

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XVI.

GRAND RAPIDS, WEDNESDAY, MAY 24, 1899.

Number 818

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.

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.

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

"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. R. Crossing.
Mail Address, Room 20 Powers' Opera House Block.

Grand Rapids, Michigan.

JUST WATCH OUR SMOKE

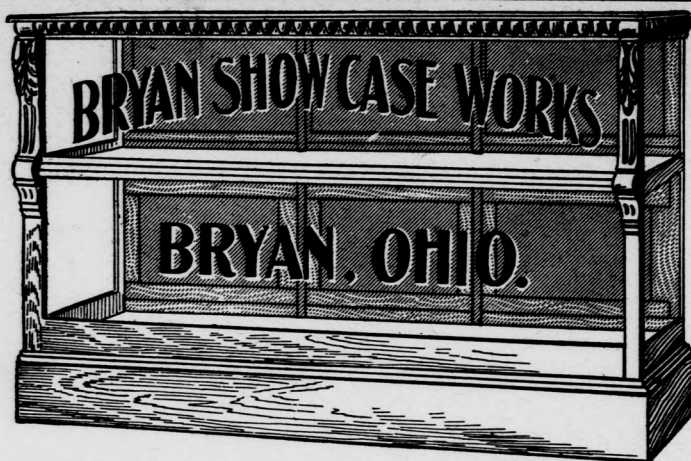


Phelps, Brace & Co.

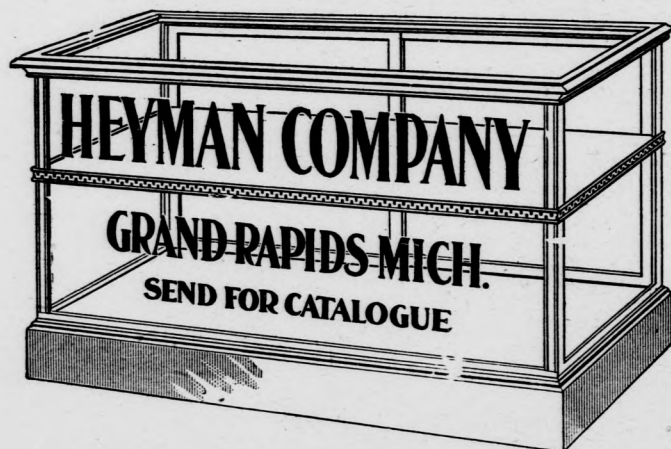
Detroit, Mich.

LARGEST CIGAR DEALERS IN THE MIDDLE WEST.

F. E. BUSHMAN, MANAGER.



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



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

Grand Rapids LUMBER COMPANY
419 421 MICH. TRUST BUILDING
We Pay HIGHEST MARKET PRICES in SPOT CASH and Measure Bark When Loaded.
Correspondence Solicited.

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

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.

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.

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.



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.

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, MAY 24, 1899.

Number 818

Michigan Merchants:

In Northern and Central Michigan towns where shingle mills have ceased operations, and there is no lumber yard, you can make a good profit retailing our **Sound Butt Cull Shingles** on a small investment. Write us for particulars.

C. C. FOLLMER & CO.,
SHINGLE MFRS.,
GRAND RAPIDS, MICH.



Business in Bay, Saginaw, Tuscola, Sanilac and Lapeer counties will receive the personal attention of our attorney if sent in at once.

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 June 2 to June 6, inclusive, at Sweet's Hotel, Grand Rapids, Mich. Purchaser's expenses are allowed. Mail orders have quick attention.

The Preferred Bankers Life Assurance Company of Detroit, Mich.

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

Insurance in Force.....	\$3,259,000 00
Ledger Assets.....	45,734 79
Ledger Liabilities.....	21 68
Losses Adjusted and Unpaid.....	None
Total Death Losses Paid to Date.....	51,001 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.

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicomb Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars.
L. P. WITZLEBEN, Manager.

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

Tradesman Coupons Save Trouble. Save Money. Save Time.

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Hostesses in Department Stores.

Five "hostesses" are now included in the staff of one of New York's large department stores. Some people call them guides, but the five women themselves prefer to be known as hostesses. If you ask them their mission in the affairs of the place they will tell you that they "extend the hospitalities of the store to shoppers." This glittering phrase represents a line of duties which will appeal to every woman as exceedingly practical.

Talk of its not being good for man to be alone! There is one time of all others when it is not good for woman to be alone, and that is when she is shopping. Rather than go forth solitary to a shopping expedition, a woman would even take her mother-in-law along. There is, generally speaking, nothing stronger to be said. Nine women out of ten declare, in the moderate terms so dear to the feminine tongue, that they simply loathe and despise to go shopping alone. The proprietor of the store in question recognized the prevalence of this state of mind, and determined that no woman need come to his emporium with such sentiments disturbing her serenity. Hence these hostesses.

They have a little office on the second floor at one corner of the rotunda. Facing the open center of the building is an array of cords stretched from the railing up to the next floor. It looks as if somebody intended to raise sweet peas or vines. The only blossoms which ever come on this trellis, however, are five bright little satin banners, one for each of the hostesses. One is of blue and white, one of scarlet and white, and so on. If a hostess is not in the office when called for her banner is run up, and that is a signal to her that she is wanted. She is supposed to keep an eye on the trellis while she is away from the office and respond to her banner signal as soon as possible.

The role of these hostesses is that of a guide and adviser. A woman comes in with a list of purchases she wishes to make. She doesn't know the store, and, moreover, she isn't very sure that she knows just what she wants. She takes a hostess to be her guide, philosopher, or, at any rate, counselor and friend.

Her new ally knows all the ins and outs of the store, and can lead the way without loss of time from one department to another, securing immediate attention in each. She is also thoroughly informed as to the latest fashions, the best and most popular materials, colors and designs. She gives her advice as to what will be the most becoming thing to get, how much material to buy, what trimmings to select, every one of the problems, in fact, which torture the solitary shopper with dreadful doubts.

Each of the five hostesses has her own clientele of customers, who always depend on her to shop with them. One is a Southern woman, who makes the customers from the South her own particular charge. They find in her a real hostess, who takes away from the strangeness and loneliness of being in a great city wholly different in atmosphere from what they have been accustomed to. Another of the hostesses is a Catholic and takes care of all the customers from the convents and other essentially Catholic institutions. This privilege of having shopping made easy is not alone for out-of-town customers. Many city women avail themselves of it. There is no charge to the customer at all. The guides are really hostesses, delegated by the proprietor to extend the courtesies of the house, just as they say.

The collection of waste paper from city streets, through the convenient placing of receptacles for such waste, appears to be more successful in Chicago than in some other cities where the experiment has been tried. The work is being done on a ten-years' contract with the Clean-Street Company, which pays the city a percentage on its gross receipts. The company also has a contract with the Salvation Army for collecting paper and keeping the boxes clean inside and outside, the army having its own arrangements for sorting the paper before disposing of it. About eight tons of paper are collected each week, and the quantity is said to be increasing. The boxes are of thin sheet iron, with light angle-iron frames and legs, and are anchored to the pavement. A portion of one side is hinged at the top to swing inward. They are about the size of the street mail boxes for the receipt of newspapers and parcels, and cost about \$4.50 per box, erected. There are now 1010 boxes in use, and they are mainly placed on street corners, at the edge of the sidewalk. The boxes are emptied twice a day in the downtown district, and once a day in all other territory. One-horse wagons of light construction are used for this work.

Gomez ought not to spoil a splendid career by a failure at the eleventh hour to measure up to the demands of a wise and courageous statesmanship. It is for him just now to make or mar Cuba!

A bathtub trust is now in process of formation; and capitalists will soon be falling into that.

A man always puts his best foot forward; a mule puts his backward.

ALASKAN BOUNDARY DISPUTE.

The question of the proper boundary between our possessions in Alaska and British North America is coming rather prominently to the front. Great Britain has expressed her urgent desire that a settlement be effected, but at the same time intimated pretty plainly that she hoped to secure an outlet on the Pacific in the shape of a port for the immense commerce of her Northwestern territory.

Although the boundary dispute has not led to any actual unpleasantness, it has developed some friction. The British government has objected to the sending of three companies of American troops to the Alaskan boundary on the ground that such action would convey the impression that it was proposed at Washington to defend the American contention by force, although the pacific intentions of the Government in sending the troops was fully understood.

The proposed sending of troops to Alaska was for the purpose of preserving the peace and preventing outbreaks between Canadian and American miners, one of which has already occurred. Although the administration will send the troops, it will respect the sensibilities of the British government to the extent of withdrawing them somewhat from the disputed boundary tract.

It is reported that the British government desires that the dispute should be submitted to arbitration. Although President McKinley is committed to the principle of arbitration, yet, remembering the result of the arbitration proceedings in the Behring Sea controversy, he is strongly adverse to again venturing upon arbitration in the matter of Alaska. Arbitration is well enough as a theory, but where a nation has to confront the somewhat stubborn fact that it has practically no friends among other nations, and not a few enemies, the chance of arbitration is entirely too one-sided. It would be infinitely better to settle the boundary dispute by direct negotiations with Great Britain, even if some compromise should eventually be accepted, than to accept arbitration.

The wholesale millinery merchants of New York have revolted against the well-meant persecution of the Audubon societies, and have formed the Millinery Merchants' Protective Association, which is to try to check the crusade against ornamental plumage worn on women's hats. "We are aiming to promote a knowledge of the fact that the quills and feathers used in the millinery trade are taken from domestic fowls which have been killed to supply the provision market," says their representative. "This will do away with the sentimental outcry that is so prevalent. We want to prevent any more such legislation as is now in force in Massachusetts, as well as the possible passage of a similar measure suggested by Senator Hoar. The public has been deceived. The wearing of colored plumes is said to involve the death of our songbirds." As a matter of fact, songbirds are never used for that purpose, and very few native birds. A tiny songbird would be of no possible value to milliners. Chickens are much used."

Dry Goods

The Dry Goods Market.

Staple Cottons—Everything connected with the situation is strong, and there is nothing that would warrant the belief that the market is liable to show a reaction at any near-by date. It is not likely that the present conditions will last forever. It would be too much to expect of any business, but when one looks to the bottom of the present situation, there seems to be no good ground to base an adverse opinion upon. In the brown goods division there has been a general advance of about $\frac{1}{4}$ c and several of the lines that have openly advanced have been turning down business at previous prices. Sellers are very independent on account of the greatly over-sold condition of the market. In gray goods the sellers are firm in demanding at least 1-16c advance for their goods. These same advances are also noticed in the low grades of bleached and brown goods, which were weak only a short time ago. Wide sheetings are quiet and no open change is noted in prices. Cotton flannels and blankets are quiet and firm. Ducks show a fair business at regular prices. Gingham are firm and there has been a little better business during the past week. Coarse colored cottons show no change.

Prints and Gingham—There is a beginning of business for fall in the line of print goods and some of the early ones are already showing their lines on a part of them. The season will not regularly be open for some time yet, but from present indications it seems as if there would be a finer assortment than has ever graced the counters before. Some of the colorings and patterns are so perfect that it seems as if it would be hard for the printers to make any more improvements; yet we suppose they will each season. Some buyers are already making their early selections and taking the cream of what they see. The orders promise to be liberal when the season fairly opens, and the most gratifying reports come to hand from all points in regard to the stocks that have been carried over from last season. They are invariably reported as small and the retailers say that they feel encouragement enough to place good orders with the jobbers when the time comes for them to do so. The jobbers, in turn, say that they have very little on hand for the coming season. This would all be indicative of good business if nothing else was known in regard to the fundamental points of the business, but there are many more factors at work that warrant the belief that this season will be as big, if not bigger than any that has been seen before. The question of price still remains to be settled, and it is uncertain just how soon the printers will be ready to do this. It may be some time before they decide upon prices, and until then orders can only be accepted subject to prices to be regulated later. There has been a good demand for any fall prints that have been carried over from last season, and all that are offered are taken at higher prices than they brought at the close of the season.

Dress Goods—The dress goods mills, as a rule, are much better situated as regards orders than those mills engaged on men's wear fabrics. The orders taken to date on dress goods will keep the mills engaged for some time to come and there is not, therefore, any

immediate need for concern. Some agents have reported the best business in four or five years, and orders have been booked on many lines which will keep the mills at work for months. The continued buoyant position of the foreign wool markets, particularly with reference to fine wools, is attracting not a little attention, and the manner in which foreign wool buyers have been picking up Australian wools in bond on this side of the water can not help but interest domestic goods makers who use this class of stock; if present buoyant conditions continue in European wool marts, and there is certainly no indication to the contrary, it is very probable that the buying of Australian wool on this side by European parties will continue until there is nothing more available. The advent of these foreign buyers will naturally cause holders to put up prices on fine foreign wools, and a stiffening in the price of fine domestics in consequence is not out of the question, although a new clip is about to come in and there is said to be a considerable stock of old wool still in hand throughout the country.

