

MICHIGAN TRADESMAN

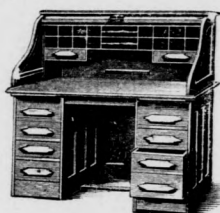
PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. \$1 PER YEAR

Volume XV.

GRAND RAPIDS, WEDNESDAY, JULY 27, 1898.

Number 775

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.

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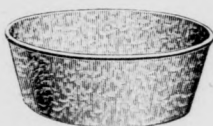
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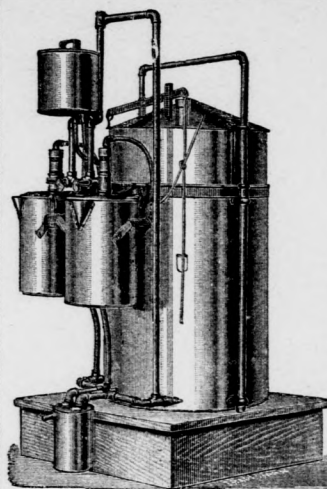
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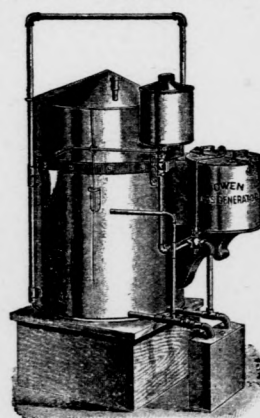
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Our Prout's Best is a trade winner. Try it.



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Gentlemen—Your Generator is all you recommend it to be, and I am perfectly satisfied with it. It used to require from eight to ten lamps to light my store, and two of your burners give me more and a much clearer light than the ten kerosene lamps formerly did.
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YOUR
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MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, JULY 27, 1898.

Number 775



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R. J. CLELAND, ATTORNEY.

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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

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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.**

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You should use our

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

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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.

SANTIAGO AND SANITATION.

The filthy conditions found at Santiago when the Americans entered the city are said to have been something ahead of anything of the kind ever witnessed in this country. There was not only no evidence of sanitation, but no indication that anything of such progressive character had ever been thought of. Filth and decaying matter were everywhere and a horrible stench arose all over the place.

And yet the fever found in the city was of a mild type and that of our soldiers is also of a mild type happily. This latter fact speaks well for the natural healthfulness of the locality. The city is in a kind of basin at the upper end of a long and deep harbor, but back of it and on all sides of the bay, rise high hills and just back of them the loftiest mountains in Cuba, reaching an altitude of several thousand feet. The breezes from the sea and from the mountains are fresh and pure, tempering the heat, while the water from the hills is said to be excellent and abundant.

Manifestly it only needs cleanliness at Santiago to make it a healthful and attractive place of residence. The American commanders should begin teaching the old Spanish and Cuban population at once the virtues of good sanitation. Military occupation possesses the advantage of being able to enforce its decrees promptly and vigorously and without the possibility of having them successfully questioned. The medical corps of the army of invasion should begin the experiment at Santiago that will have to be tried in all Cuban cities soon. One of the most important results to be anticipated from the substitution of American for Spanish influence in Cuba is the complete cleaning up of fever infected points that have for a century menaced our Southern coasts. To get rid of the fear, or possibility of yellow fever along our gulf or South Atlantic seaboard, would be worth scores of millions to the South and the country at large. It is impossible to estimate the value of such a change in the increased immigration to the South, the prevention of quarantines, the uninterrupted business and the saving of thousands of lives.

Santiago is the place to begin the sanitary regeneration of Cuba and the conditions invite immediate beginning of the work. If not done by the American authorities it is doubtful if it will ever be done, even under a native government.

GENERAL TRADE SITUATION.

It is inevitable that in the midst of midsummer the report of trade conditions should be characterized by some complaint of dullness, but there is less of this than might be expected if all the manifest causes, which are far from warranting discouragement, are taken into consideration. The midsummer heated term, following so long a period of unusual activity is sufficient warrant for a considerable slackening. Then it is between seasons as to the fiscal year and as to many lines of manufacture, agricultural products, etc. Thus there

is comparative dullness in wheat movement, but it should be remembered that the recent high prices and great demand have about closed out that cereal and it is too early yet for the new crop to cut much figure. Last year there was less of a slackening of the movement for the corresponding season for the reason that there were many millions of bushels more in the hands of producers.

While there has been some shutting down of works for repairs, there has been less than was expected, and most are prompt in resuming. Orders booked ahead are already sufficient to assure unusual activity as soon as the season opens. Naturally, wholesale trade in the great centers is reported dull, but it is only the seasonable dullness, and reports of travelers and retailers still indicate an unprecedented movement as soon as fall trade opens.

In the iron trade orders have continued beyond expectations. Of great significance is the fact that the great combinations of finished products have laid in heavily—100,000 tons of billets by the wire combination and large quantities by other lines.

Wheat has continued to yield to the influence of favorable crop reports to the extent of losing several cents during the week. Other grains and provisions have followed closely.

The cloth manufacture continues the unsettled features of late reports. Eastern mills are suffering severely from the competition of the South, and are complaining bitterly; but it seems to be a case where local causes are too much for the old industries. The promise of fall trade in these lines is good and if the New England mills are not equal to the situation the goods must be made elsewhere.

The local furniture sales have broken all records as to number of buyers and sales have been so rapid that many lines have booked to their capacity and have packed up their lines without waiting for the close of the season. The extent of the buying not only assures the continued activity of the local factories but makes it certain that the furniture manufacturer will be active in all parts of the country. This condition is a natural consequence of the increased buying capacity of the farmers and industrial classes generally.

Ex-Queen Lil must abandon all hope of a restoration of her crown, but she can congratulate herself that she is still a sovereign—one of the sovereign people of this spreading republic!

There are men who can not exist without finding fault with the Government. They are built that way.

The New Woman demands all the rights that belong to men without accepting any of their vices.

Since the Prince of Wales broke his kneecap he has been obliged to pray standing up.

Spain should go into liquidation immediately. The United States will be receiver.

BUSINESS FOLLOWS THE FLAG.

How quickly capital and enterprise in this day and time take advantage of opportunities when the latter are fully appreciated is demonstrated by the active measures already taken by Eastern and Southern capitalists to resume the iron industry at Santiago, or near there, that was stopped by the war just as the business was becoming profitable.

Not only is it intended to immediately reopen iron mines, but from several points comes the intelligence that preparations are being rushed by capitalists, and by former residents of Eastern Cuba, to get into that field at once with a variety of schemes for reviving business and production down there. Even a former Cuban editor and publisher has loaded a newspaper outfit on a steamer at New York, to be carried to Santiago so that he can resume his work under the powerful protection of the United States.

The beginning of work again by the iron company, the resumption of commercial life and trade, the cultivation of the fields once more, under a flag that will prevent either Cubans or Spaniards from pillaging homes, devastating plantations, levying tribute or enforcing reconcentration orders will give to the poor an abundance of labor and soon settle the food problem. The happy effects will do more to create a feeling of kindness and loyalty among all classes of the population towards the United States than all the proclamations that could be issued or exhibitions of power that could be made for a year or more to come!

The blessings of liberty are appreciated when they are felt. Facts and experiences only are educational to such a population as we will find in Cuba or Porto Rico.

This immediate interest of capital in the Santiago field is an indication of what may be expected in the territory wrested from Spain after peace has settled over it and a stable and fair and honest government has supplanted Spanish tyranny and conservatism. The waste places will soon be filled and the population soon be made happy and prosperous.

Those critics who are poking fun at the universities and colleges for granting honorary degrees to Dewey and other naval and military heroes should bear in mind that this is about the only means we have here in America of indicating our appreciation of meritorious service. In monarchical countries, and in many republics also, there are orders of varying honor which were awarded to heroes and other distinguished ones, but here we have to get along with the numerous doctorates which colleges have at their disposal.

The Emperor of Japan is regarded in his country as a man of remarkably liberal and progressive ideas. He allows his wife to eat at the same table with him.

There are soldiers who think if they do not kick they will never receive credit for having suffered.

Dry Goods

Some Problems Which Confront the Dry Goods Trade.

Written for the TRADESMAN.

The world moves on and with its progress arise new conditions and a demand for other methods, as well as a better solution of those now in vogue. In the present age no man can safely say his plan is the best; for to-morrow he is likely to be confronted with a better one. Already Mr. Maxim makes bold to say, "When the efficiency of the aerial torpedoes comes fully to be recognized, the present mighty battle ship will become obsolete." Therefore, it may be truthfully said, we are constantly on the border of the new and untried. New problems are rising all about us—domestic problems, school trustee problems, municipal problems, Cuban problems and mercantile problems—but the questions now before us are those which concern the retailer.

THE CREDIT BUGBEAR

is possibly one of the chief problems unsolved. It matters little about the embellished no-tick-here-card in the office, the fact remains that on the left-hand side of the ledger is found a big balance due you at each inventory season, while a collector, with dust begrimed shoes from every street in the city, makes his daily round of ceaseless toil in the hope of getting a small part of the old balances. Have you asked your credit man for an explanation? His only reply can be, a-tick-at-a-time has done it! Discouraging business! How to get out of the dilemma calls for the adroitness of a Dewey. How to keep out of it is to turn Sampson's guns upon the whole system, for a well established error calls for radical measures. The gain of the credit system at its best does not compensate for the evils of two classes of creditors—the unappreciative and the never-pay class. The first, like Roosevelt's rough riders, "always scrapping and never getting enough;" the other, forgetting all about the 30 day limit, because they never intended to keep their promises. It would be far better to have more goods on your shelves and less uncollectible accounts—a cash margin and retain your trade—rather than a credit margin and eventually lose both customer and account, for in no wise is the average individual as sensitive as when invited to walk up and settle. Let your motto be that of the Scottish shop keeper, "We trust in the Lord. All others, strictly cash."

DISLOYALTY TO HOME INDUSTRY

is another problem confronting the retailer, and by no means the least ominous, for the baneful results of this tendency are reaching out secretly but surely in all directions, to the detriment of the local merchant. This is no pessimistic view of the question in hand, but one based on positive knowledge, all of which should not be true of a city like our own whose renown in some respects reaches to the ends of the earth; yet the commodity for which it is famous is not infrequently bought by some of our own citizens, in Europe or in remote centers of our own land as extreme novelties not procurable in their own town. The disposition on the part of many people to secure the exclusive thing whether in furniture or articles of wearing apparel or house decorations or what not is ever on the increase and is not confined to the more rare articles of house decoration, but to all sorts of wearing apparel, much, if not all, of which could be bought through the home

merchants, except for the delusive idea that "what we buy outside will not find a counterpart at home." Thus the Government is enriched by the stamps used in sending all over creation for samples from which to select the new spring or fall gown and, later on, the express companies are kept busy bringing the very goods that should be purchased of the men who pay largely of the taxes and who are the chief factors in keeping up the material interest of our city, and who, in time of need, have always been willing to extend the courtesy of credit to many of these outside buyers. How these evils are to be overcome is not the object of this article, but rather to call attention to the fact, in the hope that further discussion may be had and a sentiment created that will result in a reversal of this tendency. We appeal to the strong arm of the press.

RETAILER.

Disappearance of a Garment That was Once Familiar.

A traveler by rail can not fail to notice the decline of the duster. And one does not need to be, as the man said, a centenarian to observe this. In fact, only thirty or forty years ago dusters were commonly worn by railroad travelers. They were coexistent with the carpet sack and the alligator-mouthed valise, both now more completely passed away than the duster itself, and almost as completely gone as the hair-covered trunk.

The duster in its original form was built of brown linen, which, when starched, stood boldly out like a garment of thin and flexible, but not too flexible, sheet metal. It was worn, of course, to protect the wearer and his garments from the dust. When the linen duster flourished locomotives burned wood, tracks were sand-ballasted, and rails were light, cars were not vestibuled, or provided with dust screens for the windows, and the time required to cover a given distance was far greater than now. A duster was far more needed then than now, and it was likely to be a part of the equipment of the casual as well as of the regular traveler. Indeed, it may be said that the casual traveler would scarcely have thought that he had made a trip by rail unless he had provided himself with that indispensable part of every traveler's equipment.

Prim and stiff and sheet-irony in effect as the freshly-ironed linen duster was when first put on, it presented a very different appearance when it had been worn for a time. At first, sat down in on a day such as was then simply called sticky or muggy, but which in these fashionable modern days is called humid, the duster was creased with many creases that seemed, later, despite the weather, to be frozen in. And these creases, in appearance like accordion pleats struck by lightning, shortened the garment somewhat. They took it up, and made it bigger around and more bunched.

The next effect came with continued wear, when the starch was all gone out of it, and the duster became stringy. And if before it had seemed to shorten up and grow stout it now seems to become lean and attenuated; to take into itself many little rolling longitudinal wrinkles; to sort of shrink in on itself sidewise, and to draw over lengthwise; and by this time it had probably come to hang unevenly, so that the front corners had a dip and were lower than the back of the coat. In its first estate the linen duster was, if not a garment of dignity, one that had an effect of preciseness, but in its last was very far from that. In fact, it is doubtful if a person of even the most imaginative temperament could conjure up anything more negligible in its general effect than a stringy linen duster.

But the linen duster was not the only one. There were dusters of alpaca and of mohair and of other materials, some of them black and some gray; big, flowing, comfortable dusters, which, if not beautiful, had at least the grace that all things made of good materials possess. You could almost tell a man, without seeing his face, by the duster that he wore.

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.

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Chas. A. Coye

Manufacturer of and wholesale
and retail dealer in

FLAGS, AWNINGS, TENTS,
SEAT SHADES AND
LARGE UMBRELLAS

11 Pearl Street,

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School Supplies

New stock. Special attention
to mail orders.

FRANKE BROS., Muskegon, Michigan.

Jobbers in Druggists' and Grocers' Sundries, Fishing
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81, 83 AND 85 CAMPAU ST., GRAND RAPIDS, MICH.

The Dry Goods Market.

Cotton Goods—Nothing has occurred to vary the quietness that had surrounded the cotton goods market. No definite news has been received regarding the projected plan of curtailment of print cloth production, but it is well known that it has received little or no support outside of the small coterie of manufacturers who inaugurated the scheme. The print cloth market has reflected no such stimulus as must have been felt if it were generally thought that even such a limited curtailment would become effective. Considerable progress has been made in fancy cottons, but the more staple lines of goods have been seasonably slow. The price position of no line of goods has been materially weakened by this dull demand since it was anticipated and thoroughly discounted by most agents. Such goods as bleached cottons and lightweight low grade brown and colored cottons have been subject to concessions where fair-sized orders were in sight, but they are no weaker than has been the case recently.

Woolens—The slowness of mens' wear woolens and, to a certain extent, of dress goods, is undoubtedly due to speculative purchases induced by tariff changes that are still carried in stock. Large stocks of dress goods that were slaughtered last season are also a hindrance to the free prosecution of business to-day. Demand being so contracted some buyers are surprised that prices remain comparatively strong, there having been a 50 per cent. advance in wool since the tariff went into effect, and only a slight compensatory advance in prices of goods. The only matter of surprise is that manufacturers are able to continue business upon the present unprofitable basis.

Knit Goods—The principal attention of buyers during the past week was devoted to securing supplementary assortments of heavyweight underwear and hosiery. The underwear end of the business, however, is at present proving far more satisfactory than is the hosiery trade. The majority of mills making medium and low priced linens of flat, ribbed and fleece-lined underwear have all they can do for many weeks to come, and business now promises to come forward so rapidly that there is a possibility of an actual scarcity of the best makes. Fleece cotton goods occupy an especially strong position, and at present prices all-wool goods are very firm and are quite active. Fancy goods have received increased attention in recent business, and promise to be large sellers.

Carpets—The retail carpet dealers report business as very slow. Even with concessions in price, customers are not disposed to purchase. Many of the jobbers and large retailers have placed their orders for this season. Tapestry and velvet carpets with some have received more attention than all wool extra super ingrain. Cheap goods continue to receive more attention than the higher price goods, and manufacturers in the Kensington district of Philadelphia continue to receive a fair amount of orders for cotton warp, also union ingrain. Art squares are running well, also. Smyrna, wool and jute rugs are running very fairly. The manufacturers have now discarded the use of ramie, as they find that the jute and wool goods are preferred by their customers. There is reported to be also a marked improvement in the demand for Smyrna all wool rugs.

Upholstery—Trade in this line, as well as others, continues slow. Jobbers who are handling chenille curtains and table covers state that while business in this line is not brisk, there is an improvement in the demand for better goods, as the country recovers confidence, and industrial conditions improve. There is to-day a very limited amount of chenille goods made, as compared with previous seasons, especially table covers. Most of the mills have gone off them owing to the low prices obtained. The demand is expected to improve.

The Price of Common Sense.

A philosopher who has studied the ways of women, was saying the other day that no one should give a sensible present to a young girl—that it took experience, trouble and thirty years to enable a woman to appreciate a sensible gift. It was only another way of saying that as we grow older we care less for the glamour of life, and more for the comforts, and so we read the little epigram with a smile and a sigh. It was all the loss and gain, the price we pay for achieving common sense.

Undoubtedly by the time a woman has learned to appreciate a sensible gift she has gained enormously in knowledge of how to make herself comfortable. She has found out, for one thing, that every joy is evanescent, that rapture is measured by a moment's span, that the rose withers in your hand even while you gloat over its loveliness, but that, on the other hand, there are many commonplace pleasures, and a long time in which you can be reasonably contented and happy. When she has learned to prefer beefsteaks to chocolate creams, a new frock to a jewel that has a purely personal significance, when she attains the point when she would rather have a new handkerchief than a bunch of violets, she has achieved common sense, and may congratulate herself on having passed the whirlpools of life, and being likely to have calm sailing the rest of the voyage.

Above all she has learned to take life as she finds it and not worry over the inevitable. To a young girl everything is final. If anyone disappoints her she is ready to believe friendship is myth. If her new gown is a failure she feels that life is a hollow mockery. If she can not go on an outing, there is nothing else worth living for. The older woman makes no such mistakes. She knows that a person may be a very agreeable acquaintance, and afford her much pleasure without being a model for a Damon and Pythias friendship. She knows that if the thing one wanted to do is not possible, something else will come up equally as agreeable. She is seldom disappointed in people or things, because she has learned not to expect the impossible.

But one can not have one's cake and eat it, too. If one learns to appreciate sensible gifts one must pay something for the knowledge. There was a time when a tinsel favor in the German was rapture, when a jewel could span the world with a rainbow glory, when a flower from the hand we loved breathed the perfume of Araby and flooded the world with joy. What could now give us such pleasure? And our tired hearts answer, "Nothing." Gone, gone forever, is the youthful rapture, the enthusiasm, and we know that if we have lost our ability to suffer we have also lost our capacity for enjoying. The thrill, the rapture, the glamour and the

enchantment, all belong to the days when we didn't appreciate a sensible gift.

MARIE McDONALD.

The Work of an Amateur.

"Just leave the things that need washing right on your bed," the fond mother said to her son who had gone for a soldier, but not yet gone to war, and who had come home from camp on a day's furlough. His mother had seen the things she referred to in his open traveling bag in his room.

"I haven't anything that needs washing," says the young soldier.

"Why, those things in your dress suit case," says his mother.

"Why, those are my clean things," says the soldier.

"Who washed them?" his mother asks.

"I did," says the young soldier.

The Force of Habit.

"I've had an awful time," said his wife as soon as he got home. "The clothesline broke, the baby choked on a tack until he was blue, the cat got her head fast in the cream pitcher, and we had to break it off—the pitcher, I mean—the grocery boy sassed Mary Jane until she cried and tried to scald him, and missed him and took all the hair off the dog, and I burned my thumb to a crisp and nearly every woman I know on earth took this day of all others to call."

"Anything else to-day?" asked the dry goods clerk, absently.

\$5.50 to Niagara Falls and Return.

On August 4 the Michigan Central Railway will run a special train, leaving union station at 4:20 p. m., arriving at Niagara Falls at 5 a. m. Tickets will be good returning to and including August 9. Telephone 606 for full information and sleeping car reservations.

W. C. BLAKE,
City Ticket-Agent.

A man isn't always happy when a girl returns his love—especially when she returns it because she has no use for it.

LABELS FOR GASOLINE DEALERS



The Law of 1889.

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

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

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

Tradesman Company,
Grand Rapids, Mich.

To Merchants:

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

Yours very truly,

Work Bros. & Co.,
Cor. Jackson and Fifth Ave., Chicago, Ill.



Send in orders for

LADIES' AND GENTS' MIDSUMMER NECKWEAR

in White Pique, Satin and Silk Puffs, Bows and Clubs.
NEW FALL SILKS in up-to-date styles just received.

ENTERPRISE NECKWEAR CO., Kortlander Block, Grand Rapids, Mich.

Around the State

Movements of Merchants.

Saginaw—O. W. Roers & Co. succeed Wm. Graham in the drug business.

Mason—Childs & Co. have purchased the grocery stock of Loomis & Owen.

Holland—Mrs. Shaw succeeds Goodrich & Shaw in the millinery business.

South Haven—Chas. S. Hill succeeds Hill & Thompson in the grocery business.

Edwardsburg—B. C. Fisk has removed his drug stock from Jones to this place.

Shepherd—Thos. Pickett & Son have purchased the meat market of J. F. Knapp.

Perry—E. Brown & Co. are erecting a two-story brick double store on a main street corner.

Flint—John Schiappacasse, dealer in confectionery and fruits, has removed to Mt. Clemens.

Ovid—L. S. DeLabergne & Co. succeed LeRoy S. DeLabergne in the boot and shoe business.

Jackson—J. W. Fleming, dealer in lime, cement, salt, flour and feed, has sold out to Robt. Lake.

Alpena—Geo. F. Perkins & Co. succeed J. B. Tackabury in the confectionery and restaurant business.

Colon—Will H. Smith, of the Hub shoe store, at Sturgis, has opened a branch house at this place, placing J. B. Crane in charge.

Beaverton—Louis Himelhoch, formerly of the clothing firm of Weinberg & Himelhoch, of Gladwin, has embarked in the clothing business at this place.

Caledonia—Menno Wenger, of Gaines, and J. C. Osterveer, of Grand Rapids, have formed a copartnership and purchased the meat market of Jackson & Tape.

Manton—John Goudreau, whose boot and shoe stock at Grayling was recently destroyed by fire, will remove to this place and engage in the same line of trade.

Homer—Geo. Dunbar, of Saginaw, has come into possession of the A. Randolph restaurant and bakery. Miss Georgie Dunbar will assist her father in the business.

Lansing—C. J. Harris has purchased the grocery stock of C. S. Loomis. He will make many improvements in the store building, including a store front, and will shortly add a meat market.

Sault Ste. Marie—D. K. Moses & Co. have leased a store building, 50x100 feet in dimensions, which they will occupy with their general stock, their former quarters being too small to properly display their lines.

Butman—The general stock and store building of L. Van Valkenburg, postmaster at this place, was recently destroyed by fire, together with his household furniture. Mr. Van Valkenburg will immediately re-engage in business.

Manistee—Wm. Fagan has sold his grocery stock to Nelson Jacobson and James Hansen. Mr. Jacobson was formerly with Fagan & McEvoy and Mr. Hansen occupied the position of manager of the wholesale grocery house of F. C. Larsen.

Petoskey—J. W. Lott & Son have sold their grocery stock to Geo. W. Sevey and Lester W. Martin, who will continue the business at the same location. Mr. Sevey will retain his position as traveling salesman for Jennings & Smith until January 1, after which time he will give the grocery business his entire attention.

Portland—Herbert F. Caswell is closing out his stock of general merchandise and will remove to Detroit, where he will engage in business.

Ithaca—Barstow & Van Duzer succeed E. R. Van Duzer in the jewelry business. They have also purchased the jewelry stock of J. W. Niblick.

