisement give your customers the "icy glance." Let it glow with the warmth of a true friendship.

"A straight line is the shortest distance between two points." The straight truth in your advertisements is the shortest way to your customers' pocketbooks.

Don't fret and fume about your business—it won't better matters. The wheels won't go around unless you get right down to work and keep a plugging.

"Necessity is the mother of invention." Now, who on earth do you suppose invented advertising? We'll bet honey to a bee's sting that a run down business was the mother of the first advertisement.

Six to twelve years are the ages when mothers of boys have most trouble to shoe them properly. Both mothers and boys will be pleased with our stock! These shoes have the proper style necessary to becomingly dress boys of this age.

Did it ever occur to you that one-half of the oxfords don't fit correctly? It is because they are made on the same lasts that high shoes are made on. That is why they don't fit snugly around the ankle. Every pair of our oxfords is made on oxford lasts.

For tired, tender feet—we have the shoes to give them comfort, broad in the tread, softest leather and flexible soles. Having once worn a pair and realized what they are in point of ease and all other qualities which a good shoe should possess, you'll want to duplicate them.

Association Matters

Michigan Retail Grocers' Association

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

Michigan Hardware Association

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

Detroit Retail Grocers' Association

President, JOSEPH KNIGHT; Secretary, E. MARKS, 221 Greenwood ave.; Treasurer, C. H. FRANK.

Grand Rapids Retail Grocers' Association

President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEO. LEHMAN.

Saginaw Mercantile Association

President, P. F. TREANOR; Vice-President, JOHN McBRATNIE; Secretary, W. H. LEWIS; Treasurer, LOUIE SCHWERMER.

Jackson Retail Grocers' Association

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

Lansing Retail Grocers' Association

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

Adrian Retail Grocers' Association

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

Traverse City Business Men's Association

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

Owosso Business Men's Association

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

Alpena Business Men's Association

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

Grand Rapids Retail Meat Dealers' Association

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

St. Johns Business Men's Association.

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

We have . .

A line of Men's and Women's Medium Priced Shoes that are Money Winners. The most of them sold at Bill Price. We are still making the Men's Heavy Shoes in Oil Grain and Satin; also carry Snedcor & Hathaway'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.

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. Mid. only by

PEDA-CURA CO., Chicago.

Photographs

of Samples, Display Cards, Etc.

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

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.

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel

The Michigan Mercantile Agency

Special Reports.

Law and Collections.

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

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

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

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.

How Signboard Advertising Can Be Done Effectively.

Laster laughed a good deal when I told him that I had an idea of trying the old country road advertising signs again; but he is good-natured and lets me do about as I like about such harmless things, and I have been at work on them for quite a while now.

Laster has been selling his old shoe packing cases to a candy wholesale firm for five and ten cents apiece and I stopped that and the little junior clerk and I have been knocking them to pieces as fast as they were emptied. I used to go to all sorts of pains with my country signs, having the boards exactly square, building them up to a special size and bracing the backs with infinite pains. I don't do so now. Just as we happen to get the boards out of the box is the way now and I adapt the sign to it. End boards of boot boxes, side boards of sixty-pair cases, top boards—they all look alike to the little junior clerk and me, and we knock out ten or twenty a day and not half try.

All that we make any pretense of doing with the boards is to give them smooth edges. Confidentially, I presume it would be just about as cheap to buy lumber and saw the boards as we wanted them; but it would lack that element of getting something for nothing which is so dear to the true economical advertiser for the country trade.

The first requisite in country signs is to have good paint. I have gotten all over using these ready-mixed sorts. Good lead and oil are the only things to use, and good thick coats at that. I prefer to put two coats of white on first—one very thin to fill the board and then another, thicker, to give the color. We paint our boards white, black and blue, but letter only in white and black.

After the boards are given a good foundation color, putting on the lettering is the artistic part. I can letter pretty fairly, but the kid, who is only fourteen years old now, and has only been to school six years in all his life (don't tell the truant officer), can letter as artistically as one of Hote's big railroad sign painters. Funny, isn't it, how it seems to come naturally for some men to letter with a brush. Men who can't write a line so that it can be read, hardly, will take a brush and paint a sign for a strawberry festival that will look as though it had been engraved.

Anybody can learn to do a pretty fair job, though, and don't you believe that you can't. Practice, after someone has given you a copy of how to make the different styles of letters, will fix you out all right. I bought a book of designs, the "Sign Painter's Friend," or something like that, and it had twenty full alphabets in.

We have great fun getting up the wording. Of course, it isn't every firm where you can say anything like "Laster's Shoes Are Laster's Until You Buy Them, and Then They Are Still Lasters."

"3 Miles to Laster's Shoe Store, Lasterville," is a good idea, and we have got one every mile and half-mile on every road leading out of the town. "Do Those Bicycle Shoes Hurt You? Try the Kind Laster Sells." "You Remember, Your Wife Told You to Get Some Shoes for the Baby. Go to Laster's."

"Can't you remember the size of the shoes for the baby? Go to Laster's; he has a table that tells."

"I'll meet you at Laster's. I buy my shoes there."

"That's a nice pair of shoes you have

on. You must have got them at Laster's."

"Have you seen that \$2 shoe for ladies at Laster's?"

"Have you corns? Then you don't wear Laster's comfort shoes."

There's no use in giving samples. Those are just a few that we have put out. Of course we have a lot of stock wordings. Advertise experts will say that they don't pay; but advertisement experts are not good authority outside of newspaper advertising. The country trade that reads by the wayside needs a lot of dinging at or they will forget the firm name in spite of you.

We get them up in all sorts of ways. Sometimes we load up a one-horse wagon and go out with a ladder for a day of it; but since we have been making them of such light weight we find that the bicycle is the handy thing. A man can go out for his morning's spin with half a dozen signs slung on his back and put them up before breakfast. I can stand on the seat of my bike now and reach up high enough on a tree to give a sign a good showing. It doesn't take long to get a big lot of signs out in the country and it doesn't cost a great deal.

The little clerk is a dandy at painting fences. He takes a couple of bottles of paint, white and black, with two or three brushes, and away he goes on his bike. Before he gets back he will have gone fifty miles and will have left a trail of painted signs or fences, rocks, trees and barns that are great things to keep the firm name before the people.

Last year I worked quite a big scheme. I went out and bought the privilege, for a pair of shoes each, of painting signs on entire barns after the manner of Hood's Sarsaparilla and I think that it paid first rate, because it looked so big. I got regular house and sign painters to do the work and we painted twenty-two on the roads leading into the village and by the side of the railroad in the suburbs of the village. It cost quite a good bit to do it, but it paid because it was an unusual thing for a village dealer to do. People had seen such things from big city dealers and from the patent medicine houses, but it made things look big for us to do it. We had no trouble to get the barns. A good many of the owners were glad to let us paint them just for the sake of having them painted and a pair of shoes fixed things right every time.

Another dealer from over the way has got a lead on us in working the country trade. As soon as it got nice and warm and the farmers wouldn't come into the village because they were so busy, this sharp dealer put a horse and wagon on the road with an assortment of sizes of the sort of goods farmers wear—plow shoes, rubber boots, a few solid shoes for children, some of the medium and cheaper grades of women's shoes and slippers. It was wonderful what a nice little stock he was able to get in a one-horse wagon. It helped out the sales, too, I understand, although it cost something to run the thing and he could only put it out two days in a week.

I think I am going to get a lead on him, though. I've made a deal with the grocery house that send out a wagon into the country all of the summer, to carry a line of our goods on commission and I think that the scheme is going to be a winner.—I. Fitem in Boots and Shoes Weekly.

The man who invests in green goods must want money bad.

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.

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.

Fruits and Produce.

Time For Agreement.

From the New York Produce Review.

We are pleased to see some agitation by the butter trade of New York of the so-called premium business. No definite plans have been formulated, and it is doubtful that even if a satisfactory scheme were suggested it could be put in operation until after the July contracts have expired. But the fact that possible remedies for the existing evils are again claiming the attention of thoughtful merchants is encouraging to say the least, and we hope that out of the present chaotic condition there may come a means of solving one of the most perplexing questions that have confronted the trade.

That the time has come for a change in the method of doing business is apparent to all. This destructive competition can not continue without seriously affecting the soundness of the trade. And there is no earthly reason why men should invest large capital in the business, assume all the risk incidental to that business, and after working hard and faithfully to protect shippers' interests be compelled to give up most of the legitimate compensation which such services usually secure. There is but little use of any house in the trade representing that they can get the $\frac{1}{2}$ c above quotation. No one denies that there are a few special channels into which some stock can be worked at some advance over the general market, but in comparison with the total receipts that trade is a mere bagatelle. On the 17c market last week nine-tenths of the fancy stock that was sold went at that price, and the returns at $17\frac{1}{2}$ c simply mean that one-half cent per lb., or 30c a tub, came out of the 5 per cent. commission, leaving 21c as a net compensation for the labor and expense incurred. The competition has driven so many into paying the premiums that it is now quite general, and no one has any advantage that was not equally open to them before the premium system came into vogue.

The old argument holds good that when sales based on a quotation are guaranteed the receivers become buyers instead of commission agents, and their efforts must naturally be used in the direction of getting the goods as cheaply as possible. The incentive to keep the market up is gone. We believe that it makes a great deal of difference to the producers which way the goods are marketed.

But it seems useless to go over this well-beaten path again. The evils attending this method of doing business, and the steps that have led up to the peculiar conditions as they exist to day are thoroughly understood and deeply deplored. It now rests with the merchants themselves to correct the abuse. A voluntary abandonment of the practice would be the most mercantile way out. An agreement of some kind between the members of the trade, most of whom belong to the Mercantile Exchange, might be effected, and there ought to be honor enough to live up to whatever pledges are made.

Canada's Share of American Dairy Exports.

Canada and the United States contributed in 1897 no less than 82 per cent. of the total quantity of cheese imported into the United Kingdom and 38.8 per cent. of the total consumption. As compared with the United States, Canada's share of the trade amounted to 76,351 tons, against 31,581 tons. The total exports of all countries other than Canada to Britain amounted to 59,811 tons, or, in other words, the exports from the Dominion exceeded by 22,540 tons the total quantity exported to British markets by other colonies and foreign countries. These statistics give Canadians sufficient reason to feel proud of the prominence their country occupies in dairy product markets. But unfortunately this immense turnover of cheese was not followed by corresponding profits to those engaged in the trade.

When the values fell below a figure that would remunerate makers, the production was still continued, because most Canadian dairymen were solely cheese producers. The market was, to a large extent, subject to control by Canadians in that they were exporting the bulk of the supplies; but few factories, however, were deterred from production on account of the depressed condition of values.

Butter, although not realizing at all times top prices, in 1897-98 brought far more satisfactory returns. The market was maintained on a steady basis, and Canadian creamery owners and butter forwarders made modest profits, while those in the cheese trade suffered disastrously. The lesson is apparent to every one. All dairymen should be in a position to alter their plant within a reasonably short time, to take advantage of the changing markets and be able to make milk into either butter or cheese at will. An effort is being put forth to this end, and in 1897 Canada was surpassed by only one colony, Victoria, in the quantity of butter supplied the mother country. But compared with the total quantity of butter imported, Canada's contribution was a mere pittance.

Consolidation of Eleven Dealers.

New York, July 11.—The Jewish butter and egg dealers of New York are a very important factor in its trade. There are many of them and their business has for some time been in an unsatisfactory condition, owing to the stress of competition, which has cut down profits for all. To remedy this eleven of the larger firms have organized a wholesale establishment under the name "Consolidated Butter and Egg Company," with a down-town establishment at 48 Harrison street and an up-town branch at Harlem Market. Individual members of the consolidation will be allowed to have only one retail store each and will be compelled to buy their goods from the consolidation, which will make a business of supplying retail trade in all parts of the city. Representatives of the company will do all the buying on the open market, and it is expected to have representation on the New York Mercantile Exchange. The Company will have at the start thirty wagons to deliver goods to retail trade, and expects to do a large business much more satisfactorily to its members than under the old plan of "Every man for himself, and devil take the hindmost."

Standard Measurements for Apple Barrels.

Boston, Mass., July 11.—A large crop of apples is expected this season. To realize a fair price we will necessarily export a large amount and, as we shall have to compete with Canada, we must have good co-operation and a standard barrel. The National Apple Shippers' Association and the National League of Commission Merchants have already adopted the following dimensions:

Head— $17\frac{1}{2}$ inches.
Stave— $28\frac{1}{2}$ inches.
Bulge—Not less than 64 inches outside circumference.

The above are the measurements of the Minneapolis flour barrel.

A. WARREN PATCH,
Sec'y National Apple Shippers' Ass'n.

The business house which enforces prompt payments and insists upon customers living up to their promises or contracts is the most respected and loses very little trade that is desirable, because of it. Of course, occasions arise when it is expedient to show forbearance to a dilatory debtor, and the creditor will always take such cases into consideration, dealing as leniently with them as is necessary. If, however, an account is continually in arrears, cut it off. Collect what is due you and let the longer time concern sell him his wants, eventually making a loss.

A Boston business man was asked recently by a firm who sold him quite a large bill if he considered himself good for that amount. "Good!" echoed the merchant, "I ought to be good; I owe everybody!"



J. WILLARD LANSING.
BURGE D. CATLIN.

Lansing & Catlin

44 W. Market Street
103 Michigan Street
BUFFALO, N. Y.

WHOLESALE DEALERS IN

Eggs Eggs Eggs

Eggs are getting scarcer and higher. We are selling at $12\frac{1}{2}$ c to 13c and can use liberal shipments. Write for any information you may want. Send us your Eggs and we will get you full market price and quick returns.

MEMBERS BUFFALO PRODUCE EXCHANGE

Bean, Coward & Chaddock

WHOLESALE FRUIT AND PRODUCE COMMISSION MERCHANTS

Butter, Eggs, Apples, Potatoes and Small Fruits

CAR LOTS OUR SPECIALTY.

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

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

HARVEY P. MILLER.

EVERETT P. TEASDALE

MILLER & TEASDALE CO.

WHOLESALE BROKERAGE AND COMMISSION.

FRUITS, NUTS, PRODUCE WATERMELONS

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

ST. LOUIS, MO.

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.

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.

Butter Wanted

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

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

Special Blanks for Produce Dealers

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

TRADESMAN COMPANY, - Grand Rapids, Mich.

REPRESENTATIVE RETAILERS.

E. M. Smith, the Cedar Springs Merchant and Produce Dealer.

E. M. Smith was born on a farm two miles northeast of Cedar Springs Jan. 2, 1869. He lived on the farm until 16 years of age, when he went to work as a clerk in the general store of Morley Bros., with whom he remained two years. He then attended a Grand Rapids business college six months, graduating from the commercial course in September, 1888. Returning to Cedar Springs, he purchased the grocery stock of Morley Bros. for \$1,232, giving his notes therefor. This indebtedness he succeeded in liquidating in full within thirteen months from the date of purchase. Five years ago he erected a store building of his own on the corner opposite the Morley Bros. building, which he used as a warehouse until Nov. 1,



1897, when he fitted it up for a grocery store and moved his stock across the street. In connection with the grocery store he conducts a meat market, owning his own slaughter house and twenty acres of land just east of the town. His store is 24x70 feet in dimensions, two stories and basement, and is conceded to be one of the neatest and best equipped stores on the line of the G. R. & I. Railway. The counters are of oak and the shelving is finished in oak and varnished. The second story of his building is used as a repository for vehicles, of which he has sold a considerable number since embarking in the business in 1891. He was the agent of the Adams Express Co. four years, local representative of the Champion Co. one year and of the McCormick Co. two years. During the past two years he has carried on the livery business, in partnership with Levi McDonald, under the style of McDonald & Smith, but sold his interest in the establishment a few days ago. He has always been partial to the fruit and produce business, having a warehouse on the G. R. & I. track 20x60 feet in dimensions, which is used to good purpose. In 1896, he handled over 5,000 barrels of apples and during the past three years has handled large quantities of butter and eggs, having lately extended his operations to a large scope of country. He handles hay and straw in large quantities, having a hay press of his own in the country. Mr. Smith was married June 2, 1891, to Miss Orpha M. Thomas, who was born and brought up near Cedar Springs and had fitted herself for a school teach-

er. They have one son, now 5 years old, and live in their own home.

