

## MICA AXLE GREASE

has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a common saying that "Only one-half as much Mica is required for satisfactory lubrication as of any other axle grease," so that Mica is not only the best axle grease on the market but the most economical as well. Ask your dealer to show you Mica in the new white and blue tin packages.

### ILLUMINATING AND LUBRICATING OILS

WATER WHITE HEADLIGHT OIL IS THE STANDARD THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

## Can We Number You?

Give us a chance to deal with you and see how quickly we can number you among our large list of customers. We have gained an enviable reputation for fair dealing and invite you earnestly to test it. We can supply you with anything in the drug line.

Have you given our Headache Powders a trial? They are sellers. Our Mandrake Bitters are right in season, and they are good. Drop us a card for prices.

**L. PERRIGO CO.,**  
Manufacturing Chemists,  
Allegan, Mich.

### Our Specialties:

L. P. Brand Soda.  
Perrigo's Headache Pwds.  
Mandrake Bitters.  
Perrigo's Quinine Cathartic Tablets.  
Perrigo's Dyspepsia Tblts.  
Perrigo's Catarrh Cure.  
Perrigo's Cough Cure.  
Perrigo's Magic Relief.  
Perrigo's Sarsaparilla.  
Perrigo's Sure Liniment.  
Perrigo's Ex. of Blackberry Root.  
Perrigo's Insect Powder.  
Perrigo's Poison Fly Paper.  
Perrigo's Poultry Powder.  
Perrigo's Stock Powder.  
Perrigo's Hog Powder.  
Marshmallow Cream.  
Bartram's Liver Pills.  
Bartram's Veterinary Elixir.  
Sennara for Children.  
Porous Plasters.  
Cough Drops.  
Flavoring Extracts.  
Druggists' Sundries.

WORLD'S BEST

# S.C.W.

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



## TANGLEFOOT

STICKY FLY PAPER

ASK YOUR JOBBER FOR IT

ESTABLISHED 1836.

**PHELPS, BRACE & CO.,**

THE

# LARGEST CIGAR DEALERS

IN THE MIDDLE WEST

DETROIT, MICH., U. S. A.

WE ARE DISTRIBUTORS FOR

VINCENTE PORTUONDO, Philadelphia, Pa.  
RUHE BROS. CO., Allentown, Pa.  
THE HILSON CO., New York.  
T. J. DUNN & CO., Philadelphia, Pa.  
McCOY & CO., New York.  
THE COLLINS CIGAR CO., Pittsburg, Pa.

BROWN BROS., Detroit, Mich.  
THE BANNER CIGAR CO., Detroit, Mich.  
BERNARD STAHL CO., New York.  
BANNER CIGAR CO., Lancaster, Pa.  
SEIDENBERG & CO., New York.  
G. P. SPRAGUE CIGAR CO., Columbus, O.

THE FULTON CIGAR CO., Lancaster, Pa.  
A. B. BALLARD & CO., Tampa, Florida.  
E. M. SCHWARZ & CO., New York.  
WHITE BEAUTY CIGAR CO., Detroit, Mich.  
THE HAVANA CIGAR CO., Coshocton, Ohio.  
And several other well known manufacturers.

**F. E. BUSHMAN, Manager Cigar Department.**

Epps'  
Cocoa

Epps'  
Cocoa

GRATEFUL COMFORTING

Distinguished Everywhere

for

Delicacy of Flavor,

Superior Quality

and

Nutritive Properties.

Specially Grateful and

Comforting to the

Nervous and Dyspeptic.

Sold in Half-Pound Tins Only.

Prepared by

JAMES EPPS & CO., Ltd.,

Homœopathic Chemists, London,

England.

BREAKFAST

SUPPER

Epps'  
Cocoa

Epps'  
Cocoa

## SMOKE Banquet Hall Little Cigars

These goods are packed very tastefully in decorated tin boxes which can be carried in the vest pocket. 10 cigars in a box retail at 10 cents.

They are a winner and we are sole agents.

MUSSELMAN GROGER CO., Grand Rapids, Mich.

## If You Would Be a Leader



handle only goods of VALUE. If you are satisfied to remain at the tail end, buy cheap unreliable goods.

Good Yeast Is Indispensable.

**FLEISCHMANN & CO.**

UNDER THEIR YELLOW LABEL OFFER THE BEST!

Grand Rapids Agency, 29 Crescent Ave.  
Detroit Agency, 118 Bates St.

### A Salt Seller

Better salt and better selling salt than you've ever sold before. The finest and most perfect grained salt, specially prepared for table use. *Will not lump, cake nor clog the shaker.*

Packed in attractive two and four pound moisture and dirt proof cartons. You can't help selling

## FAVORITE Table Salt

Case of 48 two-pound cartons, \$1.50.  
In five case lots, \$1.45.  
Case of 24 four-pound cartons, \$1.40.  
In five case lots, \$1.35.

DIAMOND CRYSTAL SALT CO., St. Clair, Mich.

## Important Notice!



We have changed our corporate name from the Petoskey Lime Company to the **Bay Shore Lime Company**, and the name of our lime from Petoskey Standard to **Bay Shore Standard**. No other change in any way.

**Bay Shore Lime Co.,**

By E. M. Sly, Secretary.

Bay Shore, Mich., April 1, 1899.

## "Eclipse" Hard Wall Plaster

BEATS THEM ALL. Can be floated or darbeyed without applying water to the surface—same as lime mortar. Makes a wall as hard as cement and grows harder with age.

Send for catalogue

**Gypsum Products Manufacturing Co.,**

Manufacturers and Dealers in all the various products of Gypsum, including "Eclipse" Wall Plaster, Calcined Plaster, Land Plaster and the best Bug Compound made.

Mill and Works, 200 South Front Street at G. R. & I. R. Crossing.

Mail Address, Room 20 Powers' Opera House Block.

Grand Rapids, Michigan.



# MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, MAY 17, 1899.

Number 817

## FALL AND WINTER CLOTHING

Of every kind and style for Men's and Youths' wear, manufactured by the oldest firm in U. S., **KOLB & SON, Rochester, N. Y.** Closing out balance of our spring goods cheap. Write our representative, William Connor, P. O. Box 346, Marshall, Mich., to call on you or meet him May 25th, 26th and 27th, at Sweet's Hotel, Grand Rapids, Mich. Purchaser's expenses are allowed. Mail orders have quick attention.



**PERSONAL ATTENTION** of our attorneys to the adjustment of claims throughout Michigan.

## The Preferred Bankers Life Assurance Company of Detroit, Mich.

Annual Statement, Dec. 31, 1898.  
Commenced Business Sept. 1, 1893.

Insurance in Force.....	\$3,299,000 00
Ledger Assets.....	45,734 79
Ledger Liabilities.....	21 68
Losses Adjusted and Unpaid.....	None
Total Death Losses Paid to Date.....	\$1,061 00
Total Guarantee Deposits Paid to Beneficiaries.....	1,030 00
Death Losses Paid During the Year.....	11,000 00
Death Rate for the Year.....	3 64

FRANK E. ROBSON, President.

TRUMAN B. GOODSPEED, Secretary.

## If You Hire Over 60 Hands

Don't write to

**BARLOW BROS.**  
GRAND RAPIDS, MICHIGAN

for sample sheet of their "PERFECTION TIME BOOK AND PAY ROLL."

Their WAGE TABLE, however, fits (and please) firms who hire from one to a million hands. So do their PAT. MANIFOLD SHIPPING BLANKS.

## THE MERCANTILE AGENCY

Established 1841.

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

Widdicombe Bld'g, Grand Rapids, Mich.

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

**L. P. WITZLEBEN, Manager.**

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

## Tradesman Coupons

Save Trouble.  
Save Money.  
Save Time.

### IMPORTANT FEATURES.

- PAGE
2. The Dry Goods Market.
  3. Gotham Gossip.
  4. Around the State.
  5. Grand Rapids Gossip.
  6. Woman's World.
  8. Editorial.
  9. Editorial.
  10. Observations by a Gotham Egg Man.
  11. Olio Adds to the Value of Every Cow.
  12. Commission Business Gossip.
  13. Achieving Success Along One Line.
  16. Shoes and Leather.
  17. Commercial Travelers.
  18. Drugs and Chemicals.
  19. Drug Price Current.
  20. Grocery Price Current.
  21. Grocery Price Current.
  22. Hardware.
  23. Hardware Price Current.
  24. Never Worries.
  - Business Wants.

### Death of John McConnell.

It is the sad duty of the Tradesman to chronicle the death of another of the early pioneers of trade in this city—John McConnell—who passed away at his home in this city Thursday, May 11. Since the death of Mrs. McConnell, about two years ago, his health declined until, in March last, he suffered a stroke of paralysis. Since that time until a few weeks before his death he was cared for at Butterworth Hospital, where he sufficiently recovered to return to his



home. His recovery, however, proved transient.

Mr. McConnell was born in Berkshire, England, in 1821, of Irish parentage. He came to this country with his father's family in 1833, locating in the then village of Rochester, N. Y., where he served his first apprenticeship at the mercantile business. After a few years spent in trade in smaller towns in Western New York, he came to Michigan in 1847 and soon opened a hardware store on Monroe street, afterward removing to Canal street, where the business was continued until his retirement about twenty-five years ago. Mr. McConnell early made considerable investments in real estate in and around the

city, as well as in the northern part of the State, which have yielded him a competency for many years. He was a man of public spirit and of great activity in the early development of the city, especially in the way of securing and aiding in the building of railways, etc. In middle life he took marked interest in the affairs of the city government, and was active in society and church work, for many years having served as vestryman of St. Mark's Episcopal church, in whose organization he was actively interested.

### Twenty Schemes for Drawing Money From Business Men.

From the Port Huron Times.

The merchants of Port Huron will soon have an opportunity to invest a little of their surplus cash in a philanthropic scheme. For the past two weeks a young man from Chicago has been canvassing the city soliciting advertisements, at from \$1 to \$3, to be placed on the roster of a certain fraternal organization of the city. It is understood that as soon as collections can be made for this work he will spring something original upon the public. He has in his possession a large number of certificates of the Merchants' Protective Association, with headquarters in Chicago. He will endeavor to induce all the merchants in Port Huron to become members of the association, with the understanding that before advertising in any of the thousand and one schemes present to the public they will confer with the head officers of the protective association. This association guarantees, for \$1 or \$2 a year, to keep the poor deluded merchants posted and to direct them in the matter of advertising, and the merchant will be expected not to pay out any money for advertising on hotel registers and other "cheap John" schemes until they have permission of the officers of the Chicago concern. The Times understands that the young man who is operating in Port Huron is the President of the Association and that the Secretary and Treasurer are at work in other towns securing contributions. The representative in Port Huron makes his boast that he has twenty different schemes for drawing money out of business men and expects this certificate racket to clean up at least \$150. Of course, the Times has no particular interest in the matter, except to give its patrons a little advance information on the subject.

### Practice and Preaching at Variance.

From the Grocery World.

One of the humors of pure food investigation developed in Chicago last week, at a session of the Senatorial Pure Food Committee. The first witness was one Graeme Stuart, of the W. M. Hoyt Co., wholesale grocers of Chicago, and he made a stirring appeal for a National pure food law, which would "protect honest merchants as well as the consumer from the adulterated foods of foreign countries." The only statement necessary to reveal the humor of this seemingly unhumorous fact is that only a few months ago the W. M. Hoyt Co. was detected in shipping adulterated food products into neighboring states whose laws could not reach the house.

### Bell Exchange with Two Phones.

From the Allegan Gazette.

Representatives of the Michigan Telephone Co., using the Bell system, have been trying to establish an exchange in Allegan, and may succeed, as they have two 'phones here besides the public telephone station.

### The Grain Market.

Wheat has not shown much activity during the past week, hardly holding its own in the large markets. The Government crop report was looked upon as bearish, but when we consider the matter in its true light, it looks to us as bullish. For instance, they gave Michigan about a 17,000,000 bushel crop, when we had 34,500,000 bushels in 1898. Besides, reports coming in from the winter wheat belt do not improve any, but seem to grow worse. To be sure, exports have not been as large as they might have been, but owing to the Buffalo grain shovellers' strike, the exporters took all that they could easily get hold of.

The visible decreased a fair amount, being 1,438,000 bushels. Had the Buffalo strike been out of the way the decrease would have been as much again. Receipts in the Northwest are merely nominal, being only about one-third of what they were last year, while in the winter wheat section there is no wheat offered to amount to anything, as farmers want to see what the harvest will be, and in the Red River Valley seeding is not finished yet. I do not want to appear as a calamity howler, but these are facts, just the same.

Corn has shown more stability and prices are about 1c higher, all owing to the large decrease of 2,885,000 bushels, which begins to count in the visible, especially as there is not as much in first hands as has been counted on. It is also time to have more seasonable weather than we have had of late.

Oats, as was expected, owing to the large amount being put in, took a drop of fully 1½¢. It now looks as if oats would be considerably cheaper.

Rye, as usual, held very firm, owing to the starting up of distilleries and foreign demand.

Flour trade has been rather quiet for a few days, but, as the mills have old orders to run on for a while, it does not effect the running.

Mill feed keeps well up and the mills are sold ahead.

Receipts of grain were of a diminutive order all around this week, being 50 cars of wheat, 9 cars of corn, 9 cars of oats, and 9 cars of bay.

Millers are paying 68c for wheat.

C. G. A. VOIGT.

### Side Lights on Home Life.

A woman is never afraid to marry a man who likes cats.

Mediocrity can talk, but it takes a genius to get listened to.

He who reads can't always run; the book frequently puts him to sleep.

When a woman can make pretty gestures, she knows she doesn't need to have much sense.

When a man has a tooth pulled, he feels lonesome until his wife has coaxed him to say that it really did hurt.

A woman's idea of making home attractive is to fill it full of crazy little tables which fall over when a man looks at them.

A. E. Hass has engaged in the grocery business at Tolcott, Charlevoix county. The stock was furnished by the Olney & Judson Grocer Co.



## Dry Goods

### The Dry Goods Market.

**Staple Cottons**—The tone of the various lines of staple goods is very firm, although only a moderate amount of business is coming forward. It is enough, however, to lend a sustaining strength that will hold the less known grades on a par with the prominent tickets. Some of the lines of browns which we recently reported as irregular have been advanced during the past week from  $\frac{1}{8}$ @ $\frac{1}{4}$ c per yard. Bleached cottons are doing fairly well, with some preference given to lower grades. Prices are without actual change. Denims, ticks, checks, and plaids are all firm but show a quiet business.

**Prints and Gingham**—Printed calicoes, in both fancy and staple lines, are showing a good reorder business, and sellers are feeling well satisfied with the attitude of the trade. While there have been no actual advances beyond what we have already chronicled, the tendency of all lines is decidedly upward. Printed flannel goods are showing a somewhat smaller business this week than last, but this makes little difference, for they are all of them pretty well sold for the fall.

**Woolens**—The clothier who does not anticipate a good fall business is the exception. The clothier acknowledges that he expects to have need of a large amount of goods, but the experience of late years has made him an exceptionally cautious creature, and he does not propose to enter into any "cat in the bag" arrangements; that is, he does not propose to commit himself until he can gauge the course and volume of the demand. This likewise applies to the dress goods jobber, and the suitmaker, although as a rule the purchases of the dress goods buyer have been made on a more liberal basis than have those of the clothier.

**Hosiery**—Golf hosiery, in domestic makes, is showing a good business, particularly in styles showing a solid color for the leg and a fancy welt; the latter in very bright colors, contrasting with the leg, have done very well. Other fancy lines of half hose are also showing an improved demand over last week. The importers are finding a decided improvement in the reorder business from the retail trade. This is true of both blacks and fancy goods, and also in one or two plain solid colors, particularly garnets and military blues. The imported stock on hand is now quite light in the majority of desirable styles, particularly the medium grades. It is to be regretted, however, that this has been accomplished through slight reductions in prices, which would have been unnecessary if the importers had held on a little longer and kept up their courage. Sizes are reported as badly broken. This, however, has had the effect of strengthening the market, and to-day little or nothing can be found in the way of concessions. Fancy half hose are in much better condition with the importers than a week or so ago, although prices are not yet what could be desired. Golf hose are becoming much more important, even in the cashmere and other high grade lines. Heavy ribbed effects are doing fairly well, but fine cotton goods are in the best condition, at prices ranging from \$4 to \$9 per dozen. The retailers are now finding an excellent trade and the reorder demand should be very good.

**Carpets**—The carpet mills are well employed on hurried orders and the coming season is likely to see a larger initial order business, as delays in ordering will cause trouble in deliveries later on. The time has passed when the jobber and retailer can wait until they actually need the goods and obtain them promptly, as manufacturers for some time past have confined themselves closely to actual orders, and as a result there is no stock of any account carried over. In fact, it is exceptional where a mill is found with any goods on hand. This indicates a very healthy condition for business for the fall. While the disposition of some mills that have already opened their fall lines is to ask only moderate advances, the late buyers may find a marked change in the goods market in an upward direction. In fact, some large mills have already notified the trade that goods with September dating will be further advanced.

**Lace Curtains**—Continue in popular favor. The demand is constantly on the increase, not only in the Nottingham lines, but also in the fish net and bobbinet curtains. With a larger improvement in general business, there will come an increased demand for the very fine lines which are so attractive.

### A Sensible Shopper.

From the Philadelphia Record.

It is a common happening for women shoppers to be taken for saleswomen in the big department stores, and it is interesting to note the effect of some of the mistakes. The "breaks" are especially numerous in the hat departments, where the customers take off their hats in order to try on new ones. In many cases shoppers who are addressed by other shoppers with the query, "Will you please show me some of the hats?" become indignant and sharply reply that they are not saleswomen; but a prominent, wealthy woman of West Walnut street proved an exception to this rule in one of the most popular stores the other day. The salesgirl who was waiting on her, and who has been doing so for years, had left her to go after another hat for her to try on, when a woman stepped up to the customer and expressed a desire to look at some specimens of headwear. The Walnut street woman promptly took the newcomer in tow and gave her the benefit of her knowledge about a number of hats which she had examined in her own search. When the salesgirl appeared she turned the woman over to her and excused herself, while the girl, sizing up the situation, went ahead and made a good sale of a hat that her customer had praised. Then the other customer, who had patiently waited, congratulated herself on having made a sale for the girl, made her choice of a hat and departed smiling.

We make a specialty of

**Store Awnings  
Roller Awnings  
Window Awnings  
Tents, Flags  
and Covers**

Drop us a card and we will quote you prices.

**Chas. A. Coye,  
11 Pearl Street,  
Grand Rapids.**



## WE ARE FULL

of business but can attend to your orders. Send them in. The Latest in Stripes, Squares and Checks.

### OUR NECKWEAR PRODUCTIONS..

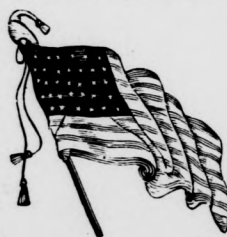
are unexcelled in Style, Pattern or Finish. 90c to \$2.00 per doz.; \$2.00 to \$4.50 per doz. No traveling men. Write for sample assortment and make selection at your leisure.

### LEY BROTHERS,

Manufacturers of Stylish Neckwear for Men and Women. 1818 Milwaukee Ave., CHICAGO, ILL.

We want your Mail Orders.

## Memorial Day Decorations



Flags  
Wool Flags  
Muslin Flags  
Flags on Sticks  
Bunting  
Tri Color Bunting  
Solid Color Bunting

### P. STEKETEE & SONS,

WHOLESALE DRY GOODS, GRAND RAPIDS, MICH.



## TO SELL AT A HALF DOLLAR

and you will agree with us that they are as nobby in style as the dollar kind. We cannot promise delivery before June 1st, but you will miss it if you do not place your order at once. Salesmen are now showing the samples. We have both kinds, laundried fronts with separate cuffs, and soft fronts with both separate collars and cuffs.

### VOIGT, HERPOLSHEIMER & CO.,

WHOLESALE DRY GOODS, GRAND RAPIDS, MICH.

## Hanselman's Candies Are Always Sellers

always fresh, made from the best material by experts, put up in neat packages and are for sale by all dealers.

**HANSELMAN GANDY CO., Kalamazoo, Michigan**

## For the Groceryman:

To meet the demands of the people, raisins, currants, mincemeat, starch, crackers and cereals must be put up in neat packages. We make a specialty of this class of work. We also make cartons for bottles, cans and powders. Mailing tubes to order on short notice. Work guaranteed. Write for prices.

**Grand Rapids Paper Box Co.**



## GOTHAM GOSSIP.

## News from the Metropolis—Index to the Market.

Special Correspondence.

New York, May 13—During the week we have had daily reports from jobbers, showing a satisfactory condition of affairs, and there is every reason to believe that for the remainder of the year the same reports will be given to enquiries.

Coffee remains quiet. The market lacks animation and buyers seem to have lost their nerve. At any rate they are not disposed to buy ahead of current wants, and no argument suffices to make them "hurry." Lower prices were strongly hinted at, but the close shows no change, Rio No. 7 being quotable at 6½c in jobbing parcels. Hardly anything was done in an invoice way. The future market was uninteresting and few transactions were reported.

Raw sugars are firm and refiners seem ready to take offerings without any baggling. The general market for refined is rather neglected, although some report a fair volume of business. Most of the sugar called for has been for deliveries on contracts. Granulated is firm at 5½c.

In teas, little more than ordinary business has been done. Prices show no special change, although for very extra qualities some little advance was made. Buyers from out of town took only enough to sort up broken stocks, and seemed inclined to shop around, trying to find job lots here and there. Holders, however, are quite firm in their views and seldom will make any concession.

The rice outlook is encouraging for holders, who profess great confidence in the future, although they are not boiling over with enthusiasm, as are dealers in fireworks. Good crops, it is thought, are pretty sure this year, but prices here to-day are not made on the crop prospects. Foreign rice is relatively cheaper than domestic, so a large part of the business going forward is of that kind.

Spices remain practically the same and, while there is some little movement in pepper, the general line moves from day to day in such a manner as to cause no special comment.

Prime grocery grades of molasses meet with quite ready sale and, as the offering is not large, prices generally are firmly adhered to. Lower grades have sold to some extent, about as well for export as for home consumption. Prices are shaky and tend, possibly, lower. Prime grades of molasses are worth 32@34c. Syrups are moving in a somewhat listless manner. Prices are practically unchanged.

There is a little lull in the canned goods situation at this time, owing, possibly, to the fact that it is just between seasons. There is a good consumptive demand reported from all large manufacturing centers, and canned goods are cheaper for the consumer than fresh stock, much of which is not so very fresh after all when it reaches the table. Evidence continues to accumulate that we shall have a large pack of everything, if all proposed canneries are established.

Lemons and oranges both show improvement, and at the auctions more interest was displayed than for several weeks. Sicily lemons, \$2.75@4, as to size; California oranges, navels, \$3.75@5.

The dried fruit market is quiet, with prices showing little if any change.

Western creamery butter is held at 18c for fancy stock. There has been a pretty fair demand for butter that will stand the test, although there is no special change in quotations. Western firsts, 17@17½c; seconds, 16@16½c; imitation creamery, 12½@14½c.

In cheese, only the usual trading has taken place. New cheese begins to show fair quality, but, as a rule, old stock goes better. Quite a good trade was done by exporters. Old, full cream, 11½c; new, 9½c.

Receipts of eggs have been quite sufficient to keep this market well stocked, and we have rather a low range of quo-

tations. Quite a good many eggs reached here that were not as fresh as when they were purchased, by several points, and the decline in such goods is rapid and decided.

## Always One Wanting.

There are a great many questions with which the world has been wrestling a long time and which are, apparently, just as far from being settled to-day as they ever were. Among these is the epitaph, and inasmuch as in the course of nature it is appointed unto all men once to die and have an epitaph thrust upon them, the subject becomes a personal one. To walk through any cemetery and read the inscriptions on the tombs is to have the poverty of resources in this matter brought so forcibly home to me that the only thing seems to be not to die and give your friends a chance at your epitaph. On one hand is fulsome eulogy, oftener celebrating what virtues a man ought to have had, and what he should have done than what he really did do, and on the other poetry whose good intentions are not a sufficient excuse for its lack of rhyme and reason. Sometimes, too, it seems that no other place under the sun is so full of biting sarcasms and bitter irony. Men who trod every holy precept under foot lying under ponderous Scriptural texts; women, deserted and neglected, "lamented" only on their tombstones; black sheep of fine families with nothing but their virtues remembered on their monuments. It is the way in which we try to atone to the unknowing dead for all our sins against them while they lived. We pile costly marble upon the heart that, living, wearied in vain for some token of our regard, and we carve upon it words of deathless love, any one of which would have made their lives a summer full of sunshine and beauty. About their graves we plant the rarest and sweetest flowers, yet in all the long years when they might have known and enjoyed we never brought them a single rose. "Ah, Robbie, Robbie, ye asked for bread and they gae ye a stane," cried the old mother of Robert Burns when they took her to see the splendid mausoleum a grateful country had built, too late, for the man whom they let eat his heart out and die for lack of a little money. In a lonely part of the Scotch Highlands there is a little grave where is buried a dog, and on the stone, roughly carved, is an epitaph that any man dying, might envy him. The dog was a collie belonging to one of the shepherds who herd sheep in the glens that run like green rifts off from the brown, heather-covered mountains. At night, when the sheep were brought into the fold the shepherd, counting them, would say, "There's three wanting," or "four wanting," and the dog, sagacious, loyal and true, watching the wave of his master's hand, would go off again among the glens and search and search, until the wanderers were found and the flock completed. At last the faithful animal died and his master put these words above his grave: "There's aye ane wanting." Could anything express more tenderly the great universal sense of bereavement of all who have ever loved and lost? When death robs us of those near and dear to us, time mercifully softens the blow and makes it less hard to bear. The wound does not always ache; but it is always there, and life can never be quite the same to us—there's always one wanting. No pleasure is quite complete. The soft touch of a mother's hand, the bright boyish face that used to smile into ours, the tender lips that we shall kiss no more on earth, the patter of a baby's feet down the old stairway—there's always one wanting, that we shall miss as long as we have sense and intelligence to know the things of earth. And when we are dead, the best of us may hope that some loving heart may carve that epitaph above our graves, and that to some one there will be "aye ane wanting."

The Chicago plow trust has made a big advance on the price of plows. This may go too far. Even a furrow will turn.

# Eesley's Sunshine Self Raising Pastry Flour



Prepared on an entirely new formula. Makes the best Strawberry Shortcakes, Biscuits, Cakes and Pastry of all kinds, by the addition of Milk or Water. Put up in 2 and 6-lb. cartons, two dozen in a case. Sold direct, or can be supplied by any wholesale grocer.



We also put up Self Raising Entire Wheat and Graham Flours in same style packages.



## Sunshine and Pure Gold

are leaders among winter wheat flours. Made from choice selected grain by the most modern processes.

Our representative will call on the trade soon in the interest of above brands. Samples and full particulars can be obtained by addressing mill at either place.

## J. F. EESLEY MILLING CO.

MILLS AT PLAINWELL AND CONSTANTINE, MICH.

# Your Store Is Judged

by your leaders—not by your staples.

What do you give the people who want the best spices and baking powder for their money? If you give them mediocre brands you get the reputation of running a poor store—a place to shun. If you give them **NORTHROP SPICES** and **QUEEN FLAKE BAKING POWDER** you give them the best and most widely known brands on the market. If you want the best trade sell the best goods. Manufactured and sold only by

**NORTHROP, ROBERTSON & CARRIER, Lansing, Mich.**

# We GUARANTEE

Our brand of Vinegar to be an ABSOLUTELY PURE APPLE-JUICE VINEGAR. To any person who will analyze it and find any deleterious acids or anything that is not produced from the apple, we will forfeit

## ONE HUNDRED DOLLARS

We also guarantee it to be of not less than 40 grains strength. We will prosecute any person found using our packages for cider or vinegar without first removing all traces of our brands therefrom.

**Robinson Cider and Vinegar Co., Benton Harbor, Mich.**

J. ROBINSON, Manager.

This is the guarantee we give with every barrel of our vinegar. Do you know of any other manufacturer who has sufficient confidence in his output to stand back of his product with a similar guarantee?  
ROBINSON CIDER AND VINEGAR CO.