Carpets—There is a marked change from one year ago, when the auction sales demoralized the trade generally. There is a firmer tone noticeable all around, and while there is not the advance in prices of carpets which was expected, some feel confident that it will come later on. While many of the leading mills have completed their lines of samples, and have shown them to the trade, there are several mills which have not delivered the new fall goods to their agents. The largest enquiry reported in the market continues to be for tapestries and velvets, and there is also a very marked improvement in the demand for wiltons, axminsters and Brussels. Extra super ingrain comes in also for a share in the improved demand and already some of our merchants are beginning to anticipate one of the best seasons they have had for several years.

Two of a Kind.

The merchant who cuts prices and the employer who hammers down wages are their own worst enemies. They are twin cankers gnawing at their own vitals. Until the purchasing public is fairly prosperous trade always drags; and the quickest as well as most satisfactory way to put money in circulation is to sell high grade goods at profitable figures and pay good wages.

Shallow men are generally despised, but they don't require as much watching as deep ones.

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.**

1,000,000

Pieces of Print Cloths were sold last week to printers. This certainly means a raise in the price of calicoes. Does your stock need sorting up? We still have a good line to select from. Prices range at $3\frac{1}{2}$, 4, $4\frac{1}{4}$ and $4\frac{1}{2}$ c. Write for samples.

P. STEKETEE & SONS, Grand Rapids

Do You Know

That we carry a good line of hats? We are selling lots of the "crushers" at \$4.50 per dozen. Five different colors to select from: Pearl, Side Nutria, Back Nutria, Blue and Black. The higher priced, such as the \$9.00 and \$12.00 grades, also in stock. Just received a new lot of the "Cowboy" in Pearl and Tan. Always a good seller. If it's straws you need, bear in mind that we have them to retail at 5 cents and up.

Voigt, Herpolsheimer & Co.

**Wholesale Dry Goods,
Grand Rapids, Mich.**

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.

Eesley's Sunshine

Self Rising 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 case. Sold direct, or can be supplied by any wholesale grocer.

We also put up Self Rising Entire Wheat and Graham Flours in 2 lb. cartons, two dozen in case. We are sole manufacturers of Sunshine Flour for general house-hold use.

J. F. Eesley Milling Co.

Mills at Plainwell and Constantine, Mich.

How a Sour Temper Killed an Old Clerk.

Written for the TRADESMAN.

"Old Hick" was a bachelor. He was also one of the testiest, crankiest of mortals. The boys in the store declared that he had been crossed in love and had never rightly gotten over it. Be the cause what it may, certain was his sourness. His full name was James Robert Hickman; but he was known to his associates as "Old Hick," and to the cash boys as "Old Nick."

It was not under the pleasantest of circumstances that I first made "Old Hick's" acquaintance. For five years I had been head dress goods clerk in a large dry goods establishment in Pittsburgh, Pa. Upon one of my many trips to New York City for the purchase of goods I met the superintendent of the Morey Dry Goods Co., of Denver, Col., and from him received the offer of a position similar to the one I then held, but at a salary exactly double. I gladly accepted the offer and, after giving the Pittsburgh firm a few weeks to fill my place, proceeded to Denver, where I at once entered upon my new duties. The first man to whom I was introduced was Hickman, who for some time had held the position which I was taking. It goes without saying that his greeting was of an icy character. He was being superseded as head of the department by a much younger man and was going to remain in that department as a salesman.

and certainly the thought must have been unendurable.

It was expected that he would give me all the needed information in regard to stock. Certain it is that he did not, but in every way possible did his best—or rather worst—to hinder and inconvenience me. I had at first a feeling of pity for the sour old chap, for I knew how humiliated he must feel; but as time passed on I discovered that he neither needed nor deserved pity.

I had been in my new position but a short time when I observed that "Old Hick's" bad temper extended farther than to me. The other men in the department rejoiced in his downfall and, now that his authority was taken from him, they gave him many a stinging taunt. While he was head of the department they were obliged to call him Mr. Hickman, but now it was "old Hick" this and "Old Hick" that until he was driven to the verge of desperation.

His position in the department now was that of first salesman, or, as it was known in Morey's, "first call." He was a good salesman—when his customers were pleasant and bought readily; but when, as it frequently happened, he waited upon a person who was not easily pleased his feathers would ruffle, as it were, and his look and manner would destroy whatever chance there had been of making a sale. I was finally obliged, after several complaints from customers, to caution him against these

displays of temper. There would be a slight improvement in him for a week or so and then he would fall back into his old habit again. The upshot of it was that he was again superseded by being made "second" instead of "first call." This was followed by his being taken out of the dress goods department and placed as "third call" in the domestic stock.

For some unaccountable reason he placed all the blame for his steady business downfall upon me, while it was evident to everybody that he had only his own bad temper to blame. He had been given chance after chance, simply because he and Mr. Morey had been fellow clerks during their younger days. His last chance was bound to come, however, and "Old Hick" found at last that his services were no longer needed by the Morey Dry Goods Co.

He had been such a "thorn in the flesh" that his former associates did not soon forget him. He secured employment with one of the other large dry goods houses in the city, where he remained for just one month. After this we heard of him first in one store, then in another, until it seemed as if he had worked in every store in town. Finally he dropped out of our sight altogether and for six months none of us knew where he was. We came to the conclusion that he had left the city. About this time one of our boys came to me with, "Guess where 'Old Hick' is

working now!" My guess was the "Golden Eagle."

"You're way off; but I'll tell you—he's 'slinging hash' in a ten-cent restaurant on Larimer street."

It was not a surprise to us, for a man such as he, whose temper was always given free rein, could never retain a place in a store unless he had a "friend at court" as was the case in Morey's. I have no doubt that even as a waiter in a cheap restaurant he is an utter failure, for even there a man is required to govern his temper; and I shall not be surprised to hear at any time that he has lost his place in the restaurant and turned sandwich man or tamale vender.

MAC ALLAN.

Two Views.

Mrs. Plunkett—There's nothing pleases a man so much when he reaches home at night as to be met by a wife with a smiling countenance.

Mrs. Barker—That may be your personal experience, but I have found, after a long study of the matter, that nothing pleases a man so much when he reaches home at night as to have all the good-looking women in the neighborhood sitting out on their front porches where he'll have to stop and gossip with them.

Rational Explanation.

"Did that woman give any reason for attempting suicide?"

"Yes, your honor."

"What was it?"

"She said she wanted to kill herself."

Uneeda Biscuit—a new form of Soda

Biscuit, crisp, tender and delicious. Serve with every meal; take a box with you on your travels; splendid for sandwiches; perfect for picnics; unequaled for general use.

Good food for everybody. Made to eat, not to keep.

Five Cents a package.



"Uneeda"

is our Trade Mark.

Moisture spoils biscuit; to preserve and deliver to the consumer our new and splendid **Uneeda Biscuit**, as crisp, tender and delicious as when fresh from the oven, we have originated this moisture proof package. Carefully remove the wrapper; serve in this package. After the biscuit are eaten you have a lunch box for school children. Patents pending.

Around the State

Movements of Merchants.

Tecumseh—Baldwin Bros. are closing out their stock of boots and shoes.

Williamsville—O. Loupee & Son succeed Milo P. Merritt in general trade.

McGregor—Hugh G. Campbell succeeds Mercer & Campbell in general trade.

Ann Arbor—John C. Fischer has purchased the hardware stock of J. E. Harkins.

Detroit—Ackerman & Brown have purchased the grocery stock of John I. Turnbull.

Holland—R. VanZwluwenberg, grocer and meat dealer, has sold out to C. DeKeyser.

Manistique—Lindsley & Mosher succeed Frank O. J. Lindsley in the grocery business.

Niles—Chas. S. Quimby & Co. succeed Geo. W. Dougan & Co. in the dry goods business.

Allegan—H. F. Marsh has purchased the interest of W. L. Baldwin in the City drug store.

Oscoda—Louis Marks, dealer in clothing and men's furnishing goods, has removed to Durand.

Milford—Holmes, Dancer & Grogan have purchased the general stock of Nathan J. Bissell.

Augusta—Frank Billington succeeds John J. Lawler in the furniture and undertaking business.

Sault Ste. Marie—Hall & Gauthier, meat dealers, have dissolved, Mr. Gauthier succeeding.

Charlotte—E. J. Hill has opened a book and stationery store. His daughter, Miss May, will assist him.

Woodmere—Nellie (Mrs. John W.) King, dealer in groceries, meat and wall paper, has removed to Detroit.

Cedar—B. E. Foley has begun the erection of a frame store building, which he will occupy with his drug stock.

Battle Creek—B. W. Pinch & Co., dealers in agricultural implements, have disposed of their stock to Geo. H. Phillips.

South Haven—W. J. Henwood, formerly engaged in business at Hart and Niles, has opened a new drug store at this place.

Petoskey—Jas. Lyons and O. C. Hayden have formed a copartnership and engaged in the grocery business at 320 Mitchell street.

Lansing—Geo. F. Gillam has purchased the hardware stock of A. M. Porter and will continue the business at the same stand.

Big Rapids—The Henry Shafer grocery stock has been purchased by Rudloff & Krahn, who will continue the business at the same location.

Ironwood—Percy Soarp, manager of the drug store of M. F. McCabe & Co., was married this week to Miss Jeannette Ferguson, of Appleton, Wis.

Menominee—The drug firm of Chas. H. Law & Co., composed of Chas. H. Law and R. E. Jennings, has been dissolved, Mr. Law succeeding.

Millbrook—Dr. W. R. Stringham, formerly engaged in the drug business at this place, has concluded to re-engage in the same business at this place.

Scottville—Edward Kobe, of Hart, has purchased the new two-story brick store building owned by Wm. Fisher and occupied by the general stock of Fisher & Caplin. Mr. Kobe will take possession Aug. 1 and will engage in the general merchandise business.

Calumet—Peter J. Nappa, general dealer, was seriously burned in making his escape from his burning building Monday night. He was asleep when the fire broke out.

Sault Ste. Marie—J. Sarasohn has engaged in general trade at this place. He is the father of Sam Sarasohn, of Bay Mills, and a merchant of many years' experience.

Kalkaska—It is L. A. Hubbell, formerly of the meat firm of Hubbell Bros., of Manton, not W. J. Hubbell, who has purchased the meat market of Nelson Cummings.

Ludington—Nelson C. Madsen has purchased a half interest in the hardware stock of Frank Bradl. The business will be conducted under the style of Bradl & Madsen.

Benton Harbor—Butzbach & Kidd have leased the adjoining store building, recently vacated, and made an archway between the two stores, occupying both with their fruit and vegetable stock.

Alma—Jay Jacobs, who has been employed in the jewelry store of A. B. Scattergood, has purchased an interest in the business, which will hereafter be conducted under the style of Scattergood & Jacobs.

Elk Rapids—T. W. Preston, of Big Rapids, who has rented the building now occupied by Ben Yalomstein, has made arrangements to move his drug stock here as soon as Mr. Yalomstein vacates the building.

Newberry—F. B. Stade, dry goods and clothing merchant at this place, will close out his stock here and locate in the new town of Mass in the copper district. He has purchased a site and will erect a store building 30x70 feet in dimensions, two stories high.

Detroit—Theodore C. Mau and Frank C. Andrews have formed a partnership under the name of Theodore C. Mau, to carry on a fur business. Frank C. Andrews is a special partner and has contributed \$3,000 to the assets of the firm. The partnership is to last for one year.

Houghton—The new corporation which was organized in April of this year to engage in the cold storage warehouse business, and which included the firm of A. J. Rule & Co., of this place, is perfecting arrangements to erect temporary warehouses here and at Calumet; also a permanent warehouse here, 50x75 feet and three stories high.

Bellaire—P. Medalie has begun the construction of an extension to his store building. It will extend back 35 feet, which will give him a store 75 feet deep and will be one of the largest and most complete stores in the county. The new addition will be devoted to clothing and men's furnishings and will be ready for occupancy about July 1.

Stanton—The general merchandise firm of Ball & Devine has been dissolved, B. J. Devine retiring. Curtis Ball, who has been identified with the grocery business here for the past thirteen years, is sole proprietor of the business. Mr. Devine is an experienced and successful produce buyer and shipper and will probably follow that vocation.