Mr. Smith attributes his success to the systematic methods he learned at the business college and to the facts that he can work sixteen hours a day and keep down his expenses to an unusual degree. He boasts that he has been in business ten years with only one week's vacation. Those who know him, however, are frank to admit that he possesses an unusual amount of shrewdness and that he is destined to become a man of means. His friends insist that his proper sphere is the city and that he must ultimately seek a location in Grand Rapids and win shekels and reputation as a produce dealer, especially in the line of butter and eggs, with which he is thoroughly familiar and for which business he has always had a peculiar fondness.

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.

Store Mottoes.

We covet for our goods a searching examination.

We strive to have no vacancies in our assortments.

We seek profit when we buy, more than when we sell.

Our clerks will serve you without soliciting a purchase.

Our store does not fear the most stringent comparisons.

The buyer ought not to give us his money until we suit him.

Look leisurely; we ask no sudden nor thoughtless purchase.

The True Definition.

"Genius is the ability to say clever things which haven't been said, isn't it?"

"No. Genius is the ability to say clever things to people who haven't heard them already."

Something Ought to Be Done.

"My dog is almost as intelligent as I am," remarked Squidig.

"Are you going to have him shot, or will you try to give him away?" asked McSwilligen.

The man who is employed by his wife's father doesn't worry about losing his job.

New Potatoes and Watermelons

Cherries, Raspberries, Lemons, Oranges and Bananas.

HOME GROWN

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

BUNTING & CO., Jobbers, Grand Rapids, 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.

SEEDS

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

ALFRED J. BROWN SEED CO.

24 and 26 North Division Street,

Grand Rapids, Mich.

SEEDS

NEW POTATOES

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

MOSELEY BROS.,

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

Ship us your

BERRIES

etc., and get highest prices and quick returns.

We still want your

BUTTER AND EGGS

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

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

Main Office, 33 Woodbridge St., W.

Branch Store, 353 Russell Street.



BUTTER and EGGS

Car lots or less. I am in the market the year around.

REFERENCE: Any Wholesale Grocer in Grand Rapids.

E. M. SMITH, Cedar Springs, Mich.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, July 9.—During the week a new lease of life seemed to be given the coffee market and the general situation was much more encouraging than it had presented for some time. Invoice trading took quite an active appearance and prices are well sustained at a slight decline, which, possibly, was the cause of the activity. In store and afloat there are 857,153 bags, against 652,776 bags at the same time last year. Mild grades have, in sympathy, perhaps, shown more animation and the leading jobbers report a very satisfactory state of things. Quotations for Rio No. 7, 6½c.

Raw sugars have declined ½c and the market is only moderately active. Importers were not extremely anxious to sell at the decline, but there appears to be nothing else to do. Refined have sold in the most leisurely way imaginable, and it would seem that everybody has enough to last all summer if he takes a "barrel or two." The new refinery in Brooklyn is about ready to do business and it seems to be the opinion that the effort will be made to put up a large amount of granulated sugar in packages as usually sold by the retailer—an excellent plan, it would appear. Prices of granulated are still guaranteed for the next thirty days.

Little business in tea was done and the general market is very quiet. The next sale will not be of a very large amount. Prices in the street are pretty firm and certainly no decline has been noted.

Full stocks of rice of foreign growth are said to be held here, as well as at Charleston, New Orleans and Chicago. This fact, in connection with slow demand, has made the past week rather of a record-breaker—for dulness. Still holders are not without hope and maintain that later on we shall see a rousing market for rice. Prime to choice domestic, 6½@6¾c.

In spices, little that is of interest has transpired during the week. The market is quite firm, especially for pepper of all sorts. Jobbers generally report trade as only fairly active. Cloves said to be short and are well held.

Trading in molasses is at a low ebb. Scarcely any interest is shown and the orders coming to hand are for the smallest amounts. Low grades are worth 8@9c. Fair to good, 13@19c.

The syrup market is pretty well cleaned up and the general situation is one indicating considerable confidence.

Canned goods transactions during the week have not been large and the market is practically unchanged. It is still maintained that the peach and tomato crop of Maryland will be very light and it is said that the pea pack is only about half what it should be. Large lots of goods have been taken by Government this week and the new goods will come upon nearly empty warehouses.

Lemons and oranges have developed a good deal of strength and at auction offerings of both went off rapidly at satisfactory returns. Bananas are quiet, as are pineapples, with rather a light stock of the latter to select from.

Dried fruits have moved slowly. The demand is for very small lots and the whole market is simply waiting for fall. The weather is too hot to think of eating dried fruits and dealers are lying on their oars. Fancy apples are worth 9½c. Some good cherries from the South have sold at about 10c. Blackberries, '97 crop, 9½@10c.

The bean market is very quiet, with choice marrows held at \$1.45@1.50; choice medium, \$1.22½@1.25; choice pea, \$1.20.

More strength has been shown in the butter market and, while prices are practically no higher, there is a better feeling. The demand has kept the accumulation pretty closely sold up, and some transactions have taken place showing best Western creamery selling at 17c. This is hardly a correct figure, however, and 16@16½c is about the proper basis to figure on. Firsts, 15@

15½c; Extra Western imitation creamery, 14c; firsts, 12½@13c; Western factory, 12¾c for extras and 12½c for firsts. Really desirable offerings in eggs are in light supply, and, in fact, there are not enough to meet the demand. The hot weather has worked havoc in the egg market and a large part of the arrivals are decidedly "off." Fancy New York, Pennsylvania and Michigan eggs will bring 13@14c. Western selected for storage at mark, 12½c.

There is a moderate demand only for cheese. Some business has been done in an export way, but quotations are low and indicate very little profit to anybody. Large size, New York State full cream are worth 6½@7c; small, fancy, 7c.

Not Up To His Part.

From the Chicago Chronicle.

"Just came from St. Louis," remarked a well-known commercial traveler, as he alighted from the train, "and had one of the funniest experiences of my life on the way up."

"Relate it, and be quick," replied his fellow drummer, who was about to catch a train.

"Well, you know Mandlebaum, the ticket scalper," replied the other. "Just as I was about to board the train he came to me and offered to sell a first-class ticket for so low a figure that I was obliged to take it for strictly business reasons. My time was limited and I neglected to look at the name of the original purchaser, so I boarded the train and took possession of a seat in the smoker. First came a cigar, and then, being thirsty, I took out that old flask of mine from the satchel and proceeded to quench my thirst in good old-fashioned style.

"All the while the conductor kept his eyes on me, and at times whispered to the brakeman, who was sitting quite close to me. They were both strange on the run, and consequently, I did not pay much attention to them. I then got mixed up in a hot game of seven-up, and told one or two stories which would not pass the ordeal of press censorship. Finally the conductor came around and whispered in my ear. He asked me how the Sunday School was getting on, and allowed that church matters were brightening up a bit in my section of the country. His talk was all Greek to me, but I managed to look wise until we had reached Chicago.

"The whole business dawned on me then. He told me I should have been more circumspect on the journey up, and warned me against one of my congregation. He said it was bad form for a clergyman to smoke, play cards, and drink whisky from a flask in full view of the passengers on board a train. I asked him if he knew who I was, and he pulled that scalper's ticket from his pocket and informed me that I was Rev. Mr. Phineas Bascom, of Hannibal, Mo.

"I have made up my mind never to buy another scalper's ticket from Mandlebaum."

Aging Coffee.

One of the most prominent retailers in New York makes a practice of storing his best grades of coffee for two years before roasting. It is undeniable that age improves the raw bean up to a period of five years. It tends to give the bean a mellow flavor, highly appreciated by lovers of the beverage. To carry Padang Java or fine Maracaibo coffee two years adds 3 to 5 cents per pound to cost. It is for this reason that some firms are retailing their finest marks of coffee at 38 to 40 cents per pound.

California Walnut Crop Large.

Advices by mail from California are to the effect that the walnut crop, according to present indications, will be large. Present estimates place the crop at upwards of 500 cars, a quantity largely in excess of the crop of 1897. Lack of rain in some of the Southern districts where irrigation could not be resorted to will, however, it is thought, interfere with the quality of the nuts.

The lass whose lover goes to sea sheds many a private-tear.

G. N. Rapp & Co.

General Commission Merchants

56 W. Market St.,

Buffalo, N. Y.

Eggs are advancing rapidly.

We can do you some good on Peaches,

Plums and small fruits of all kinds.

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



A New Cold Storage Butter Package

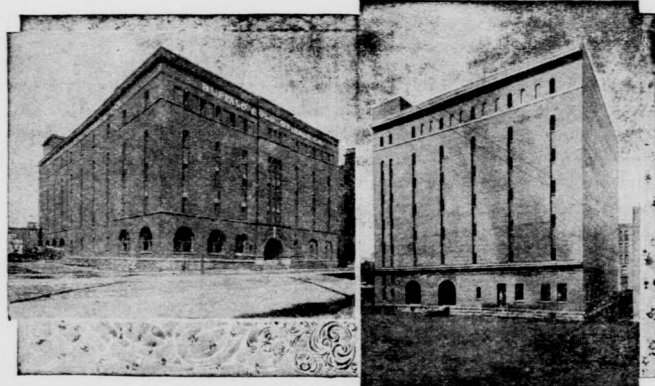
Is the Parafined Parchment Lined Package, all sizes. Send for free sample and testimonials from users.

Michigan Package Co.,
Owosso, Mich.

Buffalo Cold Storage Co.,

Buffalo, N. Y.

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



Warehouse "A"

Capacity 600,000 cubic feet.

Exclusively
Butter and Eggs

Rates Reasonable.

Low Insurance.

Liberal Advances.

Warehouse "B"

Capacity 500,000 cubic feet.

Poultry, Cheese, Fruit
and Miscellaneous
Storage.

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

Correspondence Solicited.

THE NEW LAW.

Summarized Statement of the Bankruptcy Act.

Commencing with the last sections, as most important now, it is provided that the act shall take effect and be in force upon its passage—provided, however, that no petition for voluntary bankruptcy shall be filed within one month of the passage (approval) thereof, and no petition for involuntary bankruptcy shall be filed within four months of the passage thereof, and proceedings commenced under state insolvency laws before the passage of the act shall not be affected by it.

The meaning of this is that for the purpose of providing the machinery for carrying it on—that is, appointment of the referees and trustees, prescribing rules, etc., and determining the question of bankruptcy and acts of bankruptcy—the act is to go into effect as soon as approved; but if a debtor wants to file a petition to be declared a bankrupt he must wait one month after the act is approved, or if creditors want to proceed against a debtor to have him adjudged a bankrupt they must wait four months after the approval of the act, but while proceedings under state insurance laws (as, for instance, attachments by creditors or assignments by debtors) commenced before the act is approved will not be disturbed or affected by the law, yet if made after the act is approved they may be attacked and set aside if the debtor files a petition and is adjudged a bankrupt, or if the creditors proceed against the debtor four months after the act is approved.

The United States District Courts are made the courts of original jurisdiction for bankruptcy proceedings, and may proceed at all times with bankruptcy matters. They have full and entire charge of the whole matter.

WHAT CONSTITUTES BANKRUPTCY.

a. Acts of bankruptcy by a person shall consist of his having (1) conveyed, transferred, concealed or removed, or permitted to be concealed or removed, any part of his property with intent to hinder, delay, or defraud his creditors, or any of them; or (2) transferred while insolvent any portion of his property to one or more of his creditors with intent to prefer such creditors over his other creditors; or (3) suffered or permitted, while insolvent, any creditor to obtain a preference through legal proceedings, and not having at least five days before a sale or final disposition of any property affected by such preference; or (4) made a general assignment for the benefit of his creditors; or (5) admitted in writing his inability to pay his debts and his willingness to be adjudged a bankrupt on that ground.

b. A petition may be filed against a person who is insolvent and who has committed an act of bankruptcy within four (4) months after the commission of such act. Such time shall not expire until four months after (1) the date of the recording or registering of transfer or assignment when the act consists in having made a transfer of any of his property with intent to hinder, delay or defraud his creditors; or for the purpose of giving a preference as hereinbefore provided, or a general assignment for the benefit of his creditors, if by law such recording or registering is required or permitted; or, if it is not, from the date when the beneficiary takes notorious, exclusive or continuous possession of the property, unless the petitioning creditors have received actual notice of such transfer or assignment.

It is made a complete defense to proceedings against a debtor to have him adjudged bankrupt to allege and prove that he was not insolvent.

WHO MAY BECOME BANKRUPTS.

a. Any person who owes debts, except a corporation, may have the benefit of the act as a voluntary bankrupt.

b. Any natural person, except a wage earner or a person engaged chiefly in farming or the tillage of the soil, any unincorporated company and any corporation engaged principally in manufacturing trading, printing, publishing or

mercantile pursuits, owing debts to the amount of \$1,000 or over, may be adjudged an involuntary bankrupt. * * * Private bankers, but not National banks or banks incorporated under state or territorial laws, may be adjudged involuntary bankrupts. A partnership during the continuation of the partnership business, or after its dissolution and before final settlement thereof, may be adjudged a bankrupt.

SOME DEFINITIONS.

"Corporations" includes and means all bodies having any of the powers and privileges of private corporations not possessed by individuals or partnerships, and shall include limited or other partnership associations organized under laws making the capital subscribed alone responsible for the debts of the association. "A person shall be deemed insolvent wherever the aggregate of his property, exclusive of any property which he may have conveyed, transferred, concealed or removed, or permitted to be concealed or removed with intent to defraud, hinder or delay his creditors, shall not, at fair valuation, be sufficient in amount to pay his debts.

"Persons" shall include corporations, except when otherwise specified, and officers, partnerships, and women.

EXEMPTIONS.

This act shall not affect the allowance to bankrupts of the exemptions which are prescribed by the state laws in force at the time of the filing of the petition in the state wherein they have had their domicile for the six months or the greater portion thereof immediately preceding the filing of the petition.

Bankrupts are required to submit to an examination, and if about to leave their home or fugitive from it, may be arrested and compelled to submit to examination.

OFFICERS AND FEES.

Only two officers are to be appointed, a referee and a trustee. Both are appointed for term of two years by the District Court, and the former receives in full for services after rendered \$10 in each case referred to him, and 1 per cent. commission on sums to be paid as dividends and commission, and one-half of 1 per cent. on the amount paid to the creditors on the confirmation of a composition.

Trustees receive fee of \$5 and such sum as court allows on dividends, not exceeding 3 per cent. on first \$5,000 or less; 2 per cent. on second \$5,000 or part thereof, and 1 per cent. on sums in excess of \$10,000.