## Around the State

### Movements of Merchants.

Jackson—Bossong & Webber succeed W. F. Bossong in the meat business.

Ottawa Beach—F. K. Colby has opened his grocery store for the season.

Fowler—Jesse Sullivan continues the clothing business of Sullivan & Koons.

Schaffer—C. H. Schaffer & Co. have sold their general stock to H. W. Co-burn.

Jackson—Michael F. Murray has purchased the grocery stock of Patrick Murray.

Belding—M. Foreman, of Howard City, will open a shoe store here about May 20.

Detroit—The Standard Can Co. succeeds the Detroit Tinware Manufacturing Co.

Port Huron—E. J. Hardy, of London, has purchased the grocery stock of H. E. Dorland.

Lansing—Moross Bros. succeed Mitchell Sternfield in the cigar and news stand business.

Saginaw—Seth Davis & Sons succeed McCormick, Davis & Co. in the coal and wood business.

Manistee—John Decker has leased a store building on Fifth avenue and opened a grocery store.

Gaylord—Wolverton & Co. have purchased the meat business of Z. J. Townsend & Co. at this place and at Vandalia.

Port Huron—The dry goods stock operated by Cohn Bros. under the style of the Boston store has been removed to Detroit.

Olive Center—John Redder, who has clerked for Nienhuis Bros., at Crisp, for eight years, has engaged in general trade at this place.

Benton Harbor—Charles A. Jackson, who conducts a bazaar store on Water street, was married last week to Ida Belle Dew, of Virginia.

Muir—John Scott has purchased an interest in the grain and produce firm of Hawley & West. The new firm will be known as Hawley, West & Co.

Allegan—W. J. Pollard and F. L. Kent, comprising the flour and feed firm of F. L. Kent & Co., have dissolved partnership, Mr. Kent succeeding.

Belding—Hoyt and Lewis Pierce have purchased the grocery stock of C. M. Kingsley & Co. and will continue the business under the style of Pierce Bros.

Muskegon—J. E. Kraai, for several years in the employ of G. C. Yonker, the boot and shoe merchant, expects soon to open a shoe store at 122 Pine street.

Kalamazoo—Henry Prehn, Chas. Leech and T. J. Miller have formed a copartnership for the purpose of engaging in the bazaar business here about June 1.

Ann Arbor—James E. Harkins has sold his hardware stock on Huron street to John C. Fischer, for twelve years with the Eberbach Hardware Co., of this city.

Coldwater—C. H. Carpenter and E. Metzger have formed a copartnership and engaged in the grocery business, having purchased the stock of E. L. Carpenter.

Amasa—H. F. Christenson & Co. have merged their general stock into a corporation under the same style. The company has an authorized capital stock of \$10,000, of which \$6,000 is paid in. The incorporators are C. M. Christenson, W. H. Jobe and Wm. McBurney.

Elk Rapids—S. H. Beach will have charge of the branch hardware store of Meyer, Beach & Flannelly, of Ludington.

Lowell—Lyman A. Taft has sold a half interest in the Hunter drug stock to Wm. Crofoot and the two will continue the business under the style of Taft & Crofoot.

Kalamazoo—The Geo. H. Raynor book and stationery stock has been purchased by H. W. Beecher and J. Leo Kymer, who will continue the business under the style of Beecher & Kymer.

Bay City—The grocers who were charged with keeping their stores open on Sunday all pleaded guilty and were assessed \$1 each, which was paid. The defendants promised to obey the law in future.

Onaway—Parrott, Holbrook & Co. is the name of a new general merchandise firm which has begun the erection of a two-story store building. Mr. Parrott was formerly engaged in general trade at Wheeler and Mr. Holbrook comes from Wolverine.

Rockland—The Ontonagon County National bank will be the name of Rockland's new financial institution. It will be located on the corner lot directly north of Jeff's general store. Across the street from the bank will be the new hotel, which is now in course of construction, while to the rear will be a large new meat market and also a branch office of the Pabst Brewing Co.

Bay City—The grocers and butchers of this city will give a carnival in September. The affair will include horse races, baseball and foot ball games, Caledonian sports, fireworks, singing and band concerts, a market scene by Bay county gardeners, etc. The proceeds of the carnival are to be divided between the hospital, Old Ladies' Home, Children's Home, the Peninsulars and the Y. W. C. A.

Saginaw—The Wells-Stone Mercantile Co. has filed notice of a reduction of capital stock from \$500,000 to \$70,000, in accordance with action taken at a meeting of the stockholders April 10, when all the stock was represented. The company is in process of liquidation, having gone out of active business, and has no debts. The notice is signed by A. W. Wright, as President, and A. W. Wright, W. C. Phipps, W. T. Knowlton, Edwin P. Stone and Charles H. Davis, stockholders.

### Manufacturing Matters.

Detroit—The Lagore Feed Co. succeeds the Roemer-Fee Co. in the cigar manufacturing business.

Camden—The Camden creamery has discontinued the manufacture of butter and begun the manufacture of cheese instead.

Monroe Center—The Creamery Package Manufacturing Co. has contracted to have a creamery in operation here by June 10.

Adrian—The Adrian creamery has been leased by Ira Z. Mason. It is his intention to manufacture both butter and cheese this season.

Saginaw—It is expected that the factory of the Palmerton Woodenware Co. will be in running order again in forty-five days. The walls will be up and the building under cover in thirty days.

Detroit—The Olds Motor Works has been incorporated with a capital stock of \$500,000, of which \$200,000 is paid in. The incorporators are E. W. Sparrow, Lansing; J. H. Seager, Hancock; R. E. Olds, Lansing; S. L. Smith, F. L. Smith, both of Detroit.

Plainwell—S. D. Wilkes, of Grand Rapids, has purchased the interest of C. F. Gilkey in the Michigan Suspender Co. The business, which includes the manufacture of ladies' skirts, will be enlarged and new machinery added.

Stockbridge—J. E. Durand, who recently organized a company at Boyce Corners to engage in the manufacture of cheese, is endeavoring to interest the people of this place in the organization of a company for a similar purpose.

Detroit—The Lake Salt Co. has been incorporated, with a capital stock of \$100,000, of which \$10,000 has been paid in. The stockholders are as follows: Willis L. Moore, 3,998 shares; J. Edward O'Connor and John A. McKay, one share each.

Detroit—The Detroit Tinware Manufacturing Co. has sold to the Standard Can Co., of this city, all its property at 161 to 165 Trombley ave., and 1 to 13 Crystal street, for \$10,170.10, and filed notice of the dissolution of the corporation with the County Clerk.

Vassar—Babian Bros., of Cleveland, are now the sole owners of the Vassar woolen mills here and they will put the plant in full operation at once. The industry has been languishing and it is expected that its re-establishment will give a decided impetus to the business interests of the village.

Neaseville—Frank Perry's sawmill will be put into operation Monday, and will be run daily throughout the remainder of the season. A force of from forty to fifty men will be given employment in and around the mill, and the season's output of the establishment will amount to about 12,000,000 feet.

Muskegon—The Michigan Iron & Steel Co., of this city, has increased its capital stock to \$500,000, the stock being subscribed by Chicago capitalists. E. W. Gillett, a millionaire of that city, it is understood, is the leading shareholder. It is said the company will manufacture iron and steel bars and tin plate. D. M. Hillis is the President.

White Cloud—H. S. Rauch has sold the White Cloud roller mills to Dewitt Willbur, of this place, and Mr. Miller, of Newaygo, who will continue the business under the style of Willbur & Miller. Mr. Rauch has purchased the flouring mills at Vermontville, but will continue operations here until the new management is ready to take charge of the business.

Adrian—An order has been taken at the Lake Shore car shops here for building 800 refrigerator cars for the Swift Cold Storage Co. Much apprehension has been felt here lest the company should abandon the shops here entirely, as men have been gradually taken off and sent to other points. A committee visited the officials at Cleveland to see if they could find out the purposes of the company, but got no definite answer. The mayor then laid the matter before its board of directors, pointing out the financial advantages accruing to the company by retaining the shops here, urging that it be the headquarters for making new cars. Adrian people hope that the company will decide to retain the shops here. It will require several months, with a full force, to complete this new order.

Chicago has a club whose members are pledged to marry none but widows. An organization whose aim it is to offer first aid to the bereaved, as it were.

For Gillies N. Y. tea, all kinds, grades and prices, phone Visner, 800.

### The Boys Behind the Counter.

Dowagiac—Warren Hockstadt has gone to Benton Harbor to take a position in the dry goods store of Enders & Young.

Ishpeming—H. D. McKivitt, who has acted as prescription clerk for F. P. Tillson for the past three years, has gone to Menominee to take a similar position with R. J. Sawyer.

Battle Creek—J. G. Davenport has retired from his position with C. C. Thomas to accept a similar position in the hardware store of G. A. DuBois.

Kalamazoo—Geo. H. Raynor, formerly engaged in the book and stationery business here, has gone to Terre Haute to take the management of a 5 and 10 cent store for Seibert, Good & Co.

Traverse City—George Thirby has resumed his place in J. J. Brezina's grocery store. He was one of the Hannah Rifles who went to Cuba.

Sault Ste. Marie—Robt. Jamison, salesman for the Soo Hardware Co., had his right shoulder blade broken while helping to unload a huge box of plate glass, in front of the Boston Clothing House. The accident was caused by the box slipping from the dray, while being removed to the ground, and falling upon Mr. Jamison.

Lansing—P. O. Goodhue has taken a position as manager of the Hudson block drug store.

DeWitt—Eddy J. Gunnison has secured a position in the drug house of Bennett & Brake, of Lansing.

Kalamazoo—Garrett Degraff has taken a position at Schaberg's grocery.

Charlotte—L. A. Newark has resumed his former position with the drug department at Foote's.

St. Johns—John Hicks has engaged Robert S. Gregory, of Detroit, an experienced dry goods salesman.

Saginaw—Miss Alma Swanton, who has been employed as a pharmacist by Loranger & Culver, has resigned her position and returned to her home at Clifford.

Hillsdale—Chas. E. Gier is now clerking at Geo. F. Gardner's hardware store and Fred Hagerman has taken a position in H. L. Lawrence's grocery.

Middleville—W. J. Remus is in charge of Cornelius Crawford's drug store here.

Kalamazoo—A. Henry Prehn, who has retired from the position he has held in the Rosenbaum & Speyers store for nearly twenty-nine years, to engage in business for himself, was given a complete surprise when the store was closed last night. He intended to go to Mr. and Mrs. Leech's silver wedding, but was escorted to Richmond's restaurant, where an informal spread was enjoyed by the employees of the store in his honor.

### Newsy Notes From a Live Town.

East Jordan, May 16—Frank Martinek moved his stock of jewelry this week into the building lately purchased by him on Main street and will add a bicycle repair shop.

J. J. Votruba has commenced the erection of a two-story brick block adjoining the East Jordan Lumber Co.'s new block, and when completed will occupy the first story with his stock of harness and groceries.

N. Minna is getting materials on the ground for a brick building to be used by him as a restaurant.

The Barker Cedar Co. has removed its stock of groceries to its mill a few miles south of town.

The output of the Barker Cedar Co.'s sawmill will be hauled into East Jordan over the East Jordan Lumber Co.'s railroad and transferred to vessels, two cargoes having already been shipped his way.



## Grand Rapids Gossip

### Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at the office of the Michigan Tradesman on Tuesday evening, May 16, President Dyk presided.

Secretary Klap reported that he had telegraphed the Secretary of the New York Retail Grocers' Association, enquiring as to whether the bucksters of the metropolis are permitted to cry out their goods on the street, receiving the following reply:

"Ordinances forbid peddlers crying out. Peddlers violate it constantly.

The special Committee on Picnic Location reported that the sentiment among the caterers at Reed's Lake is strongly in favor of holding the picnic at that resort this season and that the manager of the Consolidated Street Railway Co. has also expressed himself as favorable to the project.

On motion of J. Geo. Lehman, the report of the Committee was accepted and the Committee was instructed to inform the gentlemen interested that the picnic would be so held, providing they subscribed the amounts set forth in the schedule prepared by the Committee.

The action of the Common Council in receding from its position on the peddling question was discussed at some length, resulting in a conclusion to permit the matter to remain as it is this year.

John Witters enquired if city peddlers were allowed to handle canned fruits and pickles in glass. Inasmuch as the answer to the question is a very close one, Julius J. Wagner moved that the Secretary be instructed to interview the City Attorney and ascertain whether such an enlargement of the regular and usual line of the peddler is permissible.

Mr. Wagner stated that he noted that the patrons of grocery stores are running heavier accounts than usual. In his opinion, the grocer is imposed upon more than any other class of traders. A new carpet or a new piece of furniture is paid for in cash—and the grocer waits. If sickness ensues, as is too often the case, the grocer gets left. In line with this suggestion, Mr. Wagner offered the following resolution:

Whereas—The revival of business has brought about an era of prosperity for the working classes, who now have steady employment at remunerative wages; and

Whereas—We believe that it is for the best interest of our customers that they be influenced to live within their income, instead of discounting the future by running store accounts, thus spending their money before it is actually earned; therefore

Resolved—That we urge our members to adhere to the cash basis, so far as possible, to the end that they may educate their customers to the advantages of the cash system and put us in a position to meet our obligations promptly;

Resolved—That this matter be made the special subject of discussion at the next meeting of the Association, with a view to inaugurating the cash system altogether.

In supporting the motion, a member stated that it is necessary now for a grocer to have two separate capitals—one for the stock and one for the book accounts. There was never a time when the jobbers and commission merchants were bawling closer to the cash line than now, and there is no reason why the retail dealers should not join the procession. The resolution was adopted.

The next meeting of the Association will be held on Tuesday evening, June 6. There being no further business, the meeting adjourned.

### Receded From Its Position.

After increasing the annual license fee for peddlers of fruits and vegetables from \$25 to \$30 on May 8, the Common Council receded from that position May 15 by reducing the fee to the former figure—\$25 per year. The motion to

amend was made by Alderman Forbes, whose fervent plea in behalf of the downtrodden peddler would have melted the heart of a stone image. His remarks were based on a petition purporting to be numerous signed by peddlers, setting forth the disadvantages under which the peddler labors while in the pursuit of his occupation. As a matter of fact, most of the names were signed by proxy, inasmuch as the owners of the names can neither read nor write; most of the peddlers whose names appear on the petition reside outside of the city, and a large proportion of them are not American citizens.

Yet fourteen aldermen stood up and recorded themselves in favor of granting special favors to this class of people, in opposition to 300 reputable retail grocers, 95 per cent. of whom are citizens and taxpayers!

In order that the trade may know what aldermen arrayed themselves on the side of this alien class, the Tradesman publishes herewith a list of the worthies who voted in the affirmative on the motion of Alderman Forbes:

Damskey.  
DePagter.  
Doran.  
Forbes.  
Hodges.  
Lozier.  
MacLachlan.  
Muir.  
Schrivier.  
Seymour.  
Slocum.  
Stewart.  
Tibbetts.  
White.

The aldermen who insisted that the peddler should bear a proportionate share of the public burden are as follows:

Bissell, Ghysels, Johnson, Kinney, McCool, Muehling, Phillips, Rennihan, Shinkman, Whalen.

### The Produce Market.

Asparagus—30@35c per doz. bunches. Beans—Wax, \$1.75@2 per 3/4 bu. box. Butter—The market is very well supplied with all grades of dairy, each ranging in price from 10@15c per lb., according to quality. Factory creamery is in large supply and in good demand at 16 1/2c.

Cabbage—California stock is a little weaker, having declined to \$6.50@7 per crate. Florida stock fetches \$3.75@4.25 per crate.

Cucumbers—Home grown, 60@75c per doz.; Southern, 50@60c.

Eggs—The market is in better shape than it has been and all receipts are taken in on the basis of 12c as fast as they arrive. The quality of stock is good, considering the lateness of the season, due to the fact that we have had no protracted warm weather.

Green Onions—Common command 8@9c per doz. bunches. Silver Skins command 12@15c.

Lettuce—Head has declined to 10c per lb. Receipts of forcing are small and the price is well maintained at 12@14c.

Maple Sugar—11@12c per lb.

Maple Syrup—90c per gal.

Onions—Bermudas have advanced to \$2@2.25 per crate. Egyptians are also a little higher, commanding \$3@3.25 per sack.

Pieplant—In large supply and active demand at 1c per lb.

Peas—Green, Southern stock, is in active demand at \$1@1.25 per bu. Home grown will be in market in about two weeks.

Pineapples—Bahamas and Havanas command \$1.25@1.60 for small and \$1.75@2 for large. This is a good time to buy.

Radishes—Round, 10c; long, 15c.

Spinach—70c per bu.

Strawberries—Illinois stock is now in market, commanding \$1.50@2 per 24-qt. case, according to quality of stock, size and condition of the market.

### The Grocery Market.

Sugar—The market for raw sugar is somewhat weaker, sales of 96 deg. test centrifugals having been made at 4 3/4c and 89 deg. test muscovadoes at 4 1/2c. The break in prices of raw sugar has not materially influenced the market for refined and prices are held at the old list basis, although the usual concessions are made on certain grades of softs. Some brokers express the belief that refined sugars will not be lower for some time to come. On the other hand, recent events have shown that it is only when the difference between centrifugals and granulated sugar is reduced 1-16@ 3/8c below 40c per 100 pounds that an advance in refined becomes imperative. Considering the greater ease of the raw market, there need be no expectation of any further rise in refined for the present, at least. Some brokers believe that the business in refined sugar has not been what it should be at this season of the year, but refiners claim that they have moved out a great deal of sugar.

Canned Goods—While there is comparatively no change from last week, the outlook is considered encouraging. Orders are not large, but are numerous and indicate a healthful activity to come. No boom in prices is probable, but a steady advance as supplies decrease is not an unreasonable supposition. Baltimore canners are making preparations for the most active canning season ever known. The tomato market is somewhat firmer and there is likelihood of an advance shortly. The statistical position of the market is strong and, according to some members of the trade, everything warrants a substantial advance. The West is said to be short and must go East for its supplies. When that buying begins, prices are likely to advance. Recent advices from Northern Indiana are to the effect that of the twenty or more vegetable canneries in that section, there is at present not one which has a case of last season's tomato pack unsold. It is also said that all the canneries in that locality have the entire output of the coming season disposed of at good prices. The pack of tomatoes this year is likely to be the largest ever put up. The acreage planted is the largest ever known. Much depends on the weather during the next few weeks and, if it is favorable, the yield will be the greatest in the history of the industry. There is a fair demand for New York State corn at unchanged prices, but no large sales are reported. The packing of pineapples commenced on May 13 and Baltimore canners state that, so far, the demand for pineapples for future delivery exceeds that of any previous year in the history of the business. Prices are firm and the opening quotations are higher than they were last year. Reports from all peach growing sections are more or less discouraging. Maryland growers say that while the crop is not entirely ruined, the destruction has been so great that the product of the entire State will hardly supply home demands. In Missouri some of the largest growers have found that every tree was killed. Last year Georgia shipped 2,000 cars of Elbertas. This year not a carload will be sent from the State and it is said that Georgia consumers will have to buy for their own use this season. Pennsylvania and Delaware crops will be a total failure. The latest reports from Eastport, Me., state that, although according to law the fish packing season on the Maine coast opened May 10,

none of the factories have begun operations, for the reason that the sardine fish have not started to run. While a few of the small herring have been caught, the impression prevails among the packers and fishermen that there will be few fish available for packing purposes before the July run begins. Notwithstanding the poor outlook at present, active preparations have been made for taking the fish on a large scale and the Continental Packing Co. is actively engaged in getting its various plants into shape. At present most dealers report a fairly active demand for canned sardines with prices firm and unchanged. Oysters are scarce and high. The packing season is over and it has been the shortest on record. The demand for salmon continues very good indeed, especially for the cheaper grades of Alaska salmon.

Dried Fruits—The dried fruit market is very quiet. What sales are made are for small quantities. The raisin situation appears to be well controlled. The Association and packers have come together at last, and the agreement, which will be binding during 1899, practically forces every grower and packer into the combine. The prune situation presents no new features. It is difficult to decide regarding the coming crop, reports from the coast are so conflicting. The drop mentioned in our last issue has proved to be somewhat serious, but it is said that the new orchards which come into bearing this year will make good the deficiency. Prunes are practically unchanged and trade is limited to small orders to fill consumptive requirements. Peaches on the coast are practically cleaned up. Supplies in second hands are reduced and trade is limited to the actual requirements of the trade. Reports from the apple producing states indicate that there will probably be a large yield. Letters received from Northern New York report indications of the largest crop of the decade. Kansas report indications of the largest yield ever known and other Western States are scarcely less enthusiastic in their statements. Apricots are steady at about previous prices. Trade is limited to small orders and there is no business from first hands. No sales for export of early crop have been reported, but enquiries from the other side indicate that the demand is likely to be large, owing to the short crops of many foreign fruits. Currants are reported a trifle firmer, although no change in price has as yet taken place. Holders are not anxious sellers, because of the fact that present prices leave scarcely any margin of profit. The demand is fair, chiefly for small quantities for immediate consumption. Prices on dates are unchanged. Consuming demand is light and the market generally is dull. Figs are quiet. Foreign goods are in small supply and prices are generally firm. It is said that the foreign crop will be short this year and that most of our figs will come from California, where a large crop is expected.

Rice—Reports from Japan state that this year's rice crop is the largest on record, being 20 per cent. above the average crop, and exceeds last year's crop by 40 per cent.

Tea—Foreign tea markets are ruling high. The quality of the Japan tea crop is understood to be no better, if as good as that of last year.

Cereals—Owing to the weaker grain market, rolled oats have declined 20c per barrel and 10c per case.

Syrups—The market for corn syrup is a little weaker and prices have declined 1/2c per gallon, with a corresponding decline in cases.



## Woman's World

### Doing our Duty to the Other Woman's Daughter.

There is no other topic in the world upon which Mrs. Blank is so fond of holding forth, upon occasion, as the subject of woman. She belongs to numerous clubs designed to emancipate women from all the troubles of this life and is pledged to a dozen Utopian schemes for the advancement of her sex along every line. All of this is by way of theory. What is real and practical is that she has two sons whom she is raising up to be as selfish, overbearing and disagreeable a pair of cubs as you could find in a Sabbath day's journey.

Not long ago I was one of a little group of women who were witnesses to one of those little contretemps that will occur to the best regulated theorists. We were at Mrs. Blank's, and in the midst of one of her most eloquent flights upon the downtrodden condition of women and their duty to stand by one another, one of her sons came into the room. He rudely walked over one of the ladies' feet, and without so much as a nod of greeting, he whispered some request to his mother. She evidently refused, for he flung himself out of the room with a scowl and a sneer, saying in the most contemptuous tones, "That's just like a woman. Never knows her mind two minutes at a time." After he was gone we all looked a little blankly at each other, and his mother murmured some indistinct excuse about his not meaning it and a mother knowing how to make allowances, and so on. The rest of us said, "Oh, of course," hypocritically enough, but Mrs. A., who has the courage of her convictions, turned to our hostess:

"That is very true, as you say, Mrs. Blank," she said, "mothers don't mind, and they do know how to make excuses for their children's shortcomings. But what about the other woman's daughter? Don't you ever think about her?"

"The other woman's daughter? What do you mean?" cried Mrs. Blank.

"I mean," replied Mrs. A., "the woman that some time your son is going to marry, whose future lies entirely in your hands, and who is going to be happy or miserable all the days of her married life just exactly in proportion as you bring up your son to be thoughtful, gentle and considerate or selfish and overbearing and tyrannical."

"I never thought—" began Mrs. Blank.

"Of course you didn't," agreed Mrs. A., cheerfully.

"That's the trouble. We never do. We get together in conventions and we pass beautiful resolutions, saying that women ought to stand by each other and all that, and we present each other with engrossed and illuminated copies, but we never take the trouble to look out for the individual woman to see what we can do towards making her life pleasanter and happier and easier. Least of all do we look out for that other woman's daughter for whom we are raising a husband.

"Now, I am not saying a word against the men. I love 'em, God bless 'em, but the average man is a long way off from realizing the ideal he ought to come up to as a husband. And as a general thing, his sins are more of omission than commission. More homes are broken up through bad temper than through drink. More love is killed by

coldness and neglect than through treachery. A man oftener wounds his wife's feelings through carelessness than through brutality. The dear, blundering fellow goes along, trampling down the finest flowers that bloom in a woman's soul, just through sheer stupidity, and in nine times out of ten it is his mother's fault, because she didn't teach him the things he ought to have known.

"I believe that it is just as much every woman's duty to train her sons to be good husbands as it is their father's to teach them some honest business, and it seems to me that nowhere else in our whole lives do we fail as signally in our obligations to other women as right here. We know, as certainly as we can know anything in this world, that when our children are grown they are going to get married, yet we treat it as if it were such a remote contingency there was no use in preparing for it. The result is a boomerang that comes back and slays us. I foist my daughter, whom I haven't taught a single thing on earth about housekeeping or domestic science or anything that goes to the ordering and upbuilding of a happy and prosperous home, on your son, who is just as ignorant and untaught and undisciplined in everything that goes to his part of the contract, and then we mothers, who would give our heart's blood to save them a single pang, must stand aside and look helplessly on while they flounder and sometimes perish in the quicksands of married life. And, oh! the pity of it, all the time there was a safe way around the danger, if only we who have been over the road before them had taken the trouble to show them the path.

"The mistake we make in married life is in depending on inspiration, instead of preparation. It is undoubtedly true that every now and then we are inspired to do the right thing, the kind thing, the loving thing, just as every now and then we feel particularly in the humor for doing a big day's work; but if we only labored on the occasions when we felt a special inspiration we should starve to death in the between times, and it is even so in married life. Many and many a woman's heart starves to death between the spasmodic exhibitions of her husband's affection. What makes for prosperity and happiness is the even, sustained, everyday attention to business in love as well as in work.

"I suppose there has always got to be a different point of view in the way a man looks at his duty to his wife and the way she looks at it. If a man provides his wife with a good home and pays her bills with a reasonable amount of grumbling, he considers that he has done his full duty by her and that she is an unreasonable crank if she wants anything else. Moreover, he considers, as a general thing, that that gives him liberty to do as he pleases at home and to dump on his family all the bad temper and bad manners that the rest of the world would send him to Coventry for if he displayed them in public. What the woman wants is love—not love that is taken for granted, but that assures her daily and hourly of its existence in words and caresses, she wants sympathy and understanding, and if a man will give her these she will let him starve her and beat her and mistreat her, and yet follow him through the world as humbly and loyally as a dog follows his master.

"I can tell you one thing, and that is if the women ever have a hand in making the laws there will be a mighty

shaking up of the things for which divorces are granted, and about the chief indictment on the docket will be for glumness and sullenness. Personally—and I believe ninety-nine women out of a hundred will agree with me—I would rather be married to a man who came home raving drunk once a month and gave me a good beating and was pleasant and agreeable the rest of the time, than to one of the impeccable saints we all know, who sit up in the amen corner at church and lead the temperance rally, and who, 365 days in the year, show their families nothing but a face so sour and glum it curdles every particle of the milk of human kindness in the neighborhood.

"I used to visit at a place where such a man was at the head of the family. He would come to breakfast in the morning with a face that was enough to stop the clock. The children would hush their gay prattle as if they had been smitten dumb, and his wife's hand would tremble on the tablecloth, but she was a woman of invincible courage and she tried to make the best of it. She would greet him with a smile: 'The paper is right by your plate,' she would say. 'Um, hum,' he would grunt. 'Will you have your coffee now or wait until you have looked over the headlines?' she would go on. 'Um, hum,' he would scowl. 'I think I will go down town this morning. Would you like me to look for that book you wanted?' she would pursue with angelic sweetness. 'Uh, huh,' he would snarl, and that was all she ever got out of him. That woman lived with that man for twenty-five years and stood that every day without once throwing the coffee pot at his head or otherwise revenging herself. History may have records of greater heroism or more sustained self-control, but I never heard of them, and wouldn't believe them if I had.