Bellevue—W. H. Newton and W. D. Luscomb will shortly engage in the general merchandise business in the south Phelps store. Ray E. Stevens has leased the north store and will put in a grocery stock on the south side. He has subleased the north side to Frank Phelps, who will occupy it with a stock of boots and shoes and men's furnishing goods.

Owosso—The four down town drug firms, W. E. Collins & Co., H. A. Blackmar, Parkill & Son and M. A. Sprague & Co., have devised a plan by which the public will receive better Sunday service than before, at the same time doing away with the necessity of all being at their place of business a part of each Sunday. The plan, which went into effect last Sunday, is that each of the four above named places keep open all day Sunday in turn—once each in four weeks. A notice is posted in each of the other three stores, telling which one is open that day.

Manufacturing Matters.

Menominee—A. W. Clark announces his intention of establishing a woodenware factory here.

Lansing—H. B. Severance & Co. succeed Horace B. Severance in the tannery manufacturing business.

Reed City—J. L. Kegley, of Lake Geneva, Wis., has taken the management of the Reed City creamery.

Grawn—D. E. Crandall & Son succeed D. E. Crandall in the merchandise, lumber and shingle business.

Glen Arbor—J. O. Nessen & Co., manufacturers of lumber, will hereafter do business under the style of the Glen Arbor Lumber Co.

Big Rapids—C. F. Mynning has shipped his sawmill to Lake City and will locate it on a tract of timber six miles east of that place.

Ironwood—The New Davis Mining Co. has been organized by four business men of this place. The corporation has an authorized capital stock of \$100,000.

Menominee—The Downey Manufacturing Co. has been incorporated, with an authorized capital stock of \$25,000, to engage in the manufacture of various household articles.

Grand Ledge—Frank Field has leased a building and equipped it with the necessary machinery for the manufacture of paints of all colors. The enterprise will be known as the Grand Ledge White Lead and Color Works and will begin operations in about a month.

Menominee—The E. P. Blinn Cedar Co., of Chicago, has purchased all the cedar stock of the defunct Kirby-Dennis Co. The company will close out the cedar yards in Munising and Marinette. Upwards of \$15,000 worth of cedar is to be sold. Frank McGillan, of this city, now employed by Geo. McKinney & Co., will be general manager of the new corporation. Mr. McGillan will locate in Munising for several months and conduct the sale.

Ludington—Thomas Percy, the well-known salt manufacturer, has been negotiating for the purchase of the Pere Marquette Lumber Co. plant, which has been out of use by reason of the company closing up its lumber operations here about a year ago. If he succeeds in getting the property he will start up the old salt block and largely increase its capacity, making it one of the finest salt plants in Michigan. It has a flowing mineral well on the land which is said to contain marvelous medicinal properties, although it has never been put to any use except to furnish a local demand for the water, which is delivered around town at a nominal price per gallon.

He Couldn't Help It.

"That boy of mine," said the angry father, "is just a natural born fool."
"Of course," retorted the neighbor, and there was that in his tone that made the father want to climb the fence and go after him.

A Family of Merchants.

Owosso, May 22—I read in the Tradesman of May 17 the chronicle of the death of my old friend and cotemporary in mercantile pursuits in Grand Rapids in 1850, and it has occurred to me that a few lines historical of the McConnell family might be of interest to the readers of the Tradesman, especially, the few of the old business men who are still left to mingle their sympathies with my own at the departure of the deceased.

There were five boys in the family, all brought up to mercantile pursuits. Wm. H., John, Fred, Col. Dan., who still survives, and Charles, who was the youngest and who died early in the fifties. They first located in Dansville in the Genesee Valley, N. Y., where they carried on a general business in merchandising about the year 1844, and it was from there that they came to Michigan. When I went to Grand Rapids the youngest of the brothers was a clerk in Wm. H. and John McConnell's store on Monroe street. After the retirement of our late friend, John McConnell, Wm. H. continued the business for several years and, I think, was succeeded by his brother, Col. Dan. Fred McConnell was for many years a successful hardware merchant in Ionia. They were a family born to mercantile pursuits, which they followed in its various branches in different localities, with credit to themselves and the good will of their customers. Besides their general record as a family of honorable and successful business men, one of the brothers, Col. Dan., has added a military record as veteran of two wars, in both of which he bore a distinguished part.

A good neighbor, a kind friend, a genial companion, an enterprising citizen, a gentleman and honest man has departed. W. S. H. WELTON.

The Boys Behind the Counter.

Three Oaks—Fred Close has been employed by Joshua Chatterton as clerk in the hardware store.

Niles—Chas. Francis is clerking at Gage Bros.' grocery.

Charlotte—Fred Murray, who recently returned from Ann Arbor, where he had been for treatment, has so far recovered as to be able to resume business, and will enter the store of Victor C. Roblin & Co. as salesman.

Saginaw—Henry Tietz has left his position in the Parkinson pharmacy, and has assumed charge of Meichers' pharmacy.

Harbor Springs—N. H. Randall has taken a clerkship in the grocery department of W. J. Clarke & Son.

Menominee—H. D. McKeivitt has taken the position of prescription clerk at Sawyer's pharmacy.

Cedar—Arthur Sott, of Maple City, is clerking for Billman & Culver.

Kalamazoo Grocers Alive to Their Best Interests.

Kalamazoo, May 22—The Chamber of Commerce was well filled Friday evening with members and friends of the Kalamazoo Retail Grocers' Association. A committee was appointed to visit the Common Council regarding the ordinance referring to licensing hucksters and other contingent matters.

Warfare will be commenced against peddlers who can clear from \$5 to \$10 a day and handicap the grocer in many ways. In the future all outsiders, including newspaper reporters, will be barred from the meetings, and the meetings will be reported to the press by the Secretary of the Association.

A committee was also appointed to look after the grocers not in the Association and bring them in. It was thought to be a good plan to close all their respective stores on Decoration day and the ward committees will make a canvass of the grocers and report results at the meeting to be held next Friday.

Grand Rapids Gossip

The Produce Market.

Asparagus—35¢@40¢ per doz. bunches.
Beans—Wax are high and scarce and command \$2 per ½ bu. box.
Beet Greens—60¢ per bu.

Butter—Receipts of dairy grades are very heavy, but local handlers are meeting no difficulty in unloading to good advantage. Fancy fetches 13c, choice brings 12c and cooking grades about 10c. Factory creamery is in fair demand at 17c.

Cabbage—Mississippi stock commands \$5@5.50 per crate. California stock is weaker, having declined to \$5@5.50 per crate.

Cheese—Geo. B. Horton, who operates eight factories in Lenawee county with an output of 140 cheese per day, expresses the opinion that factory-men will not see a 6 cent price this year; in fact, he is doubtful whether cheese will go below 8 cents. All of the factories are sold close up and there is no accumulation of stock in the hands of anyone. Michigan makers are gradually extending the scope of their territory, having found a profitable outlet for the product peculiar to Michigan in the Western Reserve of Ohio and as far south as the Ohio River in Indiana. Peoria and other Illinois cities are also taking considerable quantities of Michigan cheese, although a few years ago the dealers and makers in that section of the country sneered at the idea of ever eating anything but the close, compact cheddar cheese peculiar to Wisconsin and New York. Although there is only about one-half as much cheese made in the United States as there was eight years ago, the output is increasing and the export trade, which has been very largely in the hands of Canadian makers for some years, is coming back to us.

Cucumbers—Southern, 40¢@50¢; home grown, 60¢@70¢.

Eggs—The peculiar conditions which have characterized the market still continue and the price still hangs around 12c, which is an almost unheard-of price for the latter part of May. Country merchants are paying 10c, as a rule, so that the producer is getting the benefit of the bulge. Many local buyers are shipping direct to Eastern markets, which is one cause of the dearth of shipments received by cold storage buyers, who are paying 11¢@12c.

Green Onions—Silver skins command 10¢@12c.

Lettuce—Head lettuce is in good demand at 12c per lb.; outdoor stock is in fair demand at 10c.

Onions—Bermudas now command \$2 per crate. Egyptians are about the same as a week ago, being held at \$3 per sack of 110 lbs. Southern, \$2.50 per sack.

Pieplant—1c per lb.

Peas—Green Southern stock is in fair demand at \$1 per bu. Home grown is expected to come in early next week.

Pineapples—Havanas command \$1.25 @1.75 per doz., according to size and quality. Floridas are in fair demand at \$4.50@4.75 per crate. This is a good time to purchase for canning, because the price is lower and the quality better than will be the case later on.

Potatoes—There is a little firmer feeling at the outside markets and the demand is good at present prices. Local shippers find no difficulty in getting 40c, which is equivalent to about 30c at the outside buying points. The grower appears to be possessed of the belief that prices will be higher before they are lower, but this feeling is not shared to any great extent by local handlers, because of the nearness we are to the Southern crop.

Poultry—Receipts of live poultry are light, due to the fact that the farmers are too busy with their spring work to give the shipping of poultry any attention. Broilers are scarce and readily command 25c per pound. Chickens are in good demand at 8¢@9c and fowls are in fair demand at 8c. Ducks are dull at 5c. Geese are not in demand at all. Turkeys are in limited supply at 8¢@11c.

Radishes—Round, 8c; long, 10c.

Spinach—60¢ per bu.

Squash—\$1 per box for summer.

Strawberries—Illinois and Indiana are furnishing the bulk of the receipts this week. The price ranges from \$1.50@2 per crate, although occasional choice lots are held at \$2.25. The market is generally low early in the week and higher and stronger the last three days of the week. Other markets appear to be in harmony with this condition of things, Chicago and Detroit markets having been in unison with Grand Rapids in this respect for the past three weeks.

Urgent Appeal For Assistance.

Grand Rapids, May 22—Alderman Whalen's resolution in the Common Council, prohibiting peddlers and bucksters from crying and shouting their wares on the streets, will come up for final consideration by the Committee on Ordinances Thursday evening. In order to secure a favorable report by the Committee, it is absolutely necessary that as many grocers as possible attend the meeting, and you are therefore most earnestly requested to be present on that occasion. We sincerely hope you will not disappoint us, but come and help us out, in order that we may succeed in abating the nuisance, if possible.

In concluding this appeal, permit me to further say that although the peddlers are not half as strong in membership as the retail grocers, yet they always turn out to a man, resulting in outnumbering us three to one. This should not be the case, and will not be if you do your duty.

The next meeting of the Association will be held Tuesday evening, June 6, at the office of the Michigan Tradesman.
HOMER KLAP, Sec'y.

Hides, Pelts, Furs, Tallow and Wool

Hides are in good demand at high prices. Stocks are good in quality, but there is no accumulation.

Pelts are few and in demand at higher values than have ruled for some months past.

Furs are practically out of the market.

Tallow is slow and sluggish, with light demand from soapers.

Wools have firmed up and are more in demand, although not notably higher in the Eastern market. Prices on the Michigan new clip start out 2c below 1898 purchases, which is where they should have been bought at that time. So far, there is not the usual excitement incident to a wool season. The article looks, and is, low in price and so much below the product of other countries that it is being exported to quite an extent. Our home manufacturers are not strong on the market, for some reason, and the indications are that the clip will be sold at the present prevailing low rates.

WM. T. HESS.

Voigt, Herpolsheimer & Co. and P. Steketee & Sons will close both their wholesale and retail departments all day Tuesday, May 30, Memorial Day.

Ed. C. Judd succeeds Louckes & Blom in the cigar and tobacco business in the Hermitage block at the corner of Bridge and Canal streets.

E. Heckman has engaged in the grocery business at 737 Grandville avenue. The Olney & Judson Grocer Co. furnished the stock.

Notier & Vandenberg have opened a grocery store at Ottawa Beach. The Olney & Judson Grocer Co. furnished the stock.

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

The Grocery Market.

Sugar—There is no material change in the raw sugar market this week, sales having been made at the old basis of 4½¢ for 96 deg. test centrifugals and 4¼¢ for 89 deg. test muscovadoes. There is a very large increase in the sugar consumption, as is usual at this time of the year, on account of the large amount used in canning and preserving fruit. It is said that this year's output will not begin to meet this increase in demand and that the reserve stock may have to be drawn on to the extent of about 200,000 tons. Many brokers think that the price of granulated will advance shortly, on account of this increased demand and apparent short supply.