Penalties are very severe, and any fraudulent acts defeat a discharge.

Old Gentleman (dictating an indignant letter)—"Sir: My stenographer, being a lady, can not take down what I think of you; I, being a gentleman, can not think it; but you, being neither, can readily divine it."

If one-half of the world does not know how the other half live, it is not the fault of the female sewing societies.



SPAIN
WILL
SETTLE

Dwight's Liquid Bluing
never settles.

Manufactured by

The Wolverine Spice Co.,
Grand Rapids, Mich.

W. R. Brice & Co.
Philadelphia's
Leading Hustling
Commission Merchants

REFERENCES:

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

Take an Observation

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

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

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

W. R. BRICE & CO.

Watermelons

Raspberries

Cucumbers

Egg Plant Tomatoes

Celery Squash

New Potatoes

New Cabbage

New Onions

You can not place your orders for anything in the above list to better advantage than with the

Vinkemulder
Company,

Grand Rapids.



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.



BIG SELLER

Six years established.
Never has been equaled.

Well Advertised.

Affords dealer good profit selling at 25 cents.

J. L. CONGDON & CO., PENTWATER, MICH.

How to Make the Candy Case Pay.

Written for the TRADESMAN.

These suggestions are not for the Gunthers and Huylers of the business, nor for professional confectioners or proprietors of candy kitchens, nor for any one in places large enough for the candy business to be a distinct and important one. They are directed rather to the many dealers in the small towns and at country crossroads, who keep a case of candy as a matter of course, one feature of varied lines.

With the small dealer whose capital is limited, whose running expenses are light and who is well satisfied if his business yields him a snug and comfortable if not a large income, any branch of it that, without the tying up of much money, can be made to yield a profit of one or two hundred, or even seventy-five or fifty dollars, as the case may be, is not to be despised.

A vigorous pushing of candy within practical limits has several arguments in its favor: The needful investment is small and the money can be turned frequently. The margin of profit is large. It is seldom necessary to give credit on the goods, indeed it seems to be naturally a cash business. Many customers who ask to have the other purchases charged will prefer to pay for the five or ten cents' worth of candy for the children. Another point is that a good case of candy properly managed is one of the best of advertisers. It sets the little folks to talking, and that is one of the best ways to gain the notice of parents. Besides, their frequent purchases help to give the store a busy look.

The show case so commonly employed is probably the most practical arrangement for displaying the stock. This case should be a good one, and tight so as to exclude flies. Then it should be fitted up with glass trays of uniform size. Very good ones can now be obtained at low prices. Glass trays seem to be the best for holding penny goods, lozenges, imperials and anything of which it is not necessary to display a large quantity. For the mixed candies, chocolate drops and the like, large tin trays are better, for these goods seem to sell better when quite an amount is on display.

Study to have the case neat and attractive. Keep the case clean and the trays well heaped up. Keep the flies out. Give the candy case as slightly a spot as there is in the store. Do not let the sunshine fall directly upon it.

There is a great deal in the buying of candy. The only rule that is of much value is the one that applies to the buying of all goods—study the requirements of your customers. For a summer resort trade, where the customers are mainly city people on their vacations, a very different stock is required from that which can be handled by the class of dealers to whom this article is especially directed. Where the children are the important customers, the penny goods are the most attractive, with mixed candies, lemon drops, not too expensive chocolates and the like, to sell by the pound, half-pound and quarter. The usual custom of buying goods in as large quantities as possible, while it may not be reversed, should at least be greatly modified in the buying of candy for a small trade. Buy often and keep the stock fresh. Of a slow-selling kind, or something that has not been tried, it is often better to take a five-pound box than a thirty-pound pail, even at a slightly higher price for the smaller amount. Be on the lookout for new and

attractive things, provided they are the necessary quantity and quality for the money. Children are wonderfully shrewd in giving their preference to the kind that gives them a generous amount of fairly good quality in exchange for the cherished penny. If you are buying your candy of some house whose representative comes month after month carrying the same old samples, showing new attractions only at rare intervals, it is safe to conclude that that concern is a little behind the lighthouse and you should transfer your patronage to some one who is up to date. Candy at wholesale, as well as at retail, is sometimes handled by people who seem to consider it rather too small potatoes for their serious consideration. It is best to buy of the manufacturer or jobbing house that makes a strong specialty of it.

There are certain small economies that it is necessary to practice: Do not buy goods that will become unsightly and unsalable before you can dispose of them. In warm weather especially care is necessary. There are some things that melt down with the heat. These should be avoided. Peanut bar and other candies composed partly of nut meats are likely to become wormy during the summer months, so it is well to run lightly on these until the miller season is over. A small trustworthy scale should be kept near the candy case, and the weighing of all amounts should be done accurately. If a practice is made of selling a penny's worth of any kind of mixed or bulk candy, it is best to weigh out a small quantity, portion it out in little paper sacks and have it ready for sale. If you depend upon guessing at the right amount to give for one cent, you are pretty certain to lose on the transaction. Odds and ends can usually be put in the mixed candy. If a box of penny goods does not move as it should, it can often be worked off by giving a larger amount for the money. Keep the stock "picked up" all the time so that a lot of unsightly trash does not accumulate. If proper care be taken in buying, very little need be lost in the way of dead stock or unsalable goods, in the candy business. And it is not necessary to get more on one's hands than will sell at the regular profit.

Of course, you will give some candy away; sometimes to the children who eye the tempting dainties so wistfully because coming from homes where even pennies can not go for luxuries, sometimes for pure and simple business reasons you will distribute toothsome sticks to the progeny of the thrifty farmer's wife who brings with her her butter and eggs and comes to your store to trade. And there are various occasions in business where to pass a little good candy is the wise and excellent thing to do. But it is not well to allow many the "free run" of your candy case; in fact, a lot of "friends" who are on a footing of undue familiarity are a nuisance in a store anyway and a source of untold and untellable loss. Do not forget yourself that your candy is your property and costs you money just the same as the rest of your stock; and by a little tact, yet without giving the impression of any stinginess, you may yet make it impossible for your friends and customers to forget this important fact.

It is not the slovenly man whose candy case is filled with flies and whose stock is dirty and disorderly, nor the slack man who does not keep up his stock nor look after trifling yet important details, nor the gruff, disagreeable man who fails to give a pleasant greeting and

courteous treatment to the tiny customer, nor the lazy man who is unwilling to take a few steps to make a small sale, who will make a success of running a candy case. As in all other things, it is the man who does it a little more painstakingly than the others, a little more thoroughly, with a little more attention to details, in a little better way all around, who will make a winner of it.

QUILLO.

MUSKEGON SUNDAY TRAINS

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

50 CENTS ROUND TRIP.

JERSEY CREAM



6 oz.
6 doz. in case
85c

9 oz.
4 doz. in case
\$1.25

1 lb.
2 doz. in case
\$2.00

O. A. TURNEY, Mfr., DETROIT, MICH.

FURNITURE

WATCHES

SILVERWARE

HENRY M. GILLETT

MANUFACTURERS' AGENTS

92 MONROE STREET.

Opposite Morton House.

GRAND RAPIDS, MICH.

STATE AGENT REGENT M'F'G CO., CHICAGO.

CLOCKS

ADVERTISING SPECIALTIES

PICTURES

All Grocers

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

LEROUX'S PURE CIDER VINEGAR

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

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

The Food Commissioner

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

Robinson's Cider Vinegar

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

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

New

Pack

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

MUSSELMAN GROCER CO.,
GRAND RAPIDS, MICH.

Canned

Goods

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Michigan Commercial Travelers' Mutual Accident Association.

President, J. BOYD PANTLID, 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. WILSON, Marquette.

Weave Golden Threads in the Warp and Woof of Business.

The most perfect life, like the fairest flower, has some defects. The joys of childhood drift into the pleasures of manhood and young manhood to old age, with a shadow at times faintly perceptible, but always great enough to temper the glare of life's sunshine.

It has been most fittingly said: "We but catch at the skirt of the thing we would be and fall back on the lap of a false destiny;" and in our endless reach for happiness, we are like the little child that chases the golden sunbeam. In the life of a traveling man the shadows oftentimes outnumber the sunbeams, and even the roses of happiness bear stinging thorns of separation and loneliness.

Every profession and business has now and then days of depression and disappointment; from a bitter experience we have learned this lesson, and time and circumstances have reconciled us to the inevitable.

There are burdens that are necessary, and burdens sometimes unnecessary and cruel; the former we are willing to bear, because they are a part of life; the latter are imposed upon us by others, who, either for want of consideration or pleasure in the imposition, never fail to increase the weight and darken the shadow about our path. A guard of Napoleon once ordered an old man who carried a heavy burden to get out of the way as the emperor approached. The great general rebuked him sharply and said: "If you have no respect for the man, then you should respect the burden he bears." Let us be careful to make others happy, and in so doing our reward will be great.

There is no reason why any one should violate the universal rule of kindness and of right in the case of the traveling man. Criticise him as you will, treat him as you may, the verdict of the world has given him credit for "malice toward none and charity for all." On the public thoroughfare, in shop and store, wherever he goes, he "scatters the sunshine;" his motto has ever been, "Bear ye one another's burdens;" he is always ready to resent a wrong and defend a right. These facts being true, is it not well for you to consider our obligations to him?

When he enters your store and politely introduces himself and his business, what right have you to greet him with a frown and a snarl? You may not want his goods; but his good will is more precious than gold and of more value to you than rubies. It would consume but a few moments of your time to exchange the compliments of the day and at the same time exchange smiles and kind words with the man who is

noted for the great stock of this commodity he always carries.

The time may come when you will want his goods and his credit, and the time will surely come when you will need his friendship.

Let me admonish you, my friendly merchant, your kindly treatment to traveling men is dollars in your pocket; better that you had never been born than to incur the ill will of the men who would be your best friends if you would only permit them to be such.

A traveling man entered a store and after introducing himself was informed by the uncouth old merchant that his time was too valuable to talk to him. The traveler enquired, "How much is it worth by the hour?" The merchant, with an egotistic air, said, "About three dollars an hour." "Very well," said the drummer, "I want just fifteen cents' worth," and then proceeded to use the time to the best advantage. "I don't want to show you my goods," said the drummer, "but for the benefit of my fellow traveling friends who shall come after me, I want to inform you that, while we are only drummers, we have hearts that can feel, and we appreciate a kindly word as we despise an ungenerous act. Our burdens are sometimes heavy, and your treatment makes them tenfold greater. I am pleased to inform you that we not only represent our house, but we represent a home as sacred and dear to our hearts as yours; and while you enjoy the pleasures of home each day, it is only now and then we bear the loving words of welcome from a patient, sacrificing wife, and listen to the prattling tongues of our little ones. If you have no respect for us, then you should respect the burdens we bear, and in future try to treat the traveling men as gentlemen."

Drummers are not traveling for their health. Conditions of commerce have made it necessary for men to travel; and it is as great a convenience to the buyer as to the seller. Good buying is a greater element in business than good selling. The old snarl who snubs the drummer would discharge a clerk for similar treatment to a customer.

Kind words are the essentials of happiness. It would take but a few moments to weave these golden threads into the warp and woof of business and make others happy. If this rule is strictly observed, the profits will be greater, both in business and pleasure.

The representatives of commerce of today are also representatives of the home and those principles that are ennobling and uplifting to man. They are not only distributing articles of trade, but in their association with men they "scatter the sunshine;" they are not narrow in creed nor stingy in soul. In their hand they hold the torchlight of liberty and love, and as the rays of light from the "Goddess of Liberty" extend far out to greet the storm-tossed mariner and bid him welcome home, so the light and influence of the drummer are dispelling the shadows and lightening the burdens of a sin-cursed and sorrowing world. Let us observe then the Golden Rule, "Do unto others as you would have others do unto you."

HOMER T. WILSON.

Didn't Believe in a Meat Diet.

"Have you anything to say before we eat you?" asked the king of the Cannibal Isles of the pale-faced stranger.

"I should like to address a few words to you on the advantages of a vegetarian diet," was the reply.

Detroit Travelers Indulge in a Fishing Expedition.

Detroit, July 11.—The annual fishing trip of the Boulevard Traveling Men's Association is always looked forward to with pleasure and usually takes place during Fourth of July week. This year it came off on Saturday, July 9, and will be remembered for many years by all who took part. The Association is composed of four traveling men and their families—C. W. Allen, J. W. Schram, John Smith and P. Walsh. Those present this year were C. W. Allen, Charles Allen, Jr., J. W. Schram, Robert Schram, John Smith and P. Walsh. The start was made at 5 a. m. for River Rouge, where boats were engaged and a start made for Smith's coaling dock on the Detroit River, down the River Rouge two miles, where the fishing was supposed to be good; but whether the bait was no good or there were no fish in that part of the River could not be told. After two hours' fishing no one got a bite, so Walsh proposed a swim in the beautiful Detroit River. The only ones accepting the challenge were John Smith and Robert Schram, who had a good bath, when a proposal was made to move to another fishing ground for better luck. Just then the Kirby boat was sighted, coming down the River for Put-in-Bay. Walsh suggested that we wait and enjoy the swells from the Kirby as she passed, and great was the swell thereof, nearly washing over the old scow on which the boys had been bathing, which made the bathers scramble for their clothes. When each came to claim his clothes, there was nothing for Walsh but a straw hat and a linen coat. The remainder had been washed away by the Kirby's swells, which he paraded around in for some time, saying: "If I only had a bagpipe, what a natural Highlander I would be." After a time his linen pants were found and, after considerable pulling, they were got on, but were real high water pants, so by one of the boys dividing shirts with Walsh he was able to get away from the old scow. John Smith said if it had been his clothes that were lost it would serve him right, as his wife told him not to go in swimming. Schram caught one fish with a silver hook, as it did not look well to come home without fish. Walsh is afraid some of his friends may find his clothes stamped P. Walsh, and drag the river for him, thinking he had committed suicide. The Association has agreed to make no more trips fishing without a kodak, as the members think if they had a picture of Walsh dressed in a straw hat, linen coat and fish pole, they could make enough to charter the Oregon and shoot fish next year.

Gripsack Brigade.

Wilbur S. Burns, who traveled a year for Gowans & Sons, but has carried grips for the Olney & Judson Grocer Co. for the past year, has returned to the employ of Gowans & Sons, having been assigned Michigan, Indiana and Ohio as his territory.

All Grand Rapids traveling men are expected to be on hand at Sweet's Hotel Saturday evening of this week for the purpose of assisting in the work of preparing for the annual picnic and deciding on what action should be taken in relation to the obnoxious train gates.

Bay City Journal: Frank L. Culver, who has been with Hammond, Standish & Co., of this city, for the past two years or more, has accepted a position with G. H. Hammond & Co., of Chicago, with Michigan and Wisconsin as his territory. His specialty will be oleo, but he will for the present fill in time with provisions. Frank is a hustler, well liked by all, and has a host of friends up the shore, the territory he formerly traveled.

The rich man may be too old and feeble to go to war; but he can stay at home and lick revenue stamps until the war debt is paid.

Postmaster General Smith has issued an order changing the postal regulations in regard to sheet music illegally sent into this country. Canadian music publishers sometimes pirate music copyrighted in the United States and then sent it through the mails into the United States for sale. When such music has been discovered by the postal authorities it has been held for three months, and if the owner of the copyright did not institute proceedings for its forfeiture it was returned to the sender, who generally again sent it through the mails, and, after repeated attempts, often succeeded in putting it upon the market. Under the new order issued, the music, if not claimed by the holder of the copyright, will be destroyed at the end of three months. This order is based upon an opinion recently given by the attorney general. Music upon which a duty should be paid will be sent to the nearest collector of customs.