"Now when that man died the papers printed eulogies of him and the preacher referred to him as a model husband and father; but he wasn't. He might have smashed every law of God and man into smithereens and have been a better one. In all the years that they were married I doubt if he ever gave his wife a single loving word or a kiss that wasn't a kind of dry duty peck on the cheek that is ten times more offensive than none at all. He never showed her any sympathy or tenderness, and the mere fact that he provided her with clothes and a place to sleep and eat didn't make him a good husband; and it doesn't make any other man a good husband. The things of the spirit are eternally more than meat and raiment to every woman.

"I dare say in that man's case, as in nearly every other one, he was utterly and entirely ignorant that he wasn't doing his whole duty, and that is just where my contention comes in that it was his mother's fault, and she was the one who really sinned against the other woman's daughter. For she knew. She knew how a woman feels and she was morally bound to protect that sensitiveness against being unduly trampled upon. Say what you will, we all know that in the end what influences our everyday life is not the abstract theories of right and wrong we think out, but it is the way we have been raised; the manners that were ground into us as children, the beliefs, the faiths, the ideals that were held unflinchingly before us from the very time we were conscious of anything. And you may depend up-

on it that the boy who is taught a delicate chivalry towards the women of his own family is not going to bulldoze some woman who has the luck to marry him; the boy who is taught respect for his mother is not going to insult and sneer at the woman who is his wife; the boy who is taught that his sisters have just as much right to the family finances and to be independent in money as he has is not going to make his wife come to him like a beggar every time she wants a dollar.

"It is entirely within the possible for us to provide the next generation of women with such husbands, and that is what I mean by doing our duty to the other woman's daughter."

DOROTHY DIX.

### Too Personal.

The Philadelphia Record tells of an old Pennsylvania farmer who recently came into possession of a check for \$200. It caused him a great deal of anxiety, and for a long time he could not muster up the courage to have it cashed. Finally, while on a trip to town, he summoned up nerve enough, and, strolling into the bank, he presented the check. The teller glanced at it hastily, and then, after the fashion of his kind, brusquely asked, "What denomination?" "Lutheran, gol darn it! But what's thet got tew do with it?" as brusquely replied the old farmer, to the great astonishment of the bank official. It required several minutes' explanation before the teller could get the old man to understand his question, and then the latter took his money and departed, with sundry growls derogatory to banks in general.

### The Price of Peace.

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The Cook—Then, bedad, ma'am, let me hear no complaints.

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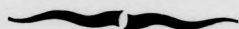


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E. A. STOWE, EDITOR.

WEDNESDAY, - - - MAY 17, 1899.

#### RADICAL LEGISLATION.

The recently enacted anti-trust law of Arkansas and the legislation which is now about to be finally enacted by the Texas Legislature are being denounced by the friends of the trusts as radical and shortsighted. That such legislation is radical is no doubt true; but who can blame the people for having, in their indignation at the spoilation system of the trusts, taken the bit in their teeth and adopted repressive measures as drastic as are the evils which they are meant to cure? The fault lies with the trusts, and not with the people.

The Baltimore Manufacturers' Record, an ably conducted journal, with whose views on many subjects the Tradesman is fully in accord, makes the mistake of blaming the people for what the trusts themselves are solely to be blamed. Says the Record:

Advocates of drastic and shortsighted anti-trust legislation in some Southern States are not having an absolutely unimpeded career. The extremes perpetrated by the Arkansas Legislature and under consideration by that of Texas have set men to thinking not only about trusts, but about the necessity for care in the choice of lawmakers.

Admitting, as already stated, that the measures adopted against the trusts are drastic and even radical, is not such legislation better than a complete and servile surrender to the monopolies? Ordinary methods, as has been proven by bitter experience, fail to reach the trusts; hence the people in their desperation are now prepared to resort to extraordinary methods, and who can consistently blame them?

Hostility to the trusts is not peculiar to the South, but is felt in an even greater degree in the North. There is, in fact, a national demand for anti-trust legislation which is sure to figure in the next presidential campaign and before the next Congress. The arraignment of the trusts is universal because their baneful influence is felt all over the country. The small merchant, the small manufacturer, the laboring man, and even the farmer, are the victims of the trust's system of obliterating competition in trade. The merchant and manufacturer are crushed; the laborer is forced to accept lower wages, because there is no longer the same competition for his services, and the farmer finds that he has for his product but a single buyer, who dictates the price to suit himself. The entire mass of the population is oppressed because forced to pay higher prices for the necessities of

life. Such being the case, the wonder is not that legislation is radical for the regulation of trusts, but that it is not even more radical.

#### SPECIAL SESSION OF CONGRESS.

There have been many signs recently that the President has about made up his mind to call an extra session of Congress in the fall, a couple of months at least in advance of the regular session. It is reported that he has intimated to members of Congress about to go abroad the advisability of arranging to return home early, doubtless with a view to securing their attendance at the proposed extra session.

It is believed that the outlook for an early collapse of the rebellion in the Philippines has determined the administration to make preparation for calling Congress together in special session, so as to formulate some scheme of government for the Eastern archipelago, as well as for the other Spanish islands which have come into our possession as a result of the war with Spain.

It is realized that the administration will have a hard time carrying its plans through Congress, owing to the growing opposition of the anti-annexationists, and that, consequently, it is advisable to get to work as soon as possible. The preparation of separate and distinct schemes of government for the different captured possessions is a great task which can not be accomplished, even under most favorable circumstances, in a short time.

The withdrawal of Mr. Reed from the speakership has added another reason why the politicians want a special session. The selection of a new Speaker will cause some delay, and a new man would not be able to arrange the committees, without which no practical work by Congress is possible, without more or less delay.

For these many reasons, the rumors as to the probability of an extra session of Congress in the early fall have probably some basis of truth. There is certainly no lack of work to be done, and, if Congress could be counted on to make good use of its time, the popular sentiment would favor an extra session. It is the uncertainty attending congressional action which makes extra sessions unpopular.

A unique banking institution, to be known as the Retailers' National Bank of Pittsburg, is about to open its doors with \$200,000 capital. The banking authorities at Washington have approved the application for its organization. The principal feature of the bank will be collecting outstanding accounts of retail merchants and the discounting of their notes on such outstanding accounts. Retail accounts have always proved an annoyance to merchants, and many of the bills have proved uncollectible. The new bank is to collect the money, and in some cases appraise the value of the accounts and assume the risk. The bank will also give the merchants accommodations on accounts left with it for collection, having the accounts assigned to it and being given a note. This will be discounted, and the commission for collection also deducted. The bank will endeavor to have the accounts of a patron collected before a note reaches maturity.

The New York Appellate Court has declared unreasonable and void a city ordinance of Buffalo prohibiting the offering for sale of any loaf of bread not weighing at least one pound and a half.

#### THE PANAMA CANAL.

The powerful interests which have prevented the construction of the Nicaragua Inter-oceanic Canal may not, in the next Congress, have Speaker Reed for their champion; but in all probability they will be able to exert sufficient influence to maintain their antagonism to that great enterprise.

In the North American Review for May, Ex-Speaker Reed has an article in which he loads the project of a canal with so many physical difficulties in the way of its construction, such immense possibilities of cost, such obstacles in the way of possible political complications, and such doubts of its ever being able to do any considerable share of business, that it is easily seen how actively he is opposing the scheme while professing in a feeble sort of way to approve it.

The opposition to the canal scheme, although it was earnestly favored by the President, was so powerful in the Fifty-fifth Congress that it was utterly defeated, and although Speaker Reed, who was one of the most pronounced opponents of the project, will not, according to reports, be in the next Congress, it is not to be doubted that, if the canal scheme be brought up in the Fifty-sixth Congress, it will just as certainly fail there.

A canal to connect the two great oceans through the American isthmus, and that at no distant day, is so obviously one of the most urgent demands of commerce in this commercial age that its early realization can not well be doubted. But it looks as if one of the great canal-building nations will have to be looked to for its construction. This, from all indications, will be France.

If the Panama Canal had been honestly and capably managed, the canal would in all probability be a reality today. But the most shameful dishonesty and bad management succeeded in making away with \$156,000,000, leaving the company bankrupt and the work not half completed. After years of abandonment, in 1884 a new company was formed, and, after careful surveys had been made, work was resumed.

The route of the Panama Canal lies wholly within the United States of Colombia, and the concessions for its construction have been confirmed up to the year 1910. It is estimated that the work already done on the canal, together with the machinery and material on hand, was worth fully \$90,000,000, and the new company started out with this equipment and a cash capital of \$13,000,000, subscribed by some of the strongest financial houses in France. The new company is said to be entirely free from any financial complications with the old De Lesseps organization; but, after the completion of the canal, the bondholders of the latter company are to receive 60 per cent. of the profits of operation. After careful surveys by an international commission of engineers, the route has been so changed as to avoid some of the most serious obstacles that had been encountered.

The total length of the Panama Canal, when completed, will be 46½ miles, of which about three miles lie in the Bay of Panama, leaving 43½ miles inland. The depth is to be 29½ feet throughout. From Colon to Bobio, it is said, the canal runs through a low country and its surface is at sea level. This is a distance of nearly 15 miles, and on the Pacific side there is a short stretch of about 4½ miles also at sea level. Of

this total, 19½ miles of sea-level canal, about 15½ miles have already been excavated, and, for that matter, a very considerable amount of work in the mountain cuts has also been completed. Surveys have been made for three different summit levels, and of these the one which seems most feasible and likely to be adopted provides that the bottom of the canal at its highest portion shall be 68 feet above mean sea level.

The Panama route has several decisive advantages over the Nicaragua. General Henry L. Abbott, of the United States Army Engineers, a member of the international engineer commission which has examined the situation, in comparing the two routes in the columns of the Engineering News, calls attention to the fact that the harbors at both extremities of the Panama Canal are good, while that at Greytown, at the eastern end of the Nicaragua route, can be kept free from sand only by extensive and costly jetties. Also about 40 per cent. of the Panama Canal has been actually excavated and considerable work done on the remaining portions. The excavations yet to be made on the Panama line will be chiefly in rock, so that the danger of sickness due to opening up fever-soaked lowlands no longer exists.

Then, too, the construction plant is already on the line and thoroughly installed, and accommodations for keeping laborers and continuing the work are fully provided. A railroad has been built and is in operation along the entire Panama route, while more than 100 miles of railroad must be built along the Nicaragua line preliminary to beginning work on the canal. The Panama Canal is less than one-third the length of the Nicaragua. For the most part, the Panama Canal is to be somewhat deeper and wider than anything called for in the plans of the Nicaragua route.

It is estimated that \$100,000,000 more will be required to complete the Panama Canal; but this estimate is based on a much fuller knowledge of the conditions to be met than can possibly be said of the Nicaragua route. If the United States can not own and control the canal, then it makes little difference who builds it. The Atlantic terminus of each canal would be in the Caribbean Sea; but Colon, the entrance to the Panama Canal, would be some three hundred miles farther off than Greytown, the gateway of the other. The opposition in the United States Congress to the Nicaragua Canal seems to preclude the likelihood of its construction, so that the French canal is likely to be the one on which the United States will have to depend.

The employment of aluminium is steadily extending in three directions. The first is that of copper and aluminium alloys, which are found to be possessed of extremely valuable properties; the second, its use for electrical conductors; and the third, as a substitute for existing stone lithographic plates. In this latter direction aluminium has already been largely utilized in this country, and a very fair start has been given to it in other countries. It is not often that an industrial name is brought into existence within so short a space of time. Yet the printing industry are now familiar with "algraphy," as opposed to "lithography," although the innovation is little more than two years old.

A cook can make odds and ends meat; all but the bones.



## PHILOLOGY AND TRADE.

While it is not the intention of the Tradesman to mix scholarship with business, it may not be amiss to call the attention of the manufacturing and trading fraternity of the country to the study of a single word. That word is sterling. It is the contraction of *East-erling*, a name given in England so far back as the time of Richard the Lion Hearted to a race living east of England—hence the name—whose money was noted for its purity. That race was the German, known then, as it is now—as it has been during all the intervening time—for its sterling honesty, not only in money, but generally in whatever comes from them. England thought so much of the word as to apply it to the standard coin of the realm; and it is getting to be a question of some moment whether the American branch of the Anglo-Saxon family are not needing the word to indicate the absence of fraud in food.

We have not as a nation, for a year or two, been satisfied with Germany's treatment of the United States. She has found fault with our meat. She has refused our dried apples. She has said, in her straightforward way, that we are too fond of sending her filled cheese. She has got tired of being cheated, and the only way to prevent it is to keep the goods out of the country. That's the sterling German honesty of it, handed down from generation to generation, and as applicable now to the German character and the goods it makes, and exports, as it was to the German-coined money of the Twelfth Century.

The old adage of quarreling with one's bread and butter has lost its force. There isn't any bread and there isn't any butter. Given a certain commercial article called flour, with certain other articles sold for what they are not, and in due time the consumer is furnished with another composition called bread. Upon this he spreads a mixture bought for butter. Christian science fails to convince him that he isn't hungry and the waiter brings him an egg which no truthful and self-respecting hen ever did or ever would cackle over. He seasons it with a powder palmed off upon an unsuspecting public for salt and with a dust supposed to be pepper. He calls for coffee and receives an extract of beans and chicory. He sweetens it with glucose in the belief that it is sugar. The "cream" is a mineral deposit. He stirs it in with a silver spoon which cost three cents. He folds his linen napkin made of cotton, thrusts it into a ring of ivory which no elephant's tusk ever knew, and goes down town to business wondering what measures the Government will resort to to bring Germany to time. Question: Does the American manufacturer make sterling food stuffs and does the American trader sell them?

In other lines of commercial profit is there a sterling standard of all-wool-and-a-yard-wide honesty? Ninety per cent. of the food we eat is adulterated; how about the clothes we wear? The hatter assures us that the Derby we pay him for is the choicest felt. Nine times out of ten he lies. Are the cuffs and the collars and the shirt bosoms linen? The haberdasher says so. He tells us that the necktie we are almost persuaded to buy is silk—every thread of it; that underwear, "made in Germany," is the sterling stuff; those stockings are the only "real lisle," and the goods we pay for are nine-tenths fraud. Nine men out of ten believe they are wearing im-

ported cloth. One out of ten is wearing it. One tailor out of ten understands his business, and nine men out of ten are wondering why they never can get the fit and the style and the goods they pay for. The shoe that is warranted to last a year is out at the toes before three months are over, and the extra price paid willingly for an extra article is only a buttressing proof, nine times in ten, that the ten-to-one fraud has again been perpetrated.

Were the Tradesman given to moralizing, it would be pertinent to ask what must be the inevitable end of such business. That is the reader's duty. If he be true to himself he must admit that financial business based upon fraud will end as the house did that was built upon the sand. He must admit that a people fed upon fraud will think fraud, live fraud and practice fraud. Hateful as the conclusion is, he must admit that that is the condition of things in the commercial world to-day. It is a fact that 90 per cent. of the men who go into business in the United States fail. It is a fact that 90 per cent. of the prepared food stuffs manufactured in this country are adulterated. Is it true or false that 90 per cent. of American manufacturers and tradesmen are cheats and that the failures keep pace with the dishonesty? The reader may settle the question as it seems best; but, be the decision pro or con, the study of the word sterling by the trade in general will not be valueless either as a matter of historical interest or one worthy of practical application in modern everyday life.

Secretary Wilson, of the Agricultural Department, is about to start a tea crusade. He insists tea can be grown successfully in the United States, and he will lend his energies to the erection of a new industry along that line. He has just returned from a visit to the tea farm of Dr. Charles U. Shepard, at Summerville, S. C., and he has been convinced by the success of that experiment that the United States can grow its own tea. These plants were introduced by the Agricultural Department under Commissioner Le Duc, but no effort has been made by the Government to spread the industry. Dr. Shepard has about fifty acres in tea plants, from which he secured 3,500 pounds of superior black tea last year. He does not attempt to compete with the cheap products of the Orient, but produces a tea that sells readily for \$1 a pound. He utilizes negro labor and incidentally maintains a school for the black children. Secretary Wilson's investigations convince him there is a zone of territory through the South well adapted to the culture of tea.

Dewey happened to be born in Vermont—when it was necessary that he should be born somewhere—but he belongs to the country at large; his country and our country, which he has loyally served, every day of his life, from cadet to admiral.

Lecturers are now obliged to illustrate their subjects with photographic views. Preachers would make the hit of their lives if they could supplement their talks of eternal punishment with stereoptic views of the place.

Turn the country over to college professors and we should arrive at a condition of theories, with no government.

The leather trust has assumed strapping proportions.

## STATE SUPPLANTING THE HOME.

The family is the beginning of the state. The order and discipline of the family are the foundations of order and discipline in the body politic.

The family as originally organized was under a patriarchal government. The head of the family exercised an authority which the children did not dare to dispute, and it was enforced, in case of disobedience, with the rod or other means of punishment. The family authority was sometimes provisionally delegated to the old-time schoolmaster during school hours, so that the children of a family were constantly under a firm and proper discipline. In the period described, respect for those in authority and reverence for seniors were constantly inculcated. Times have changed most radically. The head of the family is largely stripped of his ancient functions and authority, which have to a considerable extent been usurped by the state. Save where parents persist in patronizing private schools, the state has taken charge of the education of children from babyhood up to maturity. There are now public kindergartens for the education of infants that are beginning to learn their letters, and thus it is that American children are taught from their earliest moments to depend on the state and to recognize alone its authority in all that pertains to them.

Under these conditions, American children are coming, year by year, to regard the home as a mere place for obtaining free board and lodging, without giving or expecting to give anything in return therefor, while the entire foundation of home life and home affection is being sapped. In many of the states where public education is in its most advanced condition the assumption by the state of the power and authority that were once confined to the home and family is recognized to the extent of compelling children to attend school, and "truant officers" are empowered to hunt up delinquents.

The child, being no longer required to account for his whereabouts for an absence from home that is supposed to be spent at school, comes finally to evade all discipline and escape all control, and, as a result, the boys, to a large extent, grow up in idleness and develop into hoodlums. It is only in the United States that this extraordinary criminal political class exists, and the remedy proposed is compulsory attendance at school during all the hours in which the state provides educational facilities, so that the children deprived of the restraints of home life will still be under discipline and control. Several states have already enacted compulsory attendance at school, and this seems absolutely necessary, in view of the fact that the state has to so large an extent assumed the functions of the family.

What effect the decline and decay of home life will have upon the state can not yet be determined; but since, from the very beginnings of human society, the commonwealth was founded on the family and took much of its color and quality from family life, it must follow that the change will be very great, and doubtless for the worse. Nevertheless, as the present is an age of optimism, and it is conceded on all sides that human progress is carrying human beings rapidly on to millennial perfection, it will be proper at least to hope for the best.

The effect of home life and patri-

archal, parental authority was to develop individuality and train each child for what his mental and bodily qualities seemed best to adapt him. When, however, the state takes control of children, it deals with such vast numbers that it can give no particular care to any individual or his capabilities, but it grinds them all through the same educational mill, seeking to make them all as nearly alike as possible. This is one of the necessities enforced by a political system which teaches human equality and aims at leveling the entire population down to the same social and political standard.

Whether it will be better for the country and for the people to have them all precisely alike in body and mind, in physical and intellectual development, remains to be found out some time in the future. According to the laws of evolution, a system of leveling in bodily, mental and political training and control, operating through a great number of generations, must eventually produce a people each individual of whom will very closely resemble every other. Of course, there never has been a country in which all the people were as alike as peas, because never in any other age has the doctrine of human equality been prominently put forward.

The destruction of all human individuality and personal peculiarities would have the effect to make the social life of mankind insufferably monotonous and to destroy all physical energy and intellectual activity so far as they might be inspired by hope or ambition. Human beings would come to be mere mentalized animal mechanisms, each like all the others, incapable of an impulse, an emotion, an aspiration or a hope not common to every other such creature, and all operating in the same formal routine. Life under such conditions would be devoid of the variety now even enjoyed by beasts which in certain limits possess absolute freedom of action and varied development that urge them to competition among themselves. There can be no competition among creatures precisely alike in all respects, and life among them would be a dead level of utter monotony, unbearable to man constituted as he now is.

The result of the ancient system of family life and government, and individual development, was to produce the hosts of great men and women who, in every age, arose above their fellows, and illuminated the whole of human history by their grand achievements in every department of endeavor. Whether the human race will be better off when every human being shall be brought down to the same standard or level in morals, mind, body and estate is something yet to be realized, if realization be possible. At any rate, all equalization, all leveling, must be downwards.

In order to make all the people of a country precisely alike, the highest must be brought down to the level of the lowest, since it is impossible to raise the weakest-minded and the most depraved to the eminence occupied by the highest. But any such leveling evolution will not show its complete fruition for many ages to come, if ever, and society will go on pretty much as it has done in all the ages past. There will be periods of great intellectual and moral progress, to be followed by revolutions that will uproot all institutions and plunge human society into chaos and darkness. Then there will be gradual growth and more progress until again the summit is reached, to be followed by another social and political and possibly telluric cataclysm, with other successive oscillations, upward and downward, of human endeavor.



## Fruits and Produce.

Observations by a Gotham Egg Man.

"I wish you would mention a defect in egg cases which is not at all uncommon," said a prominent receiver to the egg man one day last week. Pointing to a case from which the lower half of one side had been split off about a third of the way up, he called my attention to a serious fault in construction. "You see," said he, "the sides of this case were nailed on a little too low down so that the lower edges projected below the bottom of the case about an eighth of an inch. When cases are built that way this projecting edge catches on the top of the next case when piling, and is pretty sure to cause a split. Then in handling a pile of cases with a hand truck the iron of the truck catches on this overlapping edge and tears off a part of the side of the case." It is one of the little things which casemakers should look after to produce a proper article. The edges of the side boards may be  $\frac{1}{4}$  inch above the bottom and below the top of the case, but never project below or above the case.

Flirtation by means of eggs is an old dodge, of which I saw a specimen the other day. One of our egg receivers showed me an egg taken from an Ohio shipment on which was written: "The girl that has the pleasure of breaking this egg in a frying pan will do well to write to J. W. Day, —, Ohio." What a chain of interesting events may have been broken by the interception of this egg by the cruel commission man! The whole history of the nation might have been changed had it gone to its destination.

I had the pleasure of meeting Mr. B. W. Redfern on 'Change recently. Mr. Redfern represents one of the largest firms of egg packers in the country and gives his personal attention chiefly to the Missouri points of collection. Speaking of the unusually high prices ruling in the egg markets this spring, he said: "Yes, there is great activity in the Western egg trade, largely for storage purposes, and yet the storage people have been unable to secure as many eggs as they had at this time last year. Up to about three weeks ago I did not think there was any actual shortage in the production, but since then I have changed my mind, and judging from our own collections there appears to be considerable decrease compared with last year." I suggested that this might arise from a greater competition in his territory owing to the late beginning of free production in the Northwest, but Mr. Redfern said, "No, for at points where we get practically the entire production the same falling off is noticeable." Speaking of the cause of the decrease Mr. Redfern continued: "Our farmers have had fine crops for the past two years and are now in much better financial condition than formerly; you will find that when general farming is prosperous and the farmers are in comfortable circumstances the women folks don't do so much outside work and the poultry and egg department suffers. When I am looking for a place to start an egg station I would rather pick out a section where the land is poor and the conditions are unfavorable for raising crops than any other; poultry will thrive most anywhere and is more likely to be made the most of where other farming operations are the most difficult and unprofitable."

My attention was called the other day to a report of a big egg sale made by Lepman & Heggie, of Chicago, recently; it was a block of 51 carloads sold to one buyer and was said to be the largest egg sale on record. I happened to know of some big deals having been made this year by New York parties and when I met G. W. Martin afterward I asked him whether that was really the largest sale he knew of.

"Well," said Mr. Martin, "I am glad to note that our Chicago friends are doing big things in the way of egg sales, but you may say that in the last week of April our house sold two separate bills of eggs, one of 66 straight carloads, 400 cases each, and one of 50 carloads; we sold a third line in the second week of April of 60 carloads, and these sales aggregated were only a portion of our April contracts."

Talk about big things in egg business! It looks as though New York was still in the ring a little bit.

A Western paper received at our office recently spoke of considerable trouble with what was called "white rot" in eggs and stated that very few people knew what it was, and few candlers could detect it. As there are mighty few things that Inspector J. K. Borland does not know about eggs I asked him if he knew what "white rot" was. "Well," said Mr. Borland, "that name is not commonly used here, but I guess I know what kind of eggs they refer to. There are different stages of rot in eggs and all of them become practically rotten before they get actually black or dark colored. When eggs become very weak from wide changes in temperature or from heat the yolk is easily broken and if the yolk is light colored it is rather hard to detect it before the candle. When eggs are in that condition they spoil quickly and I suppose what the Western man meant by a 'white rot' is simply a weak, addled egg which has begun to rot, but which has not yet become dark colored. Probably they would all become black rots if kept longer." All of this was quite interesting and I thought some other points might interest our egg readers also, so I asked Mr. Borland about "sour" eggs. "Well," he answered, "sour eggs are about as hard to detect before the candle as any that I know of. We find them mostly in limed and refrigerator stock, and I think the sourness comes mostly from a heated and weak condition of the eggs before putting them away, although in limed eggs it may be caused by a bad condition of the pickle. They show weak before the candle and have a peculiar appearance which enables an expert to detect them as sour." As eggs are now beginning to show hot weather defects and losses are increasing thereby I asked Mr. Borland whether there was a clearly defined line between badly heated eggs and those which were so far hatched as to be total loss. "Yes," he answered, "the line is pretty easily drawn, although some candlers draw it a little finer than others. Hatched eggs are shown by blood veins in the yolk and where these appear the egg is considered worthless."—New York Produce Review.

### An Unsuccessful Operation.

"You told me you expected to perform an operation for appendicitis on old Beasley. How did you come out?" "Badly." "Is Beasley dead?" "No. As soon as I suggested the operation he sent for another doctor."

## Extra Fancy Navel Oranges

Car lots or less. Prices lowest.

Maynard & Reed,

54 South Ionia Street,

Grand Rapids, Michigan.

## MILLER & TEASDALE POTATOES

CAR LOTS ONLY. ST. LOUIS, MO.

## The Vinkemulder Company,

Jobbers and shippers of the best of everything in new

Southern and Home Grown Vegetables

and all Tropical Fruits

14 Ottawa Street, Grand Rapids, Mich.

Ship your BUTTER AND EGGS to

R. HIRT, Jr., Detroit, Mich.

34 and 36 Market Street,

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

If you ship

## Butter and Eggs to Detroit

Write for prices at your station to

HARRIS & FRUTCHEY, 60 Woodbridge St., W.,  
DETROIT, MICH.

## BUTTER WANTED

Cash F. O. B. cars, packed in barrels, car lots or less.

H. N. RANDALL PRODUCE CO.,  
TEKONSHA, MICH.

## EGGS

WE WILL PAY YOU MARKET PRICES  
FOR ALL THE FRESH EGGS YOU CAN  
FURNISH. CASH ON DELIVERY.

WE MAKE A  
SPECIALTY OF

## FIELD SEEDS

LOWEST  
VALUES

MOSELEY BROS., GRAND  
RAPIDS.

## Millets Seed Corn Fodder Corn

## Garden Seeds in Bulk

Our stocks are still complete. All seeds tested before sent out, quality the best and prices as low as any responsible house in the trade.

Alfred J. Brown Seed Co.,

Growers, Merchants and Importers,  
Grand Rapids, Mich.



## THREE DOLLARS

Added to the Value of Every Cow by Olio.

New York, May 15—While in a general way it is true the butter trade of this city is up in arms against the sale of oleomargarine and other butter substitutes, there is a sentiment among a number of the prominent butter men that the hue and cry recently raised against it is an unfair demonstration, unwarranted by the facts in the case.

"There are in this country to-day," said a prominent butter dealer yesterday, "about seventeen manufacturers of oleomargarine. These carry on a legitimate business, and so well protected are consumers at large, chiefly through the efforts of buttermakers and dealers, that any attempt to produce an unwholesome product on their part is visited by the confiscation of their entire output. In addition to this rigorous treatment the farmer legislation of the country has further hampered the production of this butter substitute by imposing a tax of 2c per pound. Now, not satisfied with this, the opponents of oleomargarine in the West, and this State as well, are working with all their strength to have this tax increased to 10c per pound, and providing a further restriction to its sale by compelling the producers to color the product 'pink,' so as to distinguish it from genuine butter.