Canned Goods—At no time in the past ten years has the supply of canned goods been so small as it is now and holders are firm in their views because of this. There is a slackening in the demand for vegetables, but all supplies are held firmly up to market prices, and trade, although limited, is steady. Small fruits are practically cleaned up and some sorts are entirely gone. The result will be an unusually favorable market for the new pack. Very little is being done in peas just at present. The canneries in Baltimore began operations this week. Most packers are sold out and the tendency of prices is upward. Tomatoes are firmer, but there has been no increase in price as yet. Spot trading is confined to small orders to satisfy immediate requirements. Minor vegetables are steady and prices are practically unchanged. The feeling is fairly satisfactory, but trade is quiet, being reduced by the arrival of fresh goods. There is an excellent demand for new pack pineapple, with prices showing an upward tendency on some brands. Conditions are substantially unchanged. The Baltimore canners report some difficulty in securing sufficient supplies to satisfy the requirements of the trade. Salmon is held firm and large sales of the different grades of Alaska are reported. The general situation is very strong. New pack Columbia River is nearly sold out at the opening price, with a prospect of the price going 1c per dozen higher before a case is shipped. Spot Alaska is getting cleaned up and there will be no new available before next September, and we have nearly four months of the best salmon-consuming months still before us.

Dried Fruits—The arrival of fresh fruit and vegetables curtails the demand for dried fruit quite materially, although there are a few specialties, like apricots, prunes and raisins, for which a fairly active demand exists. The dried fruit situation presents some interesting features which indicate, in some degree, what prices are likely to be during the coming season. Prices on all California varieties are high and the outlook for opening prices promises an advance over those of last year. Reports of the growing crops are conflicting, but there is an impression that the yield will be considerably less than has been anticipated. It is too early to say anything definite about the prune and raisin crops, but the outlook for both is fairly good and dealers anticipate a strong market during the season. Raisins are quiet, although there is a little firmer feeling in 3 crowns. Prunes are steady and prices tend upward. Medium sizes are in short supply, but there is an impression that stocks are heavier than have been stated heretofore. Evaporated apples are weak and

trade is confined to small orders. There is still some enquiry for sun-dried, but no sales are reported. Peaches are scarce and high. Apricots are steady at previous quotations. It is reported that the yield of apricots this season will be 500 to 600 cars, against 250 cars in 1898 and 1,250 in 1897, making about half the yield for this year that was turned out in 1897. Reports from Greece regarding the currant crop state that it is progressing favorably, the weather being all that could be desired. Prices remain unchanged. Figs are unchanged. Latest information from shippers is to the effect that the Smyrna crop this year will be about five-eighths of an average crop.

Nuts—Old crop walnuts are about cleaned up and the market is firm. Indications are that the crop will be about equal to last year's. The demand for almonds is constantly increasing. The supply is also increasing and, while a large share is imported, the production in this country is increasing and indications are that there will be a large crop this year. Peanuts have advanced ¼¢. The shortness of the present crop becomes more apparent as the season advances and the large demand for consumption causes advances, which may continue. The present light crop came upon a market practically bare of stock.

Molasses—The reports coming in from Puerto Rico give more estimates of the shortage of the molasses crop. These estimates run from 40 to 50 per cent. Therefore, it is maintained if the crop turns out to be 12,000 hogsheads, it will show up much better than expected. In this connection it will be interesting to note that last year the total shipments from Puerto Rico were 21,000 hogsheads. The local market is firm, with prices unchanged and demand moderate, grocers confining purchases to small lots to cover immediate wants.

Tea—The demand for tea is light. Prices are steady, but only a nominal amount of trade is reported. This is not unusual, as May is generally a dull month for the tea business.

Fish—Trade in fish of all kinds is quiet and not much activity in mackerel is expected until new mackerel comes in more freely. Reports from both the domestic and Irish coast fisheries are discouraging and indications point to a very firm market for mackerel for some time to come. Stocks of low grade salt codfish in Gloucester are reported to be light. High grades are in better supply, although stocks of both descriptions are said to be under the average usually held at this season.

Rice—The rice business is extremely dull, almost no sales at all being made at present. What few are made are at unchanged prices.

Cereals—The price on Schumacher's farina has declined 25c per case.

Vinegar—Cider vinegar has advanced ½¢ per gallon.

Gelatine—Notice has been received from the manufacturer that the price on Knox's gelatine will advance \$1 per gross June 1.

Wm. T. Hess has purchased the interest of James Muir in the Union City Lumber Co., which has its headquarters in this city and operates portable hardwood sawmills at various places in Michigan, Indiana and Kentucky, including a logging railroad in the latter State. Mr. Muir has purchased a sawmill and will engage in the lumber business in Kentucky, in which State he has taken up his residence.

Woman's World

A Thing of Shreds and Patches.

The little book has lain for nearly a month now upon my library table, and even yet I have not schooled myself to look at it without a blinding mist of tears rushing to my eyes. You see, I gave it to her myself, and now to get it back like this! It was just before she graduated and I was casting about for some trifling gift for her, as a souvenir of the occasion, when I happened to run across it. It was such a frivolous little book, all bound in white and gold, calling itself a "dress album," and arranged with spaces where one was to paste scraps of frocks and write the date and place when they were first worn, with such other marginal comment as one felt inspired to add.

I smiled at the conceit of keeping a record of one's life by such means of shreds and patches, and then all at once it occurred to me how subtly characteristic it was of the girl. Not that she was one of those poor creatures who think of nothing but dress, and whose brains are cut on the bias and frilled in the middle; but she was one of the people whom, in your thoughts, you never disassociate from their clothes. To remember her at all was to conjure up a vision of a fair, young face set off by soft and harmonious color and dainty fabrics and gracious lines of beauty. You could no more have imagined her in an ungainly or dowdy gown than you could have thought of her as old and ugly and haggard. Both might in time come to her, but they had no part now with her radiant and joyous youth and bloom.

And now the book has come back to me, with a few words of farewell, and she is done with all the laughter and gayety and frills and frolics that belonged to the world and were part and parcel of the things it contained.

The other day I opened the little volume, and it seemed to me that in no other way could the sweet story of her life have been written more definitely or more pathetically than in the little scraps of cloth, the frailest of which—so unstable a thing is human hope and happiness—outlasted her short need for the trappings of joy. The book has been kept almost like a diary and the first entry was a bit of sheer white organdie, trimmed with lace and ribbon, and dated June, 1897. Underneath it was written: "How true it is, if one only waits long enough one is sure to gain one's desires. Here have I been thinking for three years that the time would never come around when I would actually finish school, and have a really, truly, grown-up long frock and do up my hair. Goody, goody, good. I've got a perfect duck of a graduating gown, trimmed with real valenciennes lace that grandma had in her trousseau. Papa seemed surprised when he found out that I was going to graduate. He said it was ridiculous to graduate babies like me and that they never did such things when he was young. I do believe he forgets that I am 18. This morning Billy Travers came and brought me a lovely shower bouquet of white roses. He seemed awfully glum about something, and when I asked him what was the matter, he said, 'Oh, I suppose it's because you are going to graduate, and be out in society, and there'll always be a lot of silly idiots hanging around you, and things won't be like they used to any more.' 'Why, Billy,' I said, 'what absurd notions you

do take up sometimes. The very idea of my ever liking to talk to any one as much as I do you, whom I've known all my life. Why, I love you like a sister.' 'Oh, I suppose you do,' he groaned, and went away. Something seemed to have annoyed him somehow. I wonder what it was?"

Then followed a lot of scraps of serges, and muslins, and the usual belongings to a summer girl's outfit, with "Charlevoix; had a lovely time on the So-and-So's yacht," and Petoskey and Mackinac Island and the Soo, just the date and a line or two of joyous comment written on the life where everything was new and strange and delightful as is that between season when a girl is out of school and has not yet entered the formal world of society, when one has, in a word, all the privileges of a school girl and all the freedom of a young lady.

Following came a more important entry—a piece of white chiffon delicately embroidered in silver. "This," she wrote, "is my first ball dress. If it wasn't so perfectly lovely I don't believe I could have the courage to go. I am as nervous as a cat. I know I will break my heart with longing if I don't go, and I will die with chagrin if I do and am not a success. Suppose no one asks me to dance? Fancy the horror if I had to sit all the evening under the shadow of mama's wing and hear her fib to the other chaperons about me not caring for dancing and the frivolous company of young men, like Mrs. Smith does about Mamie. I know what I shall do. To-day when Billy was over I begged him not to ask anybody to dance, so that if no one asked me he could just fill my card up for the whole evening, and we'd dance it out together.

'People would say we were engaged, if we did,' he said in such a curious tone of voice. 'Let 'em,' I cried recklessly. 'I'd rather they would say anything about me than that I was a wall flower.' The next morning, 'Well, the ball is over and I didn't have to ask Billy to dance with me after all. I hadn't been in the room five minutes before my card was full, and I forgot to save even one little teeny weeny waltz for him. He was very angry about it, and said something stupid about the selfishness of women. Men are so unreasonable. I should have thought he would have been positively glad not to have to dance with a girl who is just like a sister to him.'

The first season was a gay one, and the pages that follow are filled with bits of dainty silks and filmy lace and fur and embroidery. Then comes a bit of scarlet, and written under it:

"I am learning to play golf, and this is my new golf coat. Billy is teaching me. He says that I am a very apt pupil, although I am sure I shall never learn to talk it, and everybody knows that is of much more importance than the ability to knock the balls about. So far as I can see, the principal advantage of the game is that it enables two young people to go off and spend the morning together, and that a check or a brassie or a niblick is considered a sufficient chaperon. Sometimes that is an advantage and sometimes not. For instance, now who could ever have supposed such a thing, but Billy—yes, Billy, whom I have known all my life, and loved like a brother—took it into his head to get stupid and say things about love, you know. I never thought of such a thing. It's absurd. Of course it is. Why, ever since I've been old

enough to read my first novel, I've known exactly what sort of a man I would fall in love with, and just how it would be. He will be tall and dark, with a fierce black mustache and eyes that thrill me and make me afraid, and I'll know just the first minute I see him that he's my fate, and he will woo me in such an impetuous way I'll just be swept off my feet and won't care if he's a pirate or a nihilist or anything. He won't be a bit like Billy, who is fair and deliberate and the kindest soul alive, and one that you couldn't be afraid of to save your life. That's the reason I told Billy so positively that I couldn't ever be anything to him but a sister. It wasn't like I didn't know what real love is. But I couldn't help crying, and I didn't mind when Billy put his arms around me and kissed me and said: 'There, darling, don't cry,' and called himself a brute. He says he is going away. I—I never thought of it before, but what will life seem like without Billy?"

A few pages beyond this is a strip of red, white and blue ribbon, and written under it, "My country, 'tis of thee." Then: "Fancy, this is a bit of a hat-band I'm wearing. We are to have war. Regiments are being formed to go to Cuba. How strange it all seems. Yesterday the flag was nothing but a bit of bunting that we passed and repassed without emotion. To-day, at the first hint of insult or danger, it has all heaven for its red, white and blue, it becomes the holiest thing on earth to us, a million hearts thrill to every flutter of its folds, and tens of thousands spring to its defense. Billy has been made lieutenant of one of the companies. He looks very handsome in his new uniform."

A few pages further, and a solitary button is fastened to the leaf. "This is off Billy's uniform," she wrote. "His regiment left for the front to-day. Last night I was sitting in the dusk when he came up to tell me that they would leave at dawn. Then all at once I knew. It came to me in a kind of blinding flash of light what everything meant—that all my life I had loved Billy, and that if—if anything happened to him it would break my heart, and kill all the joy in the world for me. It choked me, and suffocated me, as if a heavy hand had been laid upon my heart and almost stopped its beating. 'Going,' I said at last, stupidly. 'Yes,' he said, and then he said something about hoping I would think of him sometimes for the sake of the times when we were children together, and I threw myself into his arms. 'Billy,' I cried, 'it was all a mistake; I loved you all the time, only at first I didn't know it.' After a while he had to go away, but he came back once from the gate.

"Sweetheart," he said, 'stand just as you are; I want to remember you with all the glory of love on your dear face,' and he was gone."

There are only two more entries in the book. One is a little piece of blood-stained blue cloth, and beneath it is written, "Killed in battle, at the head of his men. A comrade cut this from over his heart and sent it to me. 'A wonderful victory, with only one man lost,' said the dispatch; 'but that bullet slayed the whole world for me.'"