Jackson—L. R. Wilson, who was in the grocery store of J. C. Bader for five years, and West Reasner, an employee of the Michigan Central Railway for eighteen years, have formed a copartnership under the style of Wilson & Reasner and purchased the grocery stock of T. C. Brooks & Co. and will continue the business at the same location.

Detroit—The certificate of a limited partnership formed by C. Elliott & Co. for the transaction of a wholesale grocery business, was filed with the county clerk July 25. The general partners are Clifford Elliott, of Detroit; Wm. E. Saunders, Saginaw; Wm. T. Radcliffe and Edward W. Reynolds, Detroit. David Whitney, Jr., contributed \$25,000 to the common stock as a special partner. The partnership commenced July 25 and is to continue three years.

Sparta—C. A. Johnson & Co. have leased the east store in the Anderson block, which they will occupy with lines of clothing, furnishing goods and hats and caps. The middle store will be devoted exclusively to dry goods and the corner store will be occupied by the grocery and shoe stocks. The success of this firm has been remarkable, considering the nearness of Sparta to the Grand Rapids market, and the record they have made speaks well for their shrewdness and business capacity.

Hillsdale—C. H. Smith, the druggist, has been telling another fish story this week. For a number of years a small glass case with fish has been kept in the show window of the drug store and has furnished a good many stories, but none equal to the present one. About two months ago a small gold fish was put in the case with a trout, and in a few days the tail of the goldfish was gone; eaten off by the trout. Upon noticing this the gold fish was put in another case; it lived, it grew and now is the owner of a new tail as perfect as the first one. The trout died.

Yale—One day last week the employees of Lothian & Fuller's store had their attention attracted to a persistent peeping like that made by a young chicken. It seemed to be near or within the store, but no chicken appeared in view. First one of the clerks and then another would try to find where the sound came from, but to no avail. Then Mr. Fuller took a search, without success. Some of the superstitious ones began to suggest that the store was haunted by the ghost probably of a poor chicken that had been swallowed by some careless fellow who had been eating eggs in a hurry. Finally the whole force turned in and after a vigorous search a chicken was found in the egg box, where it had just broken out of its prison, only to find its little self covered over with eggs, and short of a mamma. The waif was taken out and carefully wrapped in a cloth, but it soon died.

Manufacturing Matters.

Detroit—The C. Berger Cigar Manufacturing Co. succeeds Cyrene G. (Mrs. Gustav) Berger.

St. Johns—E. P. Bunday has begun the erection of a two-story building, 50x75 feet in dimensions, which he will occupy with his quilt manufacturing business.

Pontiac—Bradley Mattison has sold his tobacco and cigar manufacturing business to Geo. E. Mattison.

Cheboygan—Smith & Lovelace have started a camp on Bois Blanc Island where they will put in cedar and hemlock logs.

Fennville—The Fennville Fruit Co., Limited, has decided to more than double its capacity for packing fruit by the erection of another packing house of the same size as its present building.

Manistee—The Buckley & Douglas Lumber Co. has begun towing its logs from the Wisconsin side of Lake Michigan and was expecting a raft of about 2,000,000 feet at Portage lake the first of this week.

Lowell—An effort is being made here to organize a company for the manufacture of knit goods. C. Ed. Clark, of the woolen mills, and E. S. Cornell, superintendent of the Colon knitting mills, are interested in the enterprise.

Saginaw—The partnership existing between J. Gerge Fischer and Jacob Fischer, under the firm name of Fischer Bros., conducting an electrical business and the manufacture of bicycles, has been dissolved, J. Geo. Fischer succeeding.

Detroit—The American Wire Fence Co. has been incorporated, with a capital stock of \$50,000, and \$5,000 paid in. All the incorporators live in Canada. John Sale, trustee, holds 497 shares, and Elmer H. Clement, Merton Church and John Sale, 1 share each.

Menominee—D. D. Flanner, of the Rib River Lumber Co., Rhinelander, Wis., has been in town during the week looking things over with a view to establishing a wholesale lumber yard at this point. Handy shipping facilities make this a desirable location for such enterprises.

Manistee—The Buckley & Douglas sawmill was shut down last week for want of logs, something that has not happened since they commenced operations. The company has about 5,000,000 feet of logs in a lake up on the Manistee North Eastern road, but the loading machine that was put in to take these out of the water was not a success, hence the delay.

Kalamazoo—Judge Buck has granted a temporary injunction in the case of A. B. Batnum & Co. vs. B. M. Desenberg & Co. The petitioners pray that the defendants and the Genesee Pure Food Company be restrained from taking the trademark "Grano," on the ground that it is an infringement of the term "Grain-O," which has been trademarked by the petitioners.

Hancock—There is little pine standing in this immediate neighborhood, but there are magnificent stretches of hardwood, principally maple and birch, and hemlock nearby, which offer inducements for the location of woodworking establishments and tanneries; and suitable sites can readily be obtained at the twin cities of Hancock and Houghton, situated 1,000 feet apart, on Portage lake, which now have a population of about 15,000 people and where transportation facilities by both rail and water exist. The population of this county has nearly doubled within the last decade and is now about 70,000, with a business outlook for the near future full of brilliant prospects.

Menominee—The sale of the Spaulding Lumber Co.'s Cedar River sawmill and everything appertaining thereto, which includes store and all other buildings, river and bay shore improvements, also 53,000 acres of hemlock, cedar, hardwood and farming land in Menominee and Delta counties, to Samuel Crawford & Sons, of Pigeon, Forest county, Pa., for a cash consideration of \$160,000, has been consummated. The Crawfords will open up the timber land with a railroad twenty-seven miles long, extending from the mouth of Cedar River about thirty miles north of Menominee to some point on the Chicago & Northwestern near Powers, and also build a large tannery at some point yet to be designated. Work on the road will begin as soon as a survey can be completed.

May Pay Fifteen Cents on the Dollar.

From the Mancelona Herald.

Harry G. White and L. E. Slussar were appointed appraisers, by Assignee Weter, and on Thursday last they met and appraised the assets of the defunct Bank of Mancelona.

It will be remembered that the nominal assets footed up to \$47,067.95, but so much of the paper held by the bank was uncollectable, that a careful investigation shows the actual assets, including all notes, mortgages, real estate and personal property to be \$10,442.61.

In disposing of the property and in collecting the accounts it is more than probable that there will be some shrinkage even from these figures. There will necessarily be some litigation, and then the expense of collecting the assets and winding up the business must be taken into consideration.

Assignee Weter is confident that, at the final wind-up, he will be able to pay the creditors fifteen or twenty cents on the dollar and may possibly be able to do even better than this.

To fully appreciate, not only the present state of affairs, but the condition which the bank has been in for several years past, it is only necessary to take a look through the papers and securities of the defunct concern.

A large amount of this paper is outlawed and 75 per cent. of the whole might as well be so far as realizing anything from it is concerned.

Country Merchants to be Invited to Visit Saginaw.

Saginaw, July 26—The annual meeting of the Jobbers and Merchants' Association will be held in this city Aug. 25 and 26. It was thought this year's meeting would be postponed on account of the work necessary to be done on the street fair arrangements, but at a special meeting of the city members Saturday, the sentiment was in favor of again inviting merchants from the country districts tributary to Saginaw to get together here and the dates were fixed as before. At the former meeting there was a large attendance and the idea of showing outside retailers that Saginaw affords as good facilities as Detroit or any other large jobbing city for them to trade was successfully carried out. It is thought such a meeting would be attended with even greater success at this time.

Come with Us and Merry Be.

Grand Haven, July 26—The Grand Haven retail merchants desire, through the columns of the Tradesman, to invite the merchants, their patrons and friends of the surrounding country towns and cities to join them in celebrating their joint picnic with the Grand Rapids Retail Grocers' Association on Aug. 4.

We promise all who visit us a hearty welcome and the best the town affords in the way of entertainment. The Sand Hill City spreads out over a large extent of country and those who join us on Aug. 4 will, we candidly believe, concede that our hearts are as large as our environs.

F. D. Vos, Pres.

She Was a Warrior Bold.

When Willie in the regiment
Went out to meet the foe,
His sweetheart stood, with face intent
And pale, to see him go.

Though sank her heart within her breast,
She did not dare to cry
She'd heard in war-time it was best
To keep her powder dry.

Grand Rapids Gossip

Joshua H. Colby succeeds Barker & Colby in the agricultural implement business at the corner of Shawmut avenue and the Lake Shore Railway.

A. H. and A. W. Olds, proprietors of the Grandville Drug Co., have removed to this city and engaged in the drug business at 180 Butterworth avenue.

Every indication points to a monster excursion to Grand Haven on Aug. 4—the occasion of the thirteenth annual picnic of the Grand Rapids Retail Grocers' Association.

George W. Hart, of Adams & Hart, has ordered from the factory a specially built chainless World bicycle of 1899 pattern for the brand new nine pound boy who came to his home a few days ago.

Geo. G. Witman, formerly engaged in the hardware business at 106 Monroe street under the style of Van der Veen & Witman, has arranged to open a hardware store at 487 South Division street about Aug. 1. Foster, Stevens & Co. have the order for the stock.

The trial of the case brought against the Prussing Vinegar Co. by the State Food Commissioner, in which the Worden Grocer Co. is the nominal defendant, resulted in conviction, Judge Adsit instructing the jury to bring in an adverse verdict without leaving their seats. The case was stubbornly contested by Andrew P. Callahan, proprietor of the Prussing Vinegar Co., who announced his intention of taking an appeal to the Supreme Court for the purpose of testing the constitutionality of the law. In view of the fact that he has pulled out of the State, the Tradesman is inclined to the opinion that he will pay the fine imposed and discontinue further proceedings. Pending the outcome of the appeal, the other suits brought against local jobbers will be stayed or nolle prosequed.

The farmers are taking kindly to the telephone and it is possible in time it will be as much an adjunct to the farm as to the city residence or business house. In several parts of the State, notably in Gratiot, Oceana and Allegan counties, the farmers have established exchanges of their own, and for an almost nominal annual fee, the subscribers are in close communication not only with the market where they do business but each another. These farmer exchanges are being extended and connected with town systems on State lines and, in time, will doubtless cover Michigan with a network of wire, reaching into every township and neighborhood. In their immediate neighborhood not much has yet been done toward getting the farmers on the line. The Citizens Co. has eight or ten subscribers, but that there are not more of them is not due to the lack of desire on the part of the farmers for telephonic connections, but to the fact that the construction gangs have been too busily engaged on the city or on the State lines to give the rural demand much attention. Another season it is expected that several farmer lines will be constructed, especially into the fruit growing districts. With a telephone in his house, the farmer can ascertain the market conditions and prevailing prices without coming down town to learn and can thus act intelligently in marketing his products. The judicious use of a telephone would

save the farmer far more than it would cost him and, in addition, he would have the advantage of close connection with the world for social and other purposes.

The Produce Market.

Apples—Choice stock is not coming forward as rapidly as was expected. Eating varieties, such as Astrachans and Duchesses, command \$2.50 per bbl. and cooking varieties fetch \$2.

Bananas—The demand is active, receipts being none too large to be well cleaned up in the fancy grades at the present quotations.

Beets—10c per doz. bunches.
Blackberries—\$1 per crate of 16 qts. for home grown. Choice fruit is scarce and the price is firm, on account of the dry weather.

Butter—The market continues to strengthen, on account of the drought. Local dealers hold separator creamery at 17c and choice dairy at 14@15c, although the latter is very scarce and hard to get.

Cabbage—Home grown is in ample supply at 60@65c per doz. Chicago stock fetches \$1.25 per crate of 30 to 50 heads.

Celery—15c per bunch.

Carrots—10c per doz. bunches.

Cauliflower—\$1.25 per doz. heads for Illinois stock.

Cherries—About out of market.

Cocoanuts—4@5c.

Corn—Green, 15c per doz. ears. The dry weather is having a serious effect on the stock, making it wormy and unfit for shipment.

Cucumbers—The price has declined to 25c per doz., due to the increased receipts.

Eggs—Local dealers pay careful shippers who send their eggs in regularly 10c on track, holding case count at 11c and candled at 12c.

Green Onions—10c per doz., according to size.

Green Peas—\$1 per bu. for home grown Marrowfats, which are very scarce, on account of the drought.

Honey—Fine new comb commands 12@13c.

Lemons—The market is very firm at the prices last quoted. The movement is good, the weather being favorable to a large consumption and the tendency is toward higher values. Some very fancy Maori lemons are offered at \$7.50 per box.

Lettuce—40@50c per bu. for head.
Muskmelons—Indiana Cantaloups fetch 75c per doz. Little Gems command 75c per basket of about 20. Osage fetch \$1.25 per crate of a dozen.

Onions—Home grown command 90c per bu.

Oranges—Supplies are sufficient to take care of the entire demand, which is fair. The stock in this market is unusually good for this season of the year and the variety is large.

Peaches—Alexanders are in ample supply at 50@60c per bu. They are so soft that they will not stand shipment for any distance. Hale's Early is expected to arrive in about ten days.

Pears—Small Michigan command 50@75c per bu. The crop will be enormous.

Plums—Wild Goose from Indiana command \$1.25 per crate. Michigan varieties will begin to come in about Aug. 10. The crop is the largest ever known in this vicinity.

Pop Corn—50c per bu.

Potatoes—Home grown stock is in ample supply at 55@60c.

Radishes—10c per doz. bunches.

Raspberries—Red command \$1 for 16 qt. case.

Tomatoes—50@60c per 4 basket crate for Southern. Home grown command 5c per lb.

Wax Beans—\$1@1.50 per bu. and scarce at that.

Watermelons—15@25c for choice Missouri stock, which is in ample supply.

In times of peace the half hero hangs onto the real thing and gets along quite as well.

Where there's a will there's generally a way.

The Grocery Market.

Sugar—The movement of sugars in this market as well as all over the country is large, and on the increase because of the fruit season now on and getting more active. Importers are inclined to hold raw sugars for higher figures, preferring to put them in store to selling at the present market. This has as yet made no quotable difference in refined at this point, but it gives the market a firmer tone. Importers think there will soon be a change in the method of buying raws, the refiners coming into the market day by day, instead of buying at irregular periods, causing spurts and depressions in the trade. This was the case previous to the concentration of the refining interests.

Tea—There is no quotable change in prices, but if the market stays as dull as it is at present a decline is not unlikely. Advices received from China and Japan state that there has been no decline, and that none is likely. The trade does not expect much activity until next October.

Coffee—Firm and unchanged. The market looks to be a very safe purchase, and coffees bought on present line of values will no doubt show good profits in the near future.

Canned Goods—The spot-tomato market has advanced slightly and there is a much better feeling. The demand is very fair for this season. In future tomatoes some packers are shading prices, owing to the fact that the weather has been much more favorable lately for tomato growing. Spot corn is in fair demand at unchanged prices. Nothing is doing in future corn. Very little is doing in peas, and prices are unchanged. Both California and Eastern peaches are gradually advancing, and Eastern markets are well cleaned up on nearly all grades.

Dried Fruits—The prospective shortage of apples in the East is reported to have enhanced the value of the stocks of evaporated apples now held from last year. There is report from the West coast of increased probability of a raisin pool of growers on the coast. This is done to prevent demoralization of the market, for prospects are for the largest crop ever raised on the coast. The market is likely to rule low during the season even if the pool shall be a success. Estimates on the California crop of prunes varies greatly. It is generally conceded that it cannot be as large as it was last year. The Santa Clara valley that yielded 100,000,000 pounds last year, will have a crop variously estimated from 30,000,000 to 60,000,000 pounds. Some other parts will have a better crop than last year, but the San Joaquin valley will have but little, as the crop there is almost a total failure. The Northwestern coast states will have a good crop, but their product is the Italian prune, a fruit of limited demand and no competitor of the California French prune.

Rolled Oats—Some outside manufacturers have advanced their quotations 20c per bbl., but D. & S. have made no change as yet, although an upward turn is hourly expected.

Spices—The general market has been advancing steadily for the past four months, but this market, like some other Western markets, having been stocked, had not advanced. Now that stocks are low, the market is being advanced.

Syrups and Molasses—Compound syrup has advanced 1c per gallon, as the result of an advance to that extent in the glucose market. No other advances

are expected in the immediate future. Sugar syrups of good flavor are somewhat scarce, and are well cleaned out from first hands. Prices are unchanged. Molasses is rather dull at unchanged prices.

Salt Fish—John Pew & Son (Gloucester) write the Tradesman as follows: The New England fleet have landed to date about 11,000 barrels of salt mackerel, principally at this port, which is nearly the amount of the salted catch of the whole of last year. Since our last report on June 29 but few mackerel have been taken, and the price has advanced. There has been a good body of mackerel off "No Man's Land," also on "Georges Bank," but recently when found are in small schools, wild and very difficult to catch. We do not look for a large catch this year, but hope later on the fleet will get enough to supply the trade to some extent at more reasonable prices than ruled last year. The receipts of codfish this week have been large on account of free arrivals from the Grand Banks—3,400,000 pounds. Two-thirds of the Grand Bank fleet, twenty-two vessels, have arrived from their first fares, landing about 5,500,000 pounds. The first twenty-two arrivals last year landed about the same amount. In all probability the Grand Bank catch for the whole season will be about the same amount as 1897, and in quality better. With the present war with Spain soon ended, an export demand for fish is expected from Porto Rico and Cuba, which will take a large amount from our market. These islands consume a large quantity of fish.

Grand Rapids Talent Seeks a New Field.

The notorious Benj. F. Strifling and Henry Pollie, who was connected with the fraudulent Dykema commission house which was exposed by the Tradesman a couple of months ago, have formed a copartnership with a man named Charles Webber and opened a fruit and produce house at Findlay, Ohio, under the style of Webber & Co.

The Tradesman has exposed Strifling so many times that his true character is pretty well known to Michigan merchants and shippers, and he appears to have recognized that fact lately by keeping under cover and not permitting his name to appear in any of the firm names under which he engages in business. He is a clever scoundrel, having an unenviable record in the Grand Rapids and Kent county courts, and any one who has any dealings with him on any other basis than spot cash—and Strifling seldom makes deals of this kind except when he flimflams a greenhorn out of his money—is likely to regret the circumstance as long as he lives.

For the Good of the Cause.

Barlow Bros., who are probably the largest patrons of the express lines in this city, have issued the following circular letter to their customers:

Owing to the evidently unfair position assumed by the different express companies, in compelling all shippers to pay the expense of the war revenue stamp on all receipts which the said companies issue to their patrons, we would suggest that you anticipate your wants as far in advance as possible, so as to allow us to forward your goods by freight. In this way you will not only save expense to yourselves, but you will help to make it evident to the express lines that they are acting unwisely.

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

LIFE IN NAPLES.

Side Lights on Neapolitan Ways and Customs.

Written for the TRADESMAN.

There is an indescribable charm about Naples, which defies all rules of law, order and cleanliness. There is light, there is color, there is life, and one is never satiated with the street scenes among the humble class. In such a climate where there is perpetual sunshine, these people live their lives with the greatest freedom in the open air from early morning until late at night. At dawn one is awakened by a series of outlandish sounds suggesting Christmas, New Years, Halloween, or Fourth of July. Before one has had a chance to catch his last winks of sleep the streets are alive with people. There are vendors and hawkers of every sort and description under the sun. In the morning and evening herds of goats and cows are driven through the streets. The goats are led to the customers' doors, no matter up how many flights of stairs, and milked in plain sight. The cows stand patiently in the street before the front door. Under such conditions it would seem as if pure milk were ensured, but even the Italian milkman's favorite song is, "Shall we gather at the River?" He has an ingenious arrangement in his sleeve in the form of a rubber bag which manages to contract in the process of milking so that the water gushes with the milk, yet so subtly as to beguile the most wary customer.

In the forenoon itinerant cooks set up their stoves in the open air or under awnings and prepare soups, meats, fish, vegetables, macaroni and corn meal mush seasoned with cheese for the motley crowd. All sorts of fuel is so expensive in Italy that a family must be well to do to enable it to have its separate kitchen. During the cooler weather of winter the same stove serves to warm chilled fingers and toes. Diningrooms seem to be about of as much of a luxury as kitchens. Most of the food is eaten in a picnic, hand-to-mouth sort of style which makes life appear a perpetual gala-day.

The men, as a class, are more lazy and irresponsible than the women. In fact, the women never seem to have an idle moment, but drudge from early morning until late at night. Many of the older women have charge of fruit stands. There they measure out fruit or nuts, a cent or two's worth at a time, all day long. Between times they nurse their babies, slap or scold their ascending series of youngsters playing or quarreling at their feet or in the gutter. The young girls and women have charge of the drinking booths. These they decorate with cotton, green boughs and lemons and make them most attractive. The water is kept in great brass cans, highly polished, or in bottles laid on their side in ice or snow. All sorts of fruit syrups are kept in stock, but nothing seems more popular than lemonade. But even more refreshing than cool drinks on a hot dusty day is a glance at the pretty girl in waiting. Were there ever such luminous eyes, such dimples, such smiles! It matters not that the white dress could not possibly have been steam-laundried, or even properly washed, there is a grace of figure, a rhythm of movement, a naive manner which defies the charms of the belle of the modern ball room.

At noon the heat becomes stupefying. One by one the children fall asleep, and the men drop down on the pavement or stone wall where they have

been loafing, and lose all consciousness of time for a while. The women nod over their knitting or lacemaking and a languid, listless sort of air takes possession of the pretty girls as they dole out "soft drinks" to the thirsty passers-by.

There seem to be but two classes of people who take no siesta—the carriage drivers and the hawkers. It is utterly impossible to leave one's hotel without being besieged by an army of drivers, whom you can evade about as easily as you can German fleas or Jersey mosquitoes. The street presents the appearance of the funeral procession of a millionaire, or of Sunday morning in front of the "meeting house" before the time of sheds. Such persuasiveness, such persistency, occurs elsewhere only among the American hotel runners. It seems impossible to imagine there is such a word as No among the Italian carriage drivers. After all, the ride is no luxury—10 cents to 15 cents for two people for a ride of a mile. There are several lines of street cars in Naples, but they seem to be patronized only by the common people. In the car there are first and second-class seats, which means cushioned or bare, and makes the difference of a cent or two in the fare.

Vendors of all sorts are as much an institution on the street railways in Naples as the news agents and popcorn boys on our steam railways. Of course, the newshoys flourish there as elsewhere; but not the coldest-hearted, whitest-livered, biliousst-stomached, pious-seated creature in the world could resist the beseeching brown eyes of the bewitching Neapolitan flower boys. Then there is always at one's elbow some lame or maimed veteran trying to dispose of his tray of pins, needles, thread, cord, buttons, nails, hammers, etc., in short, whatever a traveler could possibly need under the most extreme conditions.

On the streets one is button-holed, twisted, pounded and driven by the hawkers until, out of mere self-defense, he is compelled to buy some souvenir. There are no fixed prices on the street, but a fabulous sum is charged at first, which dwindles in proportion to the indifference of the wished-for purchaser. In this way choice cameos, lava, coral, and tortoise shell ornaments can be picked up at half the price at the shops. But one must be a good judge else one is liable to be deceived and cheated in a scandalous fashion; and there is no redress. Some such experience is liable to happen at any time.

A young lady while in Naples was wheedled into buying a comb for the hair in the following fashion: She happened to see just what she wanted and enquired the price.

"Eight liras, Signora."

"But that is too much! I can get that anywhere for six."

"Very well, Signora, I give it to you for six."

"But I do not want it."

"Very pretty, Signora, I give it to you very cheap for six liras."

"No, I do not want it."

"I give it to you for five liras."

"No."

"What you give me for it, Pretty?"

"I'll give you three liras, and not a cent more."

"Signora take it; but I lose money on it!"

Yet his smile was as broad and he thanked her for the money just as cordially as though he had made a fortune off of her. An Italian, when he is caught in one of his tricks, laughs a good-na-

tured sort of laugh. It seems born and bred in the bone of an Italian to try to lie and cheat, and he knows how to do it gracefully. But once let him find out his man he is honor and graciousness itself.