Man proposes, woman imposes and the divorce court exposes.

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 about Whitehall, Mich., afford Fine Fishing and Delightful Pastime. Special attention and rates for such parties. Write to Meers 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 livers; two splendid steamers, 150-passenger capacity; hotel and grounds thoroughly illuminated by electricity; a veritable paradise for those appreciating rugged rock scenery, beautiful islands, groves and glens. With eleven years of experience, we feel competent to meet the various wants of visitors, tourists, excursionists, 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.

Drugs==Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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

Programme for the Pharmaceutical Convention.

The following programme has been prepared for the sixteenth annual meeting of the Michigan State Pharmaceutical Association, which will be held at Port Huron, Tuesday, Wednesday and Thursday, Aug. 2, 3 and 4:

FIRST SESSION.

Prayer—Rev. John Munday, Port Huron.
Address of Welcome—Mayor H. W. Stevens, Port Huron.
Response—D. E. Prall, E. Saginaw.
President's Address—Arthur H. Webber, Cadillac.
Secretary's Report—Chas. F. Mann, Detroit.
Treasurer's Report—Jno. D. Muir, Grand Rapids.
Report Secretary Board of Pharmacy—Geo. Gundrum, Ionia.
Receiving of delegates.

SECOND SESSION.

Report of Executive Committee—Prof. A. B. Stevens, Ann Arbor, Chairman.
Report of Trade Interests Committee—E. F. Phillips, Armada, Chairman.
Report of Pharmacy and Queries Committee—Prof. A. B. Prescott, Ann Arbor, Chairman.
Report of Legislative Committee—H. J. Brown, Ann Arbor, Chairman.
Report of Adulteration Committee—Prof. A. B. Stevens, Ann Arbor, Chairman.
Report of Special Committee on Revision of Pharmacy Law—F. W. R. Perry, Detroit, Chairman.
Report of Special Committee on Mutual Manufacturing—C. N. Anderson, Detroit, Chairman.
Illustrated Paper on Tea Culture—Prof. J. O. Schlotterbeck, Ann Arbor.

THIRD SESSION.

Reports of delegates.
General business.
Reading of papers.

FOURTH SESSION.

Election of officers.
Selecting place of next meeting.
General business.
Reading of papers.
Trolley ride at 4 p. m. Jolly good time; ride to the summer resorts and the beautiful Lake Huron.

WEDNESDAY EVENING.

Boat ride by moonlight on the beautiful Lake Huron and St. Clair River to Stag Island; reception and dancing.

FIFTH SESSION.

Discussion of papers.
Consideration of reports.
Unfinished business.

THURSDAY AFTERNOON.

Games and athletic sports at Pine Grove Park and the beautiful pavilion which lies on the west bank of St. Clair River, just south of Lake Huron; contains over twenty acres of beautiful ground. From this park is obtained a beautiful view of Lake Huron above and the St. Clair River to the east and south, with the city of Sarnia lying on the Canadian side of the River, about

two miles below its mouth, where the river widens and reaches the width of over three-fourths of a mile. Under the shade of the beautiful trees that abound in this park you can pass the afternoon watching the large steamers, propellers and the magnificent vessels that constantly pass down this great water thoroughfare.

THURSDAY EVENING.

Banquet at Hotel Harrington, presided over by Henry J. Brown, of Ann Arbor, who will call for the following responses:

City of Port Huron—Major N. S. Bownton, Port Huron.
The Wholesale Druggist—James E. Davis, Detroit.
The Country Druggist—H. E. Harrison, Vassar.
The Traveling Man—F. E. Westervelt, Grand Rapids.
What We Owe the Traveling Man—J. J. Sourwine, Escanaba.
The Ladies—C. N. Anderson, Detroit.
The Indispensables of a Drug Store—E. F. Phillips, Armada.
The City Druggist—Fred A. Cooke, Detroit.

The Drug Market.

There are very few changes to note in the drug line this week.

Opium—Is slightly lower, on account of the absence of demand in the Eastern market. Small orders can be filled at less price than large ones. The estimate of the crop shows a less number of cases than former reports.

Morphine—Is unchanged.

Quinine—Is steady at unchanged prices.

Citric Acid—Manufacturers advanced the price 1c last week.

Alcohol—Is steady at the late advance. Distillers in their recent combination have full control and may again advance prices.

Cod Liver Oil—The position is very strong. The catch has been light and high prices are looked for under fall demand.

Spices—Cloves, nutmegs and pepper have all advanced and are very firm.

Linseed Oil—Is dull and lower.

Napkins at the Fountain.

If using napkins at the fountain, you might utilize them as a direct means of calling attention to a requisite of the toilet, in this wise: Obtain a quantity of white or cream-colored tissue-paper cut in the size of small napkins, and have printed on each your card and an announcement that the napkin is scented with a certain perfume peculiar to your store. Lay them for a time in a closed receptacle with a sponge or piece of absorbent cotton that has previously been soaked with the extract you advertise. When they are thoroughly scented they are ready for service. Japanese napkins would hardly answer this purpose, owing to the peculiar and distinctive odor they carry that would interfere with the aroma of a delicate perfume.

J. F. HOSTELLEY.

Odor of Hydrastis and Opium.

Prof. Gerock calls attention to the remarkable similarity in odor existing between extract of hydrastis and extract of opium. As the chemical relationship between hydrastis and narcotine is very close, it is suggested that there is a similar relationship between other constituents of the two substances, and especially in the volatile oils.

Syrup Iodide Iron With Rock Candy.

Prof. Nixon says that the best quality of pure rock candy should be used in place of sugar, as the product is more permanent. The so-called rock candy syrup does not contain any rock candy.

Patent Medicines to Be Stamped According to Retail Prices.

Washington, July 9—The Internal Revenue Bureau has announced the following decisions in regard to taxes under Schedule B of the War Revenue bill: Malt extract is liable to taxation, and the fact that a tax has already been paid on the beer from which the extract is made has no bearing on the question on the taxability of an article in its new and medicinal form.

Patent medicines must be stamped according to the regular retail price as fixed by the manufacturer, and not at the selling price. For instance, if the printed retail price of an article is \$1.50 and the druggist sells it at 95 cents, it would require a stamp of 3¼ cents. Chemical preparations and prepared drugs, like phenacetine, sulphonal, antipyrine, even although having no fixed or retail price, and not sold in prepared packages by the retailer, are held to be taxable.

In regard to the administration of the stamp tax on bulk goods which have no fixed or advertised retail price, the bureau decides that all medicinal preparations subject to the stamp tax, and all perfumeries and cosmetic articles, are equally liable to the stamp tax when sold in what are termed bulk packages, as when sold in retail packages, and the value of the stamps to be affixed must correspond with the price charged for a single package with its contents. This decision specially applies to imported bay rum, cologne waters, vaseline and petroleum, which are held to be cosmetic articles, and to bitters claimed to be medicinal when sold in kegs, half barrels, barrels, etc.

Dealers may retail directly from such bulk packages which have been properly stamped by the manufacturer or importer, drawing from the same in quantities to suit their customers, without any additional stamping, but the stamps attached to such bulk packages will only protect the original articles contained therein, and only protect those so long as they are kept within such stamped packages.

If bulk packages are broken and their contents drawn off into smaller vessels, thereby ceasing to be identified with the stamped package in which they were put up by the manufacturer or sold by the importer, such contents are liable to seizure if stamps are not affixed to the articles thus sold or offered or exposed for sale.

Concentrated extracts of witch hazel or hamamelis, napier compound licorice powder, pardoe seidlitz powder and napier extract of witch hazel are taxable under schedule B, because they are all proprietary medicinal articles, and are put up in a manner and form similar to those of proprietary articles in general, because the diseases for which they are a remedy are placed on the label and because special claim is made as to their excellence as preparations.

Artificial lithia waters manufactured from pure distilled water by adding lithia bicarbonate and advertised as beneficial for gout, rheumatism, etc., are taxable under the first paragraph of schedule B, and the stamp must be fixed to each bottle or syphon, in accordance with the retail price or value.

Some Types of Pharmacists.

I will not undertake to depict the thorough and candid happiness of the druggist who has his humble home over

or behind his store and, while conducting his business, can remain in close contact with his family. He has his loved ones near him during the day; the gentle voice of his companion in life pours melody into his task and the touch of her soft hand smooths lovingly the wrinkles of his worried brow. Nor will I attempt to describe the pleasures of the pharmacist who finds recreation and satisfaction in reading and studying, and who, even at the expense of his hours of rest, imparts by his writings the love of his vocation to his brethren. I will not dwell further on the odd but charming peculiarities of the apothecary in ripe years who moves about his old-fashioned closets and shelves like a living fixture, with a glance of enthusiasm and inspiration, who loves each bottle and jar as his dear old friend, caressing them like a mother her child, and is moved almost to tears when one of them breaks by accident. Nor will I follow up before you the pharmacist with the fiery imagination, to whom drugs and chemicals are not mere pieces of vegetable growth or mineral formation, but living messengers from far-off countries and seas, from snowclad mountain-tops and dark mines, from foreign tribes and nations, and who thus entertains a lively mental intercourse with all the creation.

I have known all these types—I know them to-day. And, thank heaven! they still live! These are the true disciples and exponents of pharmacy; to them their daily work is not drudgery; they do not envy their brother his penny, but welcome him to their modest home; they do not effuse loud-mouthed, ill-natured complaints at meetings or among neighbors; their thoughts and actions take a nobler flight; they are the true working representatives of our profession, on whom its future depends.

WM. C. ALPERS.

Sell What Is Wanted.

If a customer asks for "sweet oil," don't label it "olive oil" and then spend five minutes trying to make him believe it is the same thing. No matter what article is sold, it is better to label it by the name it was called for, being sure to spell the common name properly, and not abbreviate the official name. A good many druggists and label printers have not yet discovered that it is easier and better to spell Epsom salt with only one s in salt.

Waterproof Labels.

Labels are best waterproofed by the application of a solution of white shellac in alcohol, taking care that the shellac extends a quarter of an inch or so beyond the edge of the label. If desired, a coating of paraffin may afterwards be applied by simply rubbing a lump of paraffin thoroughly over the label.

You will always get a truthful answer if you ask a woman her age and she tells you it is none of your business.

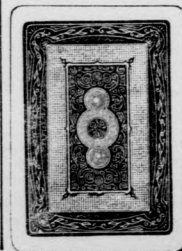
AMERICAN PLAYING CARDS

Best Value for the Money.

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

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

THE AMERICAN PLAYING CARD CO.,
KALAMAZOO, MICH.






WHOLESALE PRICE CURRENT.