"As a butter dealer of long years' experience I think these attempts to injure a legitimate business decidedly unfair and unjust. They are a menace to the personal liberty of men engaged in a private enterprise, and are inimical to the welfare of a very large portion of the laboring classes, who are unable to pay the high prices asked for genuine butter of a quality equal to oleomargarine. I am as strongly opposed to the sale of oleomargarine under the guise of genuine butter as any member of the trade, and have worked in thorough harmony with every movement having for its object a stoppage of the illegal sale of any butter substitute. I consider the precautions already taken with this end in view, namely, the marking of packages containing oleomargarine with letters one inch high, as being just to the butter trade, and the consuming public; but I do not see justice in the attempts to put an end to the sale of butterine entirely, as indicated by the suggestions from Chicago relative to the adoption of a different color for 'oleo' than that used by genuine buttermakers.

"A 'pink' color for oleomargarine if adopted would immediately force the produce from the market. Why? Simply because it is an unusual color, and one which consumers would immediately reject, as being the stamp of a substitute, and not because it represented a product inferior to that which they had become accustomed to.

"Every pound of oleomargarine that is sold of course reduces the sale of genuine butter just so much, and the fact that it ranges in price from 10 to 14c per pound, while genuine butter sells for from 11 to 18c per pound, makes the demand for it from the poorer class of consumers very large. There is less likelihood of consumers getting a poor article in oleomargarine than in regular butter, and while there has been and always will be perhaps considerable prejudice against the substitute among the better classes, the poorer people find it cheaper and better in quality than the lower grades of butter. While I advocate its sale as 'oleo' I am in favor of the most stringent laws to prevent its being sold under the price of butter. The law regarding this should be made so strong that it will prevent imposition on consumers, but the substitute should not be legislated against to the extent that its manufacture is jeopardized.

"Some years ago there was a good export trade done in oleomargarine. It was shipped to the West Indies and South America in large quantities, and sold there on its merits. There is no tax on the article when used for export, and consequently it could be sold in competition with the low-grade butter sent from here to those markets. The

poor people down there bought it because it was not inferior to the stuff called genuine butter, and being sold at a smaller price it gave promise of displacing the oftentimes rancid butter. As soon as this was discovered exporters of renovated and process mixtures began a crusade against it, and circulated pamphlets and other literature among the dealers there denouncing the substitute. This was carried on to such an extent that eventually the 'oleo' trade began to decline, and our exports do not now amount to half their former volume.

"In the manufacture of oleomargarine the oil from the fat secreted around the udder of cows is used. Oil made from the fat of any other part of the animal will not make 'oleo,' as it lacks the qualities possessed by the genuine 'oleo' fat. Under Government inspection the utmost cleanliness is required about the premises where the oleomargarine is made, and the product turned out is not only as pure as genuine butter, but it contains chemical attributes peculiarly wholesome not found in the real product.

"Before being colored it resembles in every particular the genuine butter produced from cattle in the winter and fall. It is only during the spring and summer, when cattle are grass fed, that their butter is yellow in color. Butter made from cattle in other seasons has to be colored the same as 'oleo.' If this were not done it would be extremely difficult to sell it at all. The manufacture of oleomargarine has benefited the farmer to the extent that it has added \$3 to the price of every cow sold, the 'oleo' fat enhancing the value that much."

## Chicago Storage Eggs.

The following set of rules have been adopted by the Chicago Butter and Egg Board with reference to eggs for storage:

Article 1. All eggs offered must be packed in No. 2 new whitewood cases, either poplar or cottonwood, sawed or veneered, well nailed.

Article 2. Fillers must be good medium—No. 2 strawboard, or odorless.

Article 3. The padding must be kiln-dried excelsior or cork shavings, top and bottom of each case; no pine or basswood excelsior to be used. There must be dividing boards used on bottom, with dividing boards or heavy straw paper on the top of each case.

Article 4. A car shall contain 380 to 400 cases of thirty dozen eggs to each case.

Article 5. The eggs shall be closely sorted, all dirties, checks and small eggs thrown out.

Article 6. A stained egg shall not be deemed a dirty egg, but there must not be an average of over fifteen (15) in each case, nor an average of over twelve (12) blind checks, nor an average of more than one broken or leaky egg, nor an average of more than four rotten eggs to the case.

Article 7. Twenty half cases shall constitute an inspection.

Article 8. Whoever offers any eggs under these rules shall designate, if requested, the state where they were packed and where the delivery is to be made, free on board cars Chicago, or at any cold storage house in the city of Chicago, or at their place of business in the city of Chicago.

These rules can not be changed except by a two-thirds vote, after being posted for five days on the board.

## Sure Indication of Immortality.

"I hear that Bullion has given up the idea of building a \$500,000 monument to himself."

"He decided that it would be a waste of money. A five-cent cigar has just been named after him, so he feels that there can be no doubt about his being remembered."

## Where to Find a Paragon.

"The man I marry," she said, "must have no bad habits; he must be handsome, manly, loving, generous, liberal, thoughtful—"

"Miss Frieze," he interrupted coldly, "you should marry a department store."

W. R. BRICE

ESTABLISHED IN  
PHILADELPHIA 1852

C. M. DRAKE

## W. R. Brice & Co.

### Produce Commission Merchants

#### Butter, Eggs and Poultry

## 500 Cars of Fine Fresh Eggs Wanted

We are in the market for five hundred (500) cars of fine eggs suitable for cold storage. Write for prices either to our branch house in Grand Rapids, Mich., or Manchester, Mich. We will take your eggs f. o. b. cars your station, and pay you all we can afford consistent with Eastern markets.

Our Main House in Philadelphia wants all the Creamery and Dairy Butter you can ship. We have an unlimited outlet, can realize you outside prices and make you prompt satisfactory sales. Let your shipments come freely.

Yours very truly,  
W. R. BRICE & CO.

## Ready for Business

We take pleasure in announcing to the shippers and retail merchants of Michigan that our new cold storage warehouse is now fully completed and ready for business. We especially call attention to our facilities for storing

### EGGS, BUTTER AND POULTRY

which are unsurpassed by any cold storage establishment in the country. We also store seeds, beans and all kinds of produce in dry storage. Warehouse receipts furnished. Correspondence solicited. Inspection invited.

## Grand Rapids Cold Storage Co.



BEANS, HONEY AND POPCORN  
POULTRY, VEAL AND GAME  
Consignments Solicited.

Quotations on Application.

98 South Division St., Grand Rapids

### News and Gossip Pertaining to the Commission Business.

Eggs to-day are better than chickens to-morrow.

\* \* \*

Buffalo commission merchants are about to organize an egg exchange. The egg question has been a bone of contention for many moons and it is believed that the proposed egg board, operated in conjunction with the Produce Exchange, will bring the desired relief and regulate prices.

\* \* \*

Owing to the fact that there is now, and probably will be for some months, a great scarcity in butter tubs, the wise commission man will keep a sharp outlook for mouldy and unclean tubs. There are many creamery managers who will be tempted to sort over their pile of cast-off tubs, and once more ship them to market.

\* \* \*

Now that the cold weather has passed, buyers will begin to raise their standard of required excellence in butter, for they well understand that, with the approach of summer, the conditions for manufacturing gilt edge butter at the creamery and home dairy are the very best. Every shipment received from the factory should now approach the perfection stage, and the buttermaker who is unable to supply a uniform grade of butter at this season of the year must be considered as incompetent.

\* \* \*

Considerable trouble and annoyance could be saved the dealer, if shippers, when obliged to forward two qualities of butter in one lot, would be particular to mark, in some manner, the tubs containing the inferior goods. It is not an uncommon occurrence for a retailer to upbraid the commission man for attempting to palm off upon him a tub that is not up in quality. The seller, of course, resents the insinuation that he is dishonest, but upon examination of the tub in question soon discovers his error. The reputation of the creamery and of the commission man is thus made to suffer through a little lack of business foresight on the part of the buttermaker.

\* \* \*

The Batz bill, in the Minnesota Legislature, providing for a State inspector of Minnesota creamery butter in New York City, was defeated by a vote of 31 to 14. The legislators were of the opinion that the office was unnecessary, and some thought they saw a woodchuck, believing that the office was being created for some particular person, and that the inspection fees would amount to some \$20,000 per year. Rob-

ert Crickmore, Secretary of the Minnesota State Dairymen's Association, protested against the passage of the bill and, as the farmers did not urge the matter, it fell with a dull, sickening thud.

\* \* \*

The country shippers and commission men in the East are just now considerably interested in the question of egg cases. As freight charges are not now figured on number of packages but by weight, the 30 dozen cases may be shipped just as cheaply as the 36 dozen cases. The latter are much harder to handle and the loss from breakage is generally greater. Large buyers are showing a preference for the smaller package, and there seems to be a demand for its more general use throughout the trade marts of the country.

\* \* \*

Business tact, along the lines of neatness and attractiveness in the display of goods in the store room and on the salesroom floor, has a great deal to do with the total sales column at the end of the day's business. It is true that in the midst of the business rush, one can not be particular in these little details, but little things count in the commission business as well as in any other. There is no excuse for piling egg cases, butter tubs, barrels and general produce in a heterogeneous mass, or of allowing barrel staves and refuse to lie on the floor until the janitor gets time to earn his salary. It may not make any difference to some buyers who expect that these conditions must be encountered, but it is certainly a pleasure to step into the salesroom of the merchant whose employees take time to arrange the butter tubs neatly in one corner, the egg cases in another, and so on through the whole category of goods. Equally satisfying, it is, to be able to wend your way to the business office without tacking like a sailboat in a gale.

#### Mysteries of Trade.

"These are this year's pecans, are they?"

"Yes, sir."

"How do you sell them?"

"Six cents a pound."

"How much are these in the next barrel?"

"Sell you those for fifteen cents a pound."

"They look just like the others. What makes them so much higher?"

"They're—they're next year's pecans, sir."

#### The Result Was the Same.

"Did you ever take any of those mud baths?"

"Well, I ran for office once."



### FREE SAMPLE TO LIVE MERCHANTS

Our new Parchment-Lined, Odorless Butter Packages. Light as paper. The only way to deliver Butter to your customers.

GEM FIBRE PACKAGE CO., DETROIT.

## STRANGE & NOKES WHOLESALE FRUIT AND PRODUCE CLEVELAND, OHIO.

NOTE: If you have a car Strawberries or other early fruit that you want to ship, write us.

MEMBERS: NATIONAL LEAGUE COMMISSION MERCHANTS  
NATIONAL APPLE SHIPPERS' ASSOCIATION

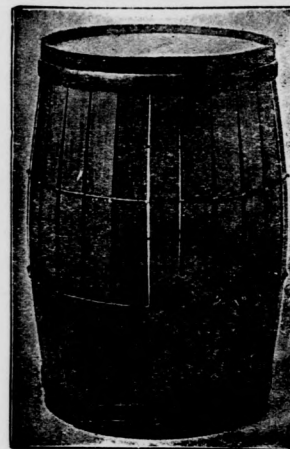
### J. W. LANSING, WHOLESALE DEALER IN BUTTER AND EGGS BUFFALO, N. Y.

A good many egg buyers want your eggs only during April and May for storage, but I have got to have them every day during the year. I have a good many orders yet to be filled for storage, besides my regular trade, so I can use your receipts to good advantage. Write me, before shipping elsewhere, how many you will have. I will buy either on track there or delivered in Buffalo.

#### REFERENCES:

Buffalo Cold Storage Co., Buffalo, N. Y.  
Peoples Bank, Buffalo, N. Y.

Dun or Bradstreet.  
Michigan Tradesman.



### Hercules Ventilated Barrels

The very best barrel in which to ship Apples, Potatoes, Pears and all kinds of Produce.

Because the contents will be properly ventilated, which prevents over-heating and consequent decay and loss. The "Hercules" can be shipped knock down in bundles, thus making a saving in freight.

To set up the "Hercules" no skill is required. You can be your own cooper and save money. 300 "Hercules" barrels can be hauled on a farm wagon. The "Hercules" is strong in the bilge and has no inside lining hoops.

For catalogue and prices write

Hercules Woodenware Co.,

290 W. 20th Place, Chicago, Ill.

### Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

# BOUR'S COFFEES MAKE BUSINESS

## We Realize

That in competition more or less strong

### Our Coffees and Teas

Must excel in Flavor and Strength and be constant Trade Winners. All our coffees roasted on day of shipment.

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



**Achieving Success Along One Line.**  
Written for the TRADESMAN.

How many of us are there who have not been in bodily presence at a point where we were undecided as to which of two or more diverging roads would best and most speedily lead us to our journey's end, and how much more than in a majority of cases must we admit our selection to have been the very worst, to aid us towards the zenith of our hopes, or at best less desirable than one of the others. Of course, the chances are even for the right road to be chosen; but, inasmuch as failure makes a deeper imprint on the mind than success, we remember the failures and forget the successes, or, taking them as our natural allotment, balance the account with a preponderance of failures to take the right turning.

This being admittedly true in the physical sense, with what greater degree of intensity does it apply to business or life failures of our times, where the records relating entirely to business show less than 5 per cent. of successes.

To illustrate this position, let us create a Character and accompany it into and through a series of failures and successes as they follow in natural order through life.

In order not to handicap this creature of our brain, we will have him born under the most favorable of all circumstances, in a hard-working, honest, healthy farmer's family; blessed with a good constitution; made constantly better through his mode of living an active outdoor life, well calculated to bring forth, as a natural development, the best material in man; imagination vivid; with a will to do and dare, for conscience's sake, the right, according to his ideas of right; a mind more than ordinarily susceptible to the reception of ideas; inventive faculties well developed, and a power of concentration beyond the ordinary allotment.

This embodiment of mental force in a strong physique shows to your mind our created Character, which would look straight into the future through expectant eyes and see a point of dazzling brightness termed success, towards which his efforts would naturally lead him until majority was reached, when each individual comes to the place where the single road heretofore followed separates into two slightly diverging ways, at the end of each of which appears a point of equal intensity, scarcely distinguishable from that bright spot beheld in the firmament of his future towards which he strove, success.

Here it becomes the duty of each one to ask himself these questions: Can any individual life have before it more than one best course over which an equal degree of success may be reached? Can there be one who would succeed equally well at following either of two or more lines, or is the individual supplemented in nature with a calling only by following which can highest success be attained. Can there be a point where, to swerve from our straight course ever so slightly, we do not, partially at least, turn our backs on success? Is there a point of equal brilliancy to guide man down either path, or is this apparent fact but a mirage, a delusion by which one sees double? Is this but a compensation of Nature, providing for the first slight turning, doing little or no harm, so that either straightly followed from this first forks of the road would ultimately reach the same end?

We can not answer, but incline to the belief that neither of these first diver-

ging ways, if singly and straightly followed, would lead man very far from the highest attainments; but woe to him who, with one foot on either path, seeks to follow both ways at one and the same time, forgetting that there is a wedge-shaped obstacle causing the divergence, which is the mightiest force to Nature known, in this case absolutely preventing the one just starting life from reaching a seemingly double success by treading both ways at once, illustrating that each individual success is an atom in the universal scheme, which may not be divided, but must be applied to a single line in order to fulfill its foreordained destiny.

It not being our province to thus destroy this Character of our creation, we will take our way with him into the road which has a slight turning towards the left. And why the left? Because the right fork of the road from here always leads to that success seen by the eye of hope; formulated in the brain while yet growing towards its highest power; foreseen at a stage of life when the future has a brighter aspect than the present, from where the past holds record of no failures.

For a time these roads from the first fork follow the same direction so closely that their divergence is scarce seen, and never felt by one following either single branch. But physical laws present the impossibility of two diverging straight lines ever meeting save at the starting point, hence in following the left hand branch each step takes us farther away from the right. As we press on a separation of the star of our success into two points of equal luster and brilliancy beckons us on, the one straight ahead, the other ever calling towards the right. But our Character, pushing on in all his youthful ardor, soon reaches other forks of the road, each presenting the same illusions as at first, although the right hand branch is yet pointing towards that star which our footsteps first followed; but he once more selects the left fork, passing along which the star followed still retains its undiminished splendor. The divergence now has become more sharp, so that he sees the point to which he started first slightly over his right shoulder, it in fact appearing to recede towards the point where the roads first forked, while that towards which he worked appears no nearer than when, at the first forks of the road he chose the left hand turning.

Impelled by a seemingly irresistible impulse, he pushes along; and yet success would be nearer him were he to retrace his steps to the first forks of the road, entering again the race from there straight towards the star point of success he first saw.

There is a similarity in the recurrence of these diverging ways, although so far he has always taken the turn to the left, until shortly our Character is given a new condition of personal choice: Now three instead of two ways are open.

**AMERICAN CARBIDE CO., Ltd.**

Successors to the Michigan & Ohio Acetylene Gas Co.'s  
Carbide Business.  
Jobbers of

**Calcium Carbide**  
and all kinds of

**Acetylene Gas Burners**

Orders promptly filled.  
**JACKSON, MICH.**



**LET THERE BE LIGHT!**

Do you want to light your store better than it is? Do you want a machine that will not clog the burners? Do you want a machine that will not waste gas? Do you want a machine that is not expensive to operate? If so, buy a "Crown."

What J. D. Price, of Jackson, says:

JACKSON, MICH., May 3.  
I have used one of your machines now for eleven weeks and have used only 65 pounds of carbide in that time. There are seventeen burners in the house attached to the machine, but, of course, we do not use all the burners at the same time, but we have had more light at less expense than we got from coal gas. The machine is very easy to take care of. I have only filled it three times myself, my wife taking care of it the balance of the time. She says she would rather take care of this machine than one Rochester burner.

J. D. PRICE.

We would be pleased to give you prices and full particulars upon application. Agents wanted.

**CROWN ACETYLENE GAS MACHINE CO.**  
1475 Woodward Ave., Detroit, Mich.  
Watch our advertisement for further testimonials.

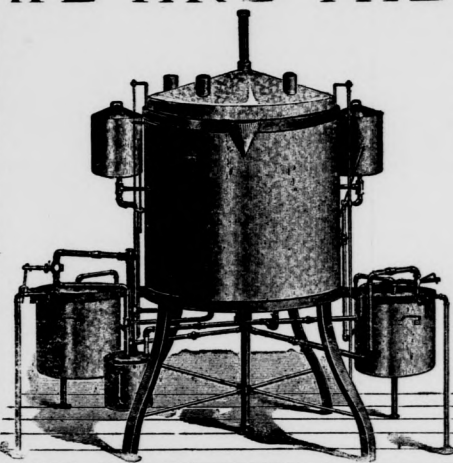
**THE**  
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**THE MOST SIMPLE AND COMPLETE DEVICE FOR GENERATING ACETYLENE GAS IN THE MARKET. ABSOLUTELY AUTOMATIC.**

To get Pure Gas you must have a Perfect Cooler and a Perfect Purifying Apparatus. We have them both and the best made. The Owen does perfect work all the time. Over 200 in active operation in Michigan.

Write for Catalogue and particulars to  
**GEO. F. OWEN & CO.,**  
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GRAND RAPIDS, MICH.  
Also Jobbers of Carbide, Gas Fixtures, Pipe and Fittings.

**WE ARE THE PEOPLE**



Profiting by the experience of the numerous generators which have been put on the market during the past two years, we have succeeded in creating an ideal generator on entirely new lines, which we have designated as the

**TURNER GENERATOR**

If you want the newest, most economical and most easily operated machine, write for quotations and full particulars.

**TURNER & HAUSER,**  
121 OTTAWA ST.,  
GRAND RAPIDS.

State rights for sale.



**PELOUZE**  
**"Household" Scale**  
24 LBS. BY OZS.

Acknowledged to be the BEST on the market  
**PRICE \$1.50**  
**ONLY \$12.00 PER DOZ.**  
Net to the trade.

Made of cold rolled steel throughout. Beautifully japanned and striped. Large white enameled dial, very serviceable and distinct. Enameled steel top plate, absolutely unbreakable. Occupies less space than other scales. Can be instantly adjusted for scoop. Weight, boxed, only 4 1/4 lbs.  
**EVERY SCALE WARRANTED.**

**PELOUZE SCALE & MFG. CO.,**  
CHICAGO, ILL.,

Mfrs. Reliable Postal, Counter, Confectionery, Ice and Market Scales, Spring Balances, etc.



One, more alluring than the others, turns quite sharply off towards the left. In front, immediately beneath his feet, darkly yawns a chasm of unknown depths. The third is for retracing the way where the wrong, or left hand, turning was first taken. But one hesitates to return, fearing what friends will say of the retrogression, and few there be who at this point of life choose the correct course—retreat. As our Character looks into the depths of the cavern yawning at his feet he becomes fearful of its power to swallow him up and once again takes the left hand turn, noticing that as he does so the bright light he first followed is now behind him, still glowing with all its original intensity and fervor. On the course in front, while the guiding point retains its brilliancy, it has become more cold and somewhat repelling; but no obstacle can be seen in the way of reaching it, so our Character blindly follows on where its dazzling brilliancy lures with promises of seeming worth.

Let us imagine that had he made the plunge into those dark depths instead of that last turning to the left the disaster had not been as bad in reality as in imagination, and even although in the fall his business enterprise had met a complete collapse there was or might have been a way, a ladder if you please, leading up out of darkness onto the right hand bank, perchance emerging at or very near the first forks of the road, where again he was invested with the power to choose the right, and, looking straight ahead, he sees that point just as near, although somewhat dimmer than when it was first the star of hoped-for success.

But, being followers of a created Character who chose the turning to the left, we must follow him until he comes again to where this road forks, down each of which ways a point of light, like that he first followed in hopes of great success, gleams, although somewhat less brightly than when the first turning to the left showed them in the advance, while the brightness of the first-planned-for success remains undimmed behind the back.

Many of us stop here and consider our course; but do we weigh the evidences of past failures or wrong turning in our choice? No. Do we allow the undiminished splendor of our first conception of success to draw us back to the original forks of the road and start from there towards it? We do not, and few there be that do. But few, woefully few, would choose this course. Most, like our created Character, would turn into the seemingly easy left road; and there we follow him. Now, for the first time, he stops to explore and investigate the numerous shady side-paths branching off to right and left at right angles to his course. But all these end in disappointment, so he perforce returns to and follows the chosen way, finding it getting worse and worse; but follow it he must, impelled by Fate. Yet even Fate is kind, and many stages of this route are found which, if taken as they are without subjecting them to the light from first-conceived ideals of success, still shining to the mind with undiminished brilliancy, had been sufficient for all earthly need, but when inspected by this unreal light they seem to have little or no worth, being defective and entirely unsatisfying to our minds. Hence our Character advances along this route, soon reaching other forks of the road, where it seems of no import towards which hand he turns, as

the road to the right has a seemingly greater divergence from the great light than has the left hand turning, although neither leads far towards the cherished ideals, as by this time he has reached the decline of life. Yet where choice is granted him he still persists in choosing the left hand road, and although his feet are often on the verge of yawning chasms, into which to fall had been seeming annihilation, yet these he manages to escape by selecting that shady left hand way of sliding out or around them, never once taking into consideration complete rout and return.

This custom, or habit, of always turning to the left where the roads forked leads him to a place where the first point of success seems straight ahead; but how dimmed its brilliancy, as now seen through eyes that have gazed upon its splendor for three-score years.

But why was it seemingly in front of him once more? Because, always turning towards the left, he had completed the circle, which made him face the point towards which he started. Then why not still undimmed? For the reason that the constantly-cooling point towards which he always pushed was now between his eyes and that brighter one, both being in the same line of vision, the one in the foreground naturally giving color to that more distant, and in a manner throwing its mantle of life or death over the one behind; besides which, the eyes of men at 60 see less clearly than they saw at 20, hence gone is the very essence of that brightness which at first seemed almost dazzling.

Who would wish to follow the Character farther than once completely around this circle? Surely not I; and there are doubts if any one would desire to see the disappointing struggles of one to begin again at 60 where he was at 20. His prejudices would outweigh personal experiences, and in all probability carry him again into the left hand way when the forks in the road were reached, thus leading those who followed him into disappointments, if nothing worse. So here we will dismiss our Character, leaving him to gaze at the diminished glory of his first foreseen success.

Now let us, on the other hand, follow that occasional one who keeps to the right at the first forks of the road. His star of imagined success is always straight ahead, and while he follows a previously-mapped-out course that first left hand diverging way would be scarcely seen, if seen at all; nor would consideration be given it while the eye was on that bright point, towards which he keeps ever moving in a straight line. To be sure, roads branch off to the left from this unbending right hand way; but, as the goal of success is more nearly reached, these break off at sharper angles, hence are less easily mistaken for the right path, and so exert less power over the will of him who pushes on towards the light seen when first he started out. This man neither sees double nor yet two points of equal brightness at any place along his route. Only one success in sight ahead, and that his own. Never does it shine to right or left of the straight path ahead where its beckoning light leads on. Instead of such an one having to surmount or pass around, obstacles between him and success are apparently brushed aside by an unseen Force, leaving the path free for his Star of Hope to light his way. Only one result is possible where this course is followed, but one end to a career—pushed forward along

this single line, but one realization to the dream of him who is thus carried on by this Unseen Force—that result, that end, that realization success.

Shall the measure of our approval of this achievement be greater than that we extend to him who made his mistake at the first forks of the road? The world looks placidly on and says Yes. But do you? Do I? Do those men who have struggled long and hard to reach unfound success confirm this verdict of the world? Personally answering, I say No. You would say the same, and so would they who have met similar reverses.

Should we condemn the one for failure to reach his idealized pinnacle of success through not making a proper choice when two ways presented themselves in which was scarce a shade of difference, and heap praise on him who stumbled into the right branch when the roads first forked, rather than chose that way by reason? Many times we do, but never ought, as the success of man, company, corporation, community, or of a nation, stands for naught when confronted with Time, that grim destroyer of all earthly things; and yet the personal success of him who saw his way straight ahead and unswervingly followed it must find an answering sentiment in our hearts, which says: The straight course towards anything is shortest, and he who turns to neither right nor left takes fewest steps to reach, and most deserves, success.

L. A. ELY.

#### Painful Memories.

"You don't catch me riding my wheel on that cinder path."

"Why not?"

"It is too sad a reminder of the good money I paid out for coal this winter."

# Feed

## Corn and Oats

Our feed is all made at one mill. It is all ground by the same man. He thinks he knows how to do it right because he has been doing it for a dozen years. We believe he does it right or we would get another man. Our customers evidently think he does it right because they keep on ordering, and our feed trade has been enormous this winter and doesn't seem to let up. We don't want it to "let up," and your order will help along. Send it in. We'll give you good feed at close prices.

## Valley City Milling Co.,

Grand Rapids, Mich.

Sole Manufacturers of "LILY WHITE,"  
"The flour the best cooks use."

# AMERICAN BEAUTY GINGER SNAPS



Put up in 3-lb. barrels, 12 and 24 to the case, \$2 40 per doz.

A whole barrel of fine Ginger Snaps to the consumer for 25c. Made only by

## NATIONAL BISCUIT CO.

Sears Branch, Grand Rapids.



# LYON BROTHERS

The line of Wringers and Ice Cream Freezers offered herewith are the most representative popular price goods that the market affords. We have made satisfactory contracts for this season, and are, therefore, in a position to offer these extremely low prices on such high grade standard makes. The well-known brands that these two lines represent are sufficient evidence that we are in a position to sell the trade reliable, satisfaction-giving Wringers and Ice Cream Freezers at prices lower than have been offered heretofore by any other jobbing house.

We handle a complete line of Tinware, Hardware and general household goods. For illustrations and descriptions we refer the trade to our Spring and Summer Catalogue (No. 238), containing 608 pages. We mail this Catalogue free to merchants upon application only.

## WRINGERS

### CHICAGO WOOD WRINGER.

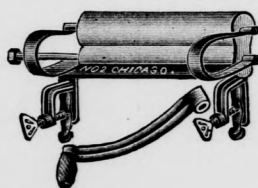


No. 110.