When this young lady reached Rome her pin was very much admired. One lady who considered herself a connoisseur of tortoise shell pronounced it to be a remarkably pretty piece—a genuine treasure. Then the girl related her experience and, the price being made known, the other volunteered the remark, "And you paid only three liras for that pin! It certainly can not be real, for that costs at least eight liras!"

Towards evening the parks begin to fill with the better class of people. Sometimes every seat is full, although they are not free as in America. The lemonade man is always in attendance, hugging his great cans of cool drink. In the evening whole families stroll out and stop on the way for a little ice, ice-cream or cold drink. Gradually night comes on. No longer are the sharp lines and perpetual smoke of Mt. Vesuvius to be distinctly seen. The blue waters of the Bay of Naples shade into greens and purples and finally sink into inky blackness and darkness has settled over the city. The people begin to wend their way homeward. There is the occasional twinkle of lanterns, proclaiming the hunters of cigar stubs and other such trifles, to be sold the next day. There is laughing, chattering and dancing until a late hour, but finally the stars keep their silent watch over the spell-bound city.

ZAIDA E. UDELL.

Sure Evidence of Insanity.

"No," she said, "I am sorry, but it can never be. I must ask you to release me from my promise."

"Why," he cried, "what have I done? Who has dared to say aught against me?"

"It is nothing that you have done or that you can help," she gently replied, "and I am sorry for you; but I can never bring myself to marry a man who has insanity in his family. I have just heard that an uncle of yours used to give parachute exhibitions at county fairs."

When a young man stops taking his girl to the theater and goes to church instead, it's dollars to doughnuts they are engaged.

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6 doz. in case
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but none of them find their way into our GROUND SPICES, which are guaranteed to be pure, under a cash forfeit of \$1,000.

The Purity of our Spices is on a par with the Strength of our BAKING POWDER, which is recognized as standard wherever used.

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NORTHROP,
ROBINSON
& CARRIER,

LANSING, MICHIGAN.



How the Druggist Treated Would-be Suicides.

M. Quad in American Druggist.

Within a week after my marriage, which was full forty years ago, I began patronizing drug stores, and I don't think there has been an interval of a week since that I have not bought at least a bottle of hair-dye or a box of salve. I have always had warm friends among the druggists, and every one within two miles of my house has always felt that my admiration and respect for him were sincere. If asked to name the one highest in my esteem, however, I should promptly answer that it was the man whose funeral I attended the other week. His name was Parker, and he had several little ways about him which endeared him to a large circle. His reception of and sympathy with would-be suicides was the feature which first attracted me to him. His style will be imitated by many, but equaled by none. Almost the first time I entered his store, and while he was looking up for me a preparation to remove grease, a woman came rushing in and called for poison. She was bareheaded, weeping and greatly excited, and any other druggist would have made a blunder and handed me out Jamaica ginger for grease-remover. Not so with Mr. Parker. He begged me to excuse him for a moment, and with heartfelt sympathy in voice and look he advanced upon the woman and said:

"You poor, dear lady, but I am sorry this has come about! Sit down and snuff these salts. You ask me for poison. I can furnish you with several varieties, of course, and all warranted to be fresh, but let me advise you as a brother not to use any."

"But I want to die!" she wailed.

"Yes, I know, but don't take poison. It is only three blocks to the river, and poison don't compare with drowning. There are no cramps nor pains with drowning. I will send the boy to the wharf with you, and should you desire to leave a last message for your husband I will take charge of it."

In five minutes he had the woman drinking a glass of soda water with a dash of brandy in it, and in ten she had concluded to live on, and that very evening her husband showed his gratitude by dropping in and buying the entire stock of family dyes.

The second would-be which fell under my notice was also a woman. It was a rainy evening, and I sat with the druggist discussing the matter of the 200 per cent. profit he had made on my numerous prescriptions, when a stately, well-dressed female entered and quietly observed:

"Sir, I have just discovered that my husband has eloped with my sister!"

"Dear, dear me!" exclaimed Mr. Parker as he threw up his hands. "It is needless to say that you have my fullest sympathy. And you want to die, of course?"

"I do. I want whatever quantity of laudanum you think will make a certain work of it!"

"Too bad—too bad! Yes, I have laudanum, and, of course, I can give you the exact quantity to produce death, but you must prepare your system for it. Here—take this."

He mixed her a pony of brandy, and she had scarcely downed it when her eyes began to shine and her mouth to lose its look of resolution.

"And now, madam," said the druggist as he took an empty bottle from a drawer, "has your husband a brother?"

"Yes, sir."

"Then do not die. Your death would only please your husband. Live to get even with him. Get even by eloping with his brother. See?"

She saw, and she insisted on leaving half a dollar for his advice. I never heard whether she followed it, but I saw her at a "bargain sale" a few days later and she looked happy and in good spirits.

The third case was that of a man. He entered the store with uncertain step and sat down with a groan. The druggist left me to select my own sponge from the basket and hastened over to the new arrival to say:

"Poor man, you don't know how sorry I feel! It is your wife, of course, and she shouldn't have done it. I have poisons, of course, but—"

"During her absence I searched her writing desk and found these!" said the man as he displayed a package of letters.

"Ah—I see. Poor man—poor man! Believe me, I would cheerfully take your place if I could. You feel that nothing is left for you but death, of course?"

"Yes, I want to die. Give me something to kill me as soon as possible!"

"Um! um! Let's see. There are several things in stock, but wait a minute. Just drink this down, please."

It was a thumper of brandy, and as soon as the redness began to appear on the would-be suicide's cheeks, Mr. Parker quietly remarked:

"Take my word for it, hanging is the easiest and pleasantest death. There is no actual pain, and after the first few seconds you see beautiful gardens and landscapes and feel to be flying through the air. You must have a rope around the house?"

"Y—yes."

"Then use it. Never resort to poisons when you can get a rope. Glad you called. No charge. Better stand on a chair, so as to get as much fall as possible. Good night, good night."

There was no suicide. On the contrary, that would-be bought his cigars of Mr. Parker for the next four years, and his capacity was a box per week.

Young girls, disappointed in love, used to fly to that drug store for relief in death. Sometimes Mr. Parker powdered up a troche and let them bear it away and sometimes he encouraged them to take a new grip on life by offering to hunt up and spank the boy who had given them the marble heart. Now and then an outcast would hysterically rush in and call for arsenic or strychnine and in a fatherly way he would pour out his sympathies and do her up a small package of table-salt. If not that, then he would recommend hanging or drowning or getting run over by an electric car, and by adding brandy or port wine he always worked them out of the store in a different frame of mind. They saw his tears, heard his kind words, and how could it help but affect them?

There is a new man in the drug store, but he will never make a go of it. I was in there last evening when a woman with a black eye bounced in and demanded death. There were no tears—no kind words on his part. He simply looked up at her and unfeelingly replied:

"F yer want ter die, g'woff and swallow ten-penny nails."

The Result of a Blunder.

A compounder in the Punjab (India) government service recently dispensed a mixture in accordance with an error-containing prescription, an act which resulted in the death of the patient. Through a mistake the doctor ordered 160 minims of "ext. nuc. vom.," intending to order the tincture. The compounder, mistaking the minim sign for that of grains, the easier because one would not expect to find minims of a solid extract ordered, dispensed 160 grains.

When the thing came under investigation the doctor argued that the compounder should have noticed that minims were ordered and by that inconsistency had his suspicions aroused. But although this be true, and the compounder's blunder is not to be condoned, the doctor committed an equal blunder; still, so far as we can learn, only the compounder was dismissed from service.

What She Said.

"You look puzzled."
"I am puzzled about what she said to me."
"What did she say?"
"I told her war was hell and she told me I ought to go to war."

About the worst joke a woman can play on a man is to marry him.

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"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.

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but long heads are more valuable to business men, because they enable the merchant to steer clear of the rocks and shoals of adverse business conditions and keep in the channels of progress and prosperity. Long-headed merchants use COUPON BOOKS, because they find that, by so doing, they can place their credit transactions on practically a cash basis and avoid the numerous losses incident to the pass book system.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - JULY 27, 1898.

THREE MONTHS OF HOSTILITIES.

Congress declared war against Spain April 21, three months ago last Thursday. A great deal of history has been made in the time that has elapsed. Impressive lessons have been taught, to the world at large as well as our own people. Some judgments have been affirmed; more have been reversed. Peace has not been won, as by Prussia in its six weeks war with Austria in 1866. It may not be secured as promptly as by Germany in its war with France in 1870. But greater deeds have been achieved by the United States in these three months than by either of those powers, considering the constant preparedness of European powers for war.

Through the navy we have annihilated two squadrons of the enemy, one comprised of as good ships of their class as any navy possesses. We have done this at the cost of a single life and without material harm to any of our ships. We have swept Spain's sea power from the ocean, its few remaining naval ships of any consequence being now under the protection of a home port. Our commerce and transports sail the seas as void of fear as though peace universal reigned.

Our navy was as well prepared in ships for war as Spain's. Its achievements attest the overwhelming superiority of American gunner, seaman and armament. On the other hand, Spain's army was far superior to ours, in men ready for battle, acclimated to the scenes of hostilities and equipped with modern arms and ammunition. We had an army of 25,000 men in groups of regiments and companies thousands of miles apart. Besides, we had state militia at which foreigners were wont to laugh. Except in few States—New York, Massachusetts and Pennsylvania—the militia was not even fairly equipped for service in the field. Uniforms, arms, commissary, even drill, were wanting. In name, in physical ability and in National spirit, only was the National Guard of the majority of the states prepared for service. In three months the army has put Santiago to its credit; but that is the least of the achievements of the War Department. From the raw material afforded by a free people an army of 200,000 men has been mobilized, clothed, armed, drilled—formed into the best soldiers the world contains. The volunteers at El Caney and San Juan—the 71st New York, the Rough Riders, the 2d Massachusetts—prove this. The military attaches of foreign powers

watching their performances are amazed at the daring, the steadiness, the incomparable dash and indifference to danger displayed by the American volunteer.

The War Department has achieved wonders in these three months. It has created an army that is ready for duty anywhere. It has not been able to arm it with modern guns and smokeless powder, because previous Congresses had refused to vote money to stock up for war and the present Congress was slow in acceding to the Department's recommendations. Petty criticisms have been uttered and newspaper generals have found no end of fault because Havana was not assaulted on the instant, while not a volunteer had been mustered in, nor commissary nor medical nor ambulance corps had been equipped, nor transport found to move a company.

Three months from the date of hostilities declared, the navy has only the finishing touches to add to its part of the work; the army has struck a blow that staggers the enemy, amazes Europe and corrects its preconceived view of the American volunteer, and in numbers, fittings, healthfulness and enthusiasm is ready to complete the work remaining for it.

Europe looks at the United States through different glasses than it used three months ago. It sees this great republic of freemen as in its calm self-reliance it has seen and sees itself, without being puffed up

The disposition of the Spanish volunteers who surrendered Santiago furnishes a puzzling problem. Unlike the regulars, they can not be sent to Spain, because they don't belong there. Their homes are in Cuba. And yet, if they are paroled and turned loose in Cuba the insurgents will kill them, while if they are brought to the United States as prisoners, they will have to be fed and taken care of for an indefinite length of time. Their position is as unpleasant as that of the Tories of the American revolution, and it will worry the War Department to dispose of them in a way that will not conflict with justice and humanity.

The wisdom of Congress in refusing to recognize the independence of Cuba in advance of its achievement is vindicated by the disposition shown by the Cubans at Santiago. They are anxious to "get even" with the Spaniards who have made life uncomfortable to them, and are not pleased at all with General Shafter's putting Americans on guard. The Cubans need to learn self government that they may be qualified to govern the fair land the Americans are liberating for them.

It will look a little funny—transports under the Spanish flag conveyed by naval vessels flying the stars and stripes. But, all in all, it seems fortunate that a Spanish transportation company gets the contract for carrying the Santiago prisoners to Spain. In case of complaint of poor accommodations, or insufficient fare, the blame will not fall on the United States.

There is so much good water in the United States that it is nothing less than a crime to force soldiers to drink typhoid bacteria, no matter who is financially interested in the different camping grounds.

The way to bring peace is to push forward the war as if peace was not thought of. Let the fellow that is down cry "Enough!"

THE LIVES OF NATIONS.

Lord Salisbury's wide generalization, recently quoted with apparent approval by James Bryce, that all the nations are either living and progressive or they are dying, has at least afforded food for some serious thought. One is not accustomed to think of nations as of living things subject to actual diseases which, if unrelieved, will inevitably result in their dissolution. How far, then, did the English Premier intend his pithy apothegm to be taken literally? Considering the subject, the times and the speaker's accustomed style, can it be reasonably supposed that there is in it any figure of speech or any other trace of rhetorical exaggeration? But, then, what is to be understood by the death of a nation? In what does it consist? And what is its final expression?

Modern sociologists have discovered or they believe that they have discovered that human society is an organism passing through the common stages of all organic development, birth, growth, reproduction, decay and dissolution. But is it true that a nation's life is determined, like that of an oak or a bramble, by the composition and structure of its very germ? As a matter of fact, many of the existing nations of the world, if not all of them, are properly to be regarded as the off-spring of more ancient nations. More strictly speaking, they have resulted from the union of different and distinct nations in the more or less distant past; and, from the politico-pathological point of view, it is conceivable that certain secret tendencies to disease inherited from one of the married nations have, through centuries, been obscurely working to sap and destroy the virile energies inherited from the other. It may be that, at one time, the influence of the sounder stock prevails and finds expression in a rapid industrial development and in an abundant display of creative genius in literature and the arts, while an occasional era of seeming National lassitude and decadence, for which historians and philosophers have attempted to account in various ways, should be regarded simply as the recurring ascendancy of the baneful tendencies derived from the other parent. It has been held by some naturalists that crossing of races tends to preserve in the progeny all the stronger and better traits which distinguished the parents on both sides, while the weaker or injurious traits are eliminated. Herbert Spencer, in an article on the character, condition and outlook of the American people suggested that this theory afforded a ground for cheerful anticipation in regard to the future of this country.

All this theorizing as to the predominance or decisiveness of physical or physiological forces in the history of nations is characterized by a repellant fatalism, apparently striving to show that nations are so involved in the chains of nature that no energy of will and no power of intellect can ever enable them to escape certain inherited limitations or to move on in an endless course of ever-increasing prosperity and happiness. In free countries, at least, where there is so much room for personal hope and so much inspiration for enterprise, men, as a rule, believe in progress, and they can not understand why any people should altogether despair of attaining the blessings which accompany peace, order, industry and culture. Still it is saddening to reflect that, here and there, on the map of the world, certain extensive spaces represent the

territorial domains of populous nations, which statesmen like Lord Salisbury and Mr. Bryce declare to be, even now, in a dying condition. And then one inevitably asks again whether it is really possible that any nation, after having once achieved power and greatness, can ever become, in any sense of the word, actually extinct. Those who might undertake to maintain the affirmative of this serious question would probably call attention to the fact that at a time when science is more highly developed and knowledge more widely diffused and when the conditions generally are more favorable to enlightenment and progress than ever before, nations which formerly held the leadership of all nations and which have occupied the post of highest honor as much by reason of the genius of their people as on account of their material wealth and physical power, have visibly fallen back in the world's great onward march. If these nations were still really sound, so to speak, in flesh and blood, in brain and nerve, how could they exhibit such evident signs of decadence under circumstances which might have been very reasonably pronounced altogether auspicious? But it is astonishing how long a people will sometimes maintain the form of nationality after the loss of power, enterprise and prestige. It was in the earlier years of Queen Victoria's reign that the Czar Nicholas suggested diplomatically, but with profound intention, that it was time to settle the affairs of the "Sick Man." From that time until now it has been common to apply that sad sobriquet to the Sublime Porte. If Turkey has been in a dying condition all these years, it must be admitted that she has displayed a remarkable tenacity, and in her recent war with Greece she manifested an energy and dash which seemed to give proof that in her ashes her wonted fires were still aglow. With a different culture, with ideals of life more consonant with the thought and feeling of her great neighbor, with a better comprehension of the wisdom of tolerance, of the fatal folly of persecution, and with a broader and more genial sense of universal human relationship, Turkey might even yet recover her past place among the powers. The most serious mistake which any government can make at this time is to ignore the practical power of moral demands.

Spain has insulted her soldiers and sailors who have surrendered without being killed in a hopeless war for a useless cause. When these men are returned to Spain they will lend valuable and willing assistance to insurgents at home, who are preparing to pound the life out of the old throne.

Spanish soldiers have a hard time between United States troops and Cuban insurgents. The insurgents try to kill them when they are coming in to surrender, and the Americans want to send them back to Spain, where Sagasta will kill them because they did not kill more Yankees.

The Klondike has been lost sight of in the shuffle of the war, and the Klondikers have naturally taken a cool and comfortable back seat, while the soldiers are perspiring at a tropical front.

The Spaniard keeps himself full of garlic, and yellow fever germs drop dead when they smell him.

Uncle Sam is doing a rushing business in summer boarders this season.

THE CHARACTER OF THE WAR.

In the interesting publication entitled "Diary, Reminiscences and Correspondence of Henry Crabbe Robinson" there is some reference to an ingenious American who was endeavoring to put an end to war by increasing the deadliness and destructiveness of weapons. That was about one hundred years ago—not long after the recognition of the independence of the United States by the mother country. The possibility of achieving universal peace in that way has been a theme of frequent discussion since Mr. Robinson laid aside his gossip and always entertaining pen, and, meanwhile, science has unquestionably contributed not a little to the terrors of the awful art of war. Military students followed the late war between China and Japan with unusual interest, because it afforded the first opportunity that had presented itself to put certain inventions to a practical test, and some mooted questions in regard to the resisting power of armored ships have been pretty well established by the few naval encounters that have already occurred in the present war. A warship of the latest type is an engine of destruction, as full of ingenious and intricate machinery as a watch, and its management in action demands a high degree of scientific attainment, as well as courage and coolness, on the part of those who direct its movements. A single error of judgment at a critical moment might involve the loss of three to five hundred lives and from one to three million dollars. A military or naval education demands now more than ever before in the history of the world. Mathematics, engineering, chemistry, applied electricity, nearly all the branches of physical science, are essential to its thoroughness. A Nelson, or a Murat, would doubtless still achieve distinction in actual battle by genius and a display of those heroic traits of character which have so often carried their possessors to victory under circumstances of extreme difficulty and danger; but the typical soldier or sailor of today is necessarily more of a savant, wearing glasses and burning the midnight oil, pouring over maps and ponderous tomes of military criticism. Napoleon said that armies, like snakes, moved upon their bellies. Everything that relates to that branch of the military art is technically summed up under the term logistics. It must always have been one of the most difficult of the military leader's studies, or accomplishments. It requires a business head to handle, move and feed fifty or a hundred thousand men, even in time of peace; but the ways and means of the commissaries' and quartermasters' departments have undergone inevitable changes in consequence of a general advance in business organization and increased facilities of communication and transportation. It must be remembered that Napoleon and Wellington did not enjoy the advantages afforded by wire and rail. It is true that Bonaparte was accustomed to frame world-wide combinations, but usually natural difficulties compelled him to confine his actual operations to a field of narrower proportions than he had at first conceived. Although it is true that England and France sometimes confronted each other in arms in every quarter of the globe, it was not possible then for one military head or board to keep the map of the whole globe constantly in view, as if it were a chess board, with some of the

pieces engaged in one hemisphere and some in the other.

The present war has been so far remarkable for the opportunities it has presented for the displays of individual genius and heroism. This was unexpected. It seemed more reasonable to suppose that the personality of individuals, with the exception of a few commanding officers, would be dwarfed, obscured or overwhelmed by the terrific physical agencies which have been introduced by recent science in war; but the unexpected has happened in this case, because of the comparatively small number of the troops engaged and because of certain peculiarities of the situation, both in the Philippines and the West Indies. Although there has been some complaint of dilatoriness, the general movement up to date has been dramatic in its rapidity, eventfulness and a certain picturesqueness of effect.

People have had something to read in their morning papers a good deal better than a common play. The struggle has not been difficult enough nor doubtful enough, on the part of the United States, to excite an interest of poignant intensity, and it is probable that the majority of the American people do not thoroughly realize the possibility of some serious consequences on the other side of victory, although they have been taught by sad experience that a war is not always over when the last shot has been fired. Men are just as likely, perhaps, to discuss the value of dynamite as a substitute for gunpowder as to consider the remoter political effects of an altered foreign policy. There are those who are convinced that this war will prove, in some respects, more enduring in consequences than the war of secession; because, while that has insured the integrity of the Union and the emancipation of slavery, it did not alter the relation of the Federal Government to the great powers of Europe and had no logical relation to the question of its territorial expansion. It may be that there is some exaggeration in this view; but the war now going on has already developed very decided differences of opinion within both the great National parties—differences which will be more seriously felt when the time comes for their definite settlement. As regards public opinion in other countries, the effect of the war has been clearly good.

The American tramp is as proud as a Spaniard. No earthly power can compel him to work. Belonging to the great army of the unemployed, he will never surrender nor desert his colors.

Germany's Emperor claims to be ruling by divine appointment. He must show his commission to Dewey, however, before he can meddle with our affairs at Manila.

Cuba has been licked only in one spot. The snake has been scotched, but not killed. The head at Havana must be crushed to make the thing dead.

It is not known exactly how many Philippine Islands there are; but Germany is assured that none of them will get away.

Dewey can get along for a few days longer without the elaborate jewel-hilted sword Congress has sentenced him to wear.

Dewey's board of strategy is bigger than the German Emperor. It consists of himself, and can act quick.

FORTS AND SHIPS.

For years past there has been constant discussion among military men of both branches of the military service as to the relative merits of forts and ships. Many of the more enthusiastic naval men declared that forts would prove of very little value as defenses against armored ships; while, on the other hand, the army men held that forts were all that would be needed to make a proper defense.

The present war with Spain has demonstrated very clearly that both forts and ships have their advantages in the scheme of defense. The history of the battle of Manila proved that forts, once flanked, were of little value in defending the positions they were expected to defend, whereas the spirited defense of Santiago showed that forts, even of inferior strength, when well placed and assisted by mines and torpedoes, were capable of successfully resisting the most powerful fleet.

When Admiral Sampson was Chief of the Ordnance Bureau of the Navy Department, he held the opinion that a strong fleet of powerful ships was the only proper defense for a seaport. He has had his theory practically tested, and he is perforce compelled to admit that the powerful fleet which he commands has been completely incapable of destroying the land defenses of Santiago harbor, and that, in fact, the forts at that place held his ships at bay. An investigation since the surrender has proven that the fortifications were not destroyed nor rendered ineffective by the terrific fire to which they had been subjected, and are still serviceable. But few modern guns were found mounted in the works, the bulk of the ordnance being antiquated. Notwithstanding this fact, the fortresses were able to keep the powerful American fleet from entering the harbor. There is no doubt that, had the Spaniards possessed such guns as are mounted at some of our ports, they would have made matters very uncomfortable for the ships.

The operations at Santiago, therefore, teach the lesson that land fortifications, wisely placed, well armed and valiantly fought, are effective against ships of the heaviest tonnage and strongest armament. The armor plating of a ship, no matter how thick, can not afford absolute security against shot and shell; whereas the enormously thick earth or sand bastions and redoubts of a properly located fortification afford absolute security, and the system of disappearing gun carriages diminishes the danger of injury to the guns.

All this should encourage our Government to push to completion as rapidly as possible the system of sea-coast defenses now in process of construction. These forts are constructed on the most improved modern principles, mounting the largest guns having the greatest possible protection. While the construction of these forts involves the expenditure of vast sums of money, the security they will afford will amply repay the outlay.

INCREASE IN OUR EXPORTS.

The United States is the greatest producer of crude or raw material in the world.