Advanced— Declined—					
Acidum					
Aceticum.....	60 1/2	8	Conium Mac.....	35 1/2	50
Benzolium, German.....	70 1/2	75	Copaiba.....	1 1/2	1 25
Boric.....	10 1/2	15	Cubeba.....	1 1/2	1 25
Carbolicum.....	20 1/2	41	Exechthitos.....	1 00	1 10
Citricum.....	45 1/2	49	Erigeron.....	1 00	1 10
Hydrochlor.....	35 1/2	5	Gaultheria.....	1 50	1 60
Nitrosum.....	8 1/2	10	Geranium, ounce.....	1 00	1 10
Oxalicum.....	12 1/2	14	Gossypii, Sem. gal.....	50 1/2	60
Phosphoricum, dil.....	15 1/2	15	Hedeoma.....	1 00	1 10
Salicylicum.....	60 1/2	65	Juniper.....	1 50	2 00
Sulphuricum.....	13 1/2	5	Lavandula.....	90 1/2	2 00
Tannicum.....	1 25	1 40	Limonia.....	1 30	1 50
Tartaricum.....	38 1/2	40	Mentha Piper.....	1 60	2 20
Ammonia					
Aqua, 16 deg.....	4 1/2	6	Mentha Verid.....	1 50	1 60
Aqua, 20 deg.....	6 1/2	8	Morhuus, gal.....	1 10	1 25
Carbonas.....	12 1/2	14	Myrica.....	4 00	4 50
Chloridum.....	12 1/2	14	Picea Liquida.....	10 1/2	12
Aniline					
Black.....	2 00	2 25	Picea Liquida, gal.....	10 1/2	12
Brown.....	80 1/2	1 00	Ricinia.....	3 1/2	1 10
Red.....	45 1/2	50	Rosmarini.....	1 00	1 00
Yellow.....	2 50	3 00	Rose, ounce.....	6 50	8 50
Bacca					
Cubese.....	13 1/2	15	Succini.....	40 1/2	45
Juniperus.....	6 1/2	8	Sabina.....	90 1/2	1 00
Xanthoxylum.....	25 1/2	30	Santal.....	2 50	7 00
Balsamum					
Copaiba.....	55 1/2	60	Sassafras.....	55 1/2	60
Peru.....	2 1/2	2 75	Sinapis, ess., ounce.....	1 70	1 85
Terabin, Canada.....	45 1/2	50	Tigili.....	1 70	1 85
Tolutan.....	50 1/2	55	Thyme.....	40 1/2	50
Cortex					
Abies, Canadian.....	18 1/2	18	Thyme, opt.....	1 60	1 60
Cassia.....	12 1/2	12	Theobromas.....	15 1/2	20
Cinchona Flava.....	18 1/2	18	Potassium		
Euonymus atropurp.....	30 1/2	30	Bi-Carb.....	15 1/2	18
Myrica Cerifera, po.....	20 1/2	20	Bichromate.....	13 1/2	15
Prunus Virgini.....	12 1/2	12	Bromide.....	50 1/2	55
Quillaja, gr'd.....	14 1/2	14	Carb.....	12 1/2	15
Sassafras.....	12 1/2	12	Chlorate, po. 17@19c.....	16 1/2	18
Ulmus.....	15 1/2	15	Cyanide.....	35 1/2	40
Extractum					
Glycyrrhiza Glabra.....	24 1/2	25	Iodide.....	2 60	2 65
Glycyrrhiza, po.....	26 1/2	26	Potassa, Bitart, pure.....	2 60	3 00
Hematox, 15 lb box.....	11 1/2	12	Potassa, Bitart, com.....	10 1/2	12
Hematox, 1s.....	13 1/2	14	Potass Nitras, opt.....	10 1/2	12
Hematox, 1/2s.....	14 1/2	15	Potass Nitras.....	10 1/2	12
Hematox, 1/4s.....	16 1/2	17	Prussiate.....	20 1/2	25
Ferru					
Carbonate Precip.....	15 1/2	15	Sulphate.....	15 1/2	18
Citrate and Quinia.....	2 25	2 25	Radix		
Citrate Soluble.....	75 1/2	75	Aconitum.....	20 1/2	25
Ferrocyanidum Sol.....	40 1/2	40	Althea.....	22 1/2	25
Solut. Chloride.....	15 1/2	15	Anchusa.....	10 1/2	12
Sulphate, com'l, by.....	50 1/2	50	Arum po.....	20 1/2	25
Sulphate, pure.....	7 1/2	7	Calamus.....	20 1/2	25
Flora					
Arnica.....	12 1/2	14	Gentiana.....	12 1/2	15
Anthemisi.....	18 1/2	25	Glycyrrhiza, pr. 15.....	16 1/2	18
Matricaria.....	30 1/2	35	Hydrastis Canaden.....	10 1/2	12
Folia					
Barosma.....	23 1/2	28	Hydrastis Can. po.....	18 1/2	20
Cassia Acutifol, Tin.....	18 1/2	25	Inula, po.....	15 1/2	20
Cassia Acutifol, Alx.....	25 1/2	30	Ipecac, po.....	2 80	3 00
Salvia officinalis, 1/2s.....	12 1/2	12	Iris plox.....	35 1/2	40
Ura Ursi.....	8 1/2	10	Jalap, pr.....	25 1/2	30
Gummi					
Acacia, 1st picked.....	65 1/2	65	Maranta, 1/2s.....	25 1/2	30
Acacia, 2d picked.....	45 1/2	45	Podophyllum, po.....	22 1/2	25
Acacia, 3d picked.....	35 1/2	35	Rhei.....	75 1/2	1 00
Acacia, sifted sorts.....	28 1/2	28	Rhei, cut.....	75 1/2	1 00
Acacia, po.....	60 1/2	80	Rhei, pv.....	75 1/2	1 00
Aloe, Barb. po. 18@20.....	12 1/2	14	Spigelia.....	35 1/2	38
Aloe, Cape.....	12 1/2	12	Sanguinaria.....	30 1/2	35
Aloe, Socotri.....	30 1/2	30	Serpentaria.....	40 1/2	45
Ammoniac.....	55 1/2	60	Similax, officinalis H.....	40 1/2	45
Assafetida.....	25 1/2	28	Scilla.....	10 1/2	12
Benzoinum.....	50 1/2	55	Symplocarpus, Foti.....	10 1/2	12
Catechu, 1s.....	13 1/2	13	Valeriana, Eng. po. 30.....	15 1/2	20
Catechu, 1/2s.....	14 1/2	14	Valeriana, German.....	15 1/2	20
Catechu, 1/4s.....	16 1/2	16	Zingiber a.....	12 1/2	16
Camphora.....	40 1/2	43	Zingiber j.....	25 1/2	27
Euphorbium.....	40 1/2	43	Semen		
Galbanum.....	1 00	1 00	Anisum.....	12 1/2	12
Gamboge po.....	65 1/2	70	Apium (graveleons).....	13 1/2	15
Gualacum.....	30 1/2	30	Bird, 1s.....	4 1/2	6
Kino.....	30 1/2	30	Carul.....	10 1/2	12
Mastic.....	60 1/2	60	Cardamom.....	1 25	1 75
Myrrh.....	40 1/2	40	Corlandrum.....	8 1/2	10
Opil.....	85 1/2	85	Cannabis Sativa.....	4 1/2	4 1/2
Shellac.....	25 1/2	25	Cydonium.....	75 1/2	1 00
Shellac, bleached.....	40 1/2	45	Chenopodium.....	10 1/2	12
Tragacanth.....	50 1/2	80	Dipterix Odorata.....	2 00	2 20
Herba					
Absinthium.....	25 1/2	25	Feniculum.....	10 1/2	12
Eupatorium.....	25 1/2	25	Poenugreek, po.....	7 1/2	9
Lobelia.....	25 1/2	25	Linl.....	3 1/2	4 1/2
Majorum.....	25 1/2	25	Linl, gr'd.....	4 1/2	4 1/2
Mentha Pip.....	25 1/2	25	Lobelia.....	35 1/2	40
Mentha Vir.....	25 1/2	25	Phalaris Canarian.....	4 1/2	4 1/2
Rue.....	39 1/2	39	Rapa.....	4 1/2	5
Tanacetum.....	22 1/2	22	Sinapis Albu.....	9 1/2	10
Thymus.....	25 1/2	25	Sinapis Nigra.....	11 1/2	12
Magnesia					
Calcined, Pat.....	55 1/2	60	Spiritus		
Carbonate, Pat.....	20 1/2	22	Frumentum, W. D. Co.....	2 00	2 50
Carbonate, K. & M.....	20 1/2	25	Frumentum, D. F. R.....	2 00	2 25
Carbonate, Jennings.....	35 1/2	36	Frumentum.....	1 25	1 50
Oilum					
Absinthium.....	3 50	3 75	Juniperis Co. O. T.....	1 65	2 00
Amygdalae, Dulc.....	30 1/2	50	Saacharum N. E.....	1 75	3 50
Amygdalae, Amara.....	8 00	8 25	Spt. Vini Galli.....	1 90	2 10
Anisi.....	2 1 1/2	2 20	Vini Oporto.....	1 75	6 50
Aurant Cortex.....	2 25	2 40	Vini Alba.....	1 25	2 00
Bergamini.....	2 50	2 60	Sponges		
Cajiputi.....	80 1/2	85	Florida sheeps' wool.....	2 50	2 75
Caryophylli.....	75 1/2	80	Nassau sheeps' wool.....	2 00	2 00
Cedar.....	35 1/2	65	Velvet extra sheeps'.....	1 25	1 25
Chenopadii.....	2 75	2 75	wool, carriage.....	1 00	1 00
Cinnamonli.....	1 60	1 70	Extra yellow sheeps'.....	1 00	1 00
Cisronella.....	45 1/2	50	wool, carriage.....	1 00	1 00
Syrups					
Acacia.....	50 1/2	50	Grass sheeps' wool.....	1 00	1 00
Aurant Cortex.....	50 1/2	50	Hard, for slate use.....	75 1/2	75
Zingiber.....	50 1/2	50	Yellow Reef, for.....	1 40	1 40
Ipecac.....	60 1/2	60	Syrups		
Ferri Iod.....	50 1/2	50	Acacia.....	50 1/2	50
Rhei Arom.....	50 1/2	50	Aurant Cortex.....	50 1/2	50
Smilax Officinalis.....	50 1/2	50	Zingiber.....	50 1/2	50
Senega.....	50 1/2	50	Ipecac.....	60 1/2	60
Scilla.....	50 1/2	50	Ferri Iod.....	50 1/2	50
Tinctures					
Aconitum Napellis R.....	50 1/2	50	Rhei Arom.....	50 1/2	50
Aconitum Napellis F.....	50 1/2	50	Smilax Officinalis.....	50 1/2	50
Aloes.....	50 1/2	50	Senega.....	50 1/2	50
Aloes and Myrrh.....	50 1/2	50	Scilla.....	50 1/2	50
Assafetida.....	50 1/2	50	Tinctures		
Atropa Belladonna.....	50 1/2	50	Aconitum Napellis R.....	50 1/2	50
Aurant Cortex.....	50 1/2	50	Aconitum Napellis F.....	50 1/2	50
Benzoin.....	50 1/2	50	Aloes.....	50 1/2	50
Benzoin Co.....	50 1/2	50	Aloes and Myrrh.....	50 1/2	50
Barosma.....	50 1/2	50	Assafetida.....	50 1/2	50
Cantharides.....	50 1/2	50	Atropa Belladonna.....	50 1/2	50
Capsicum.....	50 1/2	50	Aurant Cortex.....	50 1/2	50
Cinchona.....	50 1/2	50	Benzoin.....	50 1/2	50
Cinchona Co.....	50 1/2	50	Benzoin Co.....	50 1/2	50
Columba.....	50 1/2	50	Barosma.....	50 1/2	50
Cubeba.....	50 1/2	50	Cantharides.....	50 1/2	50
Cassia Acutifol.....	50 1/2	50	Capsicum.....	50 1/2	50
Castor.....	50 1/2	50	Cinchona.....	50 1/2	50
Catechu.....	50 1/2	50	Cinchona Co.....	50 1/2	50
Cinchona.....	50 1/2	50	Columba.....	50 1/2	50
Cinchona Co.....	50 1/2	50	Cubeba.....	50 1/2	50
Columba.....	50 1/2	50	Cassia Acutifol.....	50 1/2	50
Cubeba.....	50 1/2	50	Castor.....	50 1/2	50
Cassia Acutifol.....	50 1/2	50	Catechu.....	50 1/2	50
Castor.....	50 1/2	50	Cinchona.....	50 1/2	50
Catechu.....	50 1/2	50	Cinchona Co.....	50 1/2	50
Cinchona.....	50 1/2	50	Columba.....	50 1/2	50
Cinchona Co.....	50 1/2	50	Cubeba.....	50 1/2	50
Columba.....	50 1/2	50	Cassia Acutifol.....	50 1/2	50
Cubeba.....	50 1/2	50	Castor.....	50 1/2	50
Cassia Acutifol.....	50 1/2	50	Catechu.....	50 1/2	50
Castor.....	50 1/2	50	Cinchona.....	50 1/2	50
Catechu.....	50 1/2	50	Cinchona Co.....	50 1/2	50
Cinchona.....	50 1/2	50	Columba.....	50 1/2	50
Cinchona Co.....	50 1/2	50	Cubeba.....	50 1/2	50
Columba.....	50 1/2	50	Cassia Acutifol.....	50 1/2	50
Cubeba.....	50 1/2	50	Castor.....	50 1/2	50
Cassia Acutifol.....	50 1/2	50	Catechu.....	50 1/2	50
Castor.....	50 1/2	50	Cinchona.....	50 1/2	50
Catechu.....	50 1/2	50	Cinchona Co.....	50 1/2	50
Cinchona.....	50 1/2	50	Columba.....	50 1/2	50
Cinchona Co.....	50 1/2	50	Cubeba.....	50 1/2	50
Columba.....	50 1/2	50	Cassia Acutifol.....	50 1/2	50
Cubeba.....	50 1/2	50	Castor.....	50 1/2	50
Cassia Acutifol.....	50 1/2	50	Catechu.....		

GROCERY PRICE CURRENT.