Positively the best automatic friction wringer ever sold at the price. Serviceable quality, the best of its kind, being finished with a view to durability. The frame is made of kiln-dried seasoned stock, the rolls are guaranteed "new stock" rubber, vulcanized, size 10x1 3/4 to the shafts, double cog wheels. Hold Fast tub clamps, a thing never offered on a low-priced wringer. All iron parts are warranted malleable galvanized iron stock, and all fittings combine to make these wringers superior to anything ever offered at the price. 1/4 dozen to the case.

DOZEN.....\$11.50.

### CHICAGO IRON WRINGER.

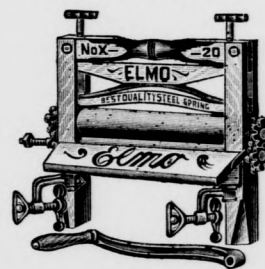


No. 2.

The simplest operated and most durable in use; the rolls are made of solid white rubber, "new stock," size 10x1 3/4, vulcanized to iron shafts; the iron parts are all galvanized. Hold Fast tub clamps. The construction enables it to be fitted on any shape tub, including galvanized or fiber. The japanned steel springs guarantee durability, and supply sufficient pressure to enable this wringer to be used for the finest muslin as well as the heaviest woolens. It has apron attachment, which prevents the water from running into the dry tub. 1/4 dozen to the case.

DOZEN.....\$10.50.

### ELMO WRINGER.

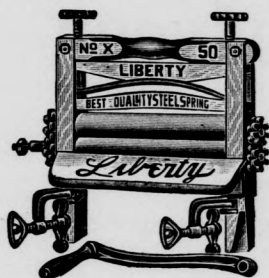


No. 20.

Supplied with the improved Hold Fast tub clamp, suitable for galvanized iron, fiber or wood tub. The special features of this wringer are the wheel pressure screw, tempered steel springs, metal bearings and extra large folding apron, representing, in fact, every possible improvement that goes to make up a durable and serviceable wringer. Size of rolls 10x1 3/4 inches. 1/4 dozen in a case.

DOZEN.....\$16.50.

### LIBERTY WRINGER.



No. 50.

Supplied with the improved Hold Fast tub clamp, which enables it to be fitted to galvanized iron, fiber or wood tubs. The most noteworthy features of this wringer are the solid walnut topbar and apron, wheel pressure screw, tempered steel spring, metal bearings and extra large folding apron. It is the aim of the manufacturers of this wringer to include in its make all points of improvement that will render it serviceable and durable. Size of rolls 10x1 3/4 inches. 1/4 dozen in case.

DOZEN.....\$19.00.

## ICE CREAM FREEZERS



### LIGHTNING FREEZERS

Are the only kind that meet every demand for high quality and low price. They have an established reputation and are in demand. Made with the automatic twin scrapers; cedar pails with electric welded wire hoops, guaranteed not to break or fall off. Cans are heavy tin plate with drawn steel bottoms. All inside parts are thoroughly tinned, outside parts heavily galvanized, therefore use the smallest possible amount of ice and salt, and are economic and convenient. We handle this line in five sizes:

	Each
2 Quart.....	\$1 15
3 Quart.....	1 35
4 Quart.....	1 60
6 Quart.....	2 00
8 Quart.....	2 60



### BLIZZARD FREEZERS.

The best low-price freezer in the market. The low price on this brand of freezers is due only to its simple construction, being single action. It is positively the best single action freezer in the world. In addition to this feature it contains many of the details mentioned in our line of lightning freezers. We handle this line in five sizes:

	Each
2 Quart.....	\$1 00
3 Quart.....	1 15
4 Quart.....	1 35
6 Quart.....	1 85
8 Quart.....	2 30

### MANCHESTER WRINGER.



No. 80

Regular grade, Ball Bearings, maple top bar and apron, black japanned steel springs, wheel pressure screws, extra large folding apron, regular grade roller. This wringer is supplied with the improved Hold Fast galvanized iron swing-tub clamp that will take two inches; size of roll 10x1 3/4 inches. 1/4 dozen in case.

DOZEN.....\$25.50.

LYON BROTHERS,

Importers and Jobbers in

GENERAL MERCHANDISE.

246-252 East Madison Street, Chicago, Ill.



## Shoes and Leather

### Should the Trade Encourage Manufacturers Who Retail?

In my opinion, it is business suicide for a retail merchant to handle goods that are sold by the manufacturer direct to the consumer, or, in fact, to handle any shoe that has a trademark wherefrom the consumer can obtain the name and be led to ask for such and such a shoe. Every pair of shoes of this kind the dealer sells advertises the manufacturer, and the dealer in selling them is acting as an advertising agent for the manufacturer and just so far is not benefiting himself.

Let us imagine an instance: A man secures a pair of shoes bearing a certain trademark. He wears them, and being satisfied with the wearing qualities and the price, he tells a friend about the good shoes So-and-So keeps, and advises him to ask for the trademark when he comes to get a pair, to which the friend replies: "Why, I can get that shoe next door to where I live; there is no use in going away down there." Whose pocket suffers?

If the dealer had sold goods bearing only his own name, or no name at all, he would have, in this case, sold a pair of shoes and probably made a customer.

It sometimes happens that when a dealer has the exclusive right to sell a shoe with the trademark, people get to know him as the sole agent for that particular shoe, and couple his name and the manufacturer's together whenever either one or the other is spoken of.

Now, all shoes made in a first-class factory are not first class; so that it sometimes happens that occasional pairs will come out that are weak in some particular, and a break may come either in uppers or soles. That will cause the customer to return them to you and you will return them to the manufacturer; perhaps the manufacturer says that the claim is not a just one; you maintain that it is, and a breach is started that ends only when the relations between the dealer and manufacturer, which had hitherto been amicable, are entirely severed. The dealer seeks another line, and, I might almost say, is forced to start business all over again.

If he had had a shoe with his own name on it every pair he sold would have been an advertisement for himself.

How about the manufacturer? He looks around for another dealer as near to number one's store as possible, and probably offers to the other dealer the line number one has given up, at a little lower price, so that he can sell them to the consumer at a little less. It does not take long for the public, especially that part of it that has traded with number one, to find out the difference in price, and number one's name is remembered ever after as having cheated them for years.

Number two works away diligently, endeavoring to do the best he can for the manufacturer, and in his turn comes, possibly, through the same experience.

If number one had been selling unnamed shoes, and had fallen out with the manufacturer, he could have changed to a new line without the public knowing anything about it, and, consequently, without in the least degree injuring his trade.

The remedy, it seems to me, lies in the retailers coming together and agreeing to steadfastly refuse any shoes with a trademark. This would save a great

deal of anxiety, and would render the selling of shoes a pleasure instead of a task; but it is too much to ever hope for.—Boots and Shoes Weekly.

### The Farmer's Boy.

"I'd like to be a boy again, without a woe or care, with freckles scattered on my face and hayseed in my hair. I'd like to rise at 4 o'clock and do a hundred chores, and saw the wood and feed the hogs and lock the stable doors. And herd the hens and watch the bees and take the mules to drink, and teach the turkeys how to swim, so that they wouldn't sink; and milk about a hundred cows and bring the wood to burn. And stand out in the sun all day and churn and churn and churn, and wear my brother's cast-off clothes, and walk four miles to school, and get a licking every day for breaking some old rule. And then get home again at night and do the chores some more, and milk the cows and feed the hogs and curry mules galore, and then crawl wearily upstairs and in my little bed, and hear dad say, 'That worthless boy—he isn't worth his bread!' I'd like to be a boy again—a boy has so much fun!—his life is just a round of mirth from rise to set of sun. I guess there is nothing pleasanter than closing stable doors and herding hens and chasing bees and doing evening chores."

### Some Encouragement.

Mrs. Darlington—John, I spoke to papa about having him take you into business, but he couldn't do it, because you have too many vague ideas.

Mr. Darlington—Hurrah! That's clever of the old boy. My first wife's father used to say I had no ideas at all.

## Geo. H. Reeder & Co.,

19 South Ionia Street,  
Grand Rapids, Mich.

Agents for LYCOMING and KEYSTONE RUBBERS. Our stock is complete so we can fill your orders at once. Also a line of U. S. RUBBER CO. COMBINATIONS. Send us your orders and get the best goods made. Our line of Spring Shoes are now on the road with our travelers. Be sure and see them before placing your orders as we have some "hot stuff" in them.



### NOW YOU SEE IT

all about you and everywhere that the merchant who has the best system of doing business and sticks to one pre-arranged plan, succeeds in doing a profitable trade, while he who has no plan, trying to run without system, will see his business get away from and final ruin swamp him.

### THE EGROY AUTOGRAPHIC REGISTER

shown at top, used with our system of business, will insure success, as it stops all leaks, keeps one's business standing prominently in mind, saves time, labor and money, thus continually piling up the ingredients of all fortunes.

### NOW YOU DON'T

think for a minute that our entire working force, planning for years a perfect system, can fail in showing advantages to you, by which your business would be benefited. We have practical systems adapted to nearly all kinds of retail merchandising, and would be pleased to aid you in placing your business on a profitable basis. The merchant without system stands no show against his neighbor who has the best. Address orders or inquiries

L. A. ELY, Sales Agent, Alma, Mich.

G. R. salesman, S. K. Bolles, 39 Monroe St. 3d floor.

# GET THE BEST



GOODYEAR GLOVE RUBBERS  
can be purchased at 25 and 5 off from  
new price list. Write

HIRTH, KRAUSE & CO., Grand Rapids

## OUR DISCOUNT

from Gross Price List on Rubber Boots and Shoes for '99 will be as follows:

Until October 31st:

Federal Brand, 25, 10 and 5 per cent.  
Woonsocket Brand, 25, 5 and 5 per cent.  
Candee Brand, 25 and 5 per cent.

After October 31st:

Federal Brand, 25 and 10 per cent.  
Woonsocket Brand, 25 and 5 per cent.  
Candee Brand, 25 per cent.

Terms November 1st, net 30 days If paid prior to November 10th 7 per cent. per annum and 1 per cent. extra discount allowed. Goods shipped and billed after November 1st are net 30 days.

Our stock of Tennis Shoes is very complete.  
We solicit correspondence.

STUDLEY & BARCLAY, Grand Rapids.

We are in the market with the best  
Rubbers on earth and in water.

## Wales=Goodyear

Terms Nov 1st, 30 days.

Wales-Goodyear, 25 and 5 per cent.

Connecticuts, 25, 10 and 5 per cent.

Woonsocket Boots, 25, 5 and 5 per cent.

We also carry a full line of findings, shoe store supplies, fixtures, etc Write for catalogue.

Herold=Bertsch Shoe Co., Grand Rapids.

## Rubber Goods 1899=1900

We are selling Agents for Boston and Bay State Rubbers.

**Discounts for This Season.** From May 1st to October 31st, 1899, inclusive, Boston Rubber Shoe Co.'s goods, 25 and 5 per cent. Bay State Rubber Co.'s goods, 25, 10 and 5 per cent. November 1st, 1899, to March 31st, 1900, Boston Rubber Shoe Co.'s goods, 25 per cent., and Bay State goods, 25 and 10 per cent.

**Terms.** Bills to date November 1st, due December 1st. 1 per cent. off cash in 10 days. For prepayment, 7 per cent. per annum to November 10th, and above mentioned 1 per cent. will be allowed.

**Freight.** Actual railroad and steamboat freight will be allowed.

On account of advance in crude gum and lining fabrics it has become necessary to advance the price list. New lists will be mailed you on application. We hope to receive your valuable orders for the best line of Rubber Goods made.

Yours respectfully,  
RINDGE, KALMBACH, LOGIE & CO.,  
GRAND RAPIDS, MICHIGAN.



## Commercial Travelers

### Michigan Knights of the Grip.

President, CHAS. S. STEVENS, Ypsilanti; Secretary, J. C. SAUNDERS, Lansing; Treasurer, O. C. GOULD, Saginaw.

### Michigan Commercial Travelers' Association.

President, JAMES E. DAY, Detroit; Secretary and Treasurer, C. W. ALLEN, Detroit.

### United Commercial Travelers of Michigan.

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

### Grand Rapids Council No. 131.

Senior Counselor, D. E. KEYES; Secretary-Treasurer, L. F. BAKER. Regular meetings—First Saturday of each month in Council Chamber in McMullen block.

### Michigan Commercial Travelers' Mutual Accident Association.

President, J. BOYD PANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

### Lake Superior Commercial Travelers' Club.

President, F. G. TRUSCOTT, Marquette; Secretary and Treasurer, A. F. WIXSON, Marquette.

### SUCCESSFUL SALESMEN.

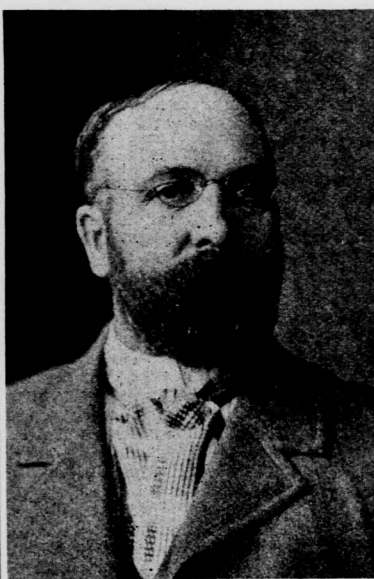
#### A. B. Gates, Michigan Representative Standard Cigar Co.

Aaron B. Gates was born on a farm near Pleasantville, Venango county, Pa., Feb. 20, 1853. He was the son of Rev. Aaron Gates, a Baptist minister, and Amanda M. Cross, grandniece of Samuel Payne and Elisha Payne, the founder of Madison University. Mr. Gates' father was educated in that institution and married Miss Cross during his college course. His paternal grandfather, Aaron Gates, was a volunteer soldier in the war of 1812 and commanded a company at Sackett's Harbor. The ancestors of his mother were French and emigrated from France (where the name was La Crosse) to New England in the early part of the Eighteenth Century. At the opening of the revolution in 1775, his greatgrandfather, Uriah Cross, was living near Buckland, Vt. He was a patriot, inspired by the love of freedom, and, with his six brothers, entered the Colonial army and served throughout the war. As an officer under Col. Ethan Allen, he took part in the capture of Ticonderoga, Skenesborough and Crown Point. He was with Allen when that officer was captured, but with a few comrades made his escape by breaking through the British lines. Later he served in a Connecticut regiment. His grandfather, Calvin Cross, was born Jan. 21, 1781, and about twenty years later removed to Payne's settlement (now Hamilton), New York. At this place he married Polly Hosmer, eldest daughter of Rev. Ashbel Hosmer, who was then pastor of the Baptist church at Hamilton, and also one of the earliest officers of the Hamilton Baptist Missionary Society, which preceded the New York Baptist convention. He was one of the founders of the denomination in that region. Calvin Cross was also an officer in the war of 1812.

Mr. Gates was educated at Waterford Academy, Pa., and at Jamestown Collegiate Institute in New York. He taught school near Jamestown, N. Y., one term. He then entered Union College, Schenectady, N. Y., in company with his brother, Hon. Jasper C. Gates, now of Detroit. He afterward removed to Morrisville, N. Y., where he secured a position as clerk in a drug store. In 1873, he came to Grand Rapids and clerked a few months for S. D. Jackson, who then conducted a dry goods store on Monroe street. The same year he went to Jackson and engaged with the wholesale and retail grocery house of N. G. Davis, where he remained a

few months. His next move was to South Haven, where he purchased a farm and dealt in produce summers and taught school winters. After three years of farm life, he sold out and, in the spring of 1879, came to Grand Rapids. In August of the same year, he removed to Rockford, where he engaged in the grocery business, which he continued eight years, during which he spent about half his time on the road selling fruits and produce. He then closed out his grocery business and traveled one year in Michigan for D. H. McAlpin & Co., of New York, and seven years in Western Michigan for Morris H. Treusch & Bro., of Grand Rapids. He then engaged with Bennett, Sloan & Co., of New York, and a year later formed an alliance with the Standard Tobacco & Cigar Co., of Cleveland, to cover the entire State of Michigan, handling both lines of goods.

Mr. Gates was married in 1873 to Miss Irene Hurlbut, daughter of W. H. Hurlbut, of South Haven, by whom he had three children—Manly C., Ernest O.



and Olo Vell. Manly C. is now at Hammond, Ind., employed by Hammond, Standish & Co.; Ernest O. is at Fresno, Calif., a book-keeper, and Olo V. is at Bangor, in her last year in the high school. Mr. Gates was married in 1888 to Miss Anna Bell, daughter of John Bell, of Charlevoix, by whom he had one son, Ivan R., and a daughter who died, with her mother, during childbirth. In 1892 Mr. Gates married Miss Elsie Blanchard, daughter of Mrs. Carrie Blanchard, of Detroit, in whom he found a kind and loving mother for his son, Ivan R., who is a bright and promising youth now attending the Rockford public school.

Mr. Gates is a member of Rockford Lodge No. 247, I. O. O. F., and is affiliated with the Michigan Knights of the Grip, the Cleveland Commercial Travelers' Association and the Michigan Commercial Travelers' Mutual Accident Association. He is a member of the Baptist church of Rockford, having been affiliated with that denomination for over thirty years.

Mr. Gates attributes his success to hard work, fidelity to the interests of his employer and the regularity with which he has invariably kept all of his appointments. He has an unusually wide acquaintance with the trade by reason of his geniality and perpetual good nature and is a welcome visitor wherever he

goes, because he has the happy faculty of handling his customer without friction and takes defeat as gracefully as success—a quality, by the way, which few traveling men possess.

### Gripsack Brigade.

Carson City Gazette: Walter Mosher is traveling for the Michigan Anchor Fence Co., of South Haven.

Sault Ste. Marie News: W. F. Mitchell has returned to the city from Detroit, where he recently went to take a position with the Fletcher Hardware Co. After his arrival there, however, he accepted an offer from Standart Bros., wholesale hardware dealers, to act as their traveling representative, with headquarters at Marquette. Mr. Mitchell will not, however, move his family to Marquette until after the close of school.

It is claimed that an oyster can will hold sufficient compressed air to propel a buggy one hundred miles. In talking on this subject W. P. Townsend, the cracker salesman, became "Windy," and said: "If the wasted force from Windy Hawkins could be used on that too often late G. R. & I. morning train from Cadillac to Lake City, that train might be on time once and get half way back from one charge of the spontaneous supply."

Kalamazoo Telegraph: Archie Campbell, who has been shipping clerk at the Upjohn Pill and Granule Co. for the past three years, will leave for New York in two weeks to accept a position with the Sidney Ross Drug Co. He will start about the middle of June on an eight months' trip as their representative in South Africa. Mr. Campbell is well known in the young society circles of the city and his splendid opportunity to combine business and a trip to Africa is occasion for much congratulation.

Geo. W. McWilliams, formerly with the Clark-Jewell-Wells Co., has engaged to travel for the J. F. Eesley Milling Co., of Plainwell and Constantine, covering the trade of Western Michigan. Mr. McWilliams comes from a family of salesmen and certainly ought to achieve unusual success, if environment and example count for anything in this world. The specialties in self rising flour recently brought out by the Eesley Co. offered him a pleasing variety from the proverbial dryness and sameness of the flour line.

The Supreme Court of Minnesota has just given a decision making a telegraph company liable for transmitting libelous messages by telegraph. The telegram in question was anonymous, and a verdict of \$1,000 was given in favor of the plaintiff.

Railroad collisions, which should never happen, do happen, and more Americans are killed than are killed in all the battles of Manila, and yet no one is blamed, and no peace commissioners try to stop the railroads.

### Three New Members Taken Into the Fold.

Grand Rapids, May 15—At the last regular meeting of Grand Rapids Council No. 131, U. C. T., Clarence Goldsborough, of Flint Council, No. 29, and Geo. A. Simmonds, of Columbus Council, No. 1, were present as visitors.

Wm. H. Sigel, representing Clark-Jewell-Wells Co.; Govert Vander Weyden, representing Herold-Bertsch Shoe Co., and Harry C. Wagner, representing the Milwaukee Bay Co., were initiated into full membership.

Half rate round trip tickets to the Grand Council meeting to be held in Detroit, May 19 and 20, were received from the committee and distributed.

Badges will be provided for all by special committee at the train on the morning of the 19th. All members and their friends are urged to go. The Detroit Council has assured us a good time. The banquet and ball will be given Friday evening and the parade Saturday afternoon.

Senior Counselor Keyes appointed Messrs. Emery, Kolk and Baker a committee to make arrangements for a ball to be given in the near future.

Each meeting grows more interesting and the initiation more novel. Did all the members know of the good times we have they would surely attend every meeting.

Three new members at a time is not bad, is it, boys? Let the noble work proceed.

Let's all go to Detroit. We shall have the Grand Council meeting here in a year or two, and now is the opportunity to create a favorable impression, so that we may also draw a crowd.

It is reported that Harry Wagner, our newest member, was at the Burke Hotel, in Cadillac, when it burned and that he lost his grip and personal effects—in fact, everything but his reputation.

ADAM DUBB.

Senate amendments to the Missouri department-store tax bill have been accepted by the house. This is the measure which seeks, by the severity of the taxes imposed, to drive such stores out of existence.

It is not well to love a child for his meanness that gets the best of other people's children.

### REMODELED HOTEL BUTLER

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

### HOTEL WHITCOMB

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

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

Only first-class house in MASON, MICH. Every thing 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.

### Taggart, Knappen & Denison, PATENT ATTORNEYS

811-817 Mich. Trust Bldg., - Grand Rapids

Patents Obtained. Patent Litigation Attended To in Any American Court.



LARGE BIRD EIGHT BY SIXTEEN FEET. HAVE YOU SEEN IT IN THE CITY? SWEET; RICH. \$35 PER M. SEND MAIL ORDER.

THURLOW WEED CIGAR. \$70.00 per M. TEN CENTS STRAIGHT.

AARON B. GATES, MICHIGAN AGENT STANDARD CIGAR CO., CLEVELAND, OHIO.



## Drugs--Chemicals

### MICHIGAN STATE BOARD OF PHARMACY.

	Term expires
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
WIRT P. DOTY, Detroit	Dec. 31, 1903

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

#### Examination Sessions.

Star Island—June 26 and 27.  
Houghton—Aug. 29 and 30.  
Lansing—Nov. 7 and 8.

### STATE PHARMACEUTICAL ASSOCIATION.

President—J. J. SOUTHWINE, Escanaba.  
Secretary, CHAS. F. MANN, Detroit.  
Treasurer—JOHN D. MUIR, Grand Rapids.

### How the Druggists Made a Mistake.

Said a proprietary medicine man to an American Druggist reporter: "A lifelong experience with retail druggists has convinced me that what they chiefly lack is judgment. I will tell you a story in illustration of this. In a certain town, which must be nameless, there was a strong demand for one of our preparations—an extract of malt. We had created this demand by detail work amongst the physicians. In spite of all we could do, the extract got into the hands of the department stores, and the price was cut. Nevertheless, there was still a good margin of profit for everyone. Just at this time, along came a brewer concern with promises to the druggists that their malt extract would be sold only to retail druggists, and the price rigidly maintained. The druggists at once filled their windows with the stuff and refused to supply our goods. In a day or two, while we were pondering the matter and wondering just what we ought to do for our own preservation, we got a telephone order from a grocer for a gross of our malt extract. Up to this time we had confined our sales exclusively to the wholesale drug trade. Now we determined to supply anyone who ordered. From that time on, we received no orders whatever from the drug trade, and the grocers became our regular customers. Our sales in the past six months, without the expenditure of one penny in advertising, have increased over the previous six months by about 25 per cent. I think the retail druggists showed very poor business judgment in what they did. No business man in his senses should ignore the wishes of the public."

### Grocers Support Druggists.

Pittsburg, May 15—The fight between the retail druggists of Pittsburg and Allegheny and the manufacturers of Cuticura and Ripans Tabules is on in earnest, and will be to a finish as far as the retail druggists are concerned. They are asking for goods at a reasonable price and protesting against persistent cutters and especially department stores. Neither of these manufacturers have shown any disposition to meet the views of the retailers, but simply said no with a big N. The Cuticura people are now advertising wholesale and retail grocers, without any authority from them, and some of those advertised do not carry a penny's worth of Cuticura goods in stock. Two-thirds of the grocers so advertised have compelled the manufacturers to take their names out of the advertisement and the balance, it is said, will soon follow suit—the wholesale and retail grocers have no more love for department stores than have the druggists. At a meeting of the Retail Grocers' Association yesterday a resolution was passed commending the action of the Retail Drug Association, and offering the sympathy and support of the Grocers' Association.

The Ripans people have resorted to

almost the same methods except that they advertise the goods for sale by certain retail druggists who have none in stock and say will not buy them. The Ripans Chemical Co. make figures and say some very funny things. The retail druggist who could buy enough goods to get their 46 per cent. is a very scarce article in this part of the country.

### The Drug Market.

Opium—Continues to decline under favorable crop reports from growing district.

Morphine—Is as yet unchanged, although a decline is expected.

Quinine—Is weak. Manufacturers' prices are unchanged.

Napthalene Balls—Are very scarce and have advanced.

Citric Acid—Has been again advanced by manufacturers 10 per pound.

Gum Camphor—Refiners have advanced price 1/2c per pound, with an upward tendency.

Essential Oils—Bottom seems to have been reached on anise and is more firm. Cassia is easier and lower. Cloves, after a sharp decline, have reacted and are higher. Wormwood is in very small supply and high prices will probably rule during the coming year. The peppermint crop will be much smaller than last year, but large stocks in the hands of jobbers will probably hold the low price now ruling.

Roots—Golden seal continues very scarce and high. Serpentina is very scarce and has been advanced.

Spices—Cloves are very firm. Pepper has advanced, but the remainder of the list is unchanged.

Linseed Oil—Is weak, with prospects of lower prices.

### Composition of Tobacco Cures.

While it is true that a few of the widely advertised specifics for the cure of the tobacco habit rank slightly higher than the faith cure, Christian Science, etc., in their therapeutic virtue, it is probable that most of the efficacy of these remedies lies in the advertising circulars surrounding the package and in the effect which these have on the individual using the "specifics" and "cures." If you are determined to embark in the business of manufacturing tobacco cures, a compressed tablet of some bitter extract or combination of bitter tonic extracts might be as serviceable as the next thing. A combination of gentian and chamomile could be put up and sold in tablet form, accompanied by directions to take one tablet three times daily, a half an hour after meals.

### The Indiana Board.

The following gentlemen have been appointed members of the Board of Pharmacy, provided for by the pharmacy law enacted at the recent session of the Indiana Legislature: George W. Sloan, of Indianapolis; Charles B. Woodworth, of Fort Wayne; Harry E. Glick, of La Fayette; Charles E. Creelius, of New Albany, and Theo. E. Otto, of Columbus.

The members will receive their commissions as soon as the new laws go into effect, sometime in May. The Board will organize within ten days after the members receive their commissions. The sessions are limited, by law, to three days, so the Board will have a very, very busy first session and will no doubt have to serve a few days gratis.

It takes four things to make a gentleman: You must be a gentleman in your principles, a gentleman in your tastes, a gentleman in your manners, and a gentleman in your person.

### AGREED TO DISAGREE.

#### Perpetual Feud Between the Druggist and His Customer.

M. Quad in American Druggist.

I don't exactly like the house in which I live and the neighborhood is by no means what I would have it, but I have continued to stick for the last two or three years simply to see the thing out between Mr. Bowser and his family druggist. The "affair" began three or four years ago, when the corner drug store changed hands and a stranger took possession. Mr. Bowser was one of the first to call. He looked the new man over and then observed:

"You are supposed to know your business as a druggist and I hope you do. This is no neighborhood for a man who puts up arsenic for quinine. You'd better turn a hundred prescriptions away than make one blunder."

"I think I can run this business," replied the druggist, with all proper dignity.

"Well, perhaps you can, but it will be well to keep your eyes open. I shall trade with you more or less, and if you make a blunder with me you'll find a man who'll follow you to your grave!"

"You might take your custom elsewhere."

"But I don't propose to. This is a drug store and you are supposed to be a druggist. I shall get what I want in the drug line right here. Only, as I remarked before, don't try to put up prescriptions and watch a dog-fight at the same time."