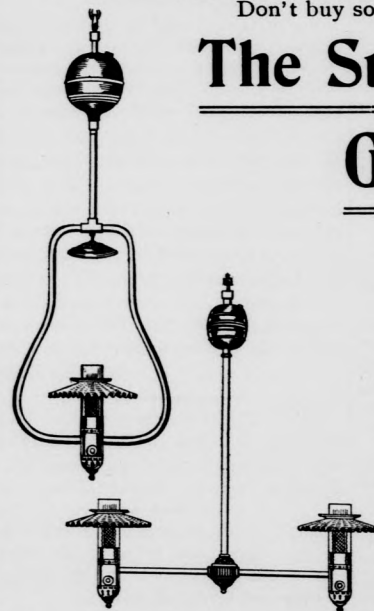
Pasted on the last page is a bit of coarse black serge, the habit of a Sister of Charity. The girl put that in it, and sent the book to me, when she took her weary heart, with all its burdens, and laid it down upon the altar, seeking in ministry to others to find the balm for her own deathless sorrow.

DOROTHY DIX.

Lamps to Burn!

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - MAY 24, 1899.

THE FAR-OFF MILLENNIUM.

Universal peace has been a dream of philosophers, statesmen, philanthropists and even of soldiers, not to mention poets, from the earliest times. The ancient Hebrew prophets foretold a time when the nations would beat their swords and spears into plowshares and pruning hooks and learn the arts of war no more.

A writer in the London Fortnightly Review cites Sully, the Abbe de Saint-Pierre and Kant as having drawn up schemes by which the "Golden Age" might be realized. Frederick the Great beguiled his leisure with thoughts of a European peace and disarmament congress. Napoleon protested, from his exile in St. Helena, that the object of all his wars had been to restore the "beau ideal de la civilisation," by applying to the European nations the system of the Greek Amphictyony. Even Moltke, in his young days, braved ridicule by confessing his "belief in the idea of a general European peace," and thought that a mutual disarmament might possibly be a question only of decades.

In the present century there have been three efforts to establish such millennial conditions. The first of these was made by the Holy Alliance in 1816, by the sovereigns of Russia, Austria and Prussia. Napoleon had just been overthrown and Europe was wearied with the wars he had precipitated upon every country of the continent. The three monarchs who had most suffered in the Napoleonic wars entered into an agreement whereby they pledged themselves to rule their peoples like fathers of families, and to regulate all national and international relations in accordance with the principles of Christian charity.

The real object of the Holy Alliance, however, was to consolidate and establish royal and imperial absolutism on a basis that would enable it to suppress and destroy all free institutions and political liberty upon the continent of Europe. It was actually proposed to give substantial aid to Spain, who was involved in serious trouble with her American colonies, then in revolt against her tyrannical domination. It was the prospect of interference by the European powers which constituted the alliance that brought from President Monroe, of this United States the famous expression that has become so identified with his name as the first distinctive American pronouncement upon the foreign policy of the Republic.

The universal peace proposition of the Holy Alliance proved to be anything

but the introduction to a millennial condition of the nations, for it meant, if such a realization had been possible, the universal enthronement of despotism. The second of the peace propositions was that of Napoleon III., in 1863, to negotiate a proportional disarmament based on a revision of the treaties of 1815, and an equitable settlement of all international questions then imperiling the public peace. The third was the project of the present Czar, issued last August, for a conference of the powers to discuss "the maintenance of universal peace and a possible reduction of the excessive armaments which weigh upon all nations."

Napoleon III. proposed that a congress of the European powers should be called, in which a majority would be authorized to compel the minority to comply with the demands of the majority in disarming and in settling all questions of international controversy. Many matters that had been fixed as the results of previous wars had come again into dispute. The previous parceling-out of conquered territory had begun to give serious trouble, and any settlement according to Napoleon's plan would have involved many changes in its disposition.

Napoleon's project failed and was followed by war over some of the very questions which he had proposed to discuss in his congress. Napoleon III. has long ago passed from the stage of action, and in the place of his empire, sadly shorn in its territorial extent, is a republic. The German empire, which dominated the continent of Europe after the downfall of France as a great military power, still remains; but the mighty men who laid its foundations and reared its superstructure are no more.

In a constitutional government everything depends on the maintenance of the principles upon which the institutions of a country are built, and the men who administer them count comparatively for little; but in an autocratic government, everything is in the man or men who are in control, and laws and institutions need be scarcely considered. The present age is one which has been distinguished for the settlement of international disputes by arbitration. It is to be hoped that the present peace congress will greatly encourage the settlement of such controversies. In that respect it can accomplish great good; but that it will operate to bring on millennial peace and harmony is too much to hope for with the experiences of the past and the general facts of human nature in view.

Not only is the food adulterated nowadays, but even the music has come in for a "mixing." In New York the park bands have been found to contain a lot of "dummies" who sit and go through the motions of blowing French horns and trombones, but who can't in reality play a note. This is one of the latest schemes conceived by the trades union leaders to defraud the municipality. The union leaders get the most of the pay of the "dummies," who only swell the bills and not the volume of the music. The park board has discovered a number of these counterfeits and is investigating the scandal.

The patent medicine manufacturer has been condemned by the congress of pharmacists, held recently in Paris. This convention asks the government to pass a law prohibiting the sale of patent medicines in France.

TRIUMPH OF THE UNWORTHY.

True democracy has never claimed that people are equal in any other respect than in the right to use each his faculties to the best advantage for his own advancement.

No other sort of equality is possible, since no two human beings are precisely alike and equal physically, mentally or spiritually. Each individual is invested with the natural right to use such faculties or talents as he may have in such a way as to secure for himself the best results in his reach in the pursuit of happiness.

This is all the equality and all the freedom that any human being can properly claim, because it is all that is possible. He who envies the wealth, the power, the happiness possessed by others, and seeks to deprive them of it when he had done nothing to win prosperity or to deserve influence and esteem at the hands of his fellows, is a dishonest and may be a dangerous person, because, being idle and thriftless himself, he desires to convert to his own use, or to destroy, if he can not secure it himself, the personal possessions and the good reputation which are the result of the honorable exertion of others.

The weak point in socialism, as a practical rule of life, is that it does not recognize the vast variety and universal inequality of human beings, but seeks to reduce them all to the same level and divide out to all equally the sum of the earnings of all, disregarding the fact that some, by their natural or acquired qualifications, possess greater earning power than others, while some are unable to earn, and others, although able, refuse to perform any useful service, but persist, through dishonest practices, in living upon others.

Thus it is that any proposition to seize upon the whole of the earnings and wealth accumulations of the population and distribute them equally among the whole of the people would be a manifest injustice. It would be no less than robbery, because it would assure the hoodlum, the loafer and every other vicious and criminal individual in the entire community that they would be supported at the expense of the industrious, the faithful and the capable, with an equal distribution of the earnings of the latter.

Human equality, therefore, means, and can mean nothing more than an equality of right for each individual, under the sanction of law, to engage in the pursuit of happiness. The entire structure of all democratic free institutions is built upon this foundation of equality of right and inequality of ability and characteristics. Under such a system, each individual can do his best according to the conditions and circumstances that environ him. Under these conditions, some rise to the highest places, others to stations of respectability and moderate prosperity, while others fall into poverty, and still others into vice and crime.

Unless there should be a most radical and miraculous change in the human race, physically, mentally and morally, all human beings will never be able to reach the same goal of success. The man who has wasted his means and opportunities in idleness and profligacy or has broken down his health in debauchery has no right to complain that he is not as prosperous or as vigorous as are some of his fellows. He is simply paying the penalty entailed by courses of vice and idleness.

There are some wild dreamers who, finding fault with God because he did not make all human beings equal, seek to remedy his defaults, not recognizing that it is out of human power to change the natural laws of human variation and inequality. They can never accomplish anything, but must remain dreamers to the end. The doctrine upon which the two most bloody socialistic revolutions ever known on this earth were based was expressed in the words, "Liberty, Equality and Fraternity." Those doctrines were put into the most unrestrained operation, and the result of the experiment was that liberty, unregulated by law, is the despotism of a mob; any attempt to enforce equality upon the human race is to inflict robbery and injustice upon the most worthy and industrious for the benefit of the most idle and worthless, while the doctrine of the brotherhood of mankind meant only the banding together of some to slaughter and plunder the balance.

There is one, and only one, bad feature in the system of democratic liberty, and that defect is in the practice, and not in the theory. It results from the neglect and indifference of the people to the public advancement of bad men. The best people do not seem to object to having bad men in public office. Good citizens do not interpose to prevent them being nominated to important posts, and they do not work or vote to prevent their election.

It has even been said that when unscrupulous, conscienceless demagogues are in public office it is easier to secure contracts, public franchises and all sorts of favors, and these are what the alleged best citizens are most interested in. When they have bought up a public legislative body, they do not have to beset it with petitions, addresses, arguments and all sorts of expedients to obtain a hearing. There is no doubt or uncertainty as to how demands for franchises and favors will be treated when they are matters of bargain and bribes. It is the unbought legislative body and the honest jury that keep the seekers for franchises in doubt and make the criminal at the bar tremble.

Corruption in the public affairs of republics has always been the cause of the early destruction of republican governments. Corrupt politics is the inevitable result of neglect by the people of their public duties or of a deliberate design that there shall be such corruption. When such a state of affairs exists, it furnishes the one great argument against an alleged government by the people for the people, and it seems to show that there has been a reversal of the law of survival of the fittest. A corrupt political administration means the victory of the worst and most unworthy.

Canada still keeps up its reputation as the home of the Scotch agricultural settler. Already this year nearly 300 farmers, farm servants and others, with families, have left Scotland to try their fortune among their kith and kin in the Dominion.

The eight-hour law may be like some other regulating laws, to be forgotten in eight hours when a man wants to work ten and make more money.

No woman can have any respect for a man after she has helped him take off a porous plaster.

One of the burdens of the living white man is to build monuments for the dead.

HISTORICAL GREATNESS.

History can impose few tasks upon its writers more difficult than a just appreciation of contemporary greatness. It is almost impossible to get a clear view of the real man under the glamour of advantageous success. It pays to follow and to praise the winning man, and, besides, it is very generally assumed and admitted that victory is the supreme test of ability. The conquering general may have had, on his side, superior numbers and equipment, and an unavoidable advantage of position; no matter, the inevitable result was none the less a demonstration of his surpassing military genius. Nothing exceeds the ingenuity of the amateur military critic, especially when the inspiration of his eulogy is either the hope of personal reward or the bias of partisan sentiment.

The task of springing an entirely new great man upon the public is, however, easy as compared with that of thrusting greatness upon a familiar mediocrity. Referring to a concrete illustration of this general rule, the New York Nation observes: "The difficulty in Mr. McKinley's case was that he was not an unknown man. For twenty-five years his countrymen had been painfully taking his measure and had been able to award him no element of greatness except what flowed from a childlike faith in tariffs. The task of showing that he had suddenly developed capacity beyond the usual measure of middle-aged men in country villages was a task of no ordinary difficulty, and unhappily, until now, no one has undertaken it whom the public treated seriously." This particular problem has presented itself more than once in the history of the United States. Anyone conversant with the compromises of party management and the secret history of nominating conventions is aware how little mere personal weight often counts in the determination of the party choice. Indeed, in American history there have been nearly instances enough to establish the rule that intellectual supremacy is a complete bar to the highest popular preferment. Really great men are usually men of positive convictions, with more appetite for contest than for compromise. They make enemies as well as friends and have a record which can not be evaded or explained away. But national nominating conventions usually hope to win by the popularity of their platforms and are content with candidates who have incurred no special enmity in any quarter. No sooner, however, is the candidate, so selected, actually elected and installed than thousands of partisan pens begin to declare his unparalleled fitness for the discharge of the high responsibilities which have been imposed upon him.

It may be that the conditions attendant upon the management of the democratic form of government are especially favorable to these perversions of history. The unlimited monarch selects his own prime minister with a view to the success of a lifelong administration. He is not looking forward to a re-nomination or a re-election, and feels under no necessity of pleasing a multitude of minor politicians in every part of his domain. He, therefore, intrusts the government to competent men, and his measure of greatness is actual performance. He would hardly, in any case, think of intrusting every executive function, including the command of the army and navy, to a citizen distinguished only by the ardor of his advo-

cacy of a single economic doctrine; but where the Chief Executive is chosen every four years, any intimation (emanating from the party of the administration) of failure or defect on the part of the Chief is little less than treasonable.

If any commercial crisis is imminent, the people must be assured that the chief magistrate is a financial genius, with all the great authorities of political economy and monetary science at his fingers' ends; if war intervenes, everybody must be encouraged to believe that he has quite the capacity of a Carnot to organize victory; if difficult, far-reaching questions of foreign affairs arise, he must be credited with the insight and nerve of a Bismarck, coupled with the finesse and subtlety of a Talleyrand.