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

AXLE GREASE. Aurora doz. gross 55 Castor Oil doz. 60 Diamond doz. 50 Frazer's doz. 75 IXL Golden tin boxes 90 Tica tin boxes 75 Paragon doz. 55 BAKING POWDER. Absolute. 1 lb cans doz. 45 1 lb cans doz. 85 1 lb cans doz. 1 50 Acme. 1 lb cans doz. 45 1 lb cans doz. 75 1 lb cans doz. 1 00 Bulk. 10 Arctic. 6 oz. Eng. Tumblers. 85 El Purity. 1 lb cans doz. 75 1 lb cans doz. 1 20 1 lb cans doz. 2 00 Home. 1 lb cans doz. 35 1 lb cans doz. 55 1 lb cans doz. 90 JAXON 1 lb cans, 4 doz case. 45 1 lb cans, 4 doz case. 85 1 lb cans, 2 doz case. 1 60 Jersey Cream. 1 lb. cans, per doz. 2 00 9 oz. cans, per doz. 1 25 6 oz. cans, per doz. 85 Our Leader. 1 lb cans. 45 1 lb cans. 75 1 lb cans. 1 50 Peerless. 1 lb. cans. 85 Queen Flake. 3 oz., 6 doz. case. 2 70 6 oz., 4 doz. case. 3 20 9 oz., 4 doz. case. 4 80 1 lb., 2 doz. case. 4 00 5 lb., 1 doz. case. 9 00 BATH BRICK. American. 70 English. 80 BLUING. No. 1 Carpet. 1 90 No. 2 Carpet. 1 75 No. 3 Carpet. 1 50 No. 4 Carpet. 1 15 Parlor Gem. 2 00 Common White. 70 Fancy White. 80 Warehouse. 2 25 CANDLES. 8s. 7 16s. 8 Paraffine. 8 CANNED GOODS. Manitoowoc Peas. Lakeside Marrowfat. 95 Lakeside E. J. 1 15 Lakeside, Cham. of Eng. 1 20 Lakeside, Gem. Ex. Sifted. 1 45 Extra Sifted Early June. 1 75 CATSUP. Columbia, pints. 2 00 Columbia, 1/2 pints. 1 25 CHEESE. Acme. 8 Amboy. 8 1/2 Butternut. 8 Carson City. 8 Emblem. 8 1/2 Gem. 9 Ideal. 8 1/2 Jersey. 8 Lenawee. 8 Riverside. 8 1/2 Sparta. 8 Springdale. 8 Brick. 11 Edam. 70 Leiden. 17 Limburger. 12 Pineapple. 50 Sap Sago. 17 Chicory. Bulk. 5 Rod. 7 CHOCOLATE. Walter Baker & Co.'s. German Sweet. 23 Premium. 34 Breakfast Cocoa. 45	CLOTHES LINES. Cotton, 40 ft, per doz. 1 00 Cotton, 50 ft, per doz. 1 20 Cotton, 60 ft, per doz. 1 40 Cotton, 70 ft, per doz. 1 60 Cotton, 80 ft, per doz. 1 80 Jute, 60 ft, per doz. 50 Jute, 72 ft, per doz. 95 COCOA SHELLS. 20 lb bags. 2 1/2 Less quantity. 3 Pound packages. 4 CREAM TARTAR. 5 and 10 lb. wooden boxes. 30-35 COFFEE. Green. Rio. Fair. 9 Good. 10 Prime. 11 Golden. 12 Peaberry. 13 Santos. Fair. 12 Good. 13 Prime. 14 Peaberry. 15 Mexican and Guatamala. Fair. 15 Good. 16 Fancy. 17 Maracaibo. Prime. 19 Milled. 20 Java. Interior. 19 Private Growth. 20 Mandehling. 21 Mocha. Imitation. 20 Arabian. 22 Roasted. Clark Jewell Wells Co.'s Brands Fifth Avenue. 29 Jewell's Arabian Mocha. 29 Wells' Mocha and Java. 24 Wells' Perfection Java. 24 Sancaibo. 21 Breakfast Blend. 18 1/2 Valley City Maracaibo. 18 1/2 Ideal Blend. 14 Leader Blend. 12 Package. Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 3/4 c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbuckle. 10 50 Jersey. 9 50 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract. Valley City 1/4 gross. 75 Felix 1/4 gross. 1 15 Hummel's foil 1/4 gross. 85 Hummel's tin 1/4 gross. 1 47 CLOTHES PINS. 5 gross boxes. 40 CONDENSED MILK. 4 doz in case. Gall Borden Eagle. 6 75 Crown. 6 25 Daisy. 5 75 Champion. 4 50 Magnolia. 4 25 Challenge. 3 35 Dime. 3 35 COUPON BOOKS. Tradesman Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Economic Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Superior Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books. 1 00 50 books. 2 00 100 books. 3 00 250 books. 6 25 500 books. 10 00 1,000 books. 17 50	 Universal Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Credit Checks. 500, any one denom. 3 00 1000, any one denom. 5 00 2000, any one denom. 8 00 Steel punch. 75 DRIED FRUITS—DOMESTIC. Apples. Sundried. 5 Evaporated 50 lb boxes. 8 California Fruits. Apricots. 8 1/2 Blackberries. 7 1/2 Nectarines. 7 1/2 Peaches. 6 1/2 Pears. 8 1/2 Pitted Cherries. 8 1/2 Prunelles. 8 1/2 Raspberries. 8 1/2 California Prunes. 100-120 25 lb boxes. 4 1/2 90-100 25 lb boxes. 4 1/2 80-90 25 lb boxes. 4 1/2 70-80 25 lb boxes. 4 1/2 60-70 25 lb boxes. 4 1/2 50-60 25 lb boxes. 4 1/2 40-50 25 lb boxes. 4 1/2 30-40 25 lb boxes. 4 1/2 1 cent less in 50 lb cases Raisins. London Layers 3 Crown. 1 45 London Layers 4 Crown. 1 55 Dehesias. 34 Loose Muscatels 2 Crown. 44 Loose Muscatels 3 Crown. 54 Loose Muscatels 4 Crown. 54 FOREIGN. Currants. Patras bbls. 7 1/2 Vostizas 1 lb cases. 7 1/2 Cleaned, bulk. 8 1/2 Cleaned, packages. 8 1/2 Peel. Citron American 10 lb bx. 13 Lemon American 10 lb bx. 12 Orange American 10 lb bx. 12 Raisins. Ondura 25 lb boxes. 8 1/2 Sultana 1 Crown. 12 Sultana 2 Crown. 12 Sultana 3 Crown. 12 1/2 Sultana 4 Crown. 12 1/2 Sultana 5 Crown. 12 1/2 Sultana 6 Crown. 12 1/2 Sultana package. 12 1/2 FARINACEOUS GOODS. Farina. 24 1 lb. packages. 1 50 Bulk, per 100 lbs. 3 50 Grits. Walsh-DeRoo Co.'s Brand.  24 2 lb. packages. 2 25 10 lb. bags. 3 60 200 lb. barrels. 6 90 Hominy. Barrels. 2 50 Flake, 50 lb. drums. 1 00 Beans. Dried Lima. 3 1/2 Medium Hand Picked. 3 1/2 Macaroni and Vermicelli. Domestic, 10 lb. box. 60 Imported, 25 lb. box. 2 50 Pearl Barley. Common. 1 75 Chester. 2 00 Empire. 3 00 Peas. Green, bu. 95 Split, per lb. 2 1/2 Rollad Oats. Rolled Avena, bbl. 3 40 Monarch, bbl. 3 40 Monarch, 1/2 bbl. 1 80 Monarch, 60 lb sacks. 1 60 Quaker, cases. 3 20 Huron, cases. 1 75 Sago. German. 4 East India. 3 1/2 Tapioca. Flake. 3 1/2 Pearl. 3 1/2 Anchor, 40 1 lb. pkgs. 5 Wheat. Cracked, bulk. 3 1/2 24 2 lb packages. 2 50	Salt Fish. Cod. Georges cured. 4 Georges genuine. 5 Georges selected. 5 1/2 Strips or bricks. 6 Herring. Holland white hoops, bbl. 2 75 Holland white hoop 1/2 bbl. 1 30 Holland white hoop, keg. 30 Holland white hoop mehs. 85 Norwegian. 2 75 Round 100 lbs. 1 30 Scaled. 13 Flackerel. Mess 100 lbs. 15 00 Mess 40 lbs. 6 30 Mess 10 lbs. 1 65 Mess 8 lbs. 1 35 No. 1 100 lbs. 13 25 No. 1 40 lbs. 5 60 No. 1 10 lbs. 1 45 No. 1 8 lbs. 1 20 No. 2 100 lbs. 8 50 No. 2 40 lbs. 3 70 No. 2 10 lbs. 1 00 No. 2 8 lbs. 83 Trout. No. 1 100 lbs. 5 25 No. 1 40 lbs. 2 40 No. 1 10 lbs. 68 No. 1 8 lbs. 57 Whitfish. No. 1 No. 2 Fam 100 lbs. 6 25 5 75 1 75 40 lbs. 2 80 2 60 1 00 10 lbs. 78 73 33 8 lbs. 65 61 29 FLAVORING EXTRACTS.  Jennings'. D. C. Vanilla. 2 00 D. C. Lemon. 2 00 2 oz. 1 20 3 oz. 1 50 4 oz. 2 00 6 oz. 3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 40 No. 4 T. 2 40 Northrop Brand. Lem. Van. 1 20 2 oz. Taper Panel. 75 2 oz. Oval. 75 3 oz. Taper Panel. 1 35 4 oz. Taper Panel. 1 60 Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. 2 oz. 75 4 oz. 1 50 Regular Vanilla. 2 oz. 1 20 4 oz. 2 40 XX Grade Lemon. 2 oz. 1 50 4 oz. 3 00 XX Grade Vanilla. 2 oz. 1 75 4 oz. 3 50 FLY PAPER.  Tanglefoot, per box. 30 Tanglefoot, c'se of 10 b's x's 2 55 Tanglefoot, 5 case lots. 2 50 Tanglefoot, 10 case lots. 2 40	GUNPOWDER. Rifle—Dupont's. Kegs. 4 00 Half Kegs. 2 25 Quarter Kegs. 1 25 1 lb. cans. 30 1/2 lb. cans. 18 Choke Bore—Dupont's. Kegs. 4 25 Half Kegs. 2 40 Quarter Kegs. 1 35 1 lb. cans. 34 Eagle Duck—Dupont's. Kegs. 8 00 Half Kegs. 4 25 Quarter Kegs. 2 25 1 lb. cans. 45 HERBS. Sage. 15 Hops. 15 INDIGO. Madras, 5 lb boxes. 55 S. F., 2, 3 and 5 lb boxes. 50 JELLY. 15 lb palls. 35 30 lb palls. 65 LYE. Condensed, 2 doz. 1 20 Condensed, 4 doz. 2 25 LICORICE. Pure. 30 Calabria. 25 Sicily. 14 Root. 10 MINCE MEAT. Ideal, 3 doz. in case. 2 25 MATCHES. Diamond Match Co.'s brands. No. 9 sulphur. 1 65 Anchor Parlor. 1 70 No. 2 Home. 1 10 Export Parlor. 4 00 MOLASSES. New Orleans. Black. 11 Fair. 14 Good. 20 Fancy. 24 Open Kettle. 25 Half-barrels 2c extra. MUSTARD. Horse Radish, 1 doz. 1 75 Horse Radish, 2 doz. 3 50 Bayle's Celery, 1 doz. 1 75 PIPES. Clay, No. 216. 1 70 Clay, T. D. full count. 65 Cob, No. 3. 85 POTASH. 48 cans in case. 2 75 Babbitt's. 4 00 Penna Salt Co.'s. 3 00 PICKLES. Medium. Barrels, 1,200 count. 5 30 Half bbls, 600 count. 3 00 Small. Barrels, 2,400 count. 6 00 Half bbls, 1,200 count. 3 50 RICE. Domestic. Carolina head. 6 1/2 Carolina No. 1. 5 Carolina No. 2. 4 Broken. 3 1/2 Imported. Japan, No. 1. 6 1/2 Japan, No. 2. 6 Java, fancy head. 6 Java, No. 1. 5 1/2 Table. 5 SALERATUS. Packed 60 lbs. in box. Church's. 3 34 Deland's. 3 15 Dwight's. 3 20 Taylor's. 3 00 SAL SODA. Granulated, bbls. 75 Granulated, 100 lb cases. 90 Lump, bbls. 75 Lump, 145 lb kegs. 85	SEEDS. Anise. 9 Canary, Smyrna. 3 1/2 Caraway. 8 Cardamon, Malabar. 60 Celery. 11 Hemp, Russian. 3 1/2 Mixed Bird. 4 1/2 Mustard, white. 5 Poppy. 10 Rape. 4 1/2 Cuttle Bone. 20 SNUFF. Scotch, in bladders. 37 Maccaboy, in jars. 35 French Rappee, in jars. 48 SALT. Diamond Crystal. Table, cases, 24 3-lb boxes. 1 50 Table, barrels, 100 3-lb bags. 2 75 Table, barrels, 40 7-lb bags. 2 40 Butter, barrels, 250 lb. bnlk. 2 25 Butter, barrels, 20 14 lb bags. 2 50 Butter, sacks, 28 lbs. 25 Butter, sacks, 56 lbs. 55 Common Grades. 100 3 lb sacks. 1 90 60 5-lb sacks. 1 75 28 10-lb sacks. 1 60 Worcester. 50 4 lb. cartons. 3 25 115 2 1/2 lb. sacks. 4 00 60 5 lb. sacks. 3 75 22 14 lb. sacks. 3 50 30 10 lb. sacks. 3 50 28 lb. linen sacks. 32 56 lb. linen sacks. 60 Bulk in barrels. 2 50 Warsaw. 56-lb dairy in drill bags. 30 28-lb dairy in drill bags. 15 Ashton. 56-lb dairy in linen sacks. 60 Higgins. 56-lb dairy in linen sacks. 60 Solar Rock. 56-lb sacks. 24 Common. Granulated Fine. 70 Medium Fine. 70 SOAP. JAXON Single box. 2 75 5 box lots, delivered. 2 70 10 box lots, delivered. 2 65 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd. 2 66 Dome. 2 75 Cabinet. 2 50 Savon. 2 30 White Russian. 2 35 White Cloud, laundry. 2 65 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. GLYDESDALE 100 cakes, 75 lbs. Single box. 2 80 5 box lots. 2 75 10 box lots. 2 70 25 box lots. 2 60 Allen B. Wrisley's Brands. Old Country, 80 1-lb. bars. 2 75 Good Cheer, 60 1-lb. bars. 3 75 Uno, 100 1/2 lb. bars. 2 50 Doll, 100 10-oz. bars. 2 05 Scouring. Sapollo, kitchen, 3 doz. 2 40 Sapollo, hand, 3 doz. 2 40 SODA. Boxes, English. 5 1/2 Kegs, English. 4 1/2
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SPICES.

Whole Sifted.

Allspice	13
Cassia, China in mats	12
Cassia, Batavia in bund.	25
Cassia, Saigon in rolls	32
Cloves, Amboyna	14
Cloves, Zanzibar	12
Mace, Batavia	50
Nutmegs, fancy	60
Nutmegs, No. 1	50
Nutmegs, No. 2	45
Pepper, Singapore, black	11
Pepper, Singapore, white	12
Pepper, shot	12
Pure Ground in Bulk.	
Allspice	15
Cassia, Batavia	30
Cassia, Saigon	40
Cloves, Zanzibar	14
Ginger, African	15
Ginger, Cochon	18
Ginger, Jamaica	23
Mace, Batavia	50
Mustard	12@18
Nutmegs	40@60
Pepper, Sing. black	12
Pepper, Sing. white	20
Pepper, Cayenne	20
Sage	15

SYRUPS.

Barrels	15
Half bbls.	17
Pure Cane.	
Fair	16
Good	20
Choice	25

STARCH.

40 1-lb packages	6
20 1-lb packages	6 1/4
Kingsford's Silver Gloss.	
40 1-lb packages	6 1/4
6-lb boxes	7
Diamond.	
64 10c packages	5.00
128 5c packages	5.00
32 10c and 64 5c packages	5.00
Common Corn.	
20 1-lb. packages	5
40 1-lb. packages	4 1/2
Common Gloss.	
1-lb. packages	4 1/2
3-lb. packages	4 1/2
6-lb. packages	4 1/2
40 and 50 lb boxes	3 1/2
Barrels	3

STOVE POLISH.



No. 4, 3 doz in case, gross... 4 50
No. 6, 3 doz in case, gross... 7 20

SUGAR.

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you the amount on the invoice for the credit of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.

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

TOBACCOS.

Cigars.

Clark-Jewell-Wells Co.'s brand.	
New Brick	33 00
H. & P. Drug Co.'s brand.	
Quintette	35 00
G. J. Johnson Cigar Co.'s brand.	



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

Ure Unkle

Ure Unkle	35 00
Ruhe Bros. Co.'s Brands.	
Double Eagles, 6 sizes	55@70 00
Gen. Maceo, 5 sizes	55@70 00
Mr. Thomas	35 00
Cuban Hand Made	35 00
Crown Five	35 00
Sir William	35 00
Club Five	35 00
Gen. Grant and Lee	35 00
Little Peggy	35 00
Signal Five	35 00
Knights of Pythias	35 00
Key West Perfects, 2 sz	55@60 00

TABLE SAUCES.

Lea & Perrin's, large	4 75
Lea & Perrin's, small	2 75
Halford, large	3 75
Halford, small	2 25
Salad Dressing, large	4 50
Salad Dressing, small	2 65

VINEGAR.

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

WICKING.

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

Crackers.

The National Biscuit Co. quotes as follows:

Butter.	
Seymour XXX	8
Seymour XXX, 3 lb. carton	6 1/4
Family XXX	6
Family XXX, 3 lb. carton	6 1/4
Salted XXX	6
Salted XXX, 3 lb. carton	6 1/4
Soda XXX	6 1/4
Soda XXX, 3 lb. carton	7
Soda, City	8
Zephyrette	10
Long Island Wafers	11
L. I. Wafers, 1 lb carton	12
Oyster.	
Square Oyster, XXX	6
Sq. Oys. XXX, 1 lb carton	7
Farina Oyster, XXX	6

SWEET GOODS-Boxes.

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

Oils.

Barrels.	
Eocene	11 1/4
XXX W.W. Mich. Hdt	8 1/2
W.W. Michigan	8 1/2
Diamond White	8 1/2
D. S. Gas	8 1/2
Deo. Naptha	8 1/2
Cylinder	25
Engine	21
B. ack. winter	8

Candies.

Stick Candy.

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

Mixed Candy.

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

Fancy-In Bulk.

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

Fancy-In 5 lb. Boxes.

Lemon Drops	6 @ 50
Sour Drops	6 @ 50
Peppermint Drops	6 @ 50
Chocolate Drops	6 @ 50
H. M. Choc. Drops	6 @ 75
Gum Drops	6 @ 30
Licorice Drops	6 @ 75
A. B. Licorice Drops	6 @ 50
Lozenges, plain	6 @ 50
Lozenges, printed	6 @ 50
Imperial	6 @ 50
Mottos	6 @ 55
Cream Bar	6 @ 50
Molasses Bar	6 @ 50
Hand Made Creams	80 @ 1 00
Plain Creams	60 @ 90
Decorated Creams	60 @ 90
String Rock	6 @ 60
Burnt Almonds	1 25 @ 25
Wintergreen Berries	6 @ 60

Caramels.

No. 1 wrapped, 2 lb. boxes	6 @ 35
No. 1 wrapped, 3 lb. boxes	6 @ 50
No. 2 wrapped, 2 lb. boxes	6 @ 50

Fruits.

Oranges.

Medt Sweets	6 @ 3 00
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Lemons.

Strictly choice 300s.	6 @ 4 50
Strictly choice 300s.	6 @ 4 50
Fancy 300s or 300s.	6 @ 5 00
Ex. Fancy 300s.	6 @ 5 1
Jumbo cases-Majors	6 @ 5 50

Bananas.

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

Foreign Dried Fruits.

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

Dates.

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

Nuts.

Almonds, Tarragona	6 @ 13
Almonds, Ivaca	6 @
Almonds, California, soft shelled	6 @ 13
Brazils new	6 @ 7 1/2
Filberts	6 @ 11
Walnuts, Greenobles	6 @ 13
Walnuts, Calif No. 1	6 @ 10
Walnuts, soft shelled	6 @
Calif.	6 @
Table Nuts, fancy	6 @ 10
Table Nuts, choice	6 @ 9
Pecans, Med.	6 @ 8
Pecans, Ex. Large	6 @ 10
Pecans, Jumbos	6 @ 12
Hickory Nuts per bu.	6 @ 1
Ohio, new	6 @ 1 60
Cocoanuts, full sacks	6 @ 4 00

Peanuts.

Fancy, H. P., Suns.	6 @ 7 1/2
Fancy, H. P., Flags	6 @ 7 1/2
Roasted	6 @ 7 1/2
Choice, H. P., Extras	6 @ 4 1/2
Choice, H. P., Extras, Roasted	6 @ 5 1/2

Grains and Feedstuffs

Wheat.