That was the beginning. The druggist decided that Mr. Bowser was an old crank and that the less he saw of him the better, and Mr. Bowser decided that the druggist was too mighty independent and needed to be taken down a few pegs. There was another drug store only a block away, but he would do all his buying at this one out of spite. It wasn't three days before he felt queasy and wanted some quinine, and he dropped in to say:

"If you think you can put up a quarter's worth of two-grain quinine capsules go ahead and do it, but don't ring in morphine or strychnine on me."

"For fear of mistakes you'd better go elsewhere," replied the druggist.

"I'll be hanged if I do!" shouted Mr. Bowser as he pounded on the counter. "You are either a druggist or not a druggist. You either know enough to put up quinine capsules or you don't. I stand on my rights."

The druggist took the bluff and put up the quinine, but as he closed the deal he couldn't help saying:

"There are folks in this neighborhood who seem to go with a crank."

"And there are druggists around here who want to haul in their horns if they expect to keep out of bankruptcy!" replied Mr. Bowser as he walked out.

In time the two men came to respect and like each other, singular as it may seem, although Mr. Bowser never entered the drug store that a row didn't result. He was determined to humble that druggist or perish, and the druggist was determined to maintain his independence if his weekly sales didn't go above a cake of camphor-ice. There were times when we, who were lookers-on, decided that Mr. Bowser had the best of it. He'd drop in about 8 o'clock of an evening after castor oil or squills for young Bowser, and as he received the bottle he would shake his head and soberly remark:

"May possibly be all right, but I dunno—I dunno. You were gawping all around the store as you put it up, and it's a chance that you haven't worked something else in."

"Then you'd better leave it," the druggist would reply.

"I'll do nothing of the kind! If this turns out to be a blunder up you go to a lamp-post!"

"Bowser, you're a crank!"

"And you ought to be running a carpenter shop!"

As near midnight as possible the druggist, who lived over the store, would be jumped out of bed by the furious ringing of his night bell, and upon

rushing down stairs would find Mr. Bowser and be greeted with:

"I told you you'd mixed poison with that castor oil!"

"But I didn't!"

"But you did! I gave the boy a dose at 9 o'clock and he's now in convulsions! If I don't have you dangling from a lamp-post before you are an hour older then my name isn't Bowser!"

Then Bowser would rush off and leave the druggist to sweat and swear through the rest of the night, and he'd hear no more of the case for two or three days. It was at such times that Mr. Bowser had the best of it, but the druggist never failed to come back at him. If Bowser dropped in when there were three or four other people present he'd be publicly saluted with:

"Good evening, Mr. Bowser—good evening. Just wait a minute and I'll get that hair-dye for you. I've also got a new supply of your complexion-powder. If you were only a widower, now, you wouldn't look a day over sixty!"

Then Mr. Bowser would turn forty kinds of red and white, and swear in the whispered language of every nation on earth, and one had only to observe him to decide that the druggist had the best of it. Fifty different times when I've been in the store Mr. Bowser has come in for no other object than to pick a fuss. His custom on such occasions is to walk up and down the store for three or four minutes, and then suddenly turn on the druggist with:

"Well, bow many men, women and children have you poisoned off to-day?"

"None of your business!"

"Perhaps not, but if you ever poison one of my family it'll be some of my business, and don't you forget it!"

"If the family numbered one less it would be a good thing for this neighborhood!"

"And there will be one less druggist above ground if you don't learn the difference between paregoric and laudanum!"

The affair is still on, and as I said, I stick to the neighborhood because I want to see how it will end. Mr. Bowser is a man who never gives up, and the druggist has an iron jaw. In most wars there is a truce or a rest now and then, but there is no let-up in this. Neither of the men ever go into winter quarters. A week ago the thought struck me to offer my services as mediator, and I went to Mr. Bowser first. I had scarcely begun my story when he drew himself up and puffed out his chest and interrupted:

"Say no more—not another word. That man is too independent and has got to be humbled. I'll make him come to time if it takes me ten years. Aye! I'll bring him low or perish in the attempt!"

I hoped to find the druggist more reasonable, but was disappointed. I had just reminded him that it was divine to forget and forgive when he waved his arms in the air and shouted: "Never! Never! That Bowser is an old crank and a durned mean man, and I'll make him get down and chew gum if it takes a hundred years to do it!"

### Walnut Dye for the Hair.

This is prepared by taking the skins of fresh walnuts, beating them to a pulp and preserving in alcohol; about 4 ounces of walnut skin pulp are added to a pint of alcohol. The solution is applied directly to the hair. Darkening of the hair from the application of a solution of walnut juice thus prepared appears after a few hours' exposure to air and light.

### Sewing Machine Oil.

The best oil for lubricating sewing machines, typewriters and fine machinery generally is the purest grade of sperm. A water-white liquid petrolatum is also serviceable. The vegetable oils are to be avoided, since many of them become gummy and through decomposition and the liberation of acids attack the delicate bearings of the machinery.



## WHOLESALE PRICE CURRENT.


Advanced—  
Declined—

<b>Acidum</b>			<b>Conium Mac.</b>	35	50	<b>Scilla Co.</b>	50	50	<b>Ursaria</b>	15	18	<b>Soda Boras, po.</b>	9	11	<b>Paints</b>	<b>BBL.</b>	<b>L.</b>
Aceticum.....	60	8	Copaiba.....	1 15	25	Tolutan.....	50	50	Pepsin Saac, H. & P.	100	100	Soda, Carb.....	1 14	22	Red Venetian.....	1 14	2 28
Benzoleum, German	70	75	Cubebae.....	1 15	25	Prunus virg.....	50	50	D. Co.....	100	100	Soda, BI-Carb.....	3 14	22	Ochre, yellow Mars.	1 14	2 28
Boracic.....	20	16	Erigeron.....	1 00	1 10				Picis Liq. N.N. 1/2 gal.	100	100	Soda, Ash.....	3 14	22	Ochre, yellow Ber.	1 14	2 28
Carbolicum.....	20	16	Gaultheria.....	1 00	1 10				doz.....	100	100	Soda, Sulphas.....	3 14	22	Putty, commercial.	2 14	2 28
Citricum.....	40	50	Geranium, ounce..	1 50	1 60	<b>Tinctures</b>			Picis Liq., quarts.....	100	100	Sps. Cologne.....	2 10	20	Putty, strictly pure.	2 14	2 28
Hydrochlor.....	30	5	Gossypii, Sem. gal..	50	60	Aconitum Napellis R	60	60	Pil Hydraz..... po. 8	100	100	Sps. Ether Co.....	50	55	Vermillion, Prime	1 14	2 28
Nitrosum.....	30	10	Hedeoma.....	1 20	1 30	Aconitum Napellis F	60	60	Pil Nigra..... po. 22	100	100	Spt. Myrcia Dom.....	50	55	American.....	1 14	2 28
Oxalicum.....	12	14	Juniper.....	1 20	1 30	Aloes.....	60	60	Pil Burgun..... po. 35	100	100	Sps. Vini Rect. bbl.	2 10	20	Vermillion, English.	70	75
Phosphoricum, dil..	12	14	Lavandula.....	1 20	1 30	Aloes and Myrrh..	60	60	Plumbi Acet.....	100	100	Sps. Vini Rect. 1/2 bbl.	2 10	20	Green, Peninsular.	1 14	2 28
Salicylicum.....	50	60	Limonia.....	1 25	1 35	Assafetida.....	60	60	Pulvis Ipecac et Opil	100	100	Sps. Vini Rect. 10gal	2 10	20	Lead, Red.....	5 14	6 28
Sulphuricum.....	1 15	25	Mentha Piper.....	1 60	2 00	Atropa Belladonna.	60	60	Pyrethrum, boxes H.	100	100	Sps. Vini Rect. 5gal	2 10	20	Lead, white.....	5 14	6 28
Tannicum.....	1 25	40	Mentha Verid.....	1 50	2 00	Aurant Cortex.....	60	60	& P. D. Co., doz.....	100	100				Whiting, white Span	2 14	2 28
Tartaricum.....	30	40	Morhuze, gal.....	1 00	1 50	Benzoin.....	60	60	Pyrethrum, pv.....	25	30				Whiting, gliders.....	2 14	2 28
			Myrcia.....	4 00	4 50	Benzoin Co.....	60	60	Quassia.....	25	30	<b>Oils</b>	<b>BBL.</b>	<b>GAL.</b>	White, Paris Amer.....	2 14	2 28
<b>Ammonia</b>			Olive.....	7 50	3 50	Barosma.....	60	60	Quinia, S. P. & W	40	45	Whale, winter.....	70	70	White, Paris Eng.....	2 14	2 28
Aqua, 16 deg.....	40	6	Picis Liquida.....	10	12	Cantharides.....	60	60	Quinia, S. German.....	40	45	Lard, extra.....	55	60	Whiting, Paris Eng.	2 14	2 28
Aqua, 20 deg.....	60	8	Picis Liquida, gal..	10	12	Capsicum.....	60	60	Rubia, N. Y.....	40	45	Lard, No. 1.....	40	45	cliff.....	2 14	2 28
Carbonas.....	12	14	Ricina.....	32	1 00	Cardamon.....	60	60	Rubia Tincturum.....	12	14				Universal Prepared.	1 00	1 15
Chloridum.....	12	14	Rosmarini.....	1 00	1 00	Castor.....	60	60	Saccharum Lactis pv	12	14						
<b>Aniline</b>			Rose, ounce.....	6 50	8 50	Catechu.....	60	60	Salicin.....	3 00	3 10						
Black.....	2 00	2 25	Succini.....	40	45	Cinchona.....	60	60	Sanguis Draconis.....	40	45						
Brown.....	80	1 00	Sabina.....	30	1 00	Cinchona Co.....	60	60	Sapo, M.....	12	14						
Red.....	45	50	Sassafras.....	2 50	7 00	Columba.....	60	60	Sapo, G.....	10	12						
Yellow.....	2 50	3 00	Sinapis, ess., ounce.	55	60	Cubeba.....	60	60	Sieditz Mixture.....	20	25						
<b>Baccas</b>			Tigili.....	1 70	1 80	Cassia Acutifol.....	60	60									
Cubese.....	13	15	Thyme.....	40	50	Cassia Acutifol Co	60	60									
Juniperus.....	60	8	Thyme, opt.....	1 60	20	Digitalis.....	60	60									
Xanthoxylum.....	25	30	Theobromas.....	15	20	Ergot.....	60	60									
<b>Balsamum</b>			<b>Potassium</b>			Ferri Chloridum.....	60	60									
Copaiba.....	50	55	Bi-Carb.....	15	18	Gentian.....	60	60									
Peru.....	2 75	3 00	Bichromate.....	13	15	Guaiac.....	60	60									
Terabin, Canada.....	45	50	Bromide.....	52	57	Guaiac ammon.....	60	60									
Tolutan.....	50	55	Carb.....	12	15	Hyoscyamus.....	60	60									
<b>Cortex</b>			Chlorate, po. 17@19c	16	18	Iodine.....	60	60									
Abies, Canadian.....	18	18	Cyanide.....	35	40	Iodine, colorless.....	60	60									
Cassia.....	18	18	Iodide.....	2 40	2 50	Kino.....	60	60									
Cinchona Flava.....	18	18	Potassa, Bitart, pure	28	30	Lobelia.....	60	60									
Euonymus atropurp	30	30	Potassa, Bitart, com	10	12	Myrrh.....	60	60									
Myrica Cerifera, po.	20	20	Potass Nitras, opt..	10	12	Nux Vomica.....	60	60									
Prunus Virginl.....	12	12	Potass Nitras.....	10	12	Opil.....	60	60									
Quillaja, gr'd.....	12	12	Prussiate.....	20	25	Opil, camphorated.....	60	60									
Sassafras.....	12	12	Sulphate po.....	15	18	Opil, deodorized.....	60	60									
Ulmus.....	15	15	<b>Radix</b>			Quassia.....	60	60									
<b>Extractum</b>			Aconitum.....	20	25	Rhatany.....	60	60									
Glycyrrhiza Glabra.	24	25	Althae.....	22	25	Rhel.....	60	60									
Glycyrrhiza, po.....	28	30	Anchusa.....	10	12	Sanguinaria.....	60	60									
Hematox, 15 lb box.	11	12	Arum po.....	10	12	Serpentaria.....	60	60									
Hematox, 18.....	13	14	Calamus.....	20	25	Stromonium.....	60	60									
Hematox, 1/4.....	14	15	Gentiana.....	14	15	Tolutan.....	60	60									
Hematox, 1/2.....	16	17	Glycyrrhiza.....	16	17	Valerian.....	60	60									
<b>Ferru</b>			Hydrastis Canad.....	15	16	Veratrum Veride.....	60	60									
Carbonate Precip.....	15	15	Hydrastis Can., po.	18	20	Zingiber.....	60	60									
Citrate and Quinia.....	2 25	2 50	Hellebore, Alba, po.	18	20	<b>Miscellaneous</b>											
Citrate Soluble.....	40	45	Inula, po.....	15	16	Ether, Spts. Nit. 3 F	30	35									
Ferrocyanidum Sol.	15	15	Ipecac, po.....	4 50	4 75	Ether, Spts. Nit. 4 F	30	35									
Solut. Chloride.....	45	50	Iris plox.....	35	40	Alumen, gr'd.....	30	35									
Sulphate, com'l.....	2	2	Jalapa, pr.....	25	30	Annatto.....	40	50									
Sulphate, com'l, by	50	50	Maranta, 1/4.....	22	25	Antimoni, po.....	40	50									
bbi, per cwt.....	7	7	Podophyllum, po.....	22	25	Antimoni et PotassT	40	50									
Sulphate, pure.....	7	7	Rhei.....	75	1 00	Antipyrin.....	40	50									
<b>Flora</b>			Rhei, cut.....	1 25	1 35	Antifebrin.....	40	50									
Arnica.....	12	14	Rhei, pv.....	75	1 35	Argenti Nitras, oz	20	25									
Anthemis.....	22	25	Spigelia.....	35	40	Arsenicum.....	10	12									
Matricaria.....	30	35	Sanguinaria.....	40	45	Balm Gilead Bud.....	30	35									
<b>Folia</b>			Serpentaria.....	40	45	Bismuth S. N.....	1 40	1 50									
Barosma.....	25	30	Senega.....	40	45	Calcium Chlor., is.	10	12									
Cassia Acutifol, Tin-	18	20	Similax, officinalis H	40	45	Calcium Chlor., 1/4s	10	12									
nevelly.....	25	30	Smilax, M.....	10	12	Cantharides, Rus. po	15	16									
Cassia Acutifol, Aiz.	18	20	Scilla.....	10	12	Capsici Fructus, af.	15	16									
Salvia officinalis, 1/4	12	12	Symplocarpus, Foti-	10	12	Capsici Fructus, po.	15	16									
and 1/4.....	12	12	cus, po.....	10	12	Capsici FructusB, po	15	16									
Ura Ursi.....	8	10	Valeriana, Eng. po. 30	15	20	Caryophyllus.....	12	14									
<b>Gummi</b>			Valeriana, German.	15	20	Carmin, No. 40.....	3 00	3 10									
Acacia, 1st picked.....	45	45	Zingiber a.....	12	16	Cera Alba.....	50	55									
Acacia, 2d picked.....	35	35	Zingiber j.....	25	27	Cera Flava.....	40	42									
Acacia, 3d picked.....	35	35	<b>Semen</b>			Coccus.....	40	40									
Acacia, sifted sorts.	35	35	Anisum.....	12	12	Cassia Fructus.....	40	40									
Acacia, po.....	60	60	Apium (graveleons)	13	15	Centraria.....	40	40									
Aloe, Barb. po. 18@20	12	14	Bird, is.....</														



# GROCERY PRICE CURRENT.

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

<b>AXLE GREASE.</b> Aurora, doz. 6 00 Castor Oil, doz. 7 00 Diamond, doz. 5 00 Fraser's, doz. 9 00 IXL Golden, tin boxes 75 Africa, tin boxes 75 Paragon, doz. 6 00	<b>BLUING.</b> <b>CONDENSED PEARL BLUING</b> Small, 3 doz. 40 Large, 2 doz. 75 <b>BROOKS.</b> No. 1 Carpet, 2 3 No. 2 Carpet, 2 1 No. 3 Carpet, 1 8 No. 4 Carpet, 1 4 Parlor Gem, 2 50 Common Whisk, 91 Fancy Whisk, 95 Warehouse, 2 70 <b>CANDLES.</b> 8s, 7 16s, 8 Paraffine, 8 Wickling, 20 <b>CAT SUP.</b> Columbia, pints 2 00 Columbia, 1/2 pints 1 25 <b>CHEESE.</b> Acme, @ 1 1/4 Amboy, @ 1 1/4 Elm, @ 1 1/4 Emblem, @ 1 1/4 Gem, @ 1 1/4 Gold Medal, @ 1 1/4 Ideal, @ 1 1/4 Jersey, @ 1 1/4 Riverside, @ 1 1/4 Brick, @ 1 1/4 Edam, @ 1 1/4 Leiden, @ 1 1/4 Limburger, @ 1 1/4 Pineapple, @ 1 1/4 Sap Sago, @ 1 1/4 <b>Chicory.</b> Bulk, 5 Red, 7 <b>CHOCOLATE.</b> Walter Baker & Co.'s. German Sweet, 28 Premium, 35 Breakfast, 46 <b>COFFEE.</b> Roasted, 9 Rio, 10 Fair, 10 Prime, 12 Golden, 13 Peaberry, 14 Santos, 14 Fair, 14 Good, 15 Prime, 16 Peaberry, 18 Maracabo, 15 Prime, 15 Milled, 17 Java, 26 Interior, 26 Private Growth, 30 Mandehling, 35 Mocha, 22 Imitation, 22 Arabian, 28 Clark Jewell Wells Co.'s Brands Fifth Avenue, 29 Jewell's Arabian Mocha, 29 Wells' Mocha and Java, 24 Wells' Perfection Java, 24 Sanchabo, 21 Breakfast Blend, 18 Valley City Maracabo, 18 Ideal Blend, 14 Leader Blend, 12 1/2 Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 3c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbuttle, 10 50 Jersey, 10 50 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. <b>Extract.</b> Valley City 1/2 gross, 75 Felix 1/2 gross, 1 15 Hummel's foil 1/2 gross, 85 Hummel's tin 1/2 gross, 1 43 <b>CLOTHES PINS.</b> 5 gross boxes, 40	<b>CLOTHES LINES.</b> Cotton, 40 ft. per doz. 1 00 Cotton, 50 ft. per doz. 1 20 Cotton, 60 ft. per doz. 1 40 Cotton, 70 ft. per doz. 1 60 Cotton, 80 ft. per doz. 1 80 Jute, 60 ft. per doz. 80 Jute, 72 ft. per doz. 90 <b>COCOA.</b> James Epps & Co.'s. Boxes, 7 lbs. 40 Cases, 16 boxes, 38 <b>COCOA SHELLS.</b> 20 lb. bags, 2 1/2 Less quantity, 3 Pound packages, 4 <b>CREAM TARTAR.</b> 5 and 10 lb. wooden boxes, 30 Bulk in sacks, 29 <b>CONDENSED MILK.</b> 4 doz in case. Gall Borden Eagle, 6 75 Crown, 6 25 Daisy, 5 75 Champion, 4 50 Magnolia, 4 25 Challenge, 3 35 Dime, 3 35 <b>COUPON BOOKS.</b> 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 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 <b>Coupon Pass Books.</b> Can be made to represent any denomination from \$10 down. 20 books, 1 00 50 books, 2 00 100 books, 3 00 250 books, 6 25 500 books, 10 00 1000 books, 17 50 <b>DRIED FRUITS—DOMESTIC.</b> <b>Apples.</b> Sundried, 27 1/4 Evaporated 50 lb boxes, 29 1/4 <b>California Fruits.</b> Apricots, @ 15 Blackberries, @ 5 Nectarines, @ 10 Peaches, @ 11 Pears, @ 7 1/2 Pitted Cherries, @ 7 1/2 Prunelles, @ 10 Raspberries, @ 10 <b>California Prunes.</b> 100-120 25 lb boxes, @ 4 90-100 25 lb boxes, @ 5 80-90 25 lb boxes, @ 5 1/2 70-80 25 lb boxes, @ 6 1/4 60-70 25 lb boxes, @ 6 1/2 50-60 25 lb boxes, @ 7 40-50 25 lb boxes, @ 8 30-40 25 lb boxes, @ 9 1/4 cent less in 50 lb cases <b>Raisins.</b> London Layers 2 Crown, 1 50 London Layers 3 Crown, 1 65 Cluster 4 Crown, 2 00 Loose Muscatels 2 Crown, 5 Loose Muscatels 3 Crown, 6 Loose Muscatels 4 Crown, 7 L. M. Seeded, choice, 8 L. M. Seeded, fancy, 9 1/4 <b>FOREIGN.</b> Citron, @ 11 Corsican, @ 12 <b>Currants.</b> Patras bbls, @ 5 1/2 Cleaned, bulk, @ 6 Cleaned, packages, @ 6 1/2 <b>Peel.</b> Citron American 10 lb bx, @ 13 Lemon American 10 lb bx, @ 10 1/2 Orange American 10 lb bx, @ 10 1/2 <b>Raisins.</b> Ondura 25 lb boxes, @ 2 Sultana 1 Crown, @ 2 Sultana 2 Crown, @ 2 Sultana 3 Crown, @ 2 Sultana 4 Crown, @ 2 Sultana 5 Crown, @ 2 Sultana 6 Crown, @ 2 Sultana package, @ 2	<b>FARINACEOUS GOODS.</b> <b>Farina.</b> 24 1 lb. packages, 1 50 Bulk, per 100 lbs., 3 50 Dets. Walsh-DeRoo Co.'s Brand.  24 2 lb. packages, 1 80 100 lb. kegs, 2 70 200 lb. barrels, 5 10 <b>Hominy.</b> Barrels, 2 50 Flake, 50 lb. drums, 1 00 <b>Beans.</b> Dried Lima, 5 1/4 Medium Hand Picked 1 20 @ 1 25 Split, bu, 2 50 <b>Maccaroni and Vermicelli.</b> Domestic, 10 lb. box, 60 Imported, 25 lb. box, 2 50 <b>Pearl Barley.</b> Common, 2 00 Chester, 2 25 Empire, 2 75 <b>Peas.</b> Green, Wisconsin, bu, 1 00 Split, Scotch, bu, 1 10 Green, bu, 2 50 <b>Rolls Oats.</b> Rolled Avena, bbl, 4 00 Monarch, bbl, 3 75 Monarch, 90 lb sacks, 1 80 Quaker cases, 3 20 Huron, cases, 2 00 <b>Sago.</b> German, 4 East India, 3 1/4 <b>Tapoca.</b> Flake, 5 Pearl, 24 1 lb. pkgs, 6 1/2 <b>Wheat.</b> Cracked, bulk, 3 1/4 24 2 lb packages, 2 50 <b>SALT FISH.</b> <b>Cod.</b> Georges cured, @ 5 Georges genuine, @ 5 1/2 Georges selected, @ 6 Strips or bricks, 6 @ 9 <b>Herring.</b> Holland white hoops, bbl, 9 25 Holland white hoop 1/2 bbl, 5 25 Holland white hoop, keg, 70 Holland white hoop mchs, 80 Norwegian, 3 10 Round 100 lbs., 1 40 Round 40 lbs., 1 40 Scaled, 14 <b>Flackerel.</b> Mess 100 lbs., 15 00 Mess 40 lbs., 6 30 Mess 10 lbs., 1 05 Mess 8 lbs., 1 35 No. 1 100 lbs., 13 25 No. 1 40 lbs., 1 48 No. 1 8 lbs., 1 20 No. 2 100 lbs., 11 50 No. 2 40 lbs., 4 90 No. 2 10 lbs., 1 30 No. 2 8 lbs., 1 07 <b>Trout.</b> No. 1 100 lbs., 5 25 No. 1 40 lbs., 2 40 No. 1 10 lbs., 68 No. 1 8 lbs., 57 <b>Walrus.</b> No. 1 No. 2 Fam 100 lbs., 7 00 6 50 2 75 40 lbs., 3 10 2 90 1 10 10 lbs., 85 80 43 8 lbs., 71 65 37	<b>Perrigo's.</b> Van. Lem. XXX, 2 oz. obert, 1 25 XXX, 4 oz. taper, 2 25 XX, 2 oz. obert, 1 00 No. 2, 2 oz. obert, 75 XXX D D pchr, 6 oz, 2 25 XXX D D pchr, 4 oz, 1 75 K. P. pitcher, 6 oz., 2 25 <b>Pure Brand.</b> 2 oz. Taper Panel, 75 2 oz. Oval, 75 3 oz. Taper Panel, 1 35 4 oz. Taper Panel, 1 60 <b>FLY PAPER.</b> Tanglefoot, per box, 36 Tanglefoot, per case, 3 20 Holders, per box of 50, 75 Perrigo's Lightning, gro., 2 50 Petrolatum, per doz, 75 <b>HERBS.</b> Sage, 15 Hops, 15 <b>INDIGO.</b> Madras, 5 lb boxes, 55 S. F. 2, 3 and 5 lb boxes, 50 <b>GUNPOWDER.</b> <b>Rifle—Dupont's.</b> Kegs, 4 00 Half Kegs, 2 25 Quarter Kegs, 1 25 1 lb. cans, 30 1/2 lb. cans, 18 <b>Choke Bore—Dupont's.</b> Kegs, 4 25 Half Kegs, 2 40 Quarter Kegs, 1 35 1 lb. cans, 34 <b>Eagle Duck—Dupont's.</b> Kegs, 8 00 Half Kegs, 4 25 Quarter Kegs, 2 25 1 lb. cans, 45 <b>JELLY.</b> 15 lb pails, 35 36 lb pails, 65 <b>LYE.</b> Condensed, 2 doz, 1 20 Condensed, 4 doz, 2 25 <b>LICORICE.</b> Pure, 30 Calabria, 25 Sicily, 14 Root, 10 <b>MINCE MEAT.</b> Ideal, 3 doz. in case, 2 25 <b>PATCHES.</b> Diamond Match Co.'s brands. No. 9 sulphur, 1 65 Anchor Parlor, 1 70 No. 2 Home, 1 10 Export Parlor, 4 00 <b>MOLASSES.</b> <b>New Orleans.</b> Black, 11 Fair, 14 Good, 20 Fancy, 24 Open Kettle, 25 @ 35 Half-barrels 20 extra. <b>MUSTARD.</b> Horse Radish, 1 doz, 1 75 Horse Radish, 2 doz, 3 50 Bayle's Celery, 1 doz., 1 75 <b>PIPES.</b> Clay, No. 216, 1 70 Clay, T. D. full count, 65 Cob, No. 3, 85 <b>POTASH.</b> 48 cans in case. Babbitt's, 4 00 Penna Salt Co.'s, 3 00 <b>PICKLES.</b> <b>Nodium.</b> Barrels, 1,200 count, 4 00 Half bbls, 600 count, 2 50 <b>Small.</b> Barrels, 2,400 count, 5 00 Half bbls, 1,200 count, 3 00 <b>RICE.</b> <b>Domestic.</b> Carolina head, 6 1/4 Carolina No. 1, 5 Carolina No. 2, 4 Broken, 3 1/2	<b>Imported.</b> Japan, No. 1, 5 1/4 @ 6 Japan, No. 2, 4 1/2 @ 5 Java, fancy head, 5 @ 5 1/4 Java, No. 1, 5 @ Table, @ <b>SALERATUS.</b> Packed 60 lbs. in box. Church's Arm and Hammer, 3 15 Deland's, 3 00 Dwight's Cow, 3 15 Emblem, 3 50 L. P., 3 00 Soda, 3 15 Wyandotte, 100 3/4, 3 00 <b>SAL SODA.</b> Granulated, bbls, 75 Granulated, 100 lb cases, 90 Lump, bbls, 75 Lump, 145 lb kegs, 85 <b>SALT.</b> <b>Diamond Crystal.</b> Table, cases, 24 3-lb boxes, 1 50 Table, barrels, 100 3-lb bags, 2 75 Table, barrels, 40 7-lb bags, 2 40 Butter, barrels, 280 lb. bnlk, 2 25 Butter, barrels, 20 14 lb bags, 2 50 Butter, sacks, 28 lbs., 25 Butter, sacks, 56 lbs., 55 <b>Common Grades.</b> 100 3-lb sacks, 1 95 60 5-lb sacks, 1 80 28 10-lb sacks, 1 65 <b>Worcester.</b> 50 4 lb. cartons, 3 25 115 2 1/2 lb. sacks, 4 00 60 5 lb. sacks, 3 75 32 10 lb. sacks, 3 50 30 10 lb. sacks, 3 50 28 lb. linen sacks, 32 56 lb. linen sacks, 60 Bulk in barrels, 2 50 <b>Warsaw.</b> 56-lb dairy in drill bags, 30 28-lb dairy in drill bags, 15 <b>Ashton.</b> 56-lb dairy in linen sacks, 60 <b>Higgins.</b> 56-lb dairy in linen sacks, 60 <b>Solar Rock.</b> 56-lb sacks, 21 <b>Common.</b> Granulated Fine, 60 Medium Fine, 70 <b>SCALES.</b> Per doz. Pelouze Household, 12 00 Weighs 24 lbs. by ounces. <b>SEEDS.</b> Anise, 9 Canary, Smyrna, 3 1/4 Caraway, 8 Cardamon, Malabar, 60 Celery, 11 Hemp, Russian, 4 1/4 Mixed Bird, 4 1/4 Mustard, white, 5 Poppy, 10 Rape, 4 1/4 Cattle Bone, 20 <b>SNUFF.</b> Scotch, in bladders, 37 Maccaboy, in jars, 35 French Rappee, in jars, 43 <b>SOAP.</b> <b>JAXON</b> Single box, 2 95 5 box lots, delivered, 2 0 10 box lots, delivered, 2 75 <b>JAS. S. KIRK &amp; CO.'S BRANDS.</b> American Family, wrp'd., 2 66 Dome, 2 75 Cabinet, 2 80 Savon, 2 80 White Russian, 2 35 White Cloud, laundry, 6 25 White Cloud, toilet, 3 50 Dusky Diamond, 50 6 oz., 2 10 Dusky Diamond, 50 8 oz., 3 00 Blue India, 100 1/2 lb., 3 00 Kirkline, 3 50 Ros, 2 50 <b>Scouring.</b> Sapolio, kitchen, 3 doz, 2 40 Sapolio, hand, 3 doz, 2 40 <b>SODA.</b> Boxes, English, 5 1/4 Kegs, English, 4 1/4
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SPICES.