The President may count upon that kind of allegiance which finds expression in fulsome flattery, as long as he is true to the ideals of the thorough-going partisan politician. However faithful he may be to the declaration of principles upon which he was elected, he will find himself abandoned by the majority of his party, and subjected to a terrible cross fire of friend and foe, whenever, in the exercise of a constitutional prerogative, he ventures to cross the purpose or to attack the personal interest of the party managers. The greatest presidents of the United States have been compelled to wait upon history for a reversal of temporary judgment; but the greatest men must always be, in some respects, difficult of comprehension, and to the extent that they are in advance of their time the just verdict must be delayed.

TWO MILLIONS A DAY.

This is a great country and it costs over \$2,000,000 a day to run it. It is well to stop and think, once in a while, of this fact. Last year, for instance, Congress appropriated \$675,000,000. The largest item of Government expenditure was for pensions, \$145,000,000. Then came \$128,000,000 for permanent appropriations; \$105,000,000 for the postal service; \$80,000,000 for the army; \$48,000,000 for the navy, and the same amount for the sundry civil service; \$25,000,000 for deficiencies; \$23,000,000 for legislative; \$16,000,000 for rivers and harbors; \$28,000,000 for miscellaneous, including \$20,000,000 to Spain; and the remainder distributed among the expenses of the diplomatic service, the Indian bureau, fortifications, and the District of Columbia. These figures have been printed a good many times in various forms, but we put them in concrete shape so that he who reads may understand them without much study, although they are well worth studying.

The cheapest postal service in the world is that of Japan, where for 2 sen—about seven-tenths of a penny—letters are conveyed all over the empire. This is the more remarkable when one considers the difficulty of transit over a mountainous and irregular country, where the railway is still in its infancy and where wagons can pass only over some of the principal roads, and only a few of the coast stations are connected by steamers.

It is not known exactly where the first baby show was held. Adam and Eve were evicted from the garden of Eden before any infant exposition was known.

When a man insists on sticking his nose into other people's business, it is a tolerably good sign that he is a reformer.

THE COLONIAL PROBLEM.

United States Commissioner of Statistics for the Treasury Department, Hon. O. P. Austin, in a recent publication on his "Colonies of the World," issued by him, presents a great deal of information on a subject which is almost unknown to the American people, and is, at the same time, of great importance in view of the colonial relations into which the Spanish war has brought this country.

The war which brought these colonies into the American system was undertaken and carried on for purely benevolent and wholly unselfish reasons, with no object of securing any gain or advantage. This war has cost a good many hundreds of millions of dollars, and, in view of the fact that the war with the Spaniards brought on another war with the Filipinos, it is plain that the end of the warfare is not yet, and, not to speak of possible conflicts yet to come with the Cubans, it is certainly too early to make any calculations as to the end of bloody troubles in the colonies.

But assuming that peace will be finally established in all the island domain that has fallen to the lot of this country, the question next to be asked is: Will these colonies continue to be a heavy pecuniary tax upon the United States Government, or can they be made sources of wealth?

Appealing to England for information upon a matter on which the American people are wholly ignorant, it is discovered that England's numerous colonies pay no revenue to the mother country. England's object in every case has been to open up new markets to British products and constantly increase what is already the vastest system of commerce on the globe. Of course, new countries inhabited by savages or barbarians can not be expected to buy to any extent the products of civilized people; but by colonizing those countries with white British subjects, and by killing off great numbers of the barbarous and savage natives and intimidating the balance, large civilized populations that consume largely of British products are finally secured in all the British colonies.

England collects not a cent of revenue from the colonies. That sort of thing was tried on those which subsequently became the present American Republic, but the experiment proved to be a complete failure, and now England, having gained great wisdom on the subject of colonies, exacts no taxes from them, but labors to make them all self-sustaining, so that the sovereign government will have to spend as little money as possible.

Spain has always robbed her colonies by enormous exactions; but England recognizes the importance of the maxim, "No taxation without representation," and since the colonies have no representatives sitting in the British Parliament, no tax is exacted from the colonies to pay the expenses of the Imperial government. But how is it going to be with the United States and her colonies?

Under the American system, delegates from Hawaii, the Philippines, Puerto Rico and, perhaps, Cuba, will be found sitting in the lower house of Congress in the not distant future. Every United States territory has a delegate in the House, and statehood giving representation according to population in both houses must finally follow. Then every state and territory represented in

Congress must pay tariff and internal taxes.

If the islanders will have to make up their quota of the national revenue, they should be entitled to all the rights and privileges of other American citizens. Here is where a great deal of trouble will come in. Sugar and rice from Hawaii, the American West Indies and the American East Indies will compete with the sugar and rice made in the United States. More than this, the various mixed and mongrel populations of the various islands, including the Chinese, who are excluded from the United States by law, but are already in the new colonies in great numbers, can claim the freedom of residents and citizens. Thus the financial and political problems to be solved will be extremely difficult.

But what of the wealth to be gotten from the new possessions? Unless the plunder system of the Spaniards be continued, and then the bulk of the profits will go into the hands of rascally officials, there is nothing to be gained except in the way adopted by the English. This is to settle up the new countries with whites, civilize the balance of the native people, and extend our commerce among them.

Official statistics show that, in the British colonies to-day, more than \$2,000,000,000 of capital owned by citizens of the mother country is invested, loaned at low rates of interest, and utilized in the construction of highways, canals, railways, telegraphs, schools, churches, colleges and all of the appliances which tend to additional development, physical, mental and moral. The colonies and their municipalities have the advantage of being able to borrow capital in the mother country for development of their business enterprises, the securities of the British colonies being constantly quoted in the London markets, and most of them at more than par value.

The people of the British nation are the master traders of the planet and the most daring and adventurous in search of trade. Will the people of the United States follow their example? It is not likely. The American people, who own no ships in the foreign trade worth mention, but pay \$200,000,000 a year to foreign ships for carrying their foreign trade, can scarcely hope to handle colonies in the English manner. England and Holland are the only countries on earth that have ever handled colonies successfully. The people of the United States must learn of them, or fail ignominiously.

At a meeting of the Commercial Club of Terre Haute, the other night, it was resolved that no bonus should be paid to any industry to move to that city. It was explained that there had come to be a well-defined class of manufactories which move from town to town and are known as "bonus-chasers." The Club decided that it was advisable to offer good sites and to absolve new industries from paying taxes for five years, but under no circumstances should a cash bonus be paid.

The first cotton mill in Kansas will soon commence operations in Independence. The mill building is 200 by 60 feet in dimensions, and was donated by the citizens. The plant will manufacture thread and yarn. Cloth factories are expected to follow. The erection of this mill means an impetus to cotton raising in that section, and the cotton acreage this year will be increased several times.

Fruits and Produce.

Observations by a Gotham Egg Man.

The supply of cull eggs in the New York market has increased considerably of late and while the very best grades of them have been meeting a very fair demand we have had a slow outlet for inferior lots and values have become very irregular. As usual with all eggs which are sold case count, or by the case, prices show considerable range and there are some points as to packing these goods which should be observed to obtain the best results. Packers grade their culls variously; some pack together about everything that is thrown out of the firsts; some pack small and dirty by themselves and checks by themselves; some pack slightly stained and small clean in one grade, straight dirties in another and checks in another; and some candle their culls, while others do not. My observation is that it does not pay to make more than two grades of culls under ordinary circumstances, but that both of these should be carefully candled and all bad eggs thrown out, together with those likely to become bad in transit. If the goods are properly candled and packed it is only necessary to divide the grades into "checks" and "dirties;" the latter term does well enough for very small clean and dirty mixed together. Some points should be regarded in packing checks. I notice some lots, otherwise of good quality, which arrive in bad order, owing to faults in fillers or because many eggs were put in which were too badly broken to stand the racket. Where the cracks extend around the egg most of the way, separating the shell nearly in two, the eggs should be kept out. Furthermore, heavy fillers should be used for checks and cracks because of their more fragile character. If these precautions are disregarded the breakage is increased and the cases open in mussy condition; moreover, broken eggs which spread around in the fillers very soon mold and these defects reduce price materially. All eggs which sell at mark at all seasons should be packed with especial care; their increased value fully repays the greater care required.

* * *

Talking with a Cuban egg exporter the other day I drew out a few interesting points about the requirements of that class of trade: The Cuban demands have formed quite an important outlet during the past year and the shipments from here have run between about 3,000 and 3,800 cases per week for some time past. Most of these goods go to Havana, but the south side ships take a few hundred cases also. I asked my informant whether there was any difficulty in getting the stock down to Cuba in good shape at this season. He replied that it depended a good deal upon the selection of the stock here. "The egg men call me extremely particular," he said, "but I am so from compulsion. There are no refrigerators on the steamers and the trip to Havana takes about four days. The thermometer down there runs up pretty close to 100 deg. now and if the eggs are at all weak they go rapidly to the bad. We require a heavy, strong-meated egg and even with the utmost care in packing the losses increase considerably by the time the eggs reach the Havana trade."

* * *

Some interesting information is beginning to come in as to the quantity

of eggs already put away in various parts of the country. A gentleman who has lately been devoting considerable personal attention to the subject, and who is in a position to get reports with some accuracy, informs me that on the third of May Chicago had in store about 180,000 cases, which was about 55,000 more than on the same date last year. He asserts that Sioux City and Cedar Rapids, Iowa, had at that time somewhat less eggs than a year ago, but that the shortage there would be fully offset by increased accumulations at Kansas City and Omaha. I learn from others who should know, however, that Sioux City has rather more eggs than in 1898 at even date. A correspondent in Kansas City reports about 60,000 cases in that market last week and a probability that the season's storage there would be at least 80,000 cases. As against Chicago's surplus compared with last year we have to offset shortages in nearly all Eastern storage centers at present, although Eastern storage men are generally looking for a continued inward movement later than usual and it is probable that the Eastern shortages will be considerably reduced as the season advances. Boston is about 40 per cent short of last year and New York is estimated to be fully 50 per cent behind last year's figures of even date; these shortages together probably amount to nearly 100,000 cases and an equal percentage of decrease compared with last year would probably be found to prevail in the Pennsylvania and New York State houses.—N. Y. Produce Review.

Do not be out of anything. Do not force the customer to take something he does not want, for the unsatisfied customer is never continuous. Have all the variety needed, but don't have too many of a kind, for there is loss in overstock.

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.

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Write for prices at your station to

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BUTTER WANTED

Cash F. O. B. cars, packed in barrels, car
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H. N. RANDALL PRODUCE CO.,
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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.

**Milletts
Seed Corn
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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.

MILLER & TEASDALE POTATOES

CAR LOTS ONLY. ST. LOUIS, MO.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, May 20—The coffee market is decidedly firmer than a week ago. There is a difference of opinion as to the reason for this. Some say that it is owing to recent heavy purchases at primary points by men who are not asking a good profit on their holdings. At any rate, the spot market here is looking up and, although jobbers are not tumbling over each other to purchase coffee, they report a generally satisfactory condition, and intimate that the present is as good a time as any that will be likely to occur this year for retailers to purchase a reasonable amount of coffee for future use. No. 7 Rio is quotable at 6½c. The amount of coffee in store and afloat aggregates 1,180,239 bags, against 1,053,516 bags at the same time last year. As to the speculative market little has been done and quotations are practically unchanged. For mild coffees there is a pretty fair demand and quotations are well adhered to. Good Cucuta is held at 8¼c. The market for East India growths maintains about the usual amount of activity, parcels being taken for only present use.

While prices are steady, the demand for teas is very, very light, and for the last half of the week there might be quite truthfully said to be no market at all. There is no pressure on the part of holders to part with their stocks if they must make any concession in rates; and on the other hand those who may want to buy seem to be willing to "wait for the wagon" awhile longer and see if they can't pick up some bargains.

The market for raw sugars is not as firm as last week. Refined are fairly firm in price. The demand is not especially active, although, taking the orders together, they represent a fair aggregate, and many of them are new, instead of simply closing up old contracts. Softs have been shaded a trifle, but hards remain without change.

The rice situation is one that gives satisfaction all around. The jobbers are pretty well stocked up and are making no urgent calls for goods, but meantime hold onto prices quoted with tenacity. Buyers, both local and out of town, are taking only enough to meet immediate wants and seem to think there is no use of taking any quantity ahead. Japan rice moves as rapidly as any other sort and is quotable at 4¼@5c; Patna, 5@5½c; prime to choice domestic, 5½@6½c.