Wheat. 70

Winter Wheat Flour.

Local Brands.

Patents	5 50
Second Patent	5 00
Straight	4 80
Clear	4 30
Graham	4 50
Buckwheat	4 00
Rye	3 50
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
Ball-Barnhart-Putman's Brand	
Diamond, 1/8s.	4 50
Diamond, 1/4s.	4 50
Diamond, 1/2s.	4 50
Worden Grocer Co.'s Brand.	
Quaker, 1/8s.	4 50
Quaker, 1/4s.	4 50
Quaker, 1/2s.	4 50

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.

Pillsbury's Best 1/8s.	5 00
Pillsbury's Best 1/4s.	4 90
Pillsbury's Best 1/2s.	4 80
Pillsbury's Best 1/4s paper.	4 80
Pillsbury's Best 1/2s paper.	4 80

Ball-Barnhart-Putman's Brand.



Duluth Imperial, 1/8s.	5 00
Duluth Imperial, 1/4s.	4 90
Duluth Imperial, 1/2s.	4 80

Lemon & Wheeler Co.'s Brand.

Gold Medal 1/8s.	5 00
Gold Medal 1/4s.	4 90
Gold Medal 1/2s.	4 80
Parisian, 1/8s.	5 00
Parisian, 1/4s.	4 90
Parisian, 1/2s.	4 80

Olney & Judson's Brand.

Ceresota, 1/8s.	5 25
Ceresota, 1/4s.	5 15
Ceresota, 1/2s.	5 05
Worden Grocer Co.'s Brand.	
Laurel, 1/8s.	5 00
Laurel, 1/4s.	4 90
Laurel, 1/2s.	4 80

Meal.

Bolted	1 90
Granulated	2 10

Feed and Millstuffs.

St. Car Feed, screened	16 00
No. 1 Corn and Oats	15 00
Unbolted Corn Meal	14 50
Winter Wheat Bran	13 00
Winter Wheat Middlings	14 50
Screenings	15 00

Corn.

Car lots	36
Less than car lots	40

Oats.

Car lots	28 1/2
Car lots, clipped	32
Less than car lots	34

Hay.

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

Fish and Oysters

Fresh Fish.

Whitefish	8 @
Trout	8 @
Black Bass	8 @ 10
Halibut	15 @
Ciscoes or Herring	4 @
Bluefish	10 @
Live Lobster	16 @
Boiled Lobster	18 @
Cod	10 @
Haddock	8 @
No. 1 Pickerel	8 @
Pike	7 @
Perch	4 @
Smoked White	8 @
Red Snapper	10 @
Col River Salmon	12 @
Mackerel	18 @

Oysters in Cans.

F. H. Counts. 40

Shell Goods.

Oysters, per 100	1 25 @ 1 50
Clams, per 100	2 1 @ 2 25

Provisions.

Swift & Company quote as follows:

Barreled Pork.

Mess	12 00
Back	11 75
Clear back	11 75
Short cut	10 75
Pig	15 00
Bean	9 75</

Hardware

Stove Trade and Prices.

It is evident that business for fall will soon be, if indeed it is not already, the leading topic among stove men. Even now orders are being placed quite freely for fall shipment by some dealers who would fain be some of the early birds who catch the fattest worms. Apropos of the discussion in regard to the improvement in the country's financial condition, the stove business in many cities is better at this period than at the corresponding period of last year. In some cases the improvement has been so marked in the sales that much good feeling prevails among the manufacturers. There is every reason to believe that Western retailers will share to a marked degree in the coming fall trade, which promises to be very good. It is reported from reliable sources that the stocks of stoves in the hands of retailers are very light, while those of the manufacturers are less than they were last year at this time.

There is no good reason, then, why greater profits and benefits should not accrue from the stove business than have hitherto been the rule. If people have more money to spend, why should not the stove dealer come in for a larger share of it? Inasmuch as his wares are necessities and not luxuries, an advance in price on such staple goods should meet with no disfavor from people who are in a position to pay more for them. We do not believe that much urging on this point will be necessary, yet there must be some union in the attempt to raise prices, else the pioneer in the venture will have to endure as many hardships to maintain his higher prices as Daniel Boone did to found a settlement in Kentucky.

When money is plentiful it is a natural sequence that consumers do not feel the need of exercising a stringent economy. They usually desire to purchase a better class of goods, feel no anxiety in paying more for them and are rather proud of the freedom with which they can spend money. Everywhere on nearly all products prices are advancing. Certainly the stove dealer should not be the lagging one in the band; he should rather be in the front of the procession and obtain some benefit with others. Dealers should advise people to discard cheap worn out stoves and buy new ones, which should be marked up at least 10 per cent.

Relation of One Retailer to Another.

In the first place, the relation should be friendly, neighborly and utterly devoid of a spirit of antagonism or hostility, but characterized by good feeling, mutual understanding and a desire to achieve the one object and aim of conducting a business—success; to make a living for one's self and family; to provide something for the charitable and benevolent objects that claim support, and to acquire a surplus to sustain the disability and feebleness incident to old age. This is certainly a laudable ambition and ought to be achieved when one invests his capital, devotes his time and energy and employs his knowledge and experience in the prosecution of a legitimate business. How can it be accomplished? Certainly not by a feeling of jealousy and hostility toward one's neighbor and a determination to sell goods at a lower price than that neighbor asks and less than ought to be realized to insure the profit which both he

and his neighbor ought to have and which they know is essential to mutual safety and prosperity. The consumption of any kind of merchandise is not increased by such methods. Any concession in price by the retail dealer does not thereby add to the quantity consumed.

The wholesaler or manufacturer may increase the volume of his sales by concessions sufficient to induce the retail dealer to buy and carry the stock until required for consumption, but the retail dealer can not dispose of it in like manner. He must carry it until it is absorbed by the natural demand. To do this and conduct a successful business, he must be guided and governed by the well-established principle that a certain percentage over cost is an absolute necessity. The question naturally arises, What is cost? Opinions may differ, but a conservative man would claim it is the price paid for stock, together with the expense of rent, fuel, lights, insurance, clerk hire, delivery, interest on capital, advertising, stationery and other small incidental items, not overlooking depreciation on buildings, stock and fixtures. Prudence would increase this sum sufficiently to cover the average annual loss in bad debts, which are almost inevitable where goods are sold on credit. This will determine cost, and the desired profit must be over and above all these if any financial benefit is to accrue to him whose capital, time and experience are invested. An inflexible determination by all to accomplish this purpose will be to the advantage of each, and deprive the purchaser from securing his material at widely different prices from different dealers. It is assumed that we all pay substantially alike in price for the stock we buy, and governed by the same principle in determining cost, the selling price should not be devoid of uniformity.

CHAS. H. GELTMAN.

Exaggerated Economy.

From the Stoves and Hardware Reporter.

There is nothing more repelling to customers than a suggestion of stinginess in the appointments or management of a store. It is a false economy which will prompt a merchant to wait until a line of goods is sold out before he will order more of the same kind; yet one sees this quite frequently. It not only results in a loss in the sale of goods, but it leaves a bad impression in customers' minds, which after frequent repetition becomes so indelibly fixed that an amendment in the future will not completely eradicate it. There are people who will haggle for an indefinite length of time over a two-cent stamp or equally insignificant matter, without realizing that the expenditure in time far exceeds the small saving in recovering some article worth but a few cents.

There are merchants who will endeavor to sell shop-worn goods at full prices rather than lose a cent of profit; but more offense is given in this way than the profit could possibly cover. Then people sometimes go to the other extreme and with an exaggerated idea about the value of their time will not do favors, order anything specially for customers or inconvenience themselves in any way. There is only one result, one ending to the careers of such people. They see only the small things, with a microscopic range of vision; consequently their success in life is proportionate to their aims and conduct. There is a great deal of difference between thrift and parsimony. The former is cautious and careful of things which require looking after, while the latter characteristic leads the possessor of it to continually think of insignificant matters to the exclusion of everything else.

When a girl reaches the age of 25, she loses all desire for birthday parties.

Buckeye Paint & Varnish Co.

PAINT, COLOR AND VARNISH MAKERS

Mixed

Paint

White

Lead



Shingle

Stains

Wood

Fillers

Sole Mfgs CRYSTAL ROCK FINISH, for Interior and Exterior Use

Corner 15th and Lucas Streets, Toledo, Ohio.

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.

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.

When the Dealer Should Send Away for Goods.

Another problem which confronts dealers in small stores is how to keep the higher class of patronage at home, and thus prevent its going to larger towns where a more effective attempt is made to keep a higher class and a greater variety of goods in stock. Many people who do not always make the trip personally to buy the goods out of town will send for them and the effect on home trade is about the same. There are several reasons why people do this. In the first place they find a larger stock to select from or else they save a few cents on the transaction, and the latter consideration is a weighty one with many who desire to economize, either from necessity or parsimony. The writer has known instances where this occurred in small towns, and observed that the merchant did not employ very skillful tactics in putting a stop to it. Instead of proceeding as he should, he assumed an antagonistic air, grew angry with his delinquent customers and wore an offended, repellent manner, preparing to stand upon his dignity in his treatment of them rather than propitiate them by obliging them in ordering any desired goods which were not in his stock. Among the many other things which are not remunerative in storekeeping a standoffish, dignified manner is one. A merchant who desires to win trade must cater to the people's idiosyncrasies rather than that they should cater to his. This is one of the relationships which can not be reversed. The man who has commodities to dispose of is entirely dependent for his livelihood upon the good will of the public, while it is readily seen that the latter is in no way bound to conciliate the merchant, for if one happens to be disobliging, unfriendly and obnoxious, they can readily find another who is ready to receive them with open arms. In smaller places where a dealer wishes to be particularly ingratiating he offers where he possibly can to sell goods at the same prices quoted by city stores. This, of course, makes a telling advertisement, which should have good results. Other dealers who wish to excel in showing their inclination to please will gladly offer to order goods for customers, thus saving them time and trouble as well as uniting them in a stronger bond of friendship and unity. If such a practice were once started it would be comparatively easy to keep it up, when necessary, although we know people feel some natural hesitation in requesting the home dealer to send away for goods, as it implies a dissatisfaction with his stock. Yet it is much better for the far-seeing merchant who desires to retain trade to swallow his pride and send away for the goods, for by so doing he will probably sell something at the same time from his own store and make up for any trouble it may cause.

Using Barbed Wire in War.

Spaniards are not given to making innovations, but their proximity to America in Cuba has led them to introduce one new feature into warfare in their so-called trocha defenses of barbed wire. These straggling fences that have been stretched across the island at various places are an attempt to graft the modern American barbed wire fence upon the medieval Chinese wall idea. The result is no more successful than might be expected from Spanish hands. All the trochas have amounted to were so many imaginary lines dividing the Spanish sphere of operations from the territory acknowledged to be held by the insurgents. Whenever the Cubans have

wished to cross these lines they have drawn out their machetes and cut their way through in a few moments. The blockhouses with which the trochas are studded are similarly antiquated and useless. Now the Spaniards have fortified Santiago with an aggravated combination of these defenses. Four lines of thickly-set barbed wire fence, studded with blockhouses, are stretched around the city, and the intervening space between the fences is a tangle of barbed wire. Behind this rather formidable chevaux de frise are the Spaniards' intrenchments and rifle pits. From these and from their blockhouses they intend to pour a deadly fire with their Mausers and machine guns upon the Americans while the latter are struggling in the tangle of barbed wire. General Shafter is wise in keeping the hot-headed American heroes from rushing too eagerly upon this sort of trap before they have the siege guns at hand to clear the way. He evidently intends to clear the Spaniards out from behind the fence first, after which it will be comparatively easy to demonstrate that the nation which invented the barbed wire can also invent a way to get through it.

A Little Oil a Good Investment.

Every hardwareman knows full well that a little oil in a knife not only gives the blade more spring and allows it to be opened and closed more easily, but that it preserves the knife.

How many retail hardwaremen are there, however, who ever think of instructing, in this particular, customers who are buying knives? Very few, indeed.

Not only should a knife be oiled when purchased, but a little lubricant should be applied every three or four months. Of course, a knife that is well taken care of in this way will wear longer than one that is not, and it seems, therefore, to be contrary to the interests of the hardwareman to enjoin his customers to be careful along this line.

But, while apparently it may be against his interests to do so, yet, in reality, the results in the long run, are in his favor. In the first place, the knife that is taken care of wears well, and, naturally, when the owner wishes to replace it he goes to the store at which he got such good value before.

That is an evidence that the hardwareman has secured that person's confidence, and to be envied is the merchant who has the confidence of his customers.

A hardwareman should never allow a pocket knife to go out of his store before oiling it.

The oiling of a pocket knife may be a little thing, but it is a good paying thing.

Entirely Free to Go.

"What is your name?" enquired the officer in charge.
"John Smith."
"Your age, Mr. Smith?"
"Forty-three, next October."
"Where were you born?"
"In Indiana."
"Do you reside here?"
"Yes, sir; have for the last ten years."
"Are you married or single?"
"Married."
"Ab, is that so?"
"Yes, sir."
"Well, you can't enlist."
"Why not?"
"Because you are married."
"What's that got to do with it?"
"Can't take married men into the service."
"Why not? Hasn't a married man got courage enough? Can't he be as good a patriot as a bachelor?"
"I suppose so, but we can't take married men. They have to stay at home and support their wives and families."
The applicant's face gleamed like a sunrise.
"Oh, that's all right," he laughed easily. "You needn't worry on that account; my wife keeps a boarding house, and has ever since the second year we were married."

Arbitration is a good thing for a nation that has no guns and no warships.

Hardware Price Current.

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

HOUSE FURNISHING GOODS

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

HOLLOW WARE

Pots..... 60&1
Kettles..... 60&10
Spiders..... 60&10

HINGES

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

WIRE GOODS

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

LEVELS

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

ROPES

Sisal, 1/4 inch and larger..... 10 1/4
Manilla..... 11 1/4

SQUARES

Steel and Iron..... 70&10
Try and Bevels..... 60
Mitre..... 50

SHEET IRON

	com. smooth.	com.
Nos. 10 to 14.....	\$2 70	\$2 40
Nos. 15 to 17.....	2 70	2 40
Nos. 18 to 21.....	2 80	2 45
Nos. 22 to 24.....	3 00	2 55
Nos. 25 to 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..... 62 1/2
Coppered Spring Steel..... 50
Barbed Fence, galvanized..... 3 05
Barbed Fence, painted..... 1 75

HORSE NAILS

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

WRENCHES

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

MISCELLANEOUS

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

METALS—Zinc

600 pound casks..... 6 1/4
Per pound..... 6 1/4

SOLDER

1/2@1/4..... 12 1/4
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

TIN—Melyn Grade

10x14 IC, Charcoal..... \$ 5 75
14x20 IC, Charcoal..... 5 75
20x14 IX, Charcoal..... 7 00
Each additional X on this grade, \$1.25.

TIN—Allaway Grade

10x14 IC, Charcoal..... 4 50
14x20 IC, Charcoal..... 4 50
10x14 IX, Charcoal..... 5 50
14x20 IX, Charcoal..... 5 50
Each additional X on this grade, \$1.50.