Whole Sifted.	
Allspice	14
Cassia, China in mats	12
Cassia, Batavia in mats	25
Cassia, Saigon in rolls	14
Cloves, Amboyna	14
Cloves, Zanzibar	12
Mace, Batavia	55
Nutmegs, fancy	60
Nutmegs, No. 1	50
Nutmegs, No. 2	45
Pepper, Singapore, black	13
Pepper, Singapore, white	16
Pepper, shot	15

Pure Ground in Bulk.

Allspice	17
Cassia, Batavia	30
Cassia, Saigon	40
Cloves, Zanzibar	14
Ginger, African	15
Ginger, Cochin	18
Ginger, Jamaica	23
Mace, Batavia	65
Mustard	120
Nutmegs	40
Pepper, Sing. black	13
Pepper, Sing. white	22
Pepper, Cayenne	20
Sage	15

SYRUPS.

Cora.	
Barrels	16
1 doz. 1 gallon cans	2 90
1 doz. 1/2 gallon cans	1 70
2 doz. 1/4 gallon cans	1 75

Pure Cane.

Fair	16
Good	20
Choice	25

STARCH.



Kingsford's Corn.	
40 1-lb packages	6
20 1-lb packages	6 1/2

Kingsford's Silver Gloss.	
40 1-lb packages	6 1/2
6-lb boxes	7

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

Common Corn.	
20 1-lb packages	5
40 1-lb packages	4 1/2

Common Gloss.	
1-lb packages	4 1/2
3-lb packages	4 1/2
6-lb packages	5
40 and 50 lb boxes	3
Barrels	3

STOVE POLISH.



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

SUGAR.

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

Domino	5 50
Cut Leaf	5 75
Crushed	5 75
Powdered	5 38
XXX Powdered	5 38
Cubes	5 38
Granulated in bbls	5 25
Granulated in bags	5 25
Fine Granulated	5 25
Extra Fine Granulated	5 38
Extra Coarse Granulated	5 38
Mould A	5 75
Diamond Confection	5 25
Confection Standard A	5 25
No. 1	4 75
No. 2	4 75
No. 3	4 75
No. 4	4 75
No. 5	4 63
No. 6	4 56
No. 7	4 50
No. 8	4 44
No. 9	4 38
No. 10	4 31
No. 11	4 25
No. 12	4 18
No. 13	4 13
No. 14	4 13
No. 15	4 13
No. 16	4 13

TABLE SAUCES.

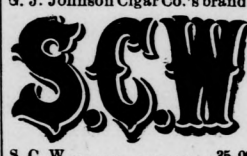
Lea & Perrin's, large	3 75
Lea & Perrin's, small	2 10
Halford, large	3 75
Halford small	2 25
Salad Dressing, large	4 55
Salad Dressing, small	2 75

TOBACCO.

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

H. & P. Drug Co.'s brands.	
Fortune Teller	35 03
Our Manager	35 00
Quintette	35 00

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



S. C. W.

Phelps, Brace & Co.'s Brands.	
Vincent Portuondo	35 00
Rube Bros. Co.	25 00
The Wilson Co.	35 00
T. J. Dunn & Co.	35 00
McCoy & Co.	35 00
The Collins Cigar Co.	10 00
Brown Bros.	15 00
Banner Cigar Co.	30 00
Banner Stahl Co.	35 00
Banner Cigar Co.	1 00
Seidenberg & Co.	55 125 00
G. P. Sprague Cigar Co.	10 00
The Fulton Cigar Co.	10 00
A. B. Ballard & Co.	35 115 00
E. M. Schwarz & Co.	35 110 00
San Telm	35 70 00
Havana Cigar Co.	18 35 00

VINEGAR.

Malt White Wine, 40 grain	5
Malt White Wine, 80 grain	11
Pure Cider, Red Star	12
Pure Cider, Robinson	11
Pure Cider, Silver	11

WICKING.

No. 0, per gross	20
No. 1, per gross	25
No. 2, per gross	35
No. 3, per gross	55

WOODENWARE.

Pails.	
2-hoop Standard	1 35
3-hoop Standard	1 50
2-wire, Cable	1 35
3-wire, Cable	1 61
Cedar, all red, brass bound	1 25
Paper, Eureka	2 25
Piore	2 25

Tubs.

24-inch, Standard, No. 1	5 80
18-inch, Standard, No. 2	4 85
16-inch, Standard, No. 3	3 85
20-inch, Dowell, No. 1	6 25
18-inch, Dowell, No. 2	5 25
16-inch, Dowell, No. 3	4 25
No. 1 Fibre	9 00
No. 2 Fibre	7 50
No. 3 Fibre	6 75

Crackers.

The National Biscuit Co. quotes as follows:

Butter.	
Seymour XXX	5 1/2
Seymour XXX, 3 lb. carton	6
Family XXX	5 1/2
Salted XXX	5 1/2
New York XXX	5 1/2
Wolverine	6
Boston	7 1/2

Soda.	
Soda XXX	6
Soda XXX, 3 lb. carton	6 1/2
Soda, City	8
Long Island Wafers	11
L. I. Wafers, 1 lb. carton	12
Zephyrette	10

Oyster.	
Saltine Wafer	5 1/2
Saltine Wafer, 1 lb. carton	6 1/2
Farina Oyster	6
Extra Farina Oyster	6 1/2

SWEET GOODS-Boxes.

Animals	10 1/2
Bent's Water	15
Cocoanut Taffy	10
Coffee Cake, Java	10
Coffee Cake, Iced	10
Cracknells	15 1/2
Cubans	11 1/2
Frosted Cream	8
Ginger Gems	8
Ginger Snaps, XXX	7 1/2
Graham Crackers	8
Graham Wafers	10
Grand Ma Cakes	9
Imperial	11 1/2
Jumbles, Honey	11 1/2
Marshmallow	15
Marshmallow Creams	16
Marshmallow Walnuts	16
Mich. Frosted Honey	12 1/2
Molasses Cakes	8
Newton	12
Nic Nacs	8
Orange Gems	8
Penny Assorted Cakes	8 1/2
Pretzels, hand made	4 1/2
Sears' Lunch	4 1/2
Sugar Cake	8
Sugar Squares	9
Vanilla Wafers	14
Sultanas	12 1/2

Candies.

Stick Candy.

bbls. pails	
Standard	7 1/2 @ 7 1/2
Standard H. H.	7 1/2 @ 7 1/2
Standard Twist	7 1/2 @ 8
Cut Leaf	8 1/2 @ 8 1/2
Jumbo, 32 lb	6 1/2 @ 6 1/2
Extra H. H.	8 1/2 @ 8 1/2
Boston Cream	10 @ 10

Mixed Candy.

Grocers	6 @ 6
Competition	6 1/2 @ 6 1/2
Standard	7 @ 7
Conserve	7 1/2 @ 7 1/2
Royal	7 1/2 @ 7 1/2
Ribbon	8 1/2 @ 8 1/2
Broken	7 1/2 @ 7 1/2
Cut Leaf	8 1/2 @ 8 1/2
English Rock	8 1/2 @ 8 1/2
Kindergarten	8 1/2 @ 8 1/2
French Cream	9 @ 9
Dandy Pan	10 @ 10
Hand Made Cream mxd	13 @ 13

Fancy-In Bulk.

San Blas Goodies	11 @ 11
Lozenges, plain	8 1/2 @ 8 1/2
Lozenges, printed	8 1/2 @ 8 1/2
Choc. Drops	11 @ 11
Choc. Monumentals	12 1/2 @ 12 1/2
Gum Drops	5 @ 5
Moss Drops	8 1/2 @ 8 1/2
Sour Drops	8 1/2 @ 8 1/2
Imperial	9 1/2 @ 9 1/2
Mal. Cream Buns, 35 lb pails	11 @ 11
Molasses Chews, 15 lb. pails	13 @ 13
Jelly Date Squares	10 @ 10

Fancy-In 5 lb. Boxes.

Lemon Drops	55 @ 55
Sour Drops	55 @ 55
Peppermint Drops	60 @ 60
Chocolate Drops	65 @ 65
H. M. Choc. Drops	75 @ 75
H. M. Choc. Lt. and	
Dk. No. 12	90 @ 90
Gum Drops	90 @ 90
Licorice Drops	75 @ 75
A. B. Licorice Drops	90 @ 90
Lozenges, plain	55 @ 55
Lozenges, printed	55 @ 55
Imperial	55 @ 55
Motocoes	60 @ 60
Cream Bar	55 @ 55
Molasses Bar	55 @ 55
Hand Made Creams	80 @ 90
Cream Buttons, Pep.	65 @ 65
And Want	65 @ 65
String Rock	60 @ 60
Burnt Almonds	1 25 @ 1 25
Wintergreen Berries	55 @ 55

Caramels.

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

Fruits.

Oranges.

Seedlings	3 50 @ 3 50
Medt Sweet	3 75 @ 4 00

Lemons.

Strictly choice 300s.	23 25 @ 23 25
Strictly choice 300s.	23 25 @ 23 25
Fancy 300s	23 75 @ 24 00
Ex. Fancy 300s	24 00 @ 24 00
Ex. Fancy 300s	24 00 @ 24 00

Bananas.

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

Foreign Dried Fruits.

Figs.	
California Fancy	13 @ 13
Choice, 10 lb boxes	12 @ 12
Extra choice, 10 lb boxes new	16 @ 16
Fancy, 12 lb boxes	22 @ 22
Imperial Mikados, 18 lb boxes	2 @ 2
Pulled, 6 lb boxes	2 @ 2
Naturals, in bags	7 @ 7

Dates.

Fards in 10 lb boxes	10 @ 10
Fards in 60 lb cases	6 @ 6
Persians, P. H. V.	6 @ 6
1b cases, new	5 @ 5
Sairs, 60 lb cases	5 @ 5

Nuts.

Almonds, Tarragona	216 @ 216
Almonds, Ivaca	214 @ 214
Almonds, California, soft shelled	15 @ 15
Brasil new	7 @ 7
Filberts	10 @ 10
Walnuts, Genoms	13 @ 13
Walnuts, Calif No. 1	11 @ 11
Walnuts, soft shelled	11 @ 11
Table Nuts, fancy	11 @ 11
Table Nuts, choice	10 @ 10
Pecans, Med.	7 1/2 @ 7 1/2
Pecans, Ex. Large	9 @ 9
Pecans, Jumbos	12 @ 12
Hickory Nuts per bu.	60 @ 60
Ohio, new	50 @ 50
Cocoanuts, full sacks	2 @ 2
Chestnuts per bu.	
Peanuts.	
Fancy, H. P., Suns.	7 @ 7
Fancy, H. P., Flaga	7 @ 7
Roasted	7 @ 7
Choice, H. P., Extras.	4 1/2 @ 4 1/2
Choice, H. P., Extras.	5 1/2 @ 5 1/2
Roasted	

Grains and Feedstuffs

Wheat.

Wheat	68
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Winter Wheat Flour.

Local Brands.	
Patents	4 00
Second Patent	3 50
Straight	3 25
Clear	3 00
Graham	3 50
Buckwheat	3 25
Rye	3 25
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	

Ball-Barnhart-Putman's Brand	3 85
Daisy, 1/4s.	3 85
Daisy, 1/2s.	3 85
Daisy, 3/4s.	3 85
Worden Grocer Co.'s Brand.	
Quaker, 1/4s.	3 50
Quaker, 1/2s.	3 50
Quaker, 3/4s.	3 50

Spring Wheat Flour.

Clark-Jewell-Well's Co.'s Brand.	
Pillsbury's Best 1/4s.	4 35
Pillsbury's Best 1/2s.	4 25
Pillsbury's Best 3/4s.	4 15
Pillsbury's Best 1/4s paper.	4 15
Pillsbury's Best 1/2s paper.	4 15
Ball-Barnhart-Putman's Brand.	
Duluth Imperial, 1/4s.	4 45
Duluth Imperial, 1/2s.	4 35
Duluth Imperial, 3/4s.	4 25

Lemon & Wheeler Co.'s Brand.

Gold Medal 1/4s.	4 25
Gold Medal 1/2s.	4 15
Gold Medal 3/4s.	4 05
Parisian, 1/4s.	4 25
Parisian, 1/2s.	4 15
Parisian, 3/4s.	4 05
Olney & Judson's Brand.	
Ceresota, 1/4s.	4 40
Ceresota, 1/2s.	4 30
Ceresota, 3/4s.	4 20
Worden Grocer Co.'s Brand.	
Laurel, 1/4s.	4 40
Laurel, 1/2s.	4 30
Laurel, 3/4s.	4 20

Meal.

Bolted	1 90
Granulated	2 10

Feed and Millstuffs.



## Hardware

### The Art of Selling Stoves on the Road.

The selling of stoves is an art with features peculiar to itself. Sugar, nails and a great many staples are sold exclusively with price as a governing factor. Stoves have an individuality and the questions of reputations and meritorious features, either of a structural or ornamental character, are potent agents in their sale. For the same reasons, the selling of stoves is necessarily an agency business and as a result it is rarely the case that a certain brand of stoves is sold or handled by more than one merchant in each town.

The object of the stove salesman is to dispose of as many stoves as possible and get back their equivalent in the form of money. Being limited to but one customer in a town, the stove salesman is confronted with conditions which are not met with by salesmen whose wares may be sold to an unlimited number of merchants. He must, therefore, be possessed of sound judgment and use care in the selection of his agent, not only from a credit standpoint, but also with a view to selecting an agent who is in a position to handle the greatest quantity of his particular brand of stoves.

To attain this end the stove salesman must be possessed of the qualities which will enable him to command the attention, respect and confidence of the merchant whom he wishes to interest, and having placed his goods he must deport himself in such a manner that he will retain the respect, confidence and good will of his customer. To this end he should never make a statement which can not be borne out by facts and should be careful in all his transactions to have everything so clear that a misunderstanding can not possibly occur. He must be particularly careful in making out orders to have every item, price and condition clearly and specifically stated, and have no agreements or understandings that are not so stated.

The ideal stove salesman must have a thorough knowledge of his own goods and be familiar with the goods which he meets in competition, that he may be able to make necessary explanations in presenting his stoves; at the same time he will never refer to a competitor's goods unless obliged to do so, and then will do so in a fair and considerate manner. Under no circumstances will he speak of competitors' goods disparagingly, particularly if such stoves are on the floor of the merchant with whom he is in conversation, as to do so would be a direct insult to the intelligence of the merchant who purchased them.

The observant salesman, through coming in contact with a large number of merchants, will pick up ideas which will assist in the sale of goods, and will gain the good will and friendship of his customers by imparting knowledge thus acquired, besides taking pains to explain fully the selling features of his particular goods.

In my opinion the salesman, like the artist and financier, is born, although I believe a certain amount of education, experience and proper training is necessary to develop the latent faculties which he may possess, to bring out his full force and efficiency. I do not mean to say that a man who is not a born salesman can not attain a certain measure of success in selling goods, as I

have known cases where men who did not possess the natural requisites of salesmen have, by persistent and conscientious hard work, succeeded to a certain extent. I have also known men whose education was limited and who had received little or no training to acquire themselves as salesmen in a reasonably satisfactory manner, but I contend that had these same men possessed these qualities in which they were deficient they would have made exceptionally valuable men in their vocation.

I do not believe a classical education is necessary to a salesman's success, and, as a matter of fact, it is usually the case that a college-bred man does not have the opportunity to acquire the practical education, training and knowledge of minor details which would be valuable assistance to him in after life, that can only be obtained through practical experience in filling the less important positions which are assigned to boys and youths in a business house. A good common school education, with a thorough familiarity with the three R's, "reading, riting and 'rithmetic," is desirable.

A certain amount of experience is necessary, in my opinion, before a salesman can be expected to show his full worth; it is unreasonable to expect a young, inexperienced man to go forth and make a pronounced success beginning with the first town he makes; no matter how bright he may be, how well he may be acquainted with your goods, how well you have instructed him or how hopeful and determined he may be to achieve success, he has much to learn that can only be learned in the hard school of experience; he will meet conditions such as he never dreamed of, and disappointments which will try his soul, his nerve and his "staying" qualities. This is the critical point in the young salesman's career, and may make or mar his whole future; at this point I bespeak for him your kind consideration. If there is any of the milk of human kindness in your composition, this is a first-class opportunity to show it; write him kind, encouraging letters; even if he is not getting many orders, compliment him upon what he is doing, "pat him on the back" and tell him that "the darkest hour of morning just precedes the dawning." It is a good plan to assist a young salesman in making out his first route list, and be sure that his first efforts are made in towns in which you are reasonably certain he will get some good orders. If he is successful in taking orders in his first few towns, he will feel confidence in himself and his goods, and will be fortified against disappointments which await him later on, which, if met at the outset, might result in his utter discouragement.

I say proper training is essential to a salesman's success. I believe he can be best trained in your own office. Take a boy, preferably a graduate of a grammar school, into your employ as an office boy; give him to understand that his future depends upon himself; if he is ambitious and shows aptitude, advance him along the several clerkships, giving him every opportunity to post himself in your business. In the course of a few years he will have mastered every detail of your business and will be an embryo ideal stove salesman, as his natural aptitude, his education and his training will be what are desired. Probably two years' experience "on the road" will be necessary to broaden him out, teach him the ways of the world,

## REFRIGERATORS

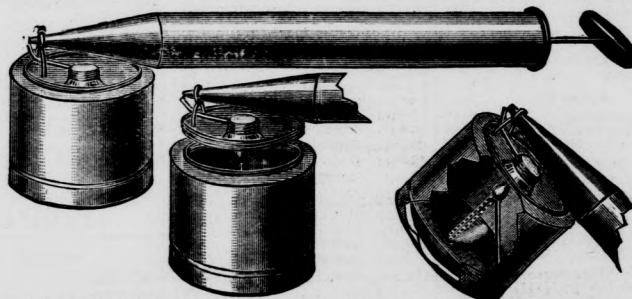
YUKON AND CHILKOOT



The verdict of those who have used them: "That they are the best ever offered in this market." Write for Price List.

**FOSTER, STEVENS & CO.,** EXCLUSIVE AGENTS  
GRAND RAPIDS, MICH.

## SPRAYERS



We make the best Sprayers on earth. Get our circular and prices before buying elsewhere.

**Wm. Brummeler & Sons,** Patentees and Manufacturers  
260 S. Ionia St., Grand Rapids.

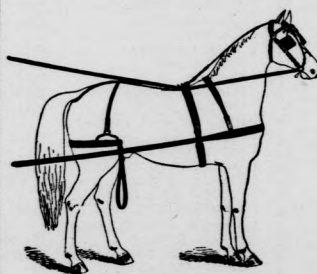
## ROOFING

As manufacturers we can supply goods in our line at extremely low prices. We make Roofing Pitch, Tarred Board, 2 and 3 ply Roofing, Gravel Roofing, Asphalt Paints.

**H. M. REYNOLDS & SON,**  
DETROIT, MICH. Established 1868. GRAND RAPIDS, MICH.

(Please mention where you saw this advt.)

Office: 82 Campau St.  
Factory: 1st Av. and M. C. Ry.



MAIL ORDERS GIVEN  
PROMPT ATTENTION.

## BROWN & SEHLER

WEST BRIDGE ST.  
GRAND RAPIDS, MICH.



Manufacture a full line of  
**LIGHT AND HEAVY HARNESS  
FOR THE TRADE.**

Jobbers in  
**SADDLERY HARDWARE, ROBES,  
BLANKETS, COLLARS, WHIPS, ETC.**

Also a full line of  
**CARRIAGES AND FARM IMPLEMENTS.**

**PRINTING FOR HARDWARE DEALERS** Tradesman Company  
Grand Rapids.



school him in diplomacy and give him a general knowledge of what his competition is and how it should be met. In the meantime, his training should not be neglected. It is too frequently the case that a young man in starting out "on the road" does so with the idea that a salesman's life is "one continual round of pleasure." This is the snag which many a young man who gave promise of becoming a successful salesman has run against, sometimes resulting in his utter ruin, and many times engaging so much of his attention that his efficiency is impaired, to his own detriment as well as that of his employer. It should be made clear to him that in sending him "on the road" a trust and confidence are reposed in him that are not accorded other employees; you not only place in his keeping the amount of money represented by his salary and traveling expenses, but a greater amount represented by the money which will be put into the goods manufactured ahead, which you have the right to anticipate will be sold in his territory, the proportion of the fixed charges in your manufacturing and commercial expense accounts, to cover which you are obliged to dispose of a certain amount of goods to save your business from loss, to say nothing of the profits to which you are legitimately entitled from the amount of business which should come to you from the territory which he covers. Depending upon his honor, you place these interests absolutely in his hands, and as an honorable man he should guard them more zealously than were he under your eyes each day or subject to the same discipline as your book keeper or cashier. This is a point which perhaps many traveling salesmen overlook. Were it laid before them properly no doubt much good would result, as I believe the great majority of salesmen are honorable men.

We are all human and liable to err, the traveling salesman among others. When errors occur, even if they are trivial, it is best to point them out, as at times a man will do wrong when he thinks he is doing right, and the only way to guard against and prevent a recurrence of such errors is to call the offender's attention to them.

I wish to say a few words in defense of traveling salesmen. They are frequently accused of shortcomings which should be properly laid to the doors of the managers of the houses by whom they are employed. As a class they represent a high order of intelligence, sagacity and energy, and were they properly instructed, instead of being given a catalogue and "thrown overboard," as it were, to sink or swim, and left to work out their salvation, as frequently happens, I believe we would have a greater number of ideal stove salesmen.

**Genuine Philanthropy.**

Andrew Carnegie, who has accumulated some \$100,000,000 or so out of his vast manufactures of iron and steel, has given out that he intends to disburse the greatest part of his wealth in public benefactions.

This is a very important announcement, since it is a declaration that great wealth, over and above what is required to maintain a man and his family in a state of comfort and dignity befitting their condition, should not be hoarded up to increase the power and importance of any individual.

The possession of vast wealth enables its possessor to gratify his ambitions or

to revenge himself upon those who oppose or obstruct him in his designs. Many a man of moderate means will think twice before he will place himself in a position of such opposition and few can afford to run the risk of being objects of such revenge. Thus it is that the man of vast wealth is apt to exert more influence and wield more power than he deserves, simply because his immense riches operate to intimidate those with whom he comes in contact.

Mr. Carnegie has been accused of having exercised the harshest cruelty and oppression upon the workpeople who assisted to create his great fortune, but the careful student of events has long ago concluded that the Homestead affair was the logical sequence of a diabolical conspiracy of walking delegates, conceived and encouraged by a great political party to assist it in winning a victory in the campaign then in progress. Mr. Carnegie has also been charged with practicing extortions upon the Federal Government in the armor plate for battleships and other munitions of war manufactured by him.

If these accusations be true, all the more will he deserve praise if he should now start out in the role of public benefactor, for it would be an evidence of contrition and repentance for the hardships he has imposed upon those who were in his power. Many rich men never repent at all, but keep for personal aggrandizement all their pelf, and when they die they continue, so far as they can, possession of it in their families. Others repent only at the last moment and leave more or less of their substance to worthy public charities or other benefactions.

In this way the hard taskmaster, the inexorable creditor, the skinflint, the miser, are able to make some reparation for the evils they have done, and if the actual sufferers are not benefited, other equally needy and deserving people may be. But it is a poor satisfaction to any man who, in one way or another has secured vast wealth to wait until his deathbed moments to give charity. By so doing he will have deprived himself of intense pleasure. If he shall have founded or endowed universities and colleges, libraries and asylums in his lifetime, he will have been able to receive and enjoy the applause, the thanks and the blessings of those whom his wisely-dispersed bounty shall have benefited.

The happiest and most beneficent state of society is that in which there are no vast private fortunes and no extreme poverty, but where wealth is fairly distributed among those who do the brain work and the hand work of a community. Here there is no multi-millionaire class to grind the poor or to regard with contempt those of lesser means, and there is no such thing as individuals or a class driven to desperation and revenge by the infamous leadership of venal and unscrupulous walking delegates who prate of the apparent unequal division of wealth as though it were due to faulty laws and unjust exactions instead of inequality of intellect and opportunity.

Charity covers a multitude of sins, and if Mr. Carnegie, or any other multi-millionaire, no matter what may have been the extortions or the injustices by which he gained his wealth, shall in his lifetime honestly and faithfully devote the bulk of his fortune to benefactions, he will earn from his fellows full forgiveness for all his transgressions against them, and deserve their gratitude and admiration.

FRANK STOWELL.