Cotton, grain, petroleum, timber, pig iron, meats, cotton seed oil, gold and silver make up the bulk of our exports. Other nations take our raw products, manufacture them and distribute to the world, even sending back the manufac-

tured articles to the land where the material was originally produced.

We sell these things to foreigners, who double and treble and even multiply by ten their value, in the manufacturing processes which we ourselves ought to perform, but which for the most part we leave to others.

There is not much profit in selling any sort of crude products which are made with the lowest classes of unskilled labor. Agricultural labor, chopping down trees in the forests and the ordinary work of mining do not call for much skill. Thus it is that the American people are the "brewers of wood and drawers of water" to the rest of the world.

The policy of buying crude products in other countries, admitting them free of duty, and then of manufacturing and selling them broadcast has made England the richest country; while the United States, which sells a great part of the raw material, is not nearly so rich in proportion.

The failure of grain crops in Europe made a great demand for American grain, and, as a result, the sales to foreign countries have been very large. The exports of all products from the United States for the fiscal year of 1898, ending June 30, are given out as follows, a comparison being made with the exports for 1888:

	1888	1898
Africa.....	\$ 3,000,000	\$ 17,000,000
Japan.....	4,000,000	21,000,000
China.....	45,000,000	100,000,000
Austria-Hungary.....	500,000	5,000,000
Belgium.....	10,000,000	17,000,000
Denmark.....	3,000,000	12,000,000
Netherlands.....	16,000,000	65,000,000
France.....	40,000,000	100,000,000
Germany.....	56,500,000	150,000,000
British North America.....	38,000,000	85,000,000
United Kingdom.....	302,000,000	540,000,000

It will be seen from this table that our greatest percentage of increase in trade during the decade was with Japan and Africa, countries which, ten years ago, traded almost entirely with Great Britain. Our trade in China also more than doubled during this period.

It is worth while to note the increasing trade with the Far East, showing, as it shows, that American interests in the extreme Orient are too large to be neglected. The United States would suffer were China dismembered and parceled out to the European powers, and for that reason this country can not afford to remain passive while all the trade of the Far East is being so eagerly sought by other nations.

Next to the British Isles, Germany is the biggest customer of the United States, France being third and British North America fourth, so that about half our foreign exports go to British customers.

The total amount of the American foreign exports for the past year was \$1,231,311,868, showing a doubling of the amount in ten years. Of course, not all of this large amount was in raw material. We sell considerable manufactured stuff; but the greatest part of it is made up of the crude products of the soil, the forest and the mine.

When a good man is trying to make others give in a good cause he is quite apt to remark that the Lord loves a cheerful giver.

Except when Sagasta is lying, the Queen Regent is crying; but she has not been weeping much of late.

It seems that yellow journals send blackguards and hoodlums to the front to gather news for them.

Sagasta is a board of strategy that will do Spain up all right.

Shoes and Leather

Proper Profits and How to Maintain Them.

In these days of great competition and small profits, when prices seem to be all cut up, and when the retailer is sometimes at his wits' ends to keep himself before the public, to keep his stock in good shape, and to pay his bills promptly (and especially when trade is quiet), he is prone to look over his affairs to see if he can in any way improve his business and increase his profits accordingly.

In my opinion and from what I have learned through experience, I would divide the average dealer into three parts, or rather I would say he should be composed of three vital elements, to be successful:

1. He must be honest and prompt.
2. He must be polite, courteous and unselfish.
3. He must have ability.

While the first quality is the greatest stone in the foundation on which he expects to build his business, his best profit will be in discounting his bills and meeting his obligations promptly.

As to the second, he must make his store attractive, must be thoroughly polite and courteous to his customers, and, above all, he must not allow mercenary motives to control his business.

I know it is mighty hard to resist the temptation to realize a "good profit," especially when you think you have bought a bargain, or that you have squeezed some manufacturer or jobber in a purchase, but do not allow these idle vagaries to absorb your better judgment.

It is certainly far safer to yourself and more justice to your customer to give him the benefit of any extra advantage you may have gained and let him have the profit.

You will have a better customer by giving just as much as you possibly can for the money, and with as small a profit as you can consistently do business with.

Give him the benefit of every doubt; be content with doing a business not only for yourself, but for mankind generally, and in that way your business will improve and your profits increase to yourself, as well as to your customer.

And now for the third quality: While it may not equal the first, it certainly equals if not overshadows the second.

"Ability"—a small word of only four syllables, but it contains oceans of thought for the man who contemplates going into any line of business, and especially the shoe business, where so much depends on values.

I maintain that one-half of the failures in this line are due to lack of ability.

Shoe men must know values to be able to judge the different qualities at comparative prices and get the best values for their money.

Too many men buy because they "think" they "know" what they are buying, when, in reality, they ought to know positively—thereby lies the greatest profit to the shoe dealer.

Goods bought where ability is the prime factor never go begging for a sale, and a dealer need never fear department stores.

His greatest competition, if he knows and has values down, was when a man had only a few lines to select from, and if he wanted anything new he had to look for it.

Now, if he has the first quality which I have mentioned, the best lines look for him, and, if properly placed and advertised, his success and his legitimate profits are assured.

Along this line let me say that I am a firm believer in printer's ink—a man must advertise and keep constantly up to date along this line.

What I think of advertising may find an illustration in the following:

I knew a lady in Vermont who was famous for her rhubarb pies.

I asked her how she was so successful, and she replied, "Well, I put in just as much sugar as I dare, then I close my eyes and put in some more and I guess that is why folks think them so good."

So it is with advertising.

Do as much of it as you dare, only open your eyes and do as much more, and it will all come back to you like the seed you have sown in good ground, well watered, well tended, and well cared for, and well garnered; some forty fold, some sixty fold, and some one hundred fold.—"Kansas City" in Boots and Shoes Weekly.

Afraid of the Flying Squadron.

He walked into a country store in the interior, threw down his sample cases on the counter, and, slapping the proprietor on the back, asked for an order. "No, sir," said the merchant; "I am not going to buy."

"What's the matter, don't you need anything in my line?"

"Oh, yes; but hard times have come since the war began."

The drummer explained that the war would not affect the country merchant in the least, as he was away from the coast. "Yes," replied the merchant, "but I've read a lot in the papers about this flying squadron, and I don't know what time it may light around my store."

They Have no Corns.

It is said that there is no such thing known in China as a corn among the men. This is said to result from the style of shoes they wear, which are woven of straw and seaweed and soled with horse hide. A thick sole of straw between the leather enables the air to circulate freely below the soles of the feet and keeps the foot in good tone. This would tend to disprove the assertion often made by corn doctors that corns are hereditary.

The Young Man Was Discriminating.

Stern Father—Young man, I saw you kissing my daughter as I passed the parlor door, and I want you to know that I don't like it. What have you got to say for yourself?

Young Man—Well, all I've got to say is that you don't know a good thing when you see it.

Unnecessary Procrastination.

"The man who wins," she said, "is the man who is always ready to embrace an opportunity."

"Well," he whispered, after he had slipped an arm around her, "how do I strike you as a winner?"

"Only fair," she answered. "This might have happened a month ago."

His Mistake.

"My heart is on fire," he cried as he dropped to his knees before the beautiful maiden.

"Well," she coolly replied, "they keep splendid ice cream soda just around the corner."

Good Friends Now.

"Speaking of matrimonial felicity, Binks and his wife haven't had a cross word since—since—"

"Well?"

"Since they were divorced."

Everybody has a key to the situation when a young man asks a girl for a lock of her hair.

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.



Your Best Defense

Against all competition is to sell the goods of the

Boston Rubber Shoe Co.

The Rubbers with the best reputation for excellence in the country. A complete stock—all styles, widths and sizes—now or any time.

MICHIGAN SHOE COMPANY, Detroit, Mich.



HEROLD-BERTSCH SHOE CO.

MANUFACTURERS AND JOBBERS OF

GOOD SHOES

AGENTS FOR

WALES-GOODYEAR AND CONNECTICUT RUBBERS

GRAND RAPIDS FELT AND KNIT BOOTS. BIG LINE OF LUMBERMEN'S SOCKS.

5 AND 7 PEARL ST., GRAND RAPIDS, MICH.

Increase in the Shoe Industry of Massachusetts.

There is a small but perspiring class in the community that is constantly prophesying that the shoe manufacturing industry of New England is on the wane. They are very quick with figures and will make you up a deficiency while you wait. Like the old undertaker they find it "No trouble to show goods." They have deficiencies of all sizes to fit any imagination, but it all figures out one final result—that New England is doing "business under a minus sign, while the West is making shoes as fast as if they were promises.

Now, there is an old Persian proverb that a pennyweight of information is worth more than a pound of Government seeds. The pennyweight comes here in the form of some official figures from the Massachusetts Bureau of Statistics of Labor. They don't care much for figures out West—figures are so cold and unenthusiastic. They're not a bit wild or woolly. There's no howl in them.

But these particular figures show that the boot and shoe industry of Massachusetts is increasing. They show that we are making more shoes in Massachusetts than ever before in the history of the United States. The year 1895 was a "record breaker" for Massachusetts in this particular industry, but the official figures now show that 1897 has far eclipsed it.

Yet even this does not stop the prophets, who have eyes open only to the westward. Prophesying is easy and inexpensive, and prophets, like drowning men, will catch at straws sometimes. But the official figures do not change, and water continues drowning at the old stand. We can understand now why prophets were "unpopular in Judea, where they were best known.

The fact is, it is misleading to look at the West and jump to the conclusion, from its many new and large factories, that the spinal column of the American shoe business doesn't run through Boston any more. We are popularly credited with being the largest shoe manufacturers supplying the retail trade direct from Boston, the head of the shoe business of this country. We have been in this one business forty years and have held this record for some time. The statistics give it to us, and Eastern men never deny these official returns.

So now, if you ask me where Massachusetts is on the manufacture of boots and shoes, I point to the statistics. I point to them as one who knows them from close, personal study. They are not flamboyant or 'gilt-edged, but they get there just the same.

As for the future, we don't sit up nights to do any worrying about that. It is only sick babies that you have to walk the floor with. The Western shoe that can be used as a subtracting machine in Massachusetts is yet to be built. J. B. LEWIS.

The People With Whom We Live.

One of the hardships of life is the fact that we have to bear so many unnecessary unpleasantnesses and are the victims of so many profitless and useless tragedies, that are none the less bitter because they are so little and sordid. Do as we may, we can not emancipate ourselves from our surroundings, and even the freest of us are slaves to the whims and caprices of those with whom we live.

Not long ago a gentleman was telling a story about a friend whose wife, although a good woman, was one of those uncomfortable creatures who are forever fretting and nagging all about her. At last the gardener, unable to stand it any

longer, gave notice and quit, but as he was departing he stopped by the gallery, where his master was entertaining several friends. "Good-bye, sor," said he, touching his hat, "I'm sorry for yer, sor. I can lave; yer can't."

Surely such a story voices much of the pathos of our common experience. There are so many times, there are so many places that we can't leave. It is the people to whom we are tied by a thousand bonds of affection, of mutual interest, of duty and respectability; who have our happiness in their keeping, and oh, the pity of it! they are so careless of their trust, and we have no recourse. We can't leave.

There is in reality no more ungenerous trait in human nature than this taking advantage of the utter helplessness of those of our own households. They can't throw up their jobs and quit. They are bound to stay on and endure us, and we trade upon it. Think of the young girls you have known who put forth every attraction to captivate a man, and then, as soon as the marriage ceremony was over, subsided into listless slovens. It was as much as to say: "Oh, well, he can't leave now, and I won't bother any more to try to please." Think of the men you have known who were veritable Prince Charmings in their courting days, but who, once married, would speak to their wives in a way they would not dare to have used to a good cook who could give warning and leave.

One single grain of sand in a shoe can become a torment; one fractious and disagreeable or selfish person can make a whole household miserable, and since we who are the prisoners of circumstance and environment are also the fellow jailors of those with whom we live, how much it behooves us to add our mite to the general good, in forbearance and consideration of others. The very fact that they can't leave constitutes the strongest appeal to our generosity.

Proper Footgear for Wheelwomen.

From the New York Press.

As to the proper footgear for cycling this season any woman that desires to be conventional when a-wheel this season will not appear in high-top riding shoes. They are entirely out of date, never were comfortable and certainly did not become the well-turned ankle and the graceful arch of a woman's foot. "It was like having splints on the ankles," said a fashionable young lady, "to ride with those horrible shoes. They precluded freedom of ankle action in pedaling, often producing anything but a pleasure." Others give the same sort of testimony, now that they are using the sensible low shoe and the golf or bicycle stocking. Together they make a combination that looks well and is conducive to comfort. Some wheelwomen prefer shoes of the ordinary height, and while those are correct for riding, they do not meet with the favor accorded the low shoe and golf stocking.

Transparent Leather.

A recent German invention renders it possible to make hides transparent and hornlike. The skin is heated in some oil, without tanning; during the soaking process it becomes horny, and subsequently can be highly polished. The skin becomes thicker during the heating; the length of time necessary for the heating process depends upon the structure and resistance of the skin. When thus treated, the skin is pressed, dried and polished. It is almost transparent, and any degree of toughness can be imparted to it. It can be shaped into any desired form, and treated in any convenient manner to produce articles of commercial value. It is almost incombustible, and can be used in place of celluloid, horn and wire, and can be used in electrical work to replace hard rubber, being cheaper and more durable.

The codfish industry of Newfoundland is the largest of its kind in the world, and has been in existence nearly four centuries. The annual export amounts to an average of 1,350,000 hundred weight.

Low Rate Excursion to Niagara Falls.

The Grand Trunk Railway System will give a popular low rate 5 day excursion to Niagara Falls on Friday, July 29, from all points on its System in Michigan. Tickets will also be sold by its connections through the State. The rates are extremely low and special train service will be put on on that date on all its divisions, making special fast time to Niagara Falls. Tickets sold on the 20th of July as per programmes issued will be valid to return up to and including Wednesday, Aug. 3 (leaving Niagara Falls not later than the night train of Aug. 3).

This is a rare opportunity to visit the greatest natural wonder of the world, and also to have a view of the Grand Trunk single arch double track steel bridge across the Niagara River, the largest of its kind in the world.

For further information in regard to rates and train service enquire at D. & M. City Ticket Office, Morton House, or at depot. C. A. JUSTIN, C. P. A.

My Lady's Slipper.

From the Boston Herald.

My lady's slipper sees a very radical change this summer. It is no more plain and unadorned; no longer does a simple little bow or unobtrusive rosette ornament it. Instead, the slipper is a very gorgeous affair. It glistens, both by sunlight and the gleam of gas or electricity, for it is a jewelled slipper, and, oftener than otherwise, elaborately jewelled. The style is to have these slipper jewels match the pin or necklace you are wearing, both in the gems themselves and in the setting. When fantastic and curious designs are worn, in oddly finished gold, the effect is exceedingly picturesque and attractive. Rhinestones are to be favorite slipper ornaments of the summer, diamonds being, of course, too valuable to be allowed to twinkle carelessly on one's feet.

An Important Revenue Ruling.

In response to a large number of enquiries, the Internal Revenue Commis-

sioner last week stated that shoeblackening and dressing and common ammonia in bottles, used for scrubbing, are not taxable. Perfumed ammonia used for toilet purposes is taxable under the head of perfumery and cosmetics.

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. Mfd. only by

PEDA-CURA CO., Chicago.

We Have Some Bargains

In goods left over from spring stock. If you wish to sort up on anything in tans or light weight goods, write us.

OUR FALL STOCK is now complete. It is up to date in style and quality and is worth your attention. We want to sell every retailer who appreciates good goods. Let us hear from you.

The Rodgers Shoe Co., Toledo, Ohio.

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.

Fruits and Produce.

Another Great Year Promised for American Farmers.

A comprehensive enquiry into present agricultural conditions at home and abroad has been conducted by the Orange Judd syndicate of agricultural weeklies. It leads to the conclusion that America in particular and the world in general will see several years of good times based upon the bedrock of agricultural prosperity.

One thousand millions of dollars will hardly measure the increase in the farmers' receipts for last year's produce over the values that prevailed as late as 1895. More than \$100,000,000 of farm mortgages has been paid off during the past two years. Millions in chattel mortgages have been wiped out, and the paying up of other forms of indebtedness has become almost a mania in the West. This has been attended with such an increase in bank deposits that throughout much of the trans-Missouri country interest rates on farm loans are down to from 5 to 8 per cent., contrasted with from 6 to 10 per cent. or more as late as two years ago. These gains in the West are largely responsible for the vast increase in National bank resources of more than \$1,000,000,000 since the low point of 1893, and more than \$400,000,000 during the past twelve months.

The two wheat crops of 1896 and 1897 have returned farmers nearly twice as much as the crops of 1894 and 1895—a gain of more than \$400,000,000. Corn shows a decline of some \$150,000,000, but these two staples alone make a net gain of nearly \$250,000,000. The United States wheat exported during the past twelve months sold for about as much as the whole crop was worth in 1893, 1894 or 1895. While the agricultural exports of the past twelve months reach in the neighborhood of \$900,000,000, by far the greatest on record, this was partly due to the phenomenal crop shortage abroad. Hence the American Agriculturist bases its conclusions on the past two-year and four-year periods rather than upon a single season's exceptional conditions. It compares the last four years' agriculture and export with those of 1878-81, which ushered in the brilliant prosperity of the early eighties, and concludes:

We look for an industrial activity early this fall quite unparalleled, with quick markets at home and abroad for the surplus of American farms. We find no reason to anticipate higher or fancy prices for produce, but with economy in production and marketing, brought about by recent improvements, and having regard also to the cheapness of manufactures (also due to inventions) and the ease of money, our deliberate conviction is that the average American farmer is to have the largest prosperity he ever enjoyed. This forecast is measured by the standard of the present, by the exchangeable power of farm products for the products of labor in other vocations.

The balance of trade in favor of the United States during the past two years is more than \$1,000,000,000. From the resumption of specie payments up to July 1, 1898, the United States has imported some \$50,000,000 worth of gold more than it has exported, to say nothing of the large additions of gold from American mines, amounting to from \$30,000,000 to \$50,000,000 yearly. This, with the immense excess of merchandise exports, may well raise the question whether the United States has not practically paid up its foreign obligations, what it owes abroad being

offset by what foreigners owe our people, so that the United States may enter upon the new century a creditor nation.

There is a brilliant promise for the largest tonnage of crops this year ever produced in America. Prices bid fair to be reasonably well maintained, compared to the low values of 1892-5, indicating a total return for staple crops alone of \$100,000,000 more this season than last year. Railroads may justly expect a large traffic, and some remarkable figures are given as to the earning capacity of railroads under assured conditions. Even if the world should have a bumper wheat crop, its supply for the two years ending June 30 next would be some 100,000,000 bushels less than for the previous two-year period of advancing prices, indicating that the fair prices paid for the 1896 crop (from 63 to 93 cents at Chicago) are likely for the present crop.

The advance in the value of agricultural lands is noticeable, with a more active buying demand for improved land, in view of the comparative scarcity of available public lands. The live stock industry is again flourishing, with a great revival in the breeding of thoroughbred stock, \$300 to \$500 being frequently paid for breeding animals of the beef breeds, and as high as \$3,000 for a bull and \$1,500 for a cow. The speculation in Poland China hogs continues, \$50 to \$100 being common prices, and more than \$1,000 has been paid for a single boar.

"The strongest possible confirmation of these results and future prospects," says the American Agriculturist, "is afforded by our returns from a majority of the leading firms in all branches of the agricultural trade, particularly in the Western and Middle States. Most of these returns go into considerable detail and give a very full insight into the real state of farmers' finances. They show that trade with the farmer has increased this year from 10 to 300 per cent. over the corresponding seven months of last year. Only in one or two cases is business reported any less than last year, and these were for special causes. The universal report is more business. In a few cases, manufacturers of popular specialties for farmers are making three and four times as many sales as in recent years. The general unanimity in reporting an increase of trade is proof conclusive of the accuracy of all other evidences of larger purchasing power among farmers. All returns agree that collections are easier among farmers than for years."

Short Yield of New York Apples.

Regarding the coming apple crop, a prominent fruit producer of Rochester writes:

Everything points to an extremely short yield, not over an eighth to a quarter of an average crop, and in many places not more than a year ago. There is a sprinkling of apples in all of the leading orchards, but the quality is very poor, and young fruit is dropping in large quantities, and just how many will stay on the trees is a conundrum which we are unable to guess at this writing. At any rate, we are unwilling to speculate for future delivery, unless we can see our way clear to cover, and one of our customers who was in yesterday said that he would not sell a box of apples for delivery during September, October and November below 9 to 10 cents per pound, and that we would be very much surprised by the scanty yield when we came to harvest the crop in the autumn.

The more a man studies love, the more he will reduce his ignorance to a science.

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.

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, NEW DRY ONIONS,
WATERMELONS, LEMONS,
EARLY VEGETABLES.

YOUR ORDERS SOLICITED.

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

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.

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.

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.

MELONS CANTALOUPE, OSAGE MELONS AND WATERMELONS BY CARLOADS.

MICHIGAN PEACHES

Cherries, Raspberries, Lemons, Oranges and Bananas.
Home grown New Potatoes, 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.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, July 23—Business generally is better than last week, and, in fact, better than for some time previously. The weather has been frightful, but it is never too bad for bargains and those out-of-town buyers who are here are "doing themselves proud" and will return with larger stocks of goods than their towns have seen for a decade. It will be a great year.

Coffee has been in better demand, but as quotations showed some disposition to take a tumble, buyers within the past day or so have become rather conservative. Six cents is now quoted for No. 7 Rio and it seems to be very difficult to get more than this in an invoice way. In store and afloat there are 869,211 bags, against 606,970 bags at the same time last year. Mild sorts have been quiet, but stocks are said to be light with importers and prices are steady. Fair Cucuta, 8½¢; good, 9¢. East India coffee is steady. Fancy Mocha, 18½¢@20¢.

Some orders for teas have come to hand from out-of-town buyers, but, as a rule, the general market is very quiet. Stocks are not excessive, but dealers seem to show no anxiety and prefer to wait before making extra exertion to sell goods this hot weather. Good Amoy, 20¢@22¢; good Foochow, 20¢@22¢; good Formosas, 26¢@27¢; good medium Japan, 22¢@23¢.

There has been a pretty fair volume of business done in sugars during the week and refiners seem quite well satisfied. Of course, they could take care of more and larger orders. The main business has been with the Trust, the outsiders seeming to be having it rather easier. The 30 day guarantee as to prices remains still in force and is renewed right along.

Several hundred tons of foreign rice changed hands, at low rates, the product to be sent to Cuba. The general market remains about steady and some fair orders have come to hand from Western points. Prime to choice, 6½¢@6¾¢.

The spice market shows increased firmness, with cloves, cassia and pepper noticeably showing improvement. Sellers will not budge from their asking prices and, if buyers get "cheaper" goods, they get something not up to the standard in quality. The jobbing trade is very active, as activity goes in the spice trade, and good orders are filling from interior dealers at full rates.

The molasses market is at a complete standstill. Dealers generally report matters as "dawdling" and the situation is one from which it is very difficult to draw satisfaction. Still prices are adhered to and, with cooler weather, we shall see—but just wait.

Supplies of syrups are not large and prices are well adhered to. The outlook is pretty good for future operations, as dealers are generally quite closely sold up.

In dried fruits, Pacific coast goods are in light enquiry. Apricots of this year's crop are meeting some enquiry at 9½¢. Old stock is rather dull, but the accumulation is in strong hands. Raisins are selling slowly.

Lemons and oranges are in excellent request, owing to the favorable weather conditions, and have sold at advanced quotations. For California oranges the enquiry is rather light, as much of the fruit is n. g. Georgia peaches are "knocking the spots" from California oranges just now and, indeed, they seem to be the boss of the market. Never have the streets been more liberally supplied and at such low rates. And the flavor is about all that could be desired.