ROOFING PLATES

14x20 IC, Charcoal, Dean..... 4 50
14x20 IX, Charcoal, Dean..... 5 50
20x28 IC, Charcoal, Dean..... 9 00
14x20 IC, Charcoal, Allaway Grade..... 4 00
14x20 IX, Charcoal, Allaway Grade..... 5 00
20x28 IC, Charcoal, Allaway Grade..... 8 00
30x28 IX, Charcoal, Allaway Grade..... 10 00

BOILER SIZE TIN PLATE

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

Paris Green Labels

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

100..... 25 cents.
200..... 40 cents.
500..... 75 cents.
1000..... \$1 00.

Labels sent postage prepaid where cash accompanies order.

Tradesman Company,
Grand Rapids, Mich.

GENERAL TRADE SITUATION.

In many lines the summer dullness, with its slackening in volume, is becoming decidedly more pronounced, although all depending on the healthy agricultural situation are kept booming to an extent unusual for the season. Agricultural implement demand continues heavy, as well as materials for car building and other lines affected by the long-continued returns from products at good prices.

In the stock market variations in values have been less than could have been expected in view of the sensational war news. Prices have generally tended upward, with good foreign interest, but it seems to be so thoroughly demonstrated that there is no real relation between the contingencies of the war and the credit or general prosperity of the country that temporary effects are becoming greatly lessened.

A factor which has probably had more influence in increasing the present dullness than is generally considered is the attention which has been given to the operation of the war revenue bill, which took effect July 1. Aside from the arrangement of details, procuring and affixing of stamps, etc., there has been no little controversy as to who should pay the tax in the case of carriers, telegraph companies, etc., resulting in reference to authorities, appeals and legal action. All this has taken time and has been a source of distraction from more profitable business interests.

Prices and demand in the Eastern iron markets are matters of complaint, but in the West where agricultural influences prevail there is scarcely any effect of the dull season. Closing of works for repairs, etc., has been reckoned upon to put a healthy check upon production, but as wage scales have been adjusted to an unusual extent the shut-downs promise to be fewer and shorter than usual.

The week's course in wheat and other grains has been steady, with a general tendency downward, especially toward the close. Export demand continues good, but uniformly favorable crop reports seem to have more potent influence.

The textile situation continues its feature of dullness in cotton and its products, and this may be said to extend to wool to as great a degree as in several months. Prices in both branches of the trade continue unsatisfactorily low and the prospect of improvement seems distant. The shipments of boots and shoes were only six hundred cases smaller for the first week of July than for the same week last year, but were larger than for the corresponding week in any other year. The controversies between jobbers and manufacturers, between leather producers and consumers, have not prevented an actual output at the Eastern works larger this year thus far than ever before, which is the more surprising because this manufacture has been rapidly and largely expanded at the West, where accounts agree that the factories are crowded with orders, with some of them weeks behind in their deliveries.

A significant feature of the money market is the great demand for the new issue of Government bonds. There is a considerable strife among the banks to secure as many as possible as a basis for circulation and employees are subscribing in many cases to secure more than would be allowed to the banks direct. Considering that these bonds net less than 3 per cent., it is remarkable

that the issues should be taken with such eagerness.

In the local furniture market the July season was late in opening, as many outside exhibitors were behind in placing their lines. Buyers were on hand even before the exhibits were ready, and the increasing number already assures the success of the season. Many of the local factories report an unexpected business and the assurance of busy months to come.

The American Idea Will Predominate.

Written for the TRADESMAN.

The press, the world over, is indulging largely in suggestions regarding the duty of the United States in her pleasing and at the same time embarrassing relations with foreign powers. John Bull in the best of health and spirits is doing his best to win to himself the smiles and the more substantial favors of Columbia, and the Russian bear, equally vigorous and persistent, is trying to show his appreciation of the same goddess, with flattering hopes of success.

The Englishman in his tenderest tones pleads for favor on the grounds of kinship and of speech. There is a common mission which the Saxon race and tongue have been appointed to accomplish, and there is no better time to enter upon it than now. Together, the two foremost nations of the earth have only to will and to work and the task is done. Civilization can realize its best achievements only through them. With their fortunes united, what can the future refuse them? And America, listening to his plea, toys with her fan and ponders.

The Russian presents his suit with equal fervor. No kinship can he claim, but he remembers a time when America needed a friend and Russia, unsolicited, stood by her side with a ready right hand resting on the sword hilt. That should not be so soon forgotten. But it is not all: Little in common may there be between the eagle and the bear, and as little between the nations they represent in language or in race, and yet these two may not be without a common future. Joining hands, do they not almost girdle the globe, and may they not, these two youngest in the family of nations, find work before them which only their hands can do? If a better civilization is the hope and aim of both, will there not be a higher ideal realized, and a wider one, from the combined efforts of two such peoples and two such countries? Already, the two nations have found common interests in trade. During the last three years this has increased three-fold, a fact which shows clearly enough that the two are naturally drawn together, and, what is of the greatest importance to America, that the possibilities of her future trade expansion in that part of the world are practically unlimited. Working together, can they not control the trade and commerce of almost a third of the population of the earth? It is, indeed, a population that is rapidly becoming more civilized; but this day and generation, and several after them, will pass before this people can manufacture for themselves, and in the meantime, if fitting relations are established, America, besides making the most of present financial opportunities, can secure a commercial foothold, which the other nations combined can never break. And America, still toying with her fan, smiles and ponders.

The situation is interesting alike to the suitors and the rest of the watching world. America is more than ever the

land of surprises, and with an anxiety which can not be concealed the American idea is being eagerly waited for. Will the sound common sense for which this country is noted be taken in by the sentimental nonsense of England; or will the arguments of Russia be found convincing? It can not be denied that both have merits which call for consideration, nor need it be affirmed that both will be duly considered. The American idea, however, will not be found wholly pleasing to either suitor nor to the world at large. America's interests are peculiarly her own. The leading republic of the world, and the best exponent so far in that world's history of personal liberty and manly independence, she can not concur with the absolute power of Russia on the one hand or the constitutional monarchy of England on the other. Hers is a middle course, and all that remains for her to do is to take of the best that the two nations offer and, without fear or favor, so to republicanize the best of both that the civilization to be so benefited shall be of a higher type than has so far blessed mankind.

R. M. STREETER.

The Grain Market.

As is usual at the end of the season, there is a lull in grain trade which is especially noticeable this year. Prices were so much out of line that all of the old wheat was moved from farmers' hands, so that now the price is based on new wheat. While the small receipts and fair exports would have naturally advanced prices, the splendid weather was a bearish factor and prices receded. The visible made a fair decrease of 2,184,000 bushels, leaving the amount in sight 12,500,000 bushels. This is the smallest visible recorded in many years, with the exception of 1891, when the amount in sight was the same as it is now. The price of No. 2 red on July 6, 1891, was 92½¢@94¢ and September 87¢@89¢, while on July 12, 1898, the price of No. 2 red was 75¢ and September 67½¢ in Chicago markets. The Government crop report of July 1891, showed 612,000,000 bushels, while the present report indicates that the yield will be 625,000,000 bushels, which, we think, is very conservative. Harvesting has been nearly completed and with a few days more good weather we think we will have one of the finest crops of wheat, both in quality and quantity, that we have had for years. Threshing has commenced and reports are very satisfactory.

Corn and oats are unchanged from one week ago and have been very steady. Frosts have been reported in some sections, but not enough to damage corn.

The receipts were the smallest that they have been in years, so far as wheat is concerned: wheat, 20 cars; oats; 5 cars; corn, 17 cars.

Local millers are paying 70¢ for new wheat.

C. G. A. VOIGT.

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—FIRST-CLASS MEAT MARKET in bustling town of 1,700 population. Address No. 650, care Michigan Tradesman. 650

MAKE US AN OFFER. WELL-SITUATED, good-paying wall paper, paint and picture framing business must be sold at once, for cash only. Schwind & Allen, 32 West Bridge St., Grand Rapids, Mich. 654

FOR SALE—ONE 18-FOOT COUNTER, WITH glass doors in front and dust proof doors in the back; also three 6-foot show cases made of bird's-eye maple, all in good condition. Will be sold very cheap. Address J. C. West & Co., Grand Rapids, Mich. 651

FOR RENT OR SALE—A STORE SUITABLE for general merchandise, located in a prosperous village in Berrien county, Mich. Splendid opportunity for a live man to establish a paying business. For particulars address I. W. Allen, St. Joseph, Mich. 649

TO EXCHANGE—GOOD DESIRABLE CITY property for good clean drug stock. Address J. J., 150 South Jefferson St., Battle Creek, Mich. 647

WISH TO CORRESPOND WITH FIRST-class dry goods or shoe man; object, business. Wish also to exchange farming land in Michigan for grocery or millinery stock. Address Lock Box 40, St. Louis, Mich. 646

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

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—A PROSPEROUS DRUG AND grocery stock, invoicing from \$4,000 to \$5,000, consisting of drugs, groceries, school books, wall paper, crockery, paints and oils and notions, in live town Carson City; best town of its size in State; brick store building in best location in town. Outside business averages inside running expenses. Reasons for selling, loss of partner and poor health. Kelley & Cadwell invite inspection. 625

I HAVE SMALL STOCK OF DRUGS AND fixtures in Ionia, taken on mortgage. Will sell cheap for cash or trade for productive real estate. Answer immediately. Will sell soon. W. W. Hunt, Under National City Bank, Grand Rapids. 596

FOR 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. 605

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

COUNTRY PRODUCE

WANTED—FIRST-CLASS BUTTER FOR retail trade. Cash paid. Correspond with Caulkett & Co., Traverse City, Mich. 581

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

FIREPROOF SAFES

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

SHIRTS.

HAVE YOURS MADE TO YOUR MEASURE. Send for measurement blanks. Frank T. Collier, 103 Washtenaw St. E. Lansing, Mich. 632

MISCELLANEOUS.

WANTED—POSITION BY FIRST-CLASS general merchandise clerk. Good stock-keeper, first-class salesman, hustler and not afraid of work. Very best references. Four years' experience in clothing; two years' experience as manager of general business which did \$2,400 business per month. Address Lock Box 30, Portland, Mich. 648

WANTED—REGISTERED PHARMACIST, young man. Address Drugs, 106 Portage St., Kalamazoo, Mich. 653

WANTED—POSITION BY REGISTERED pharmacist of ten years' experience. Can furnish best of references. Address No. 652, care Michigan Tradesman. 652

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

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

CHICAGO and West Michigan R'y
June 19, 1898.

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.

Saginaw, Alma and Greenville.
Lv. G R 7:00am 4:20pm Ar. G R 12:20pm 9:30p
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

(In effect May 15, 1898)

EAST.	
Leave.	Arrive.
+ 6:45am Sgg., Detroit, Buffalo & N Y.	+ 9:56pm
+ 10:10am..... Detroit, Buffalo & N Y.	+ 5:27pm
+ 3:20pm. Sgg., Det. N. Y. & Boston.	+ 12:45am
* 8:00pm.....Detroit, East and Canada....	* 6:35am
+ 10:45am..... Mixed to Durand.....	+ 3:15pm

WEST

+ 8:35am.....Gd. Haven and Int. Pts....	* 7:05pm
+ 12:53pm.Gd. Haven and Intermediate.	+ 3:12pm
+ 5:32pm.Gd. Haven and Intermediate.	+ 10:05am
* 7:40pm.....Gd. Haven and Chicago....	8:15am
+ 10:00pm.....Gd. Haven and Mil.....	6:40am

Eastward—No. 16 has Wagner parlor car. No. 22 parlor car. Westward—No 11 parlor car. No. 17 Wagner parlor car.

*Daily. +Except Sunday.

E. H. HUGHES, A. G. P. & T. A.
BEN. FLETCHER, Trav. Pass. Agt.,
C. A. 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	3:35am	
Trav. C'y, Petoskey & Mack...		10:15pm	
Cadillac	5:25pm	11:15pm	
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	2:00pm	2:00pm	
Cincinnati	7:10pm	7:25am	
10 a. m. train has parlor car to Ft. Wayne			
2:10 p. m. train has parlor car to Ft. Wayne			
7:00 p. m. train has sleeping car to Cincinnati			

Chicago Trains.
TO CHICAGO.
Lv. Grand Rapids.....7 10am +2 10pm *11 35pm
Ar. Chicago.....2 00pm 9 10pm 6 30am
FROM CHICAGO.
Lv. Chicago.....3 02pm *11 45pm
Ar. Grand Rapids.....9 30pm 7 28am
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 +1:45am +5:20pm
Ar G'd Rapids.....9:30am +2:55pm +7:20pm
Sunday trains leave Grand Rapids 9.00 a. m.
and 7.00 p. m. Leave Muskegon 8.35 a. m. and
6.35 p. m.

*Except Sunday. *Daily †Saturday only.
C. L. LOCKWOOD,
Gen'l Passr. and Ticket Agent.
W. C. BLAKE,
Ticket Agent Union Station.

DULUTH, South Shore and Atlantic
Railway.

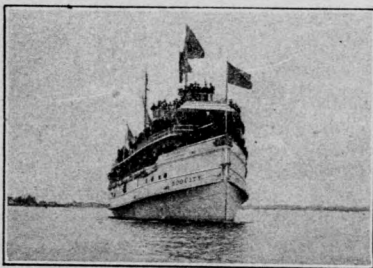
WEST BOUND.		
Lv. Grand Rapids (G. R. & I.)	+11:10pm	+7:45am
Lv. Mackinaw City	7:35am	4:20pm
Ar. St. Ignace	9:03am	5:20pm
Ar. Sault Ste. Marie	12:20pm	9:50pm
Ar. Marquette	2:50pm	10:40pm
Ar. Nesteria	5:20pm	12:45am
Ar. Duluth		8:30am

EAST BOUND.		
Lv. Duluth.....		+6:30pm
Ar. Nestoria.....	+11:15am	2:45am
Lv. 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		

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

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.**

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.		Single	Round
Between Holland and Chicago		\$2.25	\$3.50
Between Grand Rapids and Chicago		3.15	5.00

Berth included.
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., **Charles B. Hopper,**
 Chicago. Gen'l F. & P. Agt.

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.

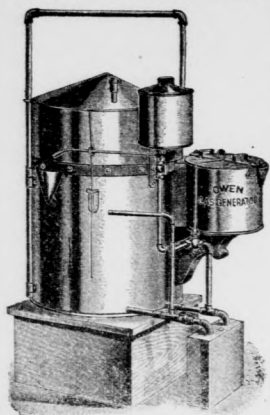
TRAVEL
VIA

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

They all say

"It's as good as **Sapolio,**" when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article. : : : : : : : : : : :

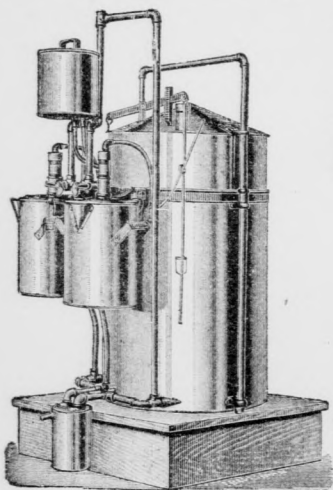
Who urges you to keep **Sapolio**? Is it not the public? The manufacturers, by constant and judicious advertising, bring customers to your stores whose very presence creates a demand for other articles.



THE OWEN ACETYLENE GAS GENERATOR

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

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



THE KOPF ACETYLENE GAS MACHINE

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

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

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

Show Room, No. 99 Ottawa Street.

FOUR REASONS



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

Enameline The Modern STOVE POLISH

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

ANNOUNCEMENT

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

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

WE HAVE IT FOR YOU

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

WRITE

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