Buyers and sellers of spices have drifted apart so far that there has been little business going forward in any line of spices this week. Bids were made of 10¼c for Singapore pepper, but 11c was held for and the transaction did not take place, although a pretty good quantity was involved in the deal. Zanzibar cloves are well held at 7¼@7½c.

Sales of fancy Ponce molasses were made at 34c; choice, 32c. The general market for foreign grades is firm, although not a great amount of stock is changing hands. In domestic grades the stock of grocery grades is not overabundant and prices are decidedly firm. Good to prime centrifugal, 16@26c. The syrup market is firm. Stocks are well cleaned up and the general condition is satisfactory to holders. Prime to fancy sugar syrup is well held within a range of 20@25c.

Aside from some interest shown in the salmon market, the general line of canned goods has been quiet during the week. Salmon is very interesting just now and the Columbia River pack is said to be entirely sold out, although one or two canners "may" be able to take a few more orders. It is certain that orders are being turned down every day and that sales are way ahead of last year. There is a fair demand for future tomatoes, sales having been made at 70c for Delaware No. 3s, delivered in New York. New Jersey futures, 80@85c. Corn is moving freely and leading packers hold from 80@85c f. o. b. Portland. Peaches are quiet. A good—fairly good—crop of fruit is said to be promised this year in the Peninsula. Little is

doing in peas. Early June, 75@80c.

There has been a fair demand for lemons and oranges and prices are well sustained. California oranges are about "done for" this season. Sicily lemons, \$2.75@4.25; Sicily oranges, \$3@3.50. Fancy Rodi oranges, \$4.25@5. California navels, \$3.75@5.50, latter for fancy stock. Seedlings, \$3@3.50.

California dried fruits are in rather light supply and prices are firm. Domestic dried are moving rather slowly. Choice evaporated apples are 9¼c, with fancy stock ½c more.

The bean market is dull, with little immediate prospect of improvement. Choice marrow, \$1.50; medium, \$1.35; pea, \$1.32½@1.35; red kidney, \$1.80; white kidney, \$1.80.

The demand for butter is sufficient to keep stocks from accumulating to any dangerous extent and the outlook is fairly satisfactory. Extra Western creamery is held at 19c and seems to go readily at this figure. First to thirds, 15@18½c; imitation creamery, firsts, 14@15c; finest Western dairy, 14c.

The cheese market is very quiet. Exporters seem to have supplied all wants and home trade wants but little. Arrivals during the last three days of the week were lighter and the accumulation now is not excessive. Full cream new cheese is worth 9c for colored, and ½c more for white; old cheese, fair to choice, 10@11½c.

Arrivals of eggs have been pretty well taken care of and the market presents a fairly satisfactory condition. Best Western stock will bring from 14@14½c. The latter is probably top.

Prime Southern potatoes are worth up to \$4 per bbl State and Western, per 180 lbs., \$1@1.75.

Danish Egg Methods.

From the National Provisioner.

Viggo Schfartz, the Danish expert in egg packing, was some time ago taken to Ireland by the Irish Agricultural Organization Society to teach Erin's sons how to pack eggs. The Danish method of sorting and packing eggs is as follows: The eggs are brought to the packing houses, and there they are graded to six sizes, namely, from 13 lbs. to 18 lbs. per long hundred. It may be explained that eggs weighing 2 ounces each would scale at 15 lbs. per 120, and this is about the medium size. The men who are engaged in the work of packing have six boxes before them representing the different sizes. They use no board as in France, and are simply guided by the eye. Each egg is judged as to which size it is nearest, and put into the box corresponding to the size. The system is simple, and so skillful do the experts become that when 120 eggs are taken out of the box as a test, and put upon the scale, they are rarely more than 1 ounce out of the prescribed weight. If after the eggs are scaled they are much out, the packers have to re-sort them. The method of packing eggs considered the best is in wood wool, and it is an undoubted fact that eggs graded and packed in this way sent from Ireland, chiefly from the Mallow district, have been able to out-distance most successfully eggs from the continent.

Electricity for Eggs.

A St. Paul electrician has discovered a method for preserving eggs in an edible condition for a number of years. The new method is quite complicated. It is well known that an egg shell is more or less porous, and that air passes into the egg and hastens its decay. In preserving eggs by the new method, the egg is first placed in a vacuum chamber which draws the air from the interior. The eggs are then painted with a composition which renders them air-tight. After this, they are placed in barrels of water and subjected to an electric current strong enough to destroy any germ life which may be present.

Cruel Gibe.

Waiter—Will you have Spanish cream on your berries?

Guest—What kind of cream is that?

Waiter—Why, whipped cream, of course.

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

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.

Expert Advice on the Storage of Eggs.

Every one has his own opinion regarding the storage of eggs; and he is entitled to it. The writer has made very close study of this particular branch of the business, extending over a period of twenty-nine years. Our first experience was in an old-fashioned ice house, to enter which without the damaging of one's clothing necessitated the wearing of a pair of rubber boots and a mackintosh and the carrying of an umbrella.

The eggs were put loosely into crates and placed on shelves. The venture was very successful, and fortune favored the speculator.

At the present time, if one stored in that manner one would expect to have all the eggs rotten. Since that time the science of refrigeration has made many steps, and with our modern houses it is possible to hold eggs perfectly sweet for a very long time. Eggs packed for refrigeration should contain nothing but first-class stock free from cracks or fractured eggs.

Every man that stores eggs has his own opinion on the question of fillers. The writer to-day favors a good, common, strawboard filler that is well made and hard calendered. A great many favor odorless fillers. Experiments conducted over a series of years have given results in the common filler fully equal to any of the odorless. On this point each man must judge for himself. Eggs should be stored as near the point of production as possible, for it will be conceded by everyone that eggs will keep better if they have not been shaken up and subjected to changes in temperature necessitated by shipment to distant storehouses.

It would be better still if the eggs could be repacked in the storehouse in which it is intended to hold them. This, in most instances, is impossible, but many of the men who store in the East do so. One broken egg will spoil a whole layer, and possibly half a case. How many times one hears a man say, "My held eggs I can sell for fresh." He may be able to do that in the Western markets, aside from Chicago, but an egg candler in Chicago, New York, Boston or Philadelphia that could not tell held stock the moment he placed it to the light would lose his job in an instant. Be content if your eggs will grade under inspection in New York as "refrigerator firsts" and sell "at mark."

In regard to temperature, some claim that 28 degrees will not hurt the eggs, and if there chances to be a broken or fractured egg, it will freeze and thus not spoil the eggs in its immediate vicinity. This may be all right, but it approaches the danger limit, and it is not necessary to have broken eggs if goods are carefully examined before storing. And again, a temperature as low as this chills the egg and weakens its keeping properties when taken from cold storage. Experiments for years have demonstrated that 32 degrees is more nearly the proper point, and a house holding at that temperature, with hygrometer reading 69 degrees, should turn out good eggs, other conditions being right.

The trouble in the egg storing business commences just as soon as the outside temperature goes lower than the house. Then circulation ceases and the air becomes dead. When this point is approached in modern houses, either brine circulation or direct radiation, the

frost should be removed from the pipes and the air exhausted from the building at least once in every twenty-four hours. Many a time, under the old conditions, has the writer thought he had fine stock. He watched it very carefully once a week, and everything would appear to be going exactly right. Suddenly the weather became cold, the thermometer registered below freezing and the eggs began to deteriorate. This was more particularly the case in the old-fashioned ice house, where it was impossible to maintain a temperature much below 36 degrees. This can be avoided in modern houses by following the foregoing method. The same will be found equally true in the old-fashioned ice houses. The old-fashioned ice house requires more care and more fresh air, from the fact that all the gases developed in the carrying of the eggs have impregnated the ice, and for that reason a larger quantity of air should be used to free it from these odors. The humidity in the storage rooms is regulated by the use of chloride of calcium in pans, according to the temperature at which the house is run. This table can be obtained in any modern work on refrigeration. No matter how good your eggs have been put up or how well they have been held, if they don't have proper attention when taken out, there will be trouble. Every held egg, before shipping, should be placed in the storage cases in a temperature of 50 degrees to 55 degrees to allow the chill to pass off without condensation. They should then be repacked into new, dry fillers that have never been used in a storehouse. Then you have eggs that will stand up. On the contrary, if you ship in original cases and allow the eggs to remain in them for any length of time, you will find a fuzz growing on the eggs in the middle of the cases and permeating the entire case. This can positively be avoided by closely adhering to this method.

WINFIELD WINTHROP.

Where the Eggs Go.

One would think that almost any country could produce all the eggs its people consume. Some of the largest countries, however, import an enormous number of eggs. It takes about a billion and a half of eggs every year to supply the demand in Great Britain and Ireland, besides all the eggs that are produced there. Forty per cent. of the eggs consumed in the United Kingdom are brought from twenty foreign lands, including several of the British colonies.

Germany comes next to Great Britain as the largest consumer of eggs in Europe. Her imports are a little over a billion and a half a year, and she is obliged to pay from \$16,000,000 to \$19,000,000 a year for the eggs she buys from other countries. The reason why Germany does not produce enough eggs for her own consumption is that the dampness of the country causes large mortality among chickens, and, besides, large districts are occupied by extensive estates, where the peasantry live in villages, which prevents them keeping a large number of hens.

Japan is now using a great many eggs, although few are produced in the country. As they are very much cheaper in China, the eggs Japan uses are almost all imported from that country.

Russia is the largest exporter of eggs. The number sent from that country in 1896 was 1,475,000,000, of which 280,000,000 were shipped to the United Kingdom.

J. W. LANSING, WHOLESALE DEALER IN BUTTER AND EGGS

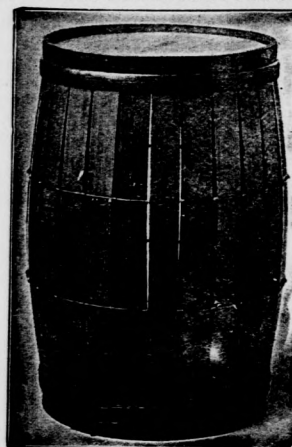
BUFFALO, N. Y.

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.



This Will Benefit YOU

This book teaches farmers to make better butter. Every pound of butter that is better made because of its teaching, benefits the grocer who buys it or takes it in trade. The book is not an advertisement, but a practical treatise, written by a high authority on butter making. It is stoutly bound in oiled linen and is mailed free to any farmer who sends us one of the coupons which are packed in every bag of

Diamond Crystal Butter Salt

Sell the salt that's all salt and give your customers the means by which they can learn to make gilt-edge butter and furnish them with the finest and most profitable salt to put in it.

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

SPECIAL FORMS FOR CREAMERIES

We have devised a number of special forms which expedite the work of the manager and maker very materially. Samples and quotations cheerfully sent on application.

TRADESMAN COMPANY, GRAND RAPIDS, MICH.

From the Standpoint of the Country Editor.

Written for the TRADESMAN.

I have noticed that you have been greatly exercised, in recent issues of the Tradesman, in regard to the stand many of the country editors have taken in accepting foreign advertisements of the Montgomery Ward species in competition with their home merchants, even intimating that some of them can not see farther than the end of their nose when they do so. Let us see whether they can or not. It is all very nice, and looks well in print, to theorize on this question, but cold, hard facts knock theories into smithereens every time. The few years that I have spent in a country printing office have convinced me that any country editor is a great big chump to refuse legitimate foreign advertising, unless he can receive enough home advertising to warrant him in doing so. But if a country editor is so unfortunate as to be located in a town where the business man returns from some neighboring city with his arms full of bundles of various shapes, which he could have bought in his own town from his neighbor merchant; where this same business man bemoans the fact that such and such a person went out of town for an article that could be bought just as cheap from him; where there are business men who refuse to patronize you just because you happen to differ with them politically or on matters of local interest; where there are business men who never patronize a printer from one year's end to another, because all their stationery is donated to them by some large soap, saleratus or thread manufacturing concern, or else use blank paper and envelopes and daub them with a rubber stamp, it makes the country editor drop his head and, as the little boy said, think and think and think where his bread and butter are to come from.

Then there is another view to be taken of this question, which I will illustrate by a case that happened in my office to-day. A gentleman residing in a large city near my town came in and gave me an order for a lot of stationery. Following out the rule which W. S. H. Welton lays so much stress upon in the Tradesman of April 19, I ought to have refused this job. Do you suppose I was chump enough to do it? Not much. An advertisement from him would have been accepted just as eagerly, for the good Lord only knows how big a dollar looks to me when I can get sight of it.