Canned goods are quiet. It is quite generally thought that supplies in some lines will be very short, especially asparagus and string beans. Peaches from Maryland and Delaware will be a failure.

The bean market shows continued improvement and the outlook is very encouraging. Some good sales of Marrows at \$1.50 have been reported.

The butter market maintains a fairly steady tone and the general outlook is distinctly favorable at this writing. Some lots of June creamery from cold storage have sold at 18¢ and this figure has been refused for other lines of the same. The general quotation for creamery, however, is 17½¢. Some speculative buying has been taking place and this tends, of course, to make the market stronger. Fresh firsts are moving out freely at 16½¢@17¢; extra imitation creamery is firm at 14½¢; firsts, 13¢@13½¢; Western factory June extras, 13¢@13½¢; firsts, 12½¢.

The cheese market is pretty well cleaned up and the better class of goods are selling with freedom at full rates. The hot weather has caused a good proportion of stock to show some deterioration and to sell about ¼¢ off. Large size full cream, 7½¢. Small fancy stock is worth 8¢.

The demand for eggs is rather light, but, as supplies are by no means excessive, the market is firm and really desirable stock from Northern Ohio and Michigan will bring 14¢@15¢ without any trouble. There is a large supply of defective stock which was first-class when it left "home," but the heat has been too much for it.

Banana Shipping Reduced to a Science.

From the New York Commercial.

From a yearly average of 7,000,000 to 8,000,000 bunches the banana trade of the United States has increased to fully 15,000,000 bunches in the past five years, but has probably reached nearly its limit, except as population increases consumption. It is about the same now, taking one year with another, and prices change but little from season to season.

Central America is the chief source of supply, producing 5,000,000 bunches. Formerly the West Indies took the lead, but the Cuban war has stopped that, none at all arriving from Cuba now. Jamaica is a large producer, yielding 5,000,000 bunches annually. But even Jamaica's supplies are not up to the quality of those produced in Central America and jobbers are not sorry that Cuba has been shut off. The re-opening of Cuba to investment enterprises will probably cause a great increase in banana production as compared with former conditions and importations to the United States may increase.

New York receives about 5,000,000 bunches annually, or one-third the receipts of the United States. A rough estimate of valuation places it at \$4,000,000. It certainly is no less. The range of price is from 75 cents to \$1.50 a bunch for firsts, and from that down to whatever price is required to move them. The price at point of shipment varies with the port, and can not be stated with accuracy, but is seldom or never over \$1 per bunch.

The season begins about Feb. 1 and lasts until Aug. 1. The middle, probably, sees the best fruit. Late in the season the quality decreases and some of the last shipments are poor compared with the best. There is little loss in shipping, transportation having been reduced to a science, and most cargoes arrive in good condition. There is some loss by breaking from the stems, by crushing and from being left until nearly ripe before cutting.

The plant is propagated by shoots, much as a chrysanthemum is reproduced. The first cutting can be made in about thirteen months. The stalk which produces the fruit dies after cutting, and other shoots spring from the roots, which produce fruit in their turn. Care is needed in thinning or the plant would run to stalks, producing no fruit at all. After the first time cuttings can be made three or four times a year, according to the weather, which governs the rapidity of growth and maturity.

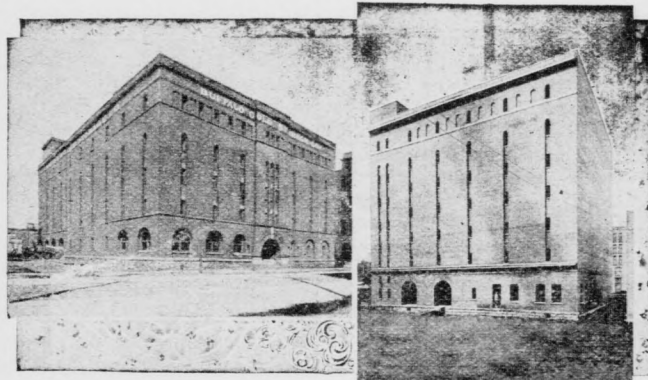
Sales of bananas have been increased by the persistent pushing of jobbers. It is a fruit for which most people have to acquire a taste. To secure an extension of distribution inducements were offered retailers in small towns and villages to try a bunch now and then.

No girl is too good to be hugged. The bible tells us to hold fast to a good thing.

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.

RUNNING A CREAMERY

Is like running a commission house. Your patrons have to have confidence in your ability to make Fancy Butter, so that your goods will sell at top and by so doing the creamerymen can pay good prices for cream. The same is true in the commission business. The creameryman has to have confidence in the ability of the commission merchant to handle his goods promptly to advantage.

Our experience as Commission Merchants covers a period of forty-eight years. Our facilities and ability to handle Butter, Eggs and Poultry are second to none in the trade, and we solicit your shipments on these conditions and feel sure the results will prove to our mutual advantage.

Yours very truly,

W. R. BRICE & CO, Philadelphia.

REFERENCES

Corn Exchange National Bank, Philadelphia.
W. D. Hayes, Cashier Hastings National Bank, Hastings, Mich.
Fourth National Bank, Grand Rapids, Mich.
D. C. Oakes, Banker, Coopersville, Mich.

Comments on Flavorings for Summer Beverages.

Now that the season is well advanced for the trade in soda water and other mild and refreshing beverages, it is an opportune moment to make a few comments in reference to the flavorings, colorings and preservatives used in preparing the same for the patrons.

The principal desire amongst a number of dealers in this class of goods is profit, after this reputation, and then remuneration for broadcast advertising. The aim at the least possible outlay of money and expenditure of time creates a resorting to utilize those methods or substances that will satisfy the purchasers and still leave a big profit to the manufacturer or vendor. This has been encouraged by skillful imitations to such an extent that in order to protect the purchaser or consumer from fraud or injury, many state legislatures have been obliged to pass stringent laws against the sale of such stuff. True fruit juices are by far to be recommended where they can be used and where required, as the artificial extracts can never reproduce the delicacy of the natural substance. The true fruit flavorings are, of course, a little more expensive, but even with the slight difference in cost, which is almost inconsiderate, there is undoubtedly a great gain to the merchant, both as to building up an enviable reputation for the pureness of his produce and the ultimate feeling of satisfaction to all interested. In the use of fruit juices, flavorings or pulp, they may be prepared so as to far excel the artificial ethereal flavorings. As to their preservation, we can recommend nothing better than sterilization by heating and sealing—the addition of cane sugar being often a help and not usually objectionable.

To preserve the juice or pulp of fruits by sterilization, it would be an excellent plan to put in packages commensurate with the trade and of such size as would give a fresh package to each make-up of syrup or batch of material. Of course, in this sterilizing, everything brought into direct contact with the flavoring substance must be carefully sterilized just before put to use, as the inside of the container, covers, casks or whatever may be intended for use.

The addition of sugar is not absolutely necessary to secure success of the operation. If the flavoring or juice is to be used for syrup only, the better method is to make a concentrated syrup at once, using say one pint of juice to two pounds of sugar, dissolving by a gentle heat; the lower the temperature of heat utilized, the better flavor will be maintained, simple agitation aiding the work of solution.

Vanilla is a flavor in great demand and holds its own even with the fruit juices, but it must not be made from the artificial or synthetic product nor artificially colored to deceive. The leading fragrant principle of the vanilla bean and of true vanilla extracts, as known to chemists as vanillin, is a definite chemical compound. But vanillin is not the only fragrant or relishing constituent of vanilla bean and of true vanilla extracts. The artificial vanillin made for the market contains actual vanillin, strictly identical with the vanillin contained in the vanilla bean, but the artificial preparation will not have the valuable properties or constituents other than vanillin contained in the extract made from the true bean.

The extract of vanilla bean containing various pleasing and fragrant food

substances determinate has a much greater gustatory and food value than the single chemical compound vanillin.

The vanillin can be identified whether in an extract or artificial vanillin, or in an extract of vanilla as a vegetable product.

The flavors made from essential oils have deservedly enjoyed some popularity—rose, lemon, orange, wintergreen, sassafras, peppermint and bitter almonds are all privileged to sale in the Michigan markets so long as the preparations are true to name and contain no injurious ingredients or substances, either added or permitted to be present, or anything liable to deceive the purchaser or consumer of their true merits and contents.

In the case of sarsaparilla beverages, the name is to a considerable extent misleading. The flavor which has been for years considered as that of the sarsaparilla root owes its pleasing flavor to a compound of the flavors of sassafras and wintergreen, with sometimes anise, and not to sarsaparilla; in such instances the rulings of the Department require that a coined word be used or such names as will truly convey an idea of its contents. As to the use of oil of bitter almonds and wild-cherry bark in almond, cherry laurel and cherry phosphates, there shall be such an absence of hydrocyanic acid as will guarantee beyond any risk a liability to injury. Oil of bitter almonds (same as from peach kernel, etc.) contains a powerful poison; and so distinctly so that it is not a safe or at least wholesome agent to use in flavoring food, even in very dilute solutions. Four drops have killed a dog of moderate size, and headache and other unpleasant symptoms have been produced in sensitive persons by partaking of food flavored with a minute quantity of the oil.

The hydrocyanic or prussic acid which this oil contains may be removed by chemical means without impairing the flavor of the oil. In no case shall the use of the oil of mirbane or a mixture of the same as a flavoring be permitted, because of its highly poisonous character. Even the best extracts made from ethers or synthetic essences have a slightly unpleasant odor, while the taste can not in the least compare with that of the original fruits. In order to present for consideration the general methods adopted in the manufacturing of these ethers I will give a brief description of the production of one of them which is in greatest demand. Ethyl butyrate, butyric ether, sometimes called pineapple ether, is readily prepared by mixing one hundred parts of butyric acid with one hundred parts of alcohol and fifty parts of concentrated sulphuric acid and agitating for a short time. The ether forms a layer on the surface, and may be purified by washing it with water and subjecting it to the action of calcium chloride. The butyric acid used in the preparation of the butyric ether is formed during what is called the butyric fermentation, which usually consumes two or three months before it is completed, and which is preceded by the lactic acid fermentation; to prepare it, glucose is mixed with half its weight of cheese to act as a ferment, and the whole kept at a temperature of about 90 deg. Fahrenheit. The sugar is first converted into a viscous substance and afterwards is the formation of lactic acid, which is gradually converted into butyric acid with the disengagement of the hydrogen and carbonic acid gas; at the end of the fermentation, the liquid contains

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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.

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.

Watermelons

Raspberries

Cucumbers

Egg Plant Tomatoes

Celery Squash

New Potatoes

New Cabbage

New Onions

Peaches and Plums will soon be here. Your best interests will be served if you write us at once about your needs. Send us your address and we will put you on our mailing list.

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

Vinkemulder Company,

Grand Rapids.

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.

principally a mixture of calcium butyrate and lactate, from which the butyric acid may be obtained precipitating the lime as a carbonate by soda and decomposing the resulting butyrate of soda with sulphuric acid and distilling.

Butyric ether has been used together with other flavors in the preparation of "artificial extracts" under the names of pineapple, strawberry, banana, plum, pear, raspberry and orange. There is, perhaps, no branch of chemical work which has developed so varied a line of adulterations, and in which the work of the chemist has brought into play the use of the laboratory in the formation of imitations and substitutes. As to the healthfulness of these imitations when made from ethers, they undoubtedly have had in numerous cases marked effect on the action of the heart and lungs. Not only has the production of these ethereal imitations and substitutes almost threatened to drive the pure articles from the market, but in the use of these ethers there seems to have been no limit to the dilution of extracts of this character. Besides this, there is a recourse had to a quality of alcohol allowing the greatest amount of water and the least amount of alcohol.

In respect to ginger flavorings, ginger syrup, ginger ale, etc., in no case shall the use of such substitutes as grains of Paradise, oil of pepper, or any substitutes, be permitted that shall in any way deteriorate from the true value and properties of the pure preparation.

Again, the threat of these ethereal products to drive the pure article from the counter of the retailer has been due mostly to the fact that they offer a greater profit, go farther in baneful effects and satisfy to an extent our National disposition to be more or less humbugged.

In the use of preservatives, we know of none which is not objectionable, as all bodies of the nature of preservatives with the power of antiseptics are liable to produce disturbances of the digestive tract.

The assimilation of nutriment depends on the activity of various microbes present in the system, and all antiseptics, even in minute quantity, will inhibit the activity of these colonies or affect unequally various species, the net result in ordinary individuals being an impairment of digestion or an actual dyspepsia. Another objectionable addition: Artificial colorings are frequently resorted to to deceive the eye and to allay any suspicion one might form judging from appearances alone. The greatest number of those colorings are selected from among the aniline dyes. The aniline dyes possess such great tinctorial powers that even with those that are poisonous the quantity taken in the consumption of any one ordinary-colored article is most minute, so that in few cases could decided symptoms be immediately produced. On the other hand, when food or drinks have a small trace of aniline, these traces in a day total up. Observations and experiments have shown that the aniline in dyes in small quantities interferes with digestion.

Dr. Blythe states that in his opinion the increase of maladies of the digestive organs which have been noted of late is in part due to the increasing use of aniline or coal-tar colors in food.

F. H. BORRADAILE,
State Analyst.

Trend of the Summer Egg Trade.

From the New York Produce Review.

Those who have watched the drift of affairs in the egg trade for some years past must have noticed a considerable change in the methods of supplying the better class of consumptive outlets during the heated term. Formerly dealers were almost dependent upon current receipts for their supply and even when these became seriously defective from

the effects of heat they had to take them and make the best of it. In those days cold storage facilities were much less than now and the egg production had not grown to such enormous proportions. Stock put away in April and May cost considerably more than in later years and it was rare that when the hot weather struck us in June and July prices for fresh eggs were such as to afford any profit on the holdings in store. Moreover, there was a feeling that cold storage eggs could not be used in hot weather. Consequently even the best class of trade were buyers of secondary grades of fresh whenever the supply of fine stock became inadequate.

But of late years these conditions have changed. Cold storage facilities have enormously increased and so has the volume of egg production. Prices have been so low during the height of the storage season that as soon as fresh production has begun to fall off in the early summer and the waste of stock from heat has become serious, a comparatively low range of prices has been sufficient to show a profit on the earlier packings. And the quality of these has been so much better than at least the secondary grades of fresh that dealers have had no bar to their use except the difficulty of maintaining the quality when subjected to the unfavorable conditions of heat and moisture. This difficulty has been at least partially overcome by certain methods of handling and by choosing outlets where the use of the goods would be prompt, so that now, whenever fresh gathered eggs begin to show serious hot weather defects, dealers who have a fine trade are inclined to confine their use of fresh gathered to the very best grades only and make up the deficiency from cold storage.

It seems probable that this is to be looked for hereafter as a permanent feature of the egg trade and one that will rapidly become more marked as methods of handling refrigerator eggs in hot weather become better understood and improved.

There is a considerable difference in the method of egg handling in Europe and America. There the effects of very low temperature are regarded as so harmful to quality that the best eggs are even debarred from refrigerator transportation. Speaking of refrigerator transportation in connection with shipments of Canadian eggs a Glasgow house says:

"As for putting eggs in cold storage on board these steamers, we think it is the worst thing for the eggs, because they run the refrigerators at such a low temperature, with the result that the shells of the eggs often get very fragile, and the least knock breaks them, which causes a lot of damage to the eggs."

In England it is generally believed that eggs which have been subjected to refrigeration in warm weather are not fit for best trade. And in this country, where so large a part of the goods are refrigerated, either in transit or for holding, it is well known that great difficulties are met with in handling the refrigerated stock in warm, damp weather without rapid deterioration, owing to the condensation of moisture on the cold shell and packing. But we are inclined to think that the prejudices of our English friends and the difficulties encountered here also in the use of cold storage eggs in summer weather all arise from conditions to be met after the eggs come out of their cold quarters. The quality of a perfectly kept refrigerator egg, within reasonable limits as to age, is certainly superior to anything short of strictly fresh laid stock after subjection to summer heat, and it seems certain that its greater liability to deterioration arises from the wetting which occurs from placing it in an atmosphere of which the dew point is above the temperature of the egg.

A system of handling cold storage eggs which would raise the temperature above the dew point of the outside air under conditions which would in the meantime prevent condensation would undoubtedly increase the value of cold storage eggs materially by making still more general their use in competition with hot weather fresh collections.

ESTABLISHED 1886.

F. CUTLER & SONS

BUTTER, EGGS AND POULTRY.

For cash prices F. O. B. your station.
Write us at IONIA, MICH.

Consignments solicited directly to our house, 874 Washington Street, NEW YORK. Our Eastern Connection enables us to realize our shipper's full market value for any stock received at either place.

REFERENCES:

State Savings Bank, Ionia, and the Commercial Agencies.



J. WILLARD LANSING.
BURGE D. CATLIN.

LANSING & GATLIN

44 W. Market Street
103 Michigan Street

BUFFALO, N. Y.

WHOLESALE DEALERS IN EGGS

Our recent hot weather has lessened the production of Eggs; demand for them has increased, being firm at the advance, selling now at 13c. Ship us your Eggs, and write for any information you may want.



without Changing its Color.
selling at 25 cents.

Contains no Salicylic acid. Affords dealer good profit

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

PROFIT SAVER

to dealers. Sure to increase in demand, for It Keeps Cider Sweet and Pure



ST. JOE FRUIT PACKAGES

All kinds Grape and Peach packages a specialty. Prices right in quantities to suit.

THE ONLY PACKAGE

That can secure the biggest profits to the grocer. One trial of our Creamery Butter guarantees the constant use of it.



MAYNARD & REED, GRAND RAPIDS, MICH.

New

Pack

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

MUSSELMAN GROCER CO.,
GRAND RAPIDS, MICH.

Canned

Goods

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.

Woman's World

The Selfishness of Men.

A compliment in a ballroom—a brutal trampling under foot in a panic.

Whispered words of devotion in a scented boudoir—a cowardly desertion in times of danger.

Of the 300 women on board the ill-fated *Bourgogne*, which sank at sea a few days ago, only one woman was saved. Of the 200 people who came out alive, only one was a woman. Survivors tell how women, struggling to reach the boats, were beaten down and trod upon, how those who succeeded in getting on rafts were pushed off and thrust under the water with boat hooks, how the little white hands of women and children, clinging to life lines, were backed off with knives. It is a story of ferocious brutality that has but one parallel in modern times.

That other story is also full of horrors and man's inhumanity to woman. It happened last year at the terrible fire at the charity bazaar in Paris. Then all the beauty and the fashion and the nobility of France had gathered at a great society function, but precisely the same scenes of brutality were enacted as on the decks of the *Bourgogne*. The titled beauties of the Faubourg St. Germain were trampled down and crushed and mangled by the first gentlemen of France in their mad fight to get out of the burning building, just as the hoodlum sailors of the *Bourgogne* trampled upon and beat and stabbed the women on the *Bourgogne* in their attempts to save themselves. Picture for picture, scene for scene, it is the same craven cowardice, the same ferocious barbarity, the same unspeakable selfishness and lack of every attribute that raises the human above the brute. Such cases are, we believe, impossible in America, where, even at its worst, there is always a certain physical courage and where in times of danger the women and the children are always first. Few, if any, Americans would save their lives at the price of a woman's. They would be incapable of such baseness, but there are other things, and when the veneer is scratched off, and you come down to real nature and real life, don't you find that men are always pretty selfish in their dealing with women?

There is a lovely theory that every man is a kind of guardian angel—the little cherub that sits up aloft—and generously protects and disinterestedly plays the part of providence to the women about him. In reality from the cradle to the grave he is engaged in a steady job of getting the best of them. Of

course, he doesn't mean it, and he is sublimely unconscious that he is being selfish. It is simply a case where somebody must take the back seat, and he is convinced that that somebody should be a woman. He even thinks she likes it and takes credit to himself for letting her live at all.

Look where you will and you see it illustrated at every turn. Even in love a man is never satisfied unless he gets ten times what he gives. His affection may be of the most intermittent and milk and watery character, but he expects a woman to give him a love as deep as the ocean, as wide as the sky, as exhilarating as champagne, and, moreover, she must back it up with a steady flowing stream of gratitude because he had the goodness to notice her. Just watch the next engaged couple you see. Isn't the girl doing all the talking and looking pleased and making all the effort to be agreeable? And isn't the man sitting up with a complacent and patronizing air that says plainer than any words: "I permit this young person to adore me and for once in my life I am aware that I have done a perfectly altruistic and unselfish thing."

Then observe the way a man acts when he gets in trouble. If he has a headache, doesn't he keep the whole house on the jump fetching camphor and ice and heaven knows what, and he expects his wife to sit by his side and hold his hand and everybody to go about with bated breath and on tiptoe. But if it's his wife—dear me, he wonders what makes women always have so many confounded nerves, and he says he never knows what to do around sick folks anyway and goes comfortably off to the club to spend the evening playing poker. There isn't a man living who doesn't go to some woman with all his cares and worries and troubles—times when the world misuses him, you know, and there's just one person left in it who will listen to his tale of woe, no matter if it is miles long, without ever wearying, but is there a single, solitary man living who ever wanted to hear a woman's afflictions? Not one. The first week after you get engaged to him he'll listen, but after that if you want to tell your troubles to a man, you'll have to find a policeman who is paid to listen to 'em. The minute you commence on an unpleasant thing your husband is sure to remember something he left undone at the office and that requires immediate attention. Then think of those unselfish gentlemen who make way with their employers' money and then commit suicide, leaving a wife with six lit-

tle children to face the starvation and misery and disgrace. You never hear of a woman doing that. She doesn't sneak out of life when things go wrong and leave her little children and her poor husband to struggle along without her.

Of course, it is in the domestic relations that men's selfishness to women is most apparent, but it is to be said in their behalf that it is generally unintentional. Most men try to be good husbands. More than that, they are perfectly convinced that they are. The thing is, a man can never get over the idea that he conferred such a favor on a woman by marrying her that she should be willing and glad, out of sheer gratitude, to give up everything on earth for him. A man never thinks of adjusting himself to his wife's ideals. She must do whatever adjusting is done and think like he thinks and believe like he believes and be a sort of general understudy and phonograph to him. Above all, she must be perfectly satisfied with her home and her husband and her children and never have an interest outside. If she does, everybody agrees she is unnatural and queer, and pities him accordingly. Nobody would expect him to have no other interests and to be satisfied to sit down to an uninterrupted contemplation of her charms; but, of course, with a woman it is different. She doesn't want any livelier amusement than pondering on her husband's goodness and the servants' shortcomings and the children's schooling. Then think how just and generous a man is in his judgments of rights and privileges. If he goes out with the boys and comes home in the small hours of the morning, he considers himself hardly used and hen-pecked if his wife makes a protest, but suppose she went out to balls and parties, leaving him to spend the solitary evenings reading? Well, as Mr. Kipling would say, that would be another story, and the end of it would be in the divorce courts. There's precious little a man will forgive a woman, but all eternity is not broad enough to bound what he expects her to forgive him.

Perhaps men's selfishness to women arises largely from the idea they have so carefully nurtured through the centuries, that women don't know what they want in the first place, and in the second don't feel about things like men. There is, for instance, nothing that women so bitterly resent as the way their men—their fathers and husbands—treat them about money. A man will admit that it would be insufferable to him to have to go to some one, even the most

indulgent of guardians, and ask for every penny and explain what he did with the last one, and tell what he expects to do with the coming one. He would say that no man could preserve his self-respect and do it, yet he can't see for the life of him why his wife or daughter should be humiliated by being put on the level with a mendicant, or realize that a proud-spirited woman would almost as soon rattle a tin cup on the street corner as come to him for money for her daily necessities. It never even occurs to him that he is being brutally selfish to her in making her ask for what is her right. He takes her service, the loving, faithful service of heart and head and hand such as no money could hire for him in the open market, and yet he never gives her anything as her right. It is always as a favor, that she is expected to be grateful for, and he will not understand that women don't want to be always grateful. We get tired of being grateful. We want independence.