**Hardware Price Current.**

AUGURS AND BITS	
Snell's.....	70
Jennings genuine.....	25&10
Jennings imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 50
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	6 25
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	65
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 50
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 5
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 45
Musket.....	per m 75
CARTRIDGES	
Rim Fire.....	40&10
Central Fire.....	20
CHISELS	
Socket Firmer.....	70
Socket Framing.....	70
Socket Corner.....	70
Socket Slicks.....	70
DRILLS	
Morse's Bit Stocks.....	70
Taper and Straight Shank.....	50&5
Morse's Taper Shank.....	50&5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 65
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; 26 and 28; 27.....	28
List 12 13 14 15 16.....	17
Discount, '5-10.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$17 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
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
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	2 40
Wire nails, base.....	2 45
30 to 60 advance.....	Base
10 to 16 advance.....	06
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel % advance.....	85
PLANES	
Ohio Tool Co.'s, fancy.....	Q50
Scotia Bench.....	60
Sandusky Tool Co.'s, fancy.....	Q50
Bench, first quality.....	Q50
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.....	45

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 %c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33%
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 50&10	
HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 70
Japanned Tin Ware.....	20&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
ROPES	
Sisal, 1/4 inch and larger.....	9%
Manilla.....	11%
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
SQUARES	
Steel and Iron.....	70&10
Try and Bevels.....	60
Mitre.....	50
SHEET IRON	
	com. smooth. com.
Nos. 10 to 14.....	\$2 70 \$2 30
Nos. 15 to 17.....	2 70 2 50
Nos. 18 to 21.....	2 80 2 60
Nos. 22 to 24.....	3 00 2 70
Nos. 25 to 26.....	3 10 2 80
No. 27.....	3 20 2 90
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.....	75&10
Onela Community, Newhouse's.....	50
Onela Community, Hawley & Norton's 70&10	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	70
Annealed Market.....	70
Coppered Market.....	60&10
Tinned Market.....	60
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	3 00
Barbed Fence, painted.....	2 50
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Capwell.....	net list
WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	40
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75
MISCELLANEOUS	
Bird Cages.....	40
Pumps, Cistern.....	70
Screws, New List.....	85
Castors, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	9
Per pound.....	9%
SHOT	
Drop.....	1 45
B B and Buck.....	1 70
SOLDER	
%@%.....	17
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.....	\$ 7 55
14x20 IC, Charcoal.....	7 50
20x14 IX, Charcoal.....	8 50
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	6 25
14x20 IC, Charcoal.....	6 25
10x14 IX, Charcoal.....	7 50
14x20 IX, Charcoal.....	7 50
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 50
14x20 IX, Charcoal, Dean.....	6 50
20x28 IC, Charcoal, Dean.....	11 00
14x20 IC, Charcoal, Allaway Grade.....	5 00
14x20 IX, Charcoal, Allaway Grade.....	6 00
20x28 IC, Charcoal, Allaway Grade.....	10 00
20x28 IX, Charcoal, Allaway Grade.....	12 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, per pound.....	10
14x56 IX, for No. 9 Boilers, per pound.....	



**Standard Akron Stoneware**

Jars, 1/2 gal.....	3 1/2c each	Pans, black, 1/2 gal.....	3 1/2c each
Jars, 1 to 6 gal.....	5c gal	Pans, black, 3/4 gal.....	4 1/2c each
Jars, 8, 10 and 12 gal.....	6c gal	Pans, black, 1 to 2 gal.....	5c gal
Jars, 15 and 20 gal.....	7 1/2c gal	Pans, Peoria or white, 1/2 gal.....	4c each
Churns, 2 to 6 gal.....	5 1/2c gal	Pans, P'a or w., 3/4 gal.....	4 1/2c each
Jugs, 1/2 gal.....	4c each	Pans, P'a-w., 1 to 2 gal.....	5 1/2c gal
Jugs, 1 to 5 gal.....	6c gal		

F. O. B. factory at Akron. No charge for crates if you enclose this advertisement. Car loads to one or more merchants in one town a specialty.

CHICAGO POTTERY CO., Clark and Twelfth Sts., Chicago, Ill.



## NEVER WORRIES.

## Happy Condition of the Crossroads Storekeeper.

Stroller in Grocery World.

The city grocer laughs at the general storekeeper of the rural districts.

He is apt to poke fun at him as being a back number.

The professional humorist has waxed sleek and fat at the expense of the fellow who sells sugar and suspenders.

But let your uncle tell you something. The crossroads general storekeeper is the man who is making the money today. He alone of all merchants is the one who is resting comfortably on a bed of clover. He is the man who never worries. Mention the cutter to him and after you are gone he will look in the dictionary to see what it means.

The lot of the general storekeeper is cast in pleasant places and don't you forget it.

Last Saturday I found myself away out in the country, about fifteen miles from Philadelphia. I walked along until I came to a little hamlet, practically a crossroads settlement. There were a blacksmith shop, a dozen houses and the general store. You can find such places all over the United States if you will hunt for them away from the large cities.

I strolled into the general store, bought a pound of cakes—15 cents a pound—and sat down in the loafers' corner. It was a typical country store—dry goods on one side, groceries on the other, paints and oils anywhere they would go, straw hats on top of a box on the counter, a cabinet of homeopathic "cures" on the other counter, and so on.

It occurred to me as I sat and ate that one reason why the general storekeeper in such a place is in such great luck is that he can violate every dictate of good storekeeping with perfect impunity. I looked at this store's window. I needn't even describe it. It was small paned and about twelve inches deep, not a bulk window at all, and a miscellaneous assortment of dust-covered goods filled it. It hadn't been trimmed—simply was a waste basket, and looked it.

If a big city grocer, or even one in a good sized town, left his window that way it would react on his business at once, unless the window standard for the town was extremely low; but here is a man at a crossroads who never looks at his window, and still his business goes on perfectly independent of it.

Another "rule" that some of the trade journals are fond of laying down is to keep your store clean. They prophesy all sorts of dire things for the grocer who doesn't.

This store was filthy. It evidently hadn't been swept or dusted for weeks. But I didn't see any of the farmers who came in noticing it much. They bought just as much goods, maybe more.

You've read the strictures in this column about dirty clerks as factors in sending customers to other stores. Yet the one clerk in this general store while I was there had just measured out some ultramarine blue for whitewash. It sticks to everything it touches, and as his lily-white hands were somewhat sweaty, they got the blues at once. Think he washed 'em? Not much. I was the next customer, and he lifted my 15 cents' worth of cakes out of the box just as airily as if his paws weren't all over blue.

I felt a little blue myself over that, but several other customers came in and he served them the same way, so I took my cue and ate the cakes.

Would that sort of thing go anywhere else? I don't think it would.

Blessed is the man who can break all of the trade-journal rules and still sell goods!

I had a good chance to listen to the prices quoted by the clerk, and they were all right. No cutting there! Take my pound of cakes as an example. They were vanilla wafers and they cost me 15 cents a pound. A retailer, whom I asked, said they cost at wholesale about 8 cents. Eighty per cent. profit is pretty fair in a war year, isn't it?

The store sold cheese at 20 cents a pound. You fellows know what you get

for it, and you can compare your position with his.

A farmer's wife came in and bought five yards of muslin—12 cents a yard. I don't know much about muslin, so I asked my wife what a fair price was. She said 9 cents a yard.

Potatoes sold for a dollar a bushel. I find on enquiry that the price for old potatoes, as I write this, is 65 cents per bushel, which is a profit of 50 per cent. about.

Think of that, you fellows who look down on the crossroads storekeeper. Let's see if you can laugh at that. Fifty per cent. profit is a good joke, isn't it?

I talked a little with the proprietor—a comfortable looking fellow about 60 years old, who looked as if the world had used him well. Everybody who came in the place called him "Abe," and he was equally familiar with them. I found, in conversation, that this store had done what most of these general stores do—come down from grandfather to father, and from father to son. "Abe" was the son.

A store like this is a valuable property. It grows up with the country. It is a neighborhood landmark. It is indissolubly associated with every development in the countryside for three-quarters of a century. The people of the hamlet turn to it naturally. They would no more think of going anywhere else than they would think of flying. They regard Wanamaker's and such places as developments of the shell game. And so each succeeding generation comes into possession of the store, and each waxeth fat and comfortably prosperous.

Cutters? What cutter would think of establishing a store at a crossroads? If he did, the righteously indignant people would tar and feather him. So he stays away, and the country storekeeper lives out his 50-per-cent.-profit life in peace and quietness.

## Contributory Negligence.

"De trouble wif dis hyah church," said the deacon, "is de contributory negligence ob de congregation."

"De contributory negligence ob de congregation?" repeated the pastor; "what yo mean by dat?"

"I mean jes' what I sez," replied the deacon. "W'en de plate am passed around, nearly all ob dem neglecks ter contribute."

Simultaneously with its removal to more commodious quarters in the New Houseman building, the Dean Printing Co. has changed its name to the Dean-Hicks Printing Co., a merited recognition of the long-time Secretary of the company, but which involves no other change in the organization. The steady growth of the Dean company, which has attended its uniformly successful career, made the addition of machinery necessary beyond the capacity of its old quarters. Its new location gives it the first floor and basement, which it occupies with one of the best equipped printing and binding establishments in the State. The Tradesman is glad to note these evidences of the legitimate results of building up a business in the generous policy of "live and let live" and hopes that its growth may continue until its present quarters shall also become too straitened.

Martin Steenman has embarked in the grocery business at 213 West Leonard street. The Olney & Judson Grocer Co. furnished the stock.

E. L. Nestell, flour and feed dealer at Mecosta, has added a line of groceries. The stock was furnished by the Clark-Jewell-Wellis Co.

John Highstreet has opened a grocery store at 263 South Division street. The Olney & Judson Grocer Co. furnished the stock.

## Kalamazoo Grocers to Inaugurate an Annual Holiday.

Kalamazoo, May 15.—At the second meeting of the Kalamazoo Retail Grocers' Association, the report of the Executive Committee showed a membership of forty in the Association, with all the grocers not yet seen. It is believed that the membership will be at least sixty. Mr. Fisher was engaged by the committee at \$10 a week.

Some fine points were brought up as to whether retail oil wagons were included under the peddling ordinance. A committee was appointed by the chair to look up and report all about the matter in dispute.

The following committee was appointed to draft by-laws for the Association: Messrs. Hyman, Wells, Pratt and John M. Lucasse.

The wholesale dealers got several severe rubs on the ground that they sold to hotels what they had left after supplying the merchants, at a cheaper rate than they did to retail merchants. It was the sense of the meeting that they had the right to sell stuff that they could not sell to the grocers.

The grocers, not wishing to spend all their time in the pursuit of business, decided that they should have a day off to go on a picnic. The following committee was appointed to arrange for Grocers' day: H. R. Van Bochove, W. L. Brownell, I. M. Van Kersen.

The question of closing the stores at 7 o'clock, except on Saturdays, was discussed, and it seemed to be the general sense of the Association that the stores should be closed at that hour. No definite action was taken until more grocers could be seen.

## Christian Science Lecture.

The third lecture under the auspices of First Church of Christ Scientist, in Grand Rapids, will be given by Mr. Edward A. Kimball, C. S. D., of Chicago, a member of the International Board of Lectureship, at Powers Opera House, Friday evening, May 19. Admission free. All are cordially invited.

CHRISTIAN SCIENCE  
BOARD OF DIRECTORS.

## Business Wants

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.

WILL PAY SPOT CASH FOR A DRY GOODS or department store stock from \$8,000 to \$25,000, situated in Lower Michigan or nearby state. Communications held strictly confidential. Address, stating lowest cash price, E. F., care Michigan Tradesman. 933

WANTED—GENERAL STOCK IN THRIVING town in exchange for 50 acre farm, with crops, three miles from city of Grand Rapids. Good buildings. Good soil for fruit and gardening. Write for particulars to 952, care Michigan Tradesman. 952

FOR SALE—STEAM LAUNDRY, DOING A good business. Good reasons for selling. Address Laundry, care Michigan Tradesman. 951

FOR SALE—HAVING PURCHASED ANOTHER house, I offer for sale my residence property at 24 Kellogg street, at \$1050 less than cost. Large lot; in excellent neighborhood; 12 room house, all modern conveniences; barn on rear of lot. Only one block from Cherry street cars. Terms to suit purchaser. E. A. Stowe. 949

SNAP FOR THE RIGHT MAN: ONE OF THE finest stocks of hardware in Michigan city of 20,000; goods all new year ago; will sell for cash only; no traders need apply; have other important business to attend to. Answer quick if you mean business. Lock box 1030, Port Huron, Mich. 954

GROCERY STOCK FOR SALE—ON ACCOUNT of the ill health of owner, he offers for sale his stock of groceries in one of the best towns in Michigan. Trade well-established and increasing. Address Box 37, Carson City, Mich. 948

FOR SALE AT A VERY LIBERAL DISCOUNT—a new staple stock of dry goods; location the very best in town; rent very reasonable. Reason for selling, I wish to go West. Good inducements will be given to the person who means business and will come to look at the stock, as I will pay no attention to inquisitive enquirers. Address L. A., Postoffice Box 84, Lowell, Mich. 946

DRUG STORE FOR SALE. CASH SALES average \$20 daily. Address Ed. Beebe, Ovid, Mich. 930

WANTED—30 CARS EACH TIMOTHY HAY and graded white corn. Richard J. Biggs Co., Baltimore, Md. 936

FOR SALE—A SELF-ADDING NATIONAL cash register, good as new. Cost \$25. Will sell less than half cost on easy terms. Jas. A. Campbell, 252 Woodward Ave., Detroit. 945

WANTED—HARDWARE, GROCERY, JEWELRY and bazaar trade. A new side line for the above. Do you wish to handle it? Write us. J. D. McFarlin Co., Northville, Mich. 943

WANTED—BY OWNER OF A CLOTHING stock, one side of dry goods, shoe or grocery store in town near Grand Rapids. Address No. 942, care Michigan Tradesman. 942

DRUG STOCK—WILL INVENTORY ABOUT \$1,000—one-third fixtures, balance drugs and sundries. For cash, will sell for 50 per cent. of amount it inventories. R. E. Hardy, Lansing, Mich. 944

WANTED—WILL BUY YOUR STORE OR become your partner. O. M. Bucklin, 6933 Yale Ave., Chicago, Ill. 947

FOR SALE—CHOICE AND CAREFULLY SELECTED stock of drugs and groceries in best business town in Michigan. Rent of brick store, reasonable. Business well established and always profitable. Reason for selling, ill health of owner. Address No. 941, care Michigan Tradesman. 941

FOR SALE—STORE BUILDING AND dwelling combined at Levering, Mich. The best place in the State for general store. A. M. LeBaron, Grand Rapids, Mich. 940

FOR SALE FOR SPOT CASH—A twelve light Kopf acetylene gas plant. Brand new. Used only four months. Price \$50. Reason for selling, going out of trade. Address Lock Box 33, McBride's, Mich. 937

CHARGING AND CREDITING ON COUNTER checks (slips) and filing them in Shaw's Counter Check File does away with slavish book-keeping. Mr. Emmet T. O'Hara, boot and shoe dealer at 71 Canal street, will explain how easy it is. Call on him. 934

FOR SALE—OLD-ESTABLISHED, FIRST-class meat market; best location in city of 30,000; doing good business; have best class of trade in city; bargain for some one. Address No. 928, care Michigan Tradesman. 928

FOR SALE—GOOD BAZAAR STOCK. Enquire of Hollon & Hungerford, Albion, Mich. 925

ANY ONE WISHING TO ENGAGE IN THE grain and produce and other lines of business can learn of good locations by communicating with H. B. Howe, Land and Industrial Agent C. & W. M. and D. G. R. & W. Railways, Grand Rapids, Mich. 919

FOR SALE—A RARE OPPORTUNITY—A flourishing business; clean stock of shoes and furnishing goods; established cash trade; best store and location in city; located among the best iron mines in the country. The coming spring will open up with a boom for this city and prosperous times for years to come a certainty. Rent free for six months, also a discount on stock; use of fixtures free. Store and location admirably adapted for any line of business and conducted at small expense. Get in line before too late. Failing health reason for selling. Address P. O. Box 204, Negaunee, Mich. 913

MONEY TO PATENT YOUR IDEAS MAY BE obtained through our aid. Patent Record, Baltimore, Md. 885

FOR SALE—CLEAN HARDWARE STOCK located at one of the best trading points in Michigan. Stock will inventory about \$5,000. Store and warehouse will be rented for \$30 per month. Will sell on easy terms. Address No. 868, care Michigan Tradesman. 868

FOR SALE—NEW GENERAL STOCK. A splendid farming country. No trades. Address No. 680, care Michigan Tradesman. 680

## COUNTRY PRODUCE

WANTED—BUTTER, EGGS AND POULTRY; any quantities. Write me. Orrin J. Stone, Kalamazoo, Mich. 810

## MISCELLANEOUS.

WANTED—A FIRST-CLASS REGISTERED pharmacist. Good fair wages to right party. Steady employment. J. L. Congdon & Co., Pentwater, Mich. 955

## MERCHANTS AND ALL HANDLERS OF MONEY:

Destroy that obsolete Old Coin Book and send for our new pocket edition "Market Value of U. S. Coins and Stamps." Gives values of Columbian and Omaha stamps. Price 10c; leather bound 50c. Coin or stamps. The Henry Carroll Co., Grand Rapids, Mich. Reference—Peoples Savings Bank.

## BATTERSON &amp; CO.

PRODUCE  
COMMISSION  
MERCHANTS

BUFFALO, N. Y.

We are in the market for Eggs and can give you good returns. Write us how many you have and we will buy them either on track, your station, or delivered in Buffalo.

Very full quotations in our produce exchange price current on demand. Satisfactory references anywhere.



## Travelers' Time Tables.

### CHICAGO and West Michigan R'y

Feb. 5, 1899.

Chicago.		
Lv. G. Rapids.....	7:30am 12:00pm	*11:45pm
Ar. Chicago.....	2:10pm 5:15pm	7:20am
Lv. Chicago.....	11:45am 6:50am	4:15pm *11:50pm
Ar. G'd Rapids 5:00pm	1:25pm 10:15pm	* 6:20am
Traverse City, Charlevoix and Petoskey.		
Lv. G'd Rapids.....	7:30am	5:30pm
Parlor cars on day trains and sleeping cars on night trains to and from Chicago		
*Every day. Others week days only.		

### DETROIT, Grand Rapids & Western.

Apr. 10, 1899.

Detroit.		
Lv. Grand Rapids.....	7:00am 1:35pm	5:25pm
Ar. Detroit.....	11:40am 5:45pm	10:05pm
Lv. Detroit.....	8:15am 1:10pm	6:10pm
Ar. Grand Rapids.....	1:10pm 5:20pm	10:55pm
Saginaw, Alma and Greenville.		
Lv. G R 7:00am	5:10pm Ar. G R 11:45am	9:30pm
Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.		
Geo. DeHaven, General Pass. Agent.		

### GRAND Trunk Railway System

Detroit and Milwaukee Div

(In effect May 1, 1899.)

GOING EAST		
Leave	Arrive	
Saginaw, Detroit & N Y.....	6:45am	9:55pm
Detroit and East.....	10:16am	5:07pm
Saginaw, Detroit & East.....	3:27pm	12:50pm
Buffalo, N Y, Toronto, Montreal & Boston, L't'd Ex.....	7:20pm	*10:16am
GOING WEST		
Gd. Haven and Int Pts.....	* 8:30am	*10:00pm
Gd. Haven Express.....	*10:21am	* 7:15pm
Gd. Haven and Int Pts.....	*12:58pm	* 3:19pm
Gd. Haven and Milwaukee.....	* 5:12pm	*10:11am
Gd. Haven and Milwaukee.....	*10:00pm	* 6:40am
Gd. Haven and Chicago.....	* 7:30pm	* 8:05am
Eastbound 6:45am train has Wagner parlor car to Detroit, eastbound 3:20pm train has parlor car to Detroit.		
*Except Sunday.		
C. A. JUSTIN, City Pass. Ticket Agent, 97 Monroe St., Morton House.		

### GRAND Rapids & Indiana Railway

Feb. 8, 1899.

Northern Div. Leave Arrive		
Trav. C'y, Petoskey & Mack.....	7:45am	5:15pm
Trav. City & Petoskey.....	1:50pm	*10:45pm
Cadillac accommodation.....	5:25pm	*10:55am
Petoskey & Mackinaw City.....	*11:00pm	6:35am
7:45am train, parlor car; 11:00pm train, sleeping car.		
Southern Div. Leave Arrive		
Cincinnati.....	7:10am	9:45pm
Ft. Wayne.....	2:00pm	1:30pm
Cincinnati.....	* 7:00pm	* 6:30am
Vicksburg and Chicago.....	*11:30pm	* 9:00am
7:10 am train has parlor car to Cincinnati and parlor car to Chicago; 2:00pm train has parlor car to Ft. Wayne; 7:00pm train has sleeping car to Cincinnati; 11:30pm train has coach and sleeping car to Chicago.		

Chicago Trains.		
TO CHICAGO.		
Lv. Grand Rapids.....	7:10am	2:00pm *11:30pm
Ar. Chicago.....	2:30pm	3:45pm 6:25am
FROM CHICAGO.		
Lv. Chicago.....	3:02pm	*11:32pm
Ar. Grand Rapids.....	9:45pm	6:30am
Train leaving Grand Rapids 7:10am has parlor car; 11:00pm, coach and sleeping car.		
Train leaving Chicago 3:02pm has Pullman parlor car; 11:32pm sleeping car.		

Muskegon Trains.		
GOING WEST.		
Lv G'd Rapids.....	*7:35am	*1:00pm *5:40pm
Ar Muskegon.....	9:30am	2:10pm 7:05pm
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon 10:40am.		
GOING EAST.		
Lv Muskegon.....	*8:10am	*11:45am *4:00pm
Ar G'd Rapids.....	9:30am	12:55pm 5:20pm
Sunday train leaves Muskegon 5:30pm; arrives Grand Rapids 6:50pm.		
*Except Sunday. *Daily.		

C. L. LOCKWOOD,  
Gen'l Pass. and Ticket Agent.  
W. C. BLAKE,  
Ticket Agent Union Station.

### DULUTH, South Shore and Atlantic Railway.

WEST BOUND.		
Lv. Grand Rapids (G. R. & I.)	*11:10pm	*7:45am
Lv. Mackinaw City.....	7:35am	4:20pm
Ar. St. Ignace.....	9:00am	5:20pm
Ar. Sault Ste. Marie.....	12:30pm	9:50pm
Ar. Marquette.....	2:50pm	10:40pm
Ar. Nestoria.....	5:20pm	12:45am
Ar. Duluth.....	8:30am	
EAST BOUND.		
Lv. Duluth.....	*6:30pm	
Ar. Nestoria.....	*11:15am	2:45am
Ar. Marquette.....	1:30pm	4:30am
Lv. Sault Ste. Marie.....	3:30pm	
Ar. Mackinaw City.....	8:40pm	11:00am
G. W. HIBBARD, Gen. Pass. Agt. Marquette. E. C. Oviatt, Trav. Pass. Agt., Grand Rapids		

### MANISTEE & Northeastern Ry.

Best route to Manistee.

Via C. & W. M. Railway.		
Lv Grand Rapids.....	7:00am	
Ar Manistee.....	12:05pm	
Lv Manistee.....	8:30am	4:10pm
Ar Grand Rapids.....	1:00pm	9:55pm

## MERCANTILE ASSOCIATIONS

**Michigan Business Men's Association**  
President, C. L. WHITNEY, Traverse City; Secretary, E. A. STOWE, Grand Rapids.

**Michigan Retail Grocers' Association**  
President, J. WISLER, Manelona; Secretary, E. A. STOWE, Grand Rapids.

**Michigan Hardware Association**  
President, C. G. JEWETT, Howell; Secretary HENRY C. MINNIE, Eaton Rapids.

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

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

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

**Jackson Retail Grocers' Association**  
President, J. FRANK HELMER; Secretary, W. H. PORTER; Treasurer, L. PELTON.

**Adrian Retail Grocers' Association**  
President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOEHN.

**Bay Cities Retail Grocers' Association**  
President, M. L. DeBats; Sec'y, S. W. WATERS.

**Traverse City Business Men's Association**  
President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

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

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

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

**St. Johns Business Men's Association.**  
President, THOS. BROMLEY; Secretary, FRANK A. PERCY; Treasurer, CLARK A. PUTT.

**Perry Business Men's Association**  
President, H. W. WALLACE; Sec'y, T. E. HEDDLE.

**Grand Haven Retail Merchants' Association**  
President, F. D. Vos; Secretary, J. W. VANHORN.

**Yale Business Men's Association**  
President, CHAS. ROUNDS; Sec'y, FRANK PUTNEY.

## TRAVEL

VIA

**F. & P. M. R. R.**

AND STEAMSHIP LINES  
TO ALL POINTS IN MICHIGAN

H. F. MOELLER, A. G. P. A.

## Simple Account File

Simplest and  
Most Economical  
Method of Keeping  
Petit Accounts

File and 1,000 printed blank bill heads.....	\$2 75
File and 1,000 specially printed bill heads.....	3 25
Printed blank bill heads, per thousand.....	1 25
Specially printed bill heads, per thousand.....	1 75

**Tradesman Company,**  
Grand Rapids.

# HEMLOCK BARK

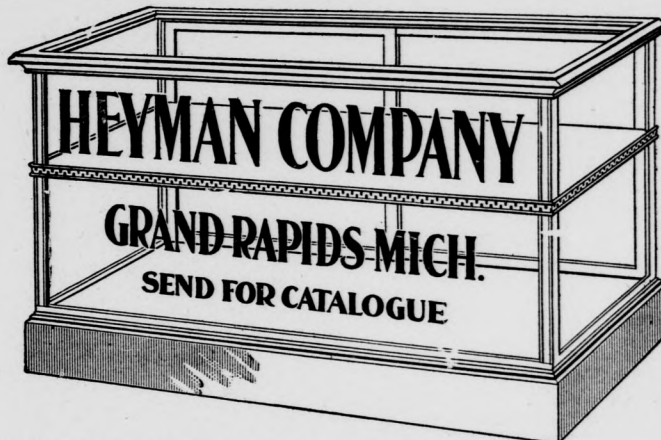


We measure and pay cash for Bark as fast as it is loaded. Now is the time to call on or write us.

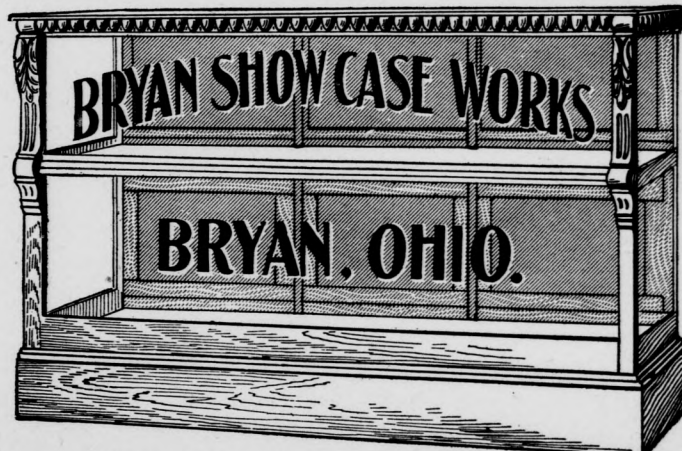
**MICHIGAN BARK & LUMBER CO.,** 527 and 528 Widdicombe Bldg., Grand Rapids, Michigan.



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



This Showcase only \$4.00 per foot.  
With Beveled Edge Plate Glass top \$5.00 per foot.



Manufacturers of all styles of Show Cases and Store Fixtures. Write us for illustrated catalogue and discounts.





## EXCLUSIVE DESIGNS IN CALENDARS

For several years the Tradesman Company has done an annually increasing business in colored and engraved calendars. This season preparations have been made to embark in the business on an extensive scale, necessitating the addition of new machinery and the employment of expert workmen skilled in that particular branch of the business. Arrangements have been made for a large number of special and exclusive designs reproduced from oil and water colors paintings, and our representatives will soon be on the road with a large line of finished calendars in

### DUOGRVURE AND THREE COLOR PROCESS

which will eclipse, in point of originality, variety and artistic excellence, any line ever shown in the country. We shall be prepared to offer those who make early application exclusive rights to certain designs, which rights we can protect because we own the originals by purchase from first hands. All our calendars will be made on extra heavy cardboard, double coated on both sides, which we warrant not to curl or twist on the wall. We use pad paper of good weight which will not fade, and have arranged for special inks which we guarantee will retain their strength and brilliancy.

We trust the calendar buyers of the country will not place their orders until they have had an opportunity to inspect the leading line of the season.

**TRADESMAN COMPANY**

GRAND RAPIDS, MICH.

## Before You Can Take Time to Think

Our Automatic Money Weight Scale Has the Result  
Figured Out for You.

This Automatic Spring Balance Scale referred to is the finest thing of the kind upon the American market.

It shows automatically the value of any article placed upon it within the range of prices provided for it. The scale here shown has a range of prices from 3c to 30c per pound, thus providing for all the prices usually prevailing in meat markets and in butchers' stalls.

Several different style pans can be furnished with the Money Weight Spring Balance Scales referred to.

Write for full particulars and remember that we sell on long time and easy payments without interest.

**The Computing Scale Co.,**

Dayton, Ohio.