Of course, no one would have the hardihood to suggest such a thing, but isn't man's selfish desire to monopolize the privileges and perquisites of life at the bottom of all this hue and cry about the New Woman? As long as a woman does something that no man wants to do, she is utterly safe from being called advanced. She may toil for weary years at gusset and seam and band or slave over cooking-stove or washtub, without ever being suspected of endangering woman's sphere, but the minute she does something that has a broader outlook and brings in more money, her solicitous brother begins to be consumed with anxiety lest she should imperil feminine sweetness and grace. Of course, he does not begrudge her her share of the loaves and fishes and he doesn't even realize the selfishness that all these long years has shut her out from the chance—the working chance—of making a good living by such talents as it has pleased God to give her.

The truth is, men have glossed over much selfishness with sweet phrases. We have had a great many compliments, for which we have paid a pretty stiff price, but in this enlightened end of the century men are beginning to see that the truest chivalry is unselfishness, an according to women of equal right to all that earth can give, and a recognizing that they, as well as men, are the heirs of all the ages. That is the triumph of generosity. Any one can give, but only the noble-natured can be just.

DOROTHY DIX.

Love will find the way, even if it is nothing better than the installment plan.



Sodio Sodio Sodio

A Product of Our Own State

"SODIO" Is a Chemically Pure Soda-Saleratus.

REASONS WHY EVERY GROCER SHOULD SELL "SODIO"

1. Because it is a meritorious article.
2. Every dollar of cost of production is paid Michigan labor.
3. Costs no more than inferior goods.
4. Absolutely the best saleratus that it is possible to make.
5. We give a large variety of premiums to consumers.
6. We give useful and valuable premiums to retail salesmen.
7. Our premium offers move the goods.
8. We furnish a liberal supply of samples.

Are you a live and progressive grocer? If so, you want "Sodio." Packed in 60 pound cases. Pounds, \$3.15; half pounds, \$3.45; quarter pounds, \$3.90. If you cannot obtain it of your jobber address the manufacturers

MICHIGAN CHEMICAL CO., Detroit, Mich.

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.
President, C. C. SNEDEKER, Detroit; Secretary and Treasurer, C. W. LEN, Detroit.

United Commercial Travelers of Michigan.
Grand Counselor, J. J. EVANS, Bay City; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, W. S. WEST, Jackson.

Michigan Commercial Travelers' Mutual Accident Association.
President, J. BOYD PANTLAND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

Lake Superior Commercial Travelers' Club.
President, W. C. BROWN, Marquette; Secretary and Treasurer, A. F. WIXSON, Marquette.

Gripsack Brigade.

H. E. Needham, of Owosso, is on the road in the interest of the Michigan Package Co.

Lansing Republican: John J. Bush, of this city, is at present being treated at the Steuben Sanitarium, Hornellsville, N. Y., for a slight ailment—the result of overwork and the heat. He is rapidly recovering, however.

Alex. Stevenson, who has covered the Upper Peninsular several years for Buhl Sons & Co., of Detroit, has purchased a quarter interest in the branch house of the firm at Menominee and will hereafter act as resident partner and manager of that institution.

Dr. Josiah B. Evans is resting up from the effects of a three months' trip from St. Paul to the Pacific coast in the interest of the F. F. Jaques Tea Co., of Chicago. He will devote his entire attention to the Michigan trade for the next few months, after which he may indulge in another trip across the continent.

Adrian Times: W. W. Hess, of Clinton, traveling representative for the Page Fence Co., will leave in September for a three months' trip in Mexico in the interest of the company. His headquarters will be in the City of Mexico and he will have charge of the whole Mexican territory, comprising twenty-seven states.

Saginaw Courier-Herald: Charles Smith, who has covered the Thumb territory for years for Phipps-Penoyer & Co., reports that the new valley telephone system through his territory will help the Saginaw jobbing trade to an extent at present hardly appreciated. Freight rates are from 12 to 18 cents lower here than from Detroit for this territory, and all that has been lacking to secure a more extensive trade west and north has been the telephone service. "I talk with the trade every day," said Charlie, "and you can bet it is coming here rather than to Detroit during the jobbers and manufacturers' second annual party."

Geo. H. Bartlett, representing T. Rowland & Sons, Philadelphia, manufacturers of shovels and spades, is a shining example of what can be achieved by a traveling salesman. He has traveled for his house since 1868, or nearly a third of a century, during which time he has become proficient not only as a salesman, but also as a writer. He writes interestingly and instructively on subjects relating to commerce as well as those outside the business world. A work from his pen entitled, "Water Tramps" has just come from the press. Besides his palatial residence at Bethlehem, Penn., he owns a row of cottages on Fisher's Island, opposite New London, Conn., where in company with his

family he spends the heated term. He is fond of yachting and puts in a good deal of time entertaining friends on his white-winged pleasure vessel.

The traveling man who does not attend the meeting of traveling men at Sweet's Hotel Saturday evening will miss the event of a lifetime. The feature of the evening will be the joint debate between Cornelius Crawford and Geo. DeHaven on the relative merits and demerits of the train gate system. This question has provoked about as much controversy as the problem of the universe, but several Grand Rapids traveling men insist that the discussion will disclose the Ethiopian in the woodpile and demonstrate why the Heald system has been so tenacious in keeping the gates on the trains in the face of opposition which has resulted in the loss of thousands of dollars by the diversion of freight to other roads.

Carpet Trade Journal: A well-known firm of matting importers has a woman salesman whom the "boys" dread more than they do a Western cyclone. When making a sale she is sweet enough, but after that she quickly leaves the store and is master of an icy stare. The manager of a store who had bought largely of her happened to face her one morning at a hotel breakfast table, but not the least sign of recognition could be got. When this daisy of the matting trade comes into a store, it matters not how many male bipeds are waiting around to show matting. This does not frighten her. She makes a bee line for the manager, and through some magic or other gets an audience while the others wait, her theory evidently being that of course ladies must have the preference. She is a No. 1 saleslady, and, as she thinks men are horrid, she will probably hold onto the job indefinitely.

Frank M. Tyler, who has represented the Howard Furnace Co. (Syracuse) several years as Western salesman, has been transferred to the New England field, with headquarters at Boston, where he will represent the new International Heater Co., which is a corporation formed by the consolidation of five furnace manufacturers—Howard Furnace Co., Economy Furnace Co., Kernan Furnace Co., Carton Furnace Co. and Russell, Wheeler, Sons & Co. The corporation is capitalized at \$1,800,000, one-half 7 per cent. preferred stock and one-half common stock. The retirement of Mr. Tyler from this field has necessitated his resignation as a director of the Michigan Knights of the Grip and the Michigan Commercial Travelers' Mutual Accident Association, although he still retains his membership in both organizations. Mr. Tyler has taken a prominent position in the organizations and meetings of the fraternity and his removal from the State will be very generally regretted by all who enjoy his acquaintance.

Will Feast Their Friends.

From the elaborate scale upon which plans have been laid, the coming annual picnic under the auspices of the Grand Rapids Retail Meat Dealers' Association will outclass all former occasions. The picnic will be held at Schoenfeldt's Park, Reed's Lake, and special facilities have been secured from the Street Railway Co., including half fare rates on the boats, which will insure cheap and comfortable transportation to every one. Besides a full brass band, which has been engaged for the day, an interesting program will be carried out, consisting of athletic sports and games,

opening with baseball at 10 a. m. One of the most enjoyable features will be a continuous banquet, which will be served free to every one all day. The members of the Association extend a most cordial invitation to all butchers and grocers and their families, friends, customers and sweethearts, both in and out of the city, to come and enjoy the hospitalities of the society for this day, and they promise to give them the best time they ever had in their lives. The stores will be closed all day on August 4, and as the invitation is a broad one, every person who so desires may consider himself or herself a special guest to come and partake of the good things provided by the generous hosts.

As these annual occasions are now recognized as general holidays by everyone, there will no doubt be an immense attendance if the weather is fine.

Hides, Pelts, Tallow and Wool.

Hides have declined $\frac{1}{4}$ to $\frac{1}{2}$ c during the past week, while the demand is good and fully up to the supply. There is no accumulation of any grades. There is a want of margin for handling by dealers or tanners.

The supply of pelts does not equal the demand. Prices are high, yet are governed by wool to a great extent.

Tallow remains at the low point of the late decline, with no excess of demand. There is enough offering for soap's use and prices are not likely to be higher.

Wool remains firm in price, with a slight increase in sales. Wool purchasers are in the market looking for supplies. Growers have marketed their clips at full Eastern prices. Holders maintain their purchases at a price which will not give them a margin on the present market. The long-looked-for advance has not materialized, although it is still hoped for. WM. T. HESS.

He Couldn't.

He—Why, he claims he couldn't live without his little wife.

She—All of his property is in her name, you know.

Some marriages are like jug handles—one-sided affairs.

REMODELED HOTEL BUTLER

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

HOTEL WHITCOMB

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

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

THE "OHIO" PONY CUTTER

This Cutter is for hand use only, and is a strong, light-running machine. It is adapted to cutting hay, straw and corn fodder, and is suitable for parties keeping from one to four or five animals. There is only one size, and is made so it can be knocked down and packed for shipment, thus securing lower freight rate; has 11 $\frac{1}{2}$ inch knife, and by very simple changes makes four lengths of cut. This is only one of the Ohio family of Feed and Ensilage Cutters and Shredders. A good agent wanted in every locality in Michigan where we are not represented. Write to-day for complete Catalogue and prices to dealers.

ADAMS & HART, Selling Agents "OHIO" Cutters and Shredders. Grand Rapids.



A. VAN PUTTEN & CO.
MFRS. OF
BUTTER TUBS
Lard Packages and
Handmade Creamery
Butter Tubs a specialty.
HOLLAND, MICH.

\$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.

AGENTS can make money by selling our IMPERIAL SINGLE TUBE TIRE, guaranteed. Send \$3.25 American or U. S. Express order for sample pair Tires, and secure agency. Imperial Tire Co., 79 Lake St., CHICAGO.

School Bonds For Sale

Sealed bids wanted for \$2,500 in bonds of School District Number One of Wilcox Township, Newaygo County, Michigan.

Date of bonds, Aug. 1, 1898; rate of interest, 6 per cent, payable semi-annually.

Bonds mature \$500 annually, beginning on March 1, 1900.

Purpose of issue for building an addition to the present school house. Bids will be received until noon on August 1, 1898. The right reserved to reject any and all bids.

L. A. BRACY, Director.

Dated July 18, 1898.

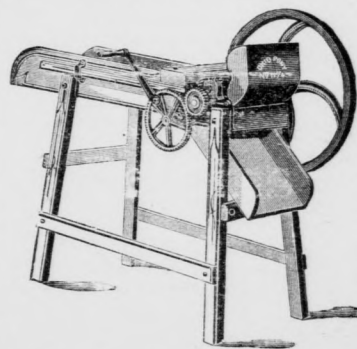
NOTICE

Sealed proposals will be received until Aug. 1, 1898, for the construction of a brick addition to the school house of School District Number One, Wilcox Township, located at White Cloud, Mich., according to plans and specifications on file in the office of the director of the district.

The contract will be let to the lowest responsible bidder.

A good and sufficient bond will be required for the faithful performance of the contract. Building to be completed on or before Oct. 1, 1898. The school board reserves the right to reject any and all bids.

L. A. BRACY, DIRECTOR,
Dated July 18, 1898.



Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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

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

Examination Sessions.

Marquette—Aug. 30 and 31.
Lansing—Nov. 1 and 2.

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

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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

How to Popularize the National Formulary.

This vitally important subject has agitated the minds of pharmacists for over a dozen years and continues still to agitate them. When the National Formulary first appeared there was much said regarding the advantages that would result if the book were introduced by presentation or otherwise to the physician. How far the suggestion made has been carried out we have no means of knowing, but whatever may have been done there is no denying this, that many physicians are still ignorant of the existence of this work and even of the Pharmacopoeia itself.

It is thus easy to see that there is a great field in which to work and the object of this paper will be to try and explain how this work may be done. First, after having given the physician a copy of the National Formulary, it is necessary to make him understand what it really is—that it is a compilation of a great variety of formulas which have been evolved by competent workers in both medicine and pharmacy, and which have stood the test of time and experiment. And further, that the book is the official production of the representative body of American pharmacists—the American Pharmaceutical Association. Further still, that its use has been officially sanctioned by many bodies of physicians throughout the country. Then show the physician that if he prescribes National Formulary preparations he can rest assured of having his prescriptions filled anywhere alike. Suppose, on the other hand, he prescribes a proprietary elixir of iron, quinine and strychnine. The physician prescribes four ounces. The prescription is filled in a town in Michigan. No special make is mentioned, and the druggist may use one of his own make, or that of some manufacturer. It may be a green color or a brown. The patient gets a copy of the prescription, is called East or South, and has his prescription put up. He gets something quite different and promptly loses faith in the mixture. Whereas, if in the first place "elixir iron, quinine, and strychnine, N. F." had been prescribed, no such trouble would have resulted. The preparation would be the same wherever dispensed.

Then there is the advantage of cheapness. Pharmacists, not having enormous sums in advertising and other similar expenses can prepare these preparations more cheaply than the manufacturer can market his similar specialties. The physician may thus easily be made to understand that he gets not only preparations which can have no superior, but both he and his patients get them at a cheaper rate.

But how shall we go about acquainting physicians with all this? Let us draw a lesson from the great success the manufacturer has had in getting physicians to prescribe his preparations. How has he done it? Well, at first, he placed an advertisement in the medical journals offering to send free samples, but he found this method too slow. Then he employed a gentleman of fine appearance—may be a medical "student" or "young graduate"—armed him with literature, filled his trunk with free samples, and started him out. This shrewd young fellow manages to catch the doctor when he is not busy, entertains him with the merits of his goods, leaves samples and literature, and travels on to the next M. D. Probably before he has completed the rounds in any one town, the pharmacist will get an order for some one of his preparations! Let me relate an instance. Not long ago a smooth salesman called upon a certain doctor in a certain town of Michigan, convinced him of the great superiority (?) of his preparations, and left him some samples. Before the agent had time to get downstairs and across in the next block to see another physician, the doctor had written a prescription ordering one of the preparations! The druggist to whom the prescription was taken had never heard of the preparation. After another druggist had likewise failed, it fell to my lot to receive the prescription. What did I do? I said of course I could fill it, and I forthwith proceeded to a physician friend of mine, got his samples and dispensed the wanted preparation. After that I don't think I received more than six or eight prescriptions for it.

Let the druggists of a town sink all petty jealousies and differences, get together and work for their mutual benefit and for the furtherance of pharmacy. Let them form themselves into an organized body. Then at the expense of that body let a liberal supply of certain prominent and much used preparations of the N. F. be made. The smoother tongued of the lot may now take samples of these around to the different physicians and, like the manufacturers, win their use of them. Doesn't this strike you as an excellent scheme? Cheap, effective, honest!

But another thing. Do not neglect to present each physician with a copy of the N. F., and, as I stated at the outset, explain to him its character, purpose, and advantages.

When physicians are made to understand that by prescribing N. F. preparations they have at their command a sufficiently great variety of formulas to satisfy every want; that time and experiment have proved these formulas to have no superior; that the preparations made after them are uniform wherever dispensed, and that they are cheaper—there ought then to be no trouble in securing their support of the National Formulary. It means work, but look at the results! WM. R. NEVILLE.

Adulteration of Calabar Bean.

W. B. Day reports the adulteration of Calabar bean with the seeds of *Entada scandens* Bth. These seeds are flat and circular, or kidney-shaped, being about two inches or less in diameter and one-half inch in thickness. This adulterant can readily be detected in a mixed powder, as the starch grains are but one-eighth or one-tenth the size of those of the true Calabar bean; and furthermore, it does not give the salmon color when treated with caustic potash that is obtained from the *Physostigma*.

A Real Danger.

Summer weather has come again, and with it the poisoning of infants by germ-infected milk. The doctors are prescribing chalk mixture, mixtures of bismuth, and various antiseptics, with, perhaps, cinnamon water, spearmint water, rose water, peppermint water, orange-flower water, and other medicated waters. How many druggists will take pains to see that these vehicles are not germ-laden or even filled with the long, flaky mycelium of molds and other fungi? Unless aromatic waters are prepared fresh every few days, in hot weather, they are sure to become infected and unfit for use. The change they undergo is practically the same in kind as that which eggs undergo when kept too long under similar conditions. Of course, the organic constituents of the water are very much less than that of the egg, and of a kind that do not so offend the olfactory nerves; but, so far as deleteriousness to health is concerned, they act about alike. The aromatic waters that stand months, and occasionally years, on the druggists' shelves become literally rotten. They become filled with the same kinds of mycelium threads as those the microscope discovers running through bad eggs, and the same kind of bacteria. Every time the druggist draws the cork of a bottle containing an aromatic water to get some for a customer, he sows a crop of the seeds (spores) of fungi of various kinds to grow and multiply until all the organic matter it contains has been consumed.

Making chalk mixture or any remedy for checking summer complaint with a spoiled aromatic water is a very serious affair. It can not help but aggravate the trouble it was intended to relieve. Of course, many have given such old preparations again and again with nothing heard of ill consequences. This is due to the fact that the doctor thought as little over the matter as the dispenser, and therefore attributed the bad results caused to some other factor. Let him once be on his guard for such causes of reverses in his patients and he will soon find them. Woe then to the druggist who suffers a prescription to leave his store prepared from such material. For generations hospital fever, septicemia and the like swept off thousands; and as long as no one suspected the true cause no one was blamed. Now if a hospital permits many such cases to occur in its wards it becomes a public scandal to be investigated, and, perhaps, for some one to be punished.

Let every druggist see to it that all aromatic waters are kept pure and sterile. Some of these waters, being imported, reach the druggist in an infected condition. This is true of orange-flower water. Samples of this have been found in the market laden with a dirty brown precipitate that on microscopic examination revealed, along with a mass of ordinary fungi, distinct evidences of

spirilla resembling those of cholera. All such goods should be rejected by the careful dispenser, and only perfectly clear and pure ones accepted. It would be well even with the best of such goods to carefully filter and sterilize before using them, particularly in warm weather. Dilute phosphoric acid is another article that deteriorates in the same manner by the growth therein of fungi. When this is ordered to be mixed with other ingredients of a prescription, it is apt to infect the whole mass, and perhaps set up some stomach trouble that may prove very unpleasant for the patient. Pitfalls like this surround the practice of pharmacy at every point; and as the advance of knowledge reveals them we wonder why they were not detected long ago. The damage they do is not prompt or violent, or they would certainly have been known before; but injury is injury, and the druggist should do all in his power to prevent it, however slight or insidious it may be in its action—Editorial in Merck's Report.

The Drug Market.

Opium—Late estimates of the crop are 2,500 cases, which is very much below requirements. As a result the market has advanced and \$4 opium is in sight.

Morphine—Manufacturers advanced their price 10c last Wednesday, on account of the advance of opium. The article is very firm and another advance would not surprise any one.

Codeine—On account of advance of opium, it is 25c per oz. higher.

Quinine—The demand is exceptionally good for this season of the year and the market is firm.

Cinchona—Is in better demand, although prices are unchanged.

Essential Oils—Anise and cassia are produced in the district which is now disturbed by the revolution in China and prices are very firm and advancing. Lemon and bergamot are steady at unchanged prices. Peppermint is doing better.

Gum Camphor—Manufacturers have reduced the price 1c per lb.

Buchu Leaves—Are very much higher abroad and advancing here.

Spices—Are very firm, particularly China cassia.

Boracic Acid in Lobsters.

It is said that boracic acid is being used by some of the Canadian lobster packers. The law in England is very stringent as to the use of adulterants, and so is that in the United States. If such are found it means a total confiscation of the goods.

On a drug store in New York City, a sign singing the praises of an anti-fat remedy winds up with: "Take Blank's Pills and Reduce Yourself to a Happy Medium."

It is always much easier to love a poor girl than a rich one—there is less competition.

AMERICAN PLAYING CARDS

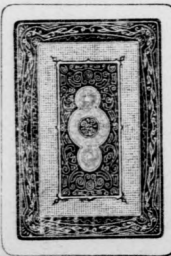
Best Value for the Money.

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

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

THE AMERICAN PLAYING CARD CO.,

KALAMAZOO, MICH.



WHOLESALE PRICE CURRENT.

Advanced—
Declined—

Acidum		Conium Mac.		Scilla Co.	
Aceticum	60 3	Copaiba	35 50	Tolutan	50 50
Benzoic, German	70 75	Cubeba	1 15 1 25	Prunus virg.	50 50
Boric	15 15	Exechthitos	1 00 1 10	Tinctures	
Carbolicum	20 41	Erigeron	1 00 1 10	Aconitum Napellis R	50 50
Citricum	45 48	Gaultheria	1 50 1 60	Aconitum Napellis F	50 50
Hydrochlor	30 5	Geranium, ounce	75 75	Aloes	60 60
Nitricum	80 10	Gosypil, Sem. gal.	50 50	Aloes and Myrrh	60 60
Oxalicum	130 14	Juniper	1 00 1 10	Arnica	50 50
Phosphoric, dil.	100 15	Lavendula	1 50 2 00	Assafetida	50 50
Salicylicum	80 65	Limonia	1 30 1 50	Atrape Belladonna	50 50
Sulphuric	130 14	Mentha Piper.	1 00 2 20	Aurant Cortex	50 50
Tannic	1 25 1 40	Mentha Verid.	1 50 1 60	Benzoin	50 50
Tartaric	38 40	Morruha, gal.	1 10 1 25	Benzoic	50 50
Ammonia		Myrica	4 00 4 50	Bosonia	50 50
Aqua, 16 deg.	40 6	Olive	75 3 00	Cantharides	75 75
Aqua, 20 deg.	60 8	Pisces Liquida	100 12	Capsicum	75 75
Carbonas	130 14	Pisces Liquida, gal.	100 12	Cardamon	75 75
Chloridum	130 14	Rosmarin	90 1 10	Cardamon Co.	75 75
Aniline		Rose, ounce	6 50 8 50	Castor	1 00 1 00
Black	2 00 2 25	Succini	40 45	Catechu	50 50
Brown	80 1 00	Sabina	90 1 45	Cinchona	50 50
Red	45 50	Santal	2 50 7 00	Cinchona Co.	50 50
Yellow	2 50 3 00	Sassafras	55 60	Cubeba	50 50
Bacca.		Sinapis, ess., ounce	1 70 1 85	Cassia Acutifol	50 50
Cubee.	130 15	Thyme	40 50	Cassia Acutifol Co.	50 50
Juniperus	60 8	Thyme, opt.	40 50	Legalis	50 50
Xanthoxylum	25 30	Theobromas	150 20	Perchlorid	50 50
Balsamum		Potassium		Gentian	50 50
Copaiba	55 60	Bi Carb.	150 18	Gentian Co.	50 50
Peru	2 75	Bichromate	130 15	Gulaca	50 50
Terabin, Canada	45 50	Bromide	50 55	Gulaca ammon	50 50
Tolutan	50 55	Carb.	120 15	Hoscyamus	75 75
Cortex		Chlorate, po. 17@19c	160 18	Iodine	75 75
Abies, Canadian	18 18	Cyanide	35 40	Iodine, colorless	75 75
Cassia	12 12	Iodide	2 60 2 65	Kino	50 50
Cinchona Flava	18 18	Potassa, Bitart, pure	280 30	Lobelia	50 50
Euonymus atropurp	30 30	Potassa, Bitart, com	280 30	Myrrh	50 50
Myrica Cerifera, po.	20 20	Potassa Nitras, opt.	100 12	Nux Vomica	50 50
Prunus Virgin.	12 12	Potassa Nitras	100 11	Opil, camphorated	75 75
Quillaja, gr'd	12 12	Prussiate	200 25	Opil, Geodorized	75 75
Sassafras, po. 18	12 12	Sulphate po	150 18	Quassia	50 50
Ulmus, po. 15, gr'd	15 15	Radix		Rhatany	50 50
Extractum		Aconitum	200 25	Rhel	50 50
Glycyrrhiza Glabra	24 25	Althea	220 25	Sanguinaria	50 50
Glycyrrhiza, po.	28 30	Anchusa	100 12	Serpentaria	50 50
Hematox, 15 lb box	11 12	Arum po.	20 25	Stromonium	60 60
Hematox, 18	13 14	Calamus	200 40	Tolutan	50 50
Hematox, 1/4s	14 15	Gentiana, po. 15	120 15	Valerian	50 50
Hematox, 1/4s	16 17	Glycyrrhiza, pv. 15	160 18	Veratrum Veride	50 50
Ferru		Hydrastis Canaden.	60 60	Zingiber	30 30
Carbonate Preelp.	15 15	Hydrastis Can.	60 60	Miscellaneous	
Citrate and Quinia	2 25	Hellebore, Alba, po.	180 20	Ether, Spis. Nit. 3 F	30 35
Citrate Soluble	75 75	Inula, po.	150 20	Ether, Spis. Nit. 4 F	34 38
Ferrocyanidum Sol.	40 40	Ipecac, po.	2 80 3 00	Alumen	24 30
Solut. Chloride	15 15	Iris plox, po. 35@38	350 40	Alumen, gro'd. po. 7	40 50
Sulphate, com'l.	2 2	Jalap, pr.	250 30	Annatto	40 50
Sulphate, com'l. by	50 50	Maranta, 1/4s	25 35	Antimoni, po.	40 50
bbl, per cwt.	7 7	Podophyllum, po.	220 25	Antimoni et Potass T	40 50
Flora		Rhel	75 1 00	Antipyrin	10 15
Arnica	12 14	Rhel, cut	75 1 25	Antifebrin	10 15
Anthemis	15 25	Rhel, pv.	75 1 35	Argent Nitras, oz	10 12
Matricaria	30 35	Spigelia	35 38	Arsenicum	10 12
Folia		Sanguinaria, po. 15	35 38	Balm Gilead Bud	38 40
Barosma	23 28	Serpentaria	300 35	Bismuth S. N.	1 40 1 50
Cassia Acutifol, Tin-	18 25	Senega	40 45	Calcium Chlor, 1s	10 10
nevely	18 25	Similax, officinalis H	40 40	Calcium Chlor, 1/4s	10 12
Cassia Acutifol, Alx.	25 30	Similax, M.	40 40	Cantharides, Rus, po	15 15
Salvia officinalis, 1/4s	12 20	Scilla, po. 35	100 12	Capsici Fructus, af.	15 15
and 1/4s	8 10	Symplocarpus, Foeti-	20 25	Capsici Fructus, po.	15 15
Ura Ursi	8 10	us, po.	20 25	Capsici Fructus, B. po	15 15
Gummi		Valeriana, Eng. po. 30	150 20	Caryophyllus, po. 15	12 14
Acacia, 1st picked	65 65	Valeriana, German	150 20	Carmine, No. 40	3 00
Acacia, 2d picked	45 45	Zingiber a.	120 16	Cera Alba	50 55
Acacia, 3d picked	35 35	Zingiber j.	25 27	Coccos	40 42
Acacia, sifted sorts	28 28	Semen		Coccos	40 42
Acacia, po.	60 80	Anisum, po. 15	12 12	Cassia Fructus	40 42
Aloe, Barb. po. 18@20	12 14	Apium (graveleons)	130 15	Centraria	10 10
Aloe, Cape, po. 15	12 12	Bird, 1s	40 6	Cetaceum	45 45
Aloe, Socotri, po. 40	12 12	Carui, po. 18	40 6	Chloroform	60 65
Ammoniac	55 60	Cardamon	1 25 1 75	Chloroform, squibbs	1 15 1 50
Assafetida, po. 30	25 28	Coriandrum	80 10	Chloral Hyd Crst.	1 25 1 50
Benzoinum	50 55	Cannabis Sativa	40 44	Chondrus	20 25
Catechu, 1s	13 13	Cydonium	75 1 00	Cinchonidine, P. & W	25 30
Catechu, 1/4s	14 16	Chenopodium	100 12	Cinchonidine, Germ	25 30
Catechu, 1/4s	16 16	Dipterix Odorata	2 00 2 20	Cocaine	3 30 3 50
Camphora	38 42	Peniculum	10 10	Corks, list, dis. pr. ct.	70 70
Euphorbium, po. 35	10 10	Pennycreek, po.	70 9	Creosotum	35 35
Galbanum	1 00 1 00	Lini, gr'd. bbl. 3/4	3 1/2 4 1/2	Creta, prep.	2 5
Gamboge po.	65 70	Lobelia	40 44	Creta, precip.	90 11
Gualacum, po. 25	30 30	Phalaris Canarian	40 44	Creta, Rubra	8 8
Kino, po. 3.00	3 00 3 00	Rapa	4 1/2 5	Crocus	180 20
Mastic	60 60	Sinapis Abu.	90 10	Cudbear	20 24
Myrrh, po. 45	40 40	Sinapis Nigra	110 12	Cupri Sulph.	50 62
Opil, po. 5.20@5.40	3 90 4 00	Spiritus		Dextrine	100 12
Shellac	25 35	Frument, W. D. Co.	2 00 2 50	Ether Sulph.	75 90
Shellac, bleached	40 45	Frument, D. F. R.	2 00 2 25	Emery, all numbers	8 8
Tragacanth	50 80	Frument, Juniperis Co. O. T.	1 65 2 00	Emery, po. 40	30 35
Herba		Juniperis Co.	1 75 3 50	Flake White	120 15
Absinthium, oz. pkg	25 25	Saacharum N. E.	1 90 2 10	Galla	20 23
Eupatorium, oz. pkg	25 25	Spt. Vini Galli	1 75 6 50	Gambier	80 9
Lobelia, oz. pkg	25 25	Vini Oporto	1 25 2 00	Gelatn, Cooper	60 60
Majoram, oz. pkg	25 25	Vini Alba	1 25 2 00	Gelatn, French	35 60
Mentha Pip. oz. pkg	25 25	Sponges		Glassware, flint, box	70 70
Mentha Vir. oz. pkg	25 25	Florida sheeps' wool	2 50 2 75	Less than box	90 12
Rue, oz. pkg	35 35	Nassau sheeps' wool	2 00 2 00	Glue, white	130 25
Tanacetum Voz. pkg	22 22	Velvet extra sheeps'	2 00 2 00	Glycerina	15 1/2 22
Thymus, V. oz. pkg	35 35	wool, carriage	1 25 1 25	Grana Paradisi	25 55
Magnesia.		Extra yellow sheeps'	1 00 1 00	Humulus	25 55
Calcined, Pat.	55 60	wool, carriage	1 00 1 00	Hydraag Chlor Mite	85 85
Carbonate, Pat.	20 22	Grass sheeps' wool,	1 00 1 00	Hydraag Chlor Cor.	75 75
Carbonate, K. & M.	20 25	carriage	1 00 1 00	Hydraag Ox Rub'm.	90 95
Carbonate, Jennings	35 36	Hard, for slate use.	75 75	Hydraag Unguentum	45 55
Oleum		Yellow Reef, for	1 40 1 40	Hydragrum	65 75
Absinthium	3 50 3 75	slate use.	1 40 1 40	Ichthyobolia, Am.	75 1 00
Amygdala, Dulc.	30 50	Syrups		Iodine, Resubi	3 60 3 70
Amygdala, Amara	8 00 8 25	Acacia	50 50	Iodoform	2 25
Anisi	2 10 2 20	Aurant Cortes.	50 50	Lupulin	2 25
Aurant Cortex	2 25 2 40	Zingiber	50 50	Lycopodium	40 45
Bergamit	2 50 2 60	Ipecac	60 60	Mactis	65 75
Cajiputi	80 85	Ferri Iod.	50 50	Liquor Arsen. et Hy-	25 25
Caryophylli	75 80	Rhel Arom.	50 50	drarg Iod.	100 12
Cedar	35 65	Smilax Officinalis	50 60	Liquor Potass Arsenit	20 3
Chenopadii	2 75 2 75	Senega	50 50	Magnesia, Sulph, bbl	1 14
Cinnamonil.	1 60 1 70	Scilla	50 50	Mannia, S. F.	50 60
Cironella	45 50	Syrups		Menthol	2 75

Morphia, S.P. & W.	2 55 2 80	Sinapis	18 18	Linseed, pure raw	36 39
Morphia, S.N.Y.Q. &	2 45 2 70	Sinapis, opt.	30 30	Linseed, boiled	38 41
C. Co.	2 45 2 70	Snuff, Maccaboy, De	34 34	Neatsfoot, winter str	65 70
Mochus Canton	65 80	Voos	34 34	Spirits Turpentine	34 40
Myristica, No. 1	65 80	Snuff, Scotch, DeVo's	9 11	Paints	
Nux Vomica, po. 20	15 18	Soda Boras, po.	9 11	BBL	LB
Os Sepia	15 18	Soda Potass Tart.	20 28	Red Venetian	1 1/2 2 00
Pepsin Saac, H. & P.	1 00 1 00	Soda, Carb.	1 1/2 2	Ochre, yellow Mars	1 1/2 2 00
Pisces Liq. N.N. 1/2 gal.	2 00 2 00	Soda, Bi-Carb.	3 1/2 5	Ochre, yellow Ber.	1 1/2 2 00
doz.	2 00 2 00	Soda, Ash	3 1/2 4	Putty, commercial	2 1/2 3 00
Pisces Liq., quarts.	1 00 1 00	Soda, Sulphas	2 2	Putty, strictly pure	2 1/2 3 00
Pisces Liq., pints.	85 85	Spts. Cologne	2 60	Vermilion, Prime	130 15
Pil Hydrarg.	80 80	Spts. Ether Co.	50 55	American	130 15
Piper Nigra, po. 22	18 18	Spt. Myrcia Dom.	9 00	Vermilion, English	70 75
Piper Alba, po. 35	30 30	Spts. Vini Rect. bbl.	2 48	Green, Paris	18 1/2 22
Pilx Burgun	7 7	Spts. Vini Rect. 1/2 bbl.	2 53	Green, Peninsular	130 16
Plumbi Acet.	100 12	Spts. Vini Rect. 1/4 gal.	2 58	Lead, Red	5 1/2 6 1/2
Pulvis Ipecac et Opil	1 10 1 20	Spts. Vini Rect. 5 gal.	2 58	Lead, white	5 1/2 6 1/2
Pyrethrum, boxes H.	60 60	Less 50 gal. cash 10 days		Whiting, white Span	70 70
& P. D. Co., doz.	25 30	Strychnia, Crystal	1 40 1 45	Whiting, gliders	70 70
Pyrethrum, pv.	25 30	Sulphur, Subl.	3 1/2 4 1/2	White, Paris Amer.	1 00 1 00
Quassia	80 10	Sulphur, Roll.	3 1/2 4	Whiting, Paris Eng.	1 00 1 00
Quinia, S. P. & W.	23 31	Tamarinds	8 10	cliff	1 40 1 40
Quinia, S. German	23 31	Terebenth Venice	28 30	Universal Prepared	1 00 1 15
Quinia, N.Y.	23 31	Theobromae	40 42	Varnishes	
Rubia Tincturum	120 14	Vanilla	9 00 16 00	No. 1 Turp Coach	1 10 1 20
Saccharum Lactis pv	180 20	Zinci Sulph.	70 8	Extra Turp	1 60 1 70
Salacin	3 00 3 10	Oils		Coach Body	2 75 3 00
Sanguis Draconis	40 50	Whale, winter	BBL GAL	No. 1 Turp Furn	1 00 1 10
Sapo, W.	120 14	Lard, extra	70 70	Extra Turk Dmar	1 50 1 60
Sapo, M.	100 12	Lard, No. 1	35 40	Jap. Dryer, No. 1 Turp	70 75
Sapo, G.	12 15				
Siedlitz Mixture	20 22				

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GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 4 00 Frazer's.....75 9 00 IXL Golden, tin boxes 75 9 00 Nica, tin boxes.....75 9 00 Paragon.....55 6 00 BAKING POWDER. Absolute. 1/2 lb cans doz.....45 1 lb cans doz.....85 1 lb can doz.....1 50 Acme. 1/2 lb cans 3 doz.....45 1 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk.....10 Arctic. 6 oz. Eng. Tumblers.....85 El Parity. 1/2 lb cans per doz.....75 1 lb cans per doz.....1 20 1 lb cans per doz.....2 00 Home. 1/2 lb cans 4 doz case.....35 1 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90 JAXON 1/2 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. 1/2 lb cans.....45 1 lb cans.....75 1 lb cans.....1 50 Peerless. 1 lb cans.....85 Queen Flake. 3 oz., 6 doz. case.....2 70 6 oz., 4 doz. case.....3 20 9 oz., 4 doz. case.....4 80 1 lb., 2 doz. case.....4 00 5 lb., 1 doz. case.....9 00 BATH BRICK. American.....70 English.....80 BLUING. CONDENSED PEARL BLUING Small, 3 doz.....40 Large, 2 doz.....75 BROOMS. No. 1 Carpet.....1 90 No. 2 Carpet.....1 75 No. 3 Carpet.....1 50 No. 4 Carpet.....1 15 Parlor Gem.....2 00 Common Whisk.....70 Fancy Whisk.....80 Warehouse.....2 25 CANDLES. 8s.....7 16s.....8 Paraffine.....8 CANNED GOODS. Manitowoc 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.....83 1/2 Amboy.....9 Butternut.....8 Carson City.....83 1/2 Emblem.....83 1/2 Gem.....9 Ideal.....84 1/2 Jersey.....83 1/2 Lenawee.....8 Riverside.....83 1/2 Sparta.....8 Springdale.....11 Brick.....70 Edam.....70 Leiden.....17 Limburger.....12 Pineapple.....50 Sap Sago.....15 Chicory. Bulk.....5 Red.....7 CHOCOLATE. Walter Baker & Co.'s. German Sweet.....23 Premium.....34 Breakfast Cocos.....45	CLOTHES LINES. Cotton, 40 ft. per doz.....1 00 Cotton, 50 ft. per doz.....1 20 Cotton, 60 ft. per doz.....1 40 Cotton, 70 ft. per doz.....1 60 Cotton, 80 ft. per doz.....1 80 Jute, 60 ft. per doz.....80 Jute, 72 ft. per doz.....95 COCOA SHELLS. 20 lb bags.....2 1/2 Less quantity.....3 Pound packages.....4 CREAM TARTAR. 5 and 10 lb. wooden boxes.....30-35 COFFEE. Green. Rio. 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 Maracalbo. Prime.....19 Milled.....20 Java. Interior.....19 Private Growth.....20 Mandehling.....21 Mocha. Imitation.....20 Arabian.....22 Roasted. Clark-Jewell-Well's Co.'s Brands Fifth Avenue.....29 Jewell's Arabian Mocha.....29 Wells' Mocha and Java.....24 Wells' Perfection Java.....24 Sencalbo.....21 Breakfast Blend.....18 1/2 Valley City Maracalbo.....14 Ideal Blend.....14 Leader Blend.....12 Package. Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1/2 lb. 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 full 1/4 gross.....85 Hummel's tin 1/4 gross.....1 42 CLOTHES PINS. 5 gross boxes.....40 CONDENSED MILK. 4 doz in case. Gail Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 25 Magnolia.....4 25 Challenge.....3 35 Dime.....3 35 COUPON BOOKS. Tradesman Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Economic Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Superior Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1,000 books.....17 50	 Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Credit Checks. 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75 DRIED FRUITS—DOMESTIC. Apples. Sundried.....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 Pitted Cherries.....7 1/2 Prunelles.....7 1/2 Raspberries.....7 1/2 California Prunes. 100-120 25 lb boxes.....4 1/2 90-100 25 lb boxes.....4 80-90 25 lb boxes.....3 1/2 70-80 25 lb boxes.....3 60-70 25 lb boxes.....2 1/2 50-60 25 lb boxes.....2 1/2 40-50 25 lb boxes.....2 30-40 25 lb boxes.....1 1/2 1/2 cent less in 50 lb cases Raisins. London Layers 3 Crown.....1 45 London Layers 4 Crown.....1 55 Deheslas.....3 1/2 Loose Muscatels 2 Crown.....3 1/2 Loose Muscatels 3 Crown.....4 1/2 Loose Muscatels 4 Crown.....5 1/2 FOREIGN. Currants. Patras bbls.....7 1/2 Vostizzas 50 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 Sultana 1 Crown.....8 1/2 Sultana 2 Crown.....9 Sultana 3 Crown.....9 1/2 Sultana 4 Crown.....10 Sultana 5 Crown.....10 1/2 Sultana 6 Crown.....11 Sultana package.....14 FARINACEOUS GOODS. Farina. 24 1 lb. packages.....1 50 Bulk, per 100 lbs.....3 50 Grits. Walsh-DeRoo Co.'s Brand.  24 1 lb. packages.....2 00 100 lb. kegs.....3 00 200 lb. barrels.....5 75 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 Rolls Oats. Rolled Avena, bbl.....3 60 Monarch, 1/2 bbl.....1 80 Monarch, 90 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 Cracked, bulk. 24 1 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, 1/4 bbl.....1 30 Holland white hoop, keg.....85 Holland white hoop mchls.....85 Norwegian.....2 75 Round 100 lbs.....1 30 Round 40 lbs.....13 Flackerel. Mess 100 lbs.....15 00 Mess 40 lbs.....6 30 Mess 10 lbs.....1 05 Mess 8 lbs.....1 35 No. 1 100 lbs.....13 25 No. 1 40 lbs.....5 60 No. 1 10 lbs.....1 48 No. 1 8 lbs.....1 20 No. 2 100 lbs.....8 50 No. 2 40 lbs.....3 70 No. 2 10 lbs.....1 00 No. 2 8 lbs.....83 Trout. No. 1 100 lbs.....5 25 No. 1 40 lbs.....2 40 No. 1 10 lbs.....68 No. 1 8 lbs.....67 Whitefish. No. 1 No. 2 Fam.....1 75 100 lbs.....6 25 40 lbs.....2 80 10 lbs.....75 8 lbs.....61 FLAVORING EXTRACTS.  Jennings'. D. C. Vanilla.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 No. 8 400.....No. 8 2 40 No. 10 600.....No. 10 4 00 No. 2 T. 1 25.....No. 2 T. 80 No. 3 T. 2 00.....No. 3 T. 1 25 No. 4 T. 2 40.....No. 4 T. 1 50 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'x's.....2 55 Tanglefoot, 5 case lots.....2 50 Tanglefoot, 10 case lots.....2 40	GUNPOWDER. Rifle—Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb. cans.....30 1/2 lb. cans.....18 Choke Bore—Dupont's. Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb. cans.....34 Eagle Duck—Dupont's. Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb. cans.....45 HERBS. Sage.....15 Hops.....15 INDIGO. Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 JELLY. 15 lb pails.....35 30 lb pails.....65 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 2e extra. MUSTARD. Horse Radish, 1 doz.....1 75 Horse Radish, 2 doz.....3 50 Bayle's Celery, 1 doz.....1 75 PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....85 POTASH. 48 cans in case.....4 00 Babbitt's.....3 00 Penna Salt Co.'s.....3 00 PICKLES. Medium. Barrels, 1,200 count.....5 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.....3 30 Church's.....3 15 Deland's.....3 30 Dwight's.....3 30 Taylor's.....3 00 SODIO 60 lb. case \$3.15 SAL SODA. Granulated, bbls.....75 Granulated, 100 lb cases.....90 Lump, bbls.....75 Lump, 145 lb kegs.....55	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.....43 SALT. Diamond Crystal. Table, cases, 24 3-lb boxes.....1 50 Table, barrels, 100 3 lb bags.....2 75 Table, barrels, 40 7 lb bags.....2 40 Butter, barrels, 250 lb, bulk.....2 25 Butter, barrels, 20 14 lb bags.....2 50 Butter, sacks, 25 lbs.....25 Butter, sacks, 56 lbs.....55 Common Grades. 100 3 lb sacks.....1 90 60 5-lb sacks.....1 75 25 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 80 10 lb. sacks.....3 50 25 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 70 Cabinet.....2 25 Savon.....2 25 White Russian.....2 25 White Cloud, laundry.....2 25 White Cloud, toilet.....3 50 Dusky Diamond, 50 6 oz.....2 10 Dusky Diamond, 50 8 oz.....3 00 Blue India, 100 1/2 lb.....3 00 Kirkline.....3 50 Eos.....2 50 Schulte Soap Co.'s Brand. GLYDESDALE 100 cakes, 75 lbs.....2 80 Single box.....2 75 5 box lots.....2 70 10 box lots.....2 70 25 box lots.....2 60 Allen B. Wrisley's Brands. Old Country, 80 1-lb. bars.....2 75 Good Cheer, 60 1-lb. bars.....3 75 Uno, 100 1/2-lb. bars.....2 50 Doll, 100 10-oz. bars.....2 05 Scouring. Sapollo, kitchen, 3 doz.....2 40 Sapollo, hand, 3 doz.....2 40 SODA. Boxes.....5 1/2 Kegs, English.....4 1/2
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SPICES.
Whole Sifted.

Allspice	13
Cassia, China in mats	12
Cassia, Batavia in bund.	35
Cassia, Saigon in rolls	32
Cloves, Amboyna	12
Cloves, Zanzibar	15
Mace, Batavia	55
Nutmegs, fancy	50
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	31
Cassia, Saigon	40
Cloves, Zanzibar	14
Ginger, African	15
Ginger, Cochlin	18
Ginger, Jamaica	24
Mace, Batavia	55
Mustard	12@18
Nutmegs	10@10
Pepper, Sing. black	10
Pepper, Sing. white	20
Pepper, Cayenne	12
Sage	15

SYRUPS.

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

STARCH.

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

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

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

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

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

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

Soda XXX	6
Soda XXX, 3 lb carton	7 1/2
Soda, City	10
Zephyrette	10
Long Island Wafers	11
L. I. Wafers, 1 lb carton	12

Square Oyster, XXX	6
Sq. Oys. XXX, 1 lb carton	7
Farina Oyster, XXX	6

Animals	10 1/2
Bent's Cold Water	14
Belle Rose	8
Cocoon Taffy	12
Coffee Cakes	10
Frosted Honey	12 1/2
Franklin 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	8
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
Belle Isle Picnic	10 1/2

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 69
No. 10	4 63
No. 11	4 63
No. 12	4 50
No. 13	4 44
No. 14	4 38
No. 15	4 31
No. 16	4 25

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
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Domino	5 88
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No. 16	4 25

TOBACCOS.

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.	
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S. C. W.	33 00
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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

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
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Sir William	35 00
Club Five	35 00
Gen. Grant and Lee	35 00
Little Peggy	35 00
Signal Five	35 00
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Crown Five	35 00
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Club Five	35 00
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Ginger Snaps, XXX city...	7½
Gin. Snps, XXX home made	7½
Gin. Snps, XXX scalloped..	7½
Ginger Gems.....	8
Imperials	8

Hardware

Fuels in Liquid Form.

Large quantities of liquid hydrocarbons, known as petroleum, rock oil, etc., are found in the earth's crust, chiefly in rocks of the Devonian and Carboniferous series. These hydrocarbons in the crude form are mixtures of numerous compounds and range from thin, light colored to heavy dark brown or black liquids with disagreeable odors. The several constituents are separated from one another by fractional distillation and have different specific boiling points and gravities. The most volatile portions, according to a writer in the Pharmaceutical Era, which distill at a lower temperature constitutes the liquids known as gasoline, benzine, petroleum, ether, etc. The portions which pass over next, after purification, constitute the well-known illuminant, known as carbon oil or kerosene. From the portions which have still higher boiling points and from the heavy residues left in the retorts are manufactured the heavy lubricating oils.

From the continually increasing use of both it is evident that both gasoline and kerosene are very valuable fuels. One of the greatest aids to the hardware trade and which assists in selling a great many more goods, is the fact that a specially constructed apparatus is required for the combustion of these fuels when they are to be used for heating purposes. In gasoline stoves the burners are generally constructed so that the liquid is vaporized by passing through a portion of the burner which is kept hot by the flame before coming to the point where combustion takes place. The vaporized liquid issues through a fine jet and crosses an open air space before coming to the part of the burner where it ignites, by which means it supplies itself with the oxygen necessary to smokeless combustion. To begin vaporization the burner is first heated by burning a small portion of the fluid which is allowed to run into a small cup underneath. A burner which is properly made will yield a very hot, smokeless flame which is almost equal to gas. In smaller towns where gas can not be obtained, stoves which burn this fuel should be in universal use at this period of the year. Their many good properties and characteristics should be impressed on housekeepers' minds without delay. If proper precaution be taken there is no reason why accidents should ensue. Nine-tenths of the mishaps have come from ignoring to take proper care in managing them.

Natural coal and water gases may be used as fuels. Natural gas is a mixture of gaseous hydrocarbons existing naturally in the earth, issuing from wells drilled to the porous strata which serve as reservoirs. Such wells are usually found in regions which also produce petroleum and the gases are in fact to be regarded as lighter members of the petroleum series.

Artificial or coal gas is produced artificially by the destructive distillation of coal in closed retorts, whereby its volatile constituents are vaporized and distilled over. By means of absorbing agents certain products like ammonia, which would be injurious to the gas as an illuminant, are removed as far as possible, as the value of the gas depends largely upon the thoroughness with which these incombustible and disagreeable constituents have been removed.

When burned without prior mixture of air, artificial and natural gas yield a bright luminous flame suitable for illumination, but depositing a layer of soot upon any object with which it comes in contact. For heating purposes it is necessary to use a specially constructed burner by means of which the gas is caused to be mixed with a sufficient supply of air before reaching the point where it is to be burned.

Water or fuel gas is obtained by passing superheated steam over red hot coke whereby the steam is decomposed into its elements, the oxygen uniting with the carbon of the coke to form carbon monoxide and passing over mixed with hydrogen. Water gas burns with a hot, colorless flame whose heat is intense. To give the light greater luminosity when used as an illuminant, its percentage of carbon must be increased by mixture with hydrocarbons obtained by distillation from coal. One of the chief limitations to the use of this gas is that it is not very extensively manufactured.

In gas burners and stoves intended for heating purposes, the parts are so arranged that the gas is mixed with an abundant supply of air before it issues from the burner. The flame has thus within it a sufficient supply of oxygen to combine with all the combustible elements present as fast as they are heated to the point of ignition. Such burners give flames which are nearly colorless and deposit no soot on anything with which they may come in contact.

Short Crop Stimulates Speculation in Dried Apples.

From the New York Journal of Commerce.

Speculative interest in future evaporated apples has developed quite strongly within the past few days. Numerous enquiries for lots ranging from one to five cars have been sent to evaporators at the principal producing points in this and other States, for September, October and November shipment, but comparatively little business seems to have resulted, owing to the difference in views of buyers and sellers. Estimates regarding the output vary, according to the respective interests of those who make them, but all accounts seem to agree that the crop will fall below the average and in some sections will be very short. The New York State crop, it is generally stated, will be light, although in some parts better results will be experienced than were at first anticipated. It seems, however, to be impossible as yet to get anything definite upon which to base an estimate of the output, as reports from the same point are often conflicting. Advices by mail from Rochester are to the effect that the crop in that section will probably be very short and that evaporators are reluctant to enter into contracts for forward delivery on the basis of the prices bid by buyers, as they look for much higher figures later on. Reports from the Hudson River Valley indicate a better output than was at first expected. Outside of this State the crop situation is equally uncertain. Reports from Illinois, Missouri, Kansas and Arkansas are that there will be a half to three-quarters average crop in those States, while some advices from New Hampshire and Michigan are that there will be a good outturn, probably better than last year. While speculative interest in futures is reported to be quite brisk, there seems to be little demand for spot goods, the supply of which is reported to be quite large here, and with some stock still held in the State. Prices are nominal and seem to favor the buyer.

Will Have Callers Now.

Wife—We've been living here six months now and not one of the neighbors has called.

Husband—Don't worry. I'm going to have a telephone put in the house next week.

CLARK-RUTKA-JEWELL Co.,

38 & 40 South Ionia St.

Opposite Union Depot.

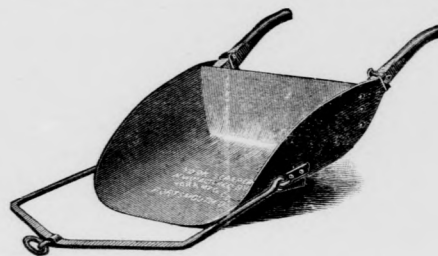
Complete stock of **HARDWARE, TINWARE, CUTLERY** and everything usually kept in a first-class hardware store.

STRICTLY WHOLESALE

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

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

Road Scrapers



Write for Prices.

FOSTER, STEVENS & CO.,

GRAND RAPIDS, MICH.

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.

How an Old Grocer Crowded Trade Twenty Years Ago.

stroller in Grocery World.

I had an interesting interview the other day with a grocer of the old school—the school which knew no cutters. This grocer, although he would probably be considered an antiquated old fossil in the light of present methods, told me of certain schemes he used to work which brought him good results, and I'm not at all sure that the same schemes, or one of them, at least, would not work every bit as well to-day as it did twenty years ago when he worked it.

The one scheme which seemed to me to be the best might be called a "Saturday special" scheme. This grocer, who now is old and fat, but still has much intelligence, had a custom of having something in the way of new goods to offer his trade every Saturday. His customers got to expect it, and to ask each Saturday: "Well, what have you got new to-day?" Every week, just as regularly as Saturday came around, this grocer would lay in something new, and this his clerks were regularly instructed to offer to everybody who came in the store. Not to press it or to become obtrusive, but simply to mention it.

I'll let him finish.

"Yes, we used to make lots of money out of our Saturday specials. The goods we offered really weren't 'specials' as you understand the term nowadays," he said, "because I never reduced them a cent. They could get the same goods the next week just as cheap as they could on the special Saturday, but it was a special in the sense that everybody made special efforts to sell it. We would display it, you know, and as it was generally new, and often had a premium scheme attached, it usually went well.

"Why, I remember," he went on, "that one Saturday we sold twenty-five gross of Dr. Miles' baking powder in quarter-pound cans at 10 cents. That powder's out of the market now, I guess; leastways, I don't hear of it any more. We had put it in that day, and there was a watch went with every gross. Every can had a chance in the gift and a certain number drew the watch. The watch wasn't worth much, but that powder went like hot cakes. We had to send down to the jobbers on Saturday afternoon for five or six gross more. Lots of my customers bought three and four cans, perfectly crazy after that little nickel watch. It was new, you see, and we all pushed it for that day."

"Did you have any call for it afterward?"

"Very little—only in a very small way. The agent came around to see why we weren't buying more, but I told him that we had simply used it as one of our Saturday specials.

"Then there was Schultze's Gold soap," continued the grocer. "When that first came on there was a \$2.50 gold piece packed in every box. We made that one of our specials. I think that was an 8 cent soap, and we sold box after box of it that day. It makes a big difference how the clerks act toward a new piece of goods. You can't tell me that the grocer has no influence with the consumer. I know too well the opposite. My clerks used to have orders to wait until the customers had gotten through with their orders. Then they would say: 'Let me show you our Saturday special, Mrs. Jones, or Mrs. Smith.' Half the time, at least, there would be a sale. Of course, the clerk would talk up the goods a little in a pleasant way, and it sold lots. Where the goods were new, that first sale, if the goods were all right, made a steady customer for them. But the ice had to be broken first, and that's where the grocer comes in. But these manufacturers don't always remember that.

"While I was running these Saturday specials, there was a soap with a wash-rag wrapped around it came on the market. We laid in a big stock of that and, as everybody pushed it for that day, it sold like hot cakes. I forget how many cakes of wash-rag soap I put out that day, but it was several boxes. The effect of the pushing could be seen in the trade that we got after that Saturday

was over, when we didn't push those goods particularly. Not once did we sell as much in one week as we had that one Saturday.

"In those days we used to get a lot of Turkish prunes, packed in casks. One of our Saturday specials was a six-pound bag of these for half a dollar—the regular price, but the special lay in having them all nicely weighed and wrapped in six-pound bags. A pile of these was put where everybody could see it, and they were mentioned to everybody. It was astonishing how that big pile melted away in the course of that day.

"Another special that paid well was a lot of Wiesbaden preserves that were sold for the railroad company. They had gone stray, and had been battered up, and the labels were torn and stained. Some of the jars had broken. These goods were all the go then, and sold in quart jars at 75 cents. I had them offered to me cheap, and sold them at 50 cents—about 100 per cent. profit over what I paid. That's the only special that I ever cut the price on, and, of course, there was a reason for that.

"One other scheme I used to have, a little aside from this, was worked around Thanksgiving and Christmas. I used to egg my clerks on to compete among themselves as to who should sell the most turkeys. Several weeks before the time they would begin to solicit everybody's orders. 'Mrs. Jones, you'll need a turkey; won't you give me your order?' They were on the ground first, you know, and would nearly always get the order. My poultry trade around Christmas and Thanksgiving used to be tremendous, and the clerks were responsible for at least half of it. I used to make it right with them, but besides that, they seemed to take an interest in the business."

"What were your clerks paid?" I asked.

"From \$10 up to \$15 a week."

Not many \$15 grocery clerks around now, are there? Maybe if there were more there wouldn't be so much talk about dull and indifferent clerks. Dull wages don't breed much genius.

The Man Was Brave.

"John," exclaimed Mrs. Hyster, in a hoarse whisper, "there are burglars in this house or else the water pipes are bursting!"

Mr. Hyster turned over and said: "Well, you can find out which it is, and then I'll see what I can do about it."

A moment later Mrs. Hyster exclaimed: "John, I am sure there are burglars in the house! Get up!"

"What!" he asked. "Would you have me get up and leave you here to fight them alone? Never! I shall stay here in this bed and protect you to the bitter end!"

Week-End Excursion to Detroit.

Saturday, July 23, the Michigan Central Railway will sell excursion tickets to Detroit at the very low rate of \$2. for the round trip, going on special train at 7:30 a. m. and good returning on regular trains to and including morning train leaving Detroit Monday, July 25. Bicycles carried free.

W. C. BLAKE,
City Ticket Agent.

Was a Born Financier.

Wife—By the way, Clive, I had a letter from my banker while you were away. He said I had overdrawn my account.

Husband—Yes, dear; and what did you do?

"I told him not to be so rude again; and I sent him a check for the amount."

She Was Frank.

Attorney—You say this defendant kissed you in a dark room.

Fair Plaintiff—Yes, sir.

Attorney—Will you please explain to the court how you came to enter a dark room with the defendant?

Fair Plaintiff—It wasn't dark when we went in. We turned the light out afterward.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 55
Hick's C. F.....	per m 65
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50&5
Central Fire.....	25&5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50&5
Morse's Taper Shank.....	50&5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 50
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	18
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.....	1 60
Steel nails, base.....	1 65
Wire nails, base.....	Base
20 to 60 advance.....	65
10 to 16 advance.....	10
8 advance.....	20
6 advance.....	30
4 advance.....	45
3 advance.....	70
2 advance.....	50
Fine 3 advance.....	15
Casing 10 advance.....	25
Casing 8 advance.....	35
Casing 6 advance.....	25
Finish 10 advance.....	35
Finish 8 advance.....	45
Finish 6 advance.....	85
Barrel ½ advance.....	
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70&5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and 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 ½¢ per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35 25
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c 11 50
Blacksmith's Solid Cast Steel Hand 30c 11 40&10	

HOUSE FURNISHING GOODS

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

HOLLOW WARE

Pots.....60&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, ¼ inch and larger.....10¼
Manilla.....11¼

SQUARES

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

SHEET IRON

	com. smooth.	com.
Nos. 10 to 14.....	\$2 70	\$2 40
Nos. 15 to 17.....	2 70	2 40
Nos. 18 to 21.....	2 80	2 45
Nos. 22 to 24.....	3 00	2 55
Nos. 25 to 26.....	3 10	2 65
No. 27.....	3 20	2 75

All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.

SAND PAPER

List acct. 19, '86.....dis 50

SASH WEIGHTS

Solid Eyes.....per ton 20 00

TRAPS

Steel, Game.....60&10
Oneida Community, Newhouse's.....50
Oneida Community, Hawley & Norton's 70&10
Mouse, choker.....per doz 15
Mouse, delusion.....per doz 1 25

WIRE

Bright Market.....75
Annealed Market.....75
Coppered Market.....70&10
Tinned Market.....62½
Coppered Spring Steel.....50
Barbed Fence, galvanized.....2 05
Barbed Fence, painted.....1 75

HORSE NAILS

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

WRENCHES

Baxter's Adjustable, nickeled.....30
Coe's Genuine.....50
Coe's Patent Agricultural, wrought.....30
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.....6¼
Per pound.....6¼

SOLDER

½@¾.....12¼
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
20x12 IC, Charcoal, Dean.....9 00
14x20 IC, Charcoal, Allaway Grade.....4 00
14x20 IX, Charcoal, Allaway Grade.....5 00
20x28 IC, Charcoal, Allaway Grade.....8 00
20x28 IX, Charcoal, Allaway Grade.....10 00

BOILER SIZE TIN PLATE

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

Paris Green Labels

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

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

Labels sent postage prepaid where cash accompanies order.

Tradesman Company,
Grand Rapids, Mich.

BANK NOTES.

Increase in Deposits—Decrease in Loans and Discounts.

The National banks are called upon to make five statements in the course of a year, while the State banks are called upon for only four. The State banks responded to the calls of May 5 and Feb. 18, and have been allowed to skip the July summons. In former years it has been customary to pass the February call, but this year it was changed. The statements as given by the National banks show a material reduction in loans and discounts and in the deposits, but the other items do not vary very much from the May statements. A consolidated statement of the National bank reports will show the following:

Loans and discounts, \$6,200,996.77, a decrease of \$397,934.16 as compared with May 5, but \$335,572.25 better than Feb. 18.

Total deposits, \$6,158,005.15, a decrease of \$353,847.15 compared with May 5, and \$455,254.75 less than Feb. 18. The individual deposits show a decrease of \$361,074.77, while the certificates increase \$4,469.25 and the bank deposits increase \$8,727.87.

The cash resources, including reserve and deposits in other banks, are \$1,895,823.47, a decrease of \$4,392.47 since May 5 and a decrease of \$626,027.85 as compared with Feb. 18.

The statements show a total holding of \$356,930 United States bonds, which does not include the new Government 38, and \$366,336.54 other stocks and bonds, a decrease of \$18,797 in Government and an increase of \$14,508 in other securities.

* * *

The State banks and trust companies did not make statements this time, but a canvass among them for the condition of affairs on July 14 shows the following results with the State banks:

Loans and discounts, \$2,190,450.18, a decrease of \$164,849.12 as compared with May 5.

Stocks, bonds and mortgages, \$2,073,370.16, an increase of \$279,968.23.

Commercial deposits, \$1,474,953.03, an increase of \$517,641.83.

Savings deposits and certificates, \$3,359,056.38, a decrease of \$164,787.73.

Total deposits, \$4,784,363.10, an increase of \$278,651.93.

* * *

A consolidated statement of the trust companies will show the following:

Loans and discounts, \$268,650.45, a decrease of \$35,527.38 as compared with May 5.

Bond stocks and mortgages, \$429,765.17, an increase of \$4,226.16.

Deposits, \$883,251.91, an increase of \$185,949.44.

The decrease in the loans and discounts is natural at this season of the year when the spring operations have been cleaned up and the fall campaign not yet started. A part, at least, of the increased holdings in stocks, bonds and mortgages is due to the \$200,000 street improvement bond acquired by one of the banks, and the increase in the deposits is due largely to the influx of municipal funds from the sale of bonds and the payment of taxes. How much of the \$164,787.73 reduction in the savings deposits and certificates in the savings banks is due to the Government bond sales can only be conjectured, but it may be remarked that, although this city subscribed for over a million of the bonds and was awarded something like \$600,000, this has not made any material difference in the local money market.

The subscriptions did not close until July 14 and only 2 per cent. cash was paid on the subscriptions above \$500, and the effect of the bond sale will probably be felt later when payments in full have been made.

* * *

Instead of each bank publishing its statement in whatever newspaper may be preferred, by clearing house agreement hereafter, all the statements will be published in one paper and the patronage will be passed around in rotation to the three daily papers. In addition to the all-together publication, the banks are at liberty, of course, to have their statements published in other papers, if they desire to do so.

* * *

In the trial of the Whitehall Savings Bank wreckers, at Muskegon, the fact developed that the directors habitually signed the statements without personal knowledge of the bank's condition and that sometimes the statements were signed in blank, to be filled in when the call should be made.

The Grain Market.

As was expected, the wheat market has been on the downward grade during the past week, owing to the fine weather, which could not have been surpassed. The exports were very moderate, while the receipts in the winter wheat district were large and traders were very timid about buying. However, we think that the bottom has been touched and that prices are now on no fictitious basis.

The visible showed a decrease of 1,079,000 bushels, which leaves the amount in sight 9,382,000 bushels. This is the smallest amount in sight since Minneapolis and Duluth were included in the grain report. This amount certainly looks small, against 47,000,000 bushels at the same dates in 1896 and 57,000,000 bushels in 1894. At present the wheat market seems to have no friends.

Corn went to the contrary extreme. The hot and dry weather caused heavy buying and, as was predicted, prices were advanced. Should this torrid weather continue without rain, prices will climb still higher. These conditions had a like effect on oats.

We might also state that the exports of corn have been extremely large during the past week and the Germans seem to have found out how to use it in making pork.

The receipts during the week were 55 cars of wheat, 9 cars of corn and 5 cars of oats.

Local millers are paying 62c for wheat, against 48c in 1894, when the visible was 57,000,000 bushels.

C. G. A. VOIGT.

Co-operative Flour Mill Failures.

Allegan, July 26—I note your article in last week's Tradesman relative to the proposed co-operative flouring mill at Holland. In addition to the fiasco at Conklin, you might have mentioned the failures at Martin and Hamilton in this county. In both of these instances the farmers lost their entire investment.

In a general way it would be a good thing if farmers could be enlightened as to the services, valuable to them, which the middleman renders and which they can not so efficiently perform for themselves.

She Cured His Insomnia.

"I've cured my husband's insomnia."
"How did you do it?"
"Pretended I was sick, and the doctor left medicine which Henry was to give me every half hour all night long."

The Morning Market.

The intensely hot weather of the past few days seems to have materially hastened the ripening of early fruits so that offerings in these lines exceed expectation, especially in peaches. Indeed it is a surprise that instead of a few small scattering baskets with other produce there came almost at the first a considerable number of heavily laden fruit wagons with an excellent quality of the delicate staple. Sales are good at fair prices. Offerings of early apples, while relatively less in quantity, are good for the season. In small fruits cherries are still offered quite freely and raspberries hold their own to a degree which would indicate more rains around us than in the city. Blackberries are offered plentifully and an abundant crop is promised if there are sufficient rains.

Some interest has attached to the question as to the influence of the market on retail trading. On this account dealers have always considered a public market an undesirable neighbor. So as the new market has developed the matter of retail buying has been closely watched to see to what extent it might be injurious to the regular grocery trade of the city. It is the observation of the Tradesman that there is little real cause for concern in this direction. There are, of course, some people who visit the market with their baskets with the apparent intention of thus trying to get more for their dimes than would be realized at the stores, but not many such keep up the practice very long. The judicious dealer can easily convince his desirable customers that it does not pay for them to spend their time and incur the uncertainty and annoyance of having stuff delivered from the market, by care to keep this part of his trade in the best possible condition, keeping his margins at the correct ratio and by courteous accommodation in the matter of prompt delivery of fresh goods. There will always be some who will undertake to get such goods from "first hands," but such undertakings are not apt to last long when it is found that on the average the regular dealer can better supply the need. The proper province of the morning market is the furnishing the opportunity for the producers to put their products into the hands of the regular distributors and experience is teaching them that this is the most profitable way to dispose of their wares.

Of course, it behooves the merchant to be very thorough in this part of his business and especially in the matter of buying. This, it need hardly be said, will require the closest attention, especially at the first, but when an acquaintance has been secured so that the producers will have you in mind in preparing his load, and will be looking for you as well as you for him, the work will become comparatively easy, although needing none the less care and thoroughness.

Catch-on-as-catch-can is the old maid's matrimonial motto.

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 CHEAP FOR CASH—WELL IMPROVED farm, good buildings, 80 acres choice land, located in Ionia county. J. H. Putnam, Custer, Mich. 663

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

FOR SALE—A \$10,000 STOCK OF DRY goods; doing a good business. Will take some unincumbered real estate. Address G., Lansing, Mich. 661

FOR SALE—STOCK OF DRY GOODS AND groceries. Will sell cheap for cash. Address Box 1, Montgomery, Mich. 656

BRICK STORE FOR RENT—BEST LOCATION in the city. Finished with latest modern fixtures. A grand opportunity for an opening for a general stock. Is located in the richest agricultural country in the State, thirty-five miles away from any large town. Reasonable rent. For further particulars address C. Lightstone, Carson City, Mich. 663

FOR SALE—STOCK OF GENERAL MERCHANDISE. Must be sold. Cost about \$4,000. Bids received until Aug. 9, 1898. Stock may be inspected at Mancelona, Mich. N. C. Weter, Assignee. 658

FOR SALE—HARDWARE STOCK INVOICED at about \$2,200 and building and lot valued at about \$800 in a good live town of 1,500. Country is being rapidly settled with farms. One good factory employing 100 men. Good reasons for selling. The only hardware store in town. Must be cash. Address No. 655, care Michigan Tradesman. 655

SNAP—FIRST-CLASS STOCK OF DRY goods; best town in fruit belt of Michigan; centrally located in village of 1,000 population. Reason for selling, other business. Address Dry Goods, care Michigan Tradesman. 657

FOR SALE—DRUG STORE IN BEST CITY IN Michigan. Average daily sales, \$2; per cent. profits, 50 per cent. Monthly expenses, \$60. These are facts. Investigate. Address No. 659, care Michigan Tradesman. 659

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

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

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 & Caldwell invite inspection. 625

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. Medaile, Mancelona, Mich. 553

BROOMS

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

COUNTRY PRODUCE

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

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

FIREPROOF SAFES

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

SHIRTS.

HAVE YOURS MADE TO YOUR MEASURE. Send for measurement blanks. Frank T. Collier, 103 Washtenaw St. E., Lansing, Mich. 635

MISCELLANEOUS.

WANTED FOR SHORT TIME, GOOD RELIABLE bread and cake baker. Write at once, stating wages and experience. L. M. Buck & Co., Reed City, Mich. 661

POSITION WANTED BY A SINGLE MAN. Large experience in general merchandise. Can give good references. Address No. 664, care Michigan Tradesman. 664

WANTED—REGISTERED PHARMACIST, young man. Address Drugs, 106 Portage St., Kalamazoo, Mich. 663

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.

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.

FOUR REASONS



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

Enameline

The Modern **STOVE POLISH**

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

Brings Gladness to the Home



Brings prosperity to the Merchants. It saves the pennies and dimes by checking overweights and giving correct values. It is a safe, paying investment, because it actually saves many dollars annually.

Until the **Money Weight System** was invented, no merchant ever dreamed how much he was losing by the use of the old pound and ounce scales.

The **Money Weight System** has been a blessing and merchants do not hesitate to endorse it.

Yours for success,

The Computing Scale Co.,
Dayton, Ohio.