There are merchants in my town who are constantly supplying customers in

this same neighboring city, and they often wait on strangers from Chicago, Detroit and elsewhere, but I have never heard of their refusing to furnish them with anything they wanted from their stores, if the cash was forthcoming. Then why should a country editor (except as noted above) refuse to accept cash for his advertising space, which is his stock in trade, from reliable foreign houses when they want it? The "Buy Goods in Chicago" advertisement is not a fake. It emanates from a reliable firm, which does exactly as it agrees and, furthermore, it is not engaged in cutting the throats of country printers by furnishing country merchants with free stationery.

When merchants stand by the country editor under such circumstances, they deserve to be complimented; but giving the other fellows free advertising by everlastingly harping on patronizing home merchants, and never get a cent in return from them, is getting to be too big a pill for me to swallow.

To paraphrase Brother Welton's closing remarks: From an ethical standpoint, both country merchant and the concerns who furnish free stationery (the arch enemies of the country printer) are to blame.

COUNTRY EDITOR.

The Object of Window Displays.

Time was when the window trimmers in the larger cities were crowding each other so closely that all sorts of devices were resorted to in the effort to secure novelty, but now the feeling is different. The blocking of the street in front of the window by a curious crowd is not held to be the purpose of mercantile display. The real and only reasonable object is the convincing of the passer-by that there is just the thing he or she needs, and that the price is right. The crowding of the highway by an idle pack of humanity is oftentimes a way to defeat the very intent of the show. It makes busy people angry to be retarded in their walk. Besides this, no one can learn much from a series of "living pictures," or a water-wheel in motion. That kind of entertainment distracts the mind from the thought of purchasing. For this reason the most skillful of the city window trimmers have ceased to use anything but actual goods in this work, although they resort to an occasional mechanical arrangement for the display during the holiday season. That is legitimate, however. The idea is to claim attention first, and then fix it upon the goods and prices that are to be found inside.

She Wasn't There.

Young Bride—I didn't accept Tom the first time he proposed.
Miss Ryval (slightly envious)—I know you didn't.
Bride—How do you know?
Miss Ryval—You weren't there.

Dwight's Cleaned Currants

If you want nice, fresh, new stock, buy Dwight's. If you want cheap trash, don't look for it in our packages. All Grand Rapids jobbers sell them.

Wolverine Spice Co.,
Grand Rapids.



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 EGYR AUTOGRAPHIC REGISTER

shown at top, used with our system of business, will insure success, as it stops all leaks, keeps ones 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. Boiles, 39 Monroe St., 3d floor.

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.



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.

Good Advice

If you wish to be up to date and give your customers the best value in the trade buy Northrop Spices and Queen Flake Baking Powder. Manufactured and sold only by

Northrop, Robertson & Carrier,
Lansing, Mich.

BOUR'S
COFFEES
MAKE BUSINESS

Liquid Air

This is the next candidate for favor in the evolution of power. It is expected to demolish steam, put even electricity to flight, and let water power run to waste. In fact, such decisive results are predicted that it will be like the introduction of

Our Coffees and Teas

among miscellaneous coffees and teas in a grocery store. The others "won't be in it." 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.

Shoes and Leather

Reminiscences of an Octogenarian.
Written for the TRADESMAN.

"Lord, keep my memory green," is the devout aspiration of all of us who have passed the three score and ten limit and are now living, so to speak, on borrowed time. I know of no better way of preserving the perennial beauties of a green old age than by turning backward the leaf of memory and contrasting the past with the present. It seems both interesting and profitable to mark the progress in the small affairs of everyday life, as well as the greater events that pass in panoramic view across the vision of the aged thinker. Mental activity is as necessary to longevity as physical energy. They act together in their efforts to round out a cheerful and useful old age. If one is allowed to lapse into desuetude the other soon follows and then it is not long before the record closes. Ten years of the life of an octogenarian have been spent in childhood and seventy in storing the memory with the experiences and impressions of whatever may have fallen in his way along life's journey.

Commercial changes in the manner of doing business, the greater variety of merchandise of every kind, manufactured and handled, new enterprises and new articles that have been added to the list, as well as the wonderful improvements upon the old styles, will form the subject of this and other sketches that may appear from time to time in the Tradesman. I propose in this short paper to give its readers a history of the manufacture of shoes from India rubber in its infancy, together with some idea, if possible, of what they looked like when manufactured.

India rubber shoes were first manufactured in Roxbury, Mass., in 1833; and verily they were "fearfully and wonderfully made." They really bore no resemblance whatever to a shoe. They had the appearance of being run into moulds, or blown the same as glass bottles are made. They were made of pure rubber gum. No attempt was made to imitate the shape of the shoe or foot they were intended to cover. In shape they were hollow tubes tapering towards the toe. At the place where the opening to pull them over the shoe should be was an irregular hole, without shape, just as they came from the mould. This hole was enlarged with a sharp pair of shears to fit the instep, or cut high or low to suit the taste or caprice of the customer. This work was done by the salesman after the buyer had selected, according to his requirement, heavy or light, thick or thin. Men's sizes were very heavy. I frequently saw the soles from one fourth to a half inch in thickness. They were tied in pairs and stuffed with straw or hay to keep them in shape for shipment. The reader will readily form an idea of the clumsy appearance of a lady's foot encased in such a huge ill-shaped mass of India rubber gum, weighing at least a pound, as compared with the light and truly artistic appearance of the present styles.

The first attempt at making overshoes of India rubber did not prove a success, a large amount of capital being sunk in the experiment, as well as all the unsold stock. They answered the purpose in cold weather, but would not stand the heat, melting into a disgusting mass. Well do I remember the first pair of rubber shoes I ever saw. They were

brought from Connecticut to Western New York, where I lived, by a relative of our family when he came on a visit. That was in the winter of 1833. They were regarded as a great curiosity, and upon his return home in March he gave them to a cousin, who put them carefully away for use the coming winter; but before the dog days were passed they gave out unmistakable evidences of decomposition and upon examination they were found to be a molten putrid mass.

Experiments to remedy this difficulty resulted in reaching the opposite extreme, the cold weather freezing them so hard as to make them brittle, so that they could not be drawn over the shoes until they were thoroughly warmed. This is the shoe I have attempted particularly to describe, and this obstacle to success was not overcome until Charles Goodyear discovered his process of vulcanizing rubber, which has rendered his name immortal.

Rapidly following this era of improvements the India rubber shoes began to assume beauty of proportion and practical utility. They were lasted and the shoe merchant threw aside his shears. I recall one particularly popular style that had a great run for a couple of years. They were trimmed with fur around the tops and came well up on the ankles. Dickens has immortalized this particular style by placing them on the feet of the pretty Arabella that Mr. Winkle met and fell in love with while visiting with Mr. Pickwick at Old Wardles.

As I have before stated, all rubber shoes were made from the solid gum at that time and I am safe in saying that a single pair would outweigh six pairs of those now in market. Besides being heavy and ugly, they were often painful from being so tightly stretched over the foot. They made the wearer look clubfooted and any attempt at embellishment was a failure and made them appear clumsier still. But this condition of things was not to last. In 1844 Goodyear perfected his vulcanizing process and his method of spreading the pure gum upon elastic textile fabrics, and the manufacture of rubber shoes has since improved from year to year until they have become a thing of beauty.

When we contrast the dainty close-fitting highly-polished rubber shoe of 1899 with the heavy shapeless mass of India rubber called shoes of 1833 we must realize the triumph of inventive genius in this one direction which has characterized the last half of this Nineteenth Century.

The untold value of India rubber to the world of commerce and manufactures may prove the theme for a future paper.

W. S. H. WELTON.

At the Mercy of the Legislature.

General Butler was one of a commission to examine young applicants for admission to the bar, and before him came a youth who failed miserably on all that pertained to jurisprudence, case law, civil law, sumptuary law, unwritten law, and due process of law. Finally Butler asked:

"What would you like to be examined in? You have failed in everything we have suggested."

The reply came: "Try me on the statutes; I'm up on them."

Butler shook his head solemnly. "My young friend," he said, "I'm afraid you won't do. You may be ever so familiar with the statutes, but what is to prevent a fool legislature from repealing all you know?"

LYCOMINGS are the best Rubbers made; 25 and 5 per cent. from list.
KEYSTONES are the best seconds made; 25-5-10 per cent. from list.
We sell them and want your orders.
We also have WOONSOCKET Rubbers; 25-5-5 per cent. from list.
RHODE ISLANDS 25-5-5-10 per cent. from list.

Our agents will call on you soon with rubber samples; also a line of Fall Leather samples which is much more complete than ever before, and we think much superior to anything we have ever shown before. Look them over and we feel confident that you will find something that will be to your interest to buy. We have quite a full line of the justly celebrated **Snedicor & Hathaway** shoes at factory prices. We will appreciate your orders.

GEO. H. REEDER & CO.,

19 SOUTH IONIA STREET,

GRAND RAPIDS, MICH.

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.

Importance of Window Display in the Shoe Trade.

There are many shops whose proprietors keep interesting pictures in their windows at all times. The pictures have nothing to do with the goods displayed, but they simply cause people to stop and look, and the display is supposed to do the rest. It would seem difficult to always have something that people would stop to see, but it needs only to be well managed. It is not necessary to go to much expense to obtain these pictures, if obtained from the right sources. There are certain weekly and monthly papers which give lithographs that are usually of sufficient interest to be attractive in a window. A sufficient number of pictures of current events can be obtained to keep the assortment fresh, and the "between times" may be filled in by pictures of historical events. To get the most benefit out of this sort of a window attraction the goods must be shown with such taste, or the prices placed so conspicuously that the persons who stop to observe the picture can not but notice the display.

From all that can be learned from different sources there does not seem to be so much fluctuation in styles this season as formerly. Both men and women are settling down to a more common sense shoe than the styles that have prevailed for the past few years. Thousands of feet have become distorted and mis-shapen by ill-fitting shoes, by having the toes compressed, and the crop of corns and bunions has been enormous. This latter result will benefit the chiropodists, beyond a doubt; but many people will have occasion all their lives to remember the sufferings they endured in wearing tight shoes, and they will from time to time continue to suffer as a result of having their feet pinched out of shape. It is to be hoped that for a season, at least, if for no longer time, we may have steadiness in shoe styles. This may not be so good for the last manufacturers, but it will be better for the wearer of shoes, better for the retail dealer, and better for the manufacturers.

A merchant will do well, in the arranging of his store, from the coloring of the walls to the dressing of the windows, to keep the women he knows continually in mind. Women take fancies to a store, or dislikes. There may not be, in all cases, any stated reason for the dislike, but the fancy can always be accounted for. The place seems to present to her more than she imagined she needed. The goods go beyond her expectations. The manners of the clerks please her. It is not especially the office of a clerk to gossip with customers, but, at a second or third meeting, if there is a respectful showing of remembrance, it is a strange sort of woman who is not pleased. It is a delicate flattery that one's face should be remembered out of so many.

The habit of filling a show window with all kinds of goods is questionable, as far as reaching in the best possible way the eye of the public is concerned. The mixing of cheap with the better class of goods must necessarily suggest comparison, and while in some cases this may be very desirable, it is oftenest the very opposite. It is liable to unsettle the possible purchaser and promote dissatisfaction and indecision, all of which is fatal to the object of the dealer. Some people have the idea that

anything will go in a window if it is only worth looking at or if it is cheap.

Women are wearing heavier shoes than formerly and the show windows are displaying the so-called mannish shoes in various styles and in several shades. This is a return to common sense principles and it is a style of ware that is certainly calculated to last longer than the pointed toe shoes formerly worn. Dealers would do well to catch the drift of the sentiment in this way and to display in their windows the lines of shoes following this new fashion. It is the woman who is the buyer, in the great majority of cases, and the show window must be dressed to attract her critical eye. If she thinks mannish shoes are the things to wear she will naturally expect to see them in the show window.—Shoe and Leather Gazette.

Bright Shoe Sayings.

Sellers of shoes and satisfaction.
A perfect shoe for women at last!
These shoes fit the feet as nature intended—snugly and comfortably at every point.

Children's shoes, the kind that stand the wear that they are sure to get from the kind of wearers for whom they are intended.

Comfort is one of the pleasures of life most sought after. Every lady should have her shoes properly fitted. Do not ask for your size if you think you know what fits you, but ask to be fitted. We have experienced men and women whose pleasure it is to fit you properly.

They fit like a glove. They never pinch the foot. They are beautiful in design. They fit high or low insteps. They yield to every action of the foot. They conform in vital points to the shape of the wearer's foot instead of pressing the foot into the shape of the shoe.

You can't appeal to a man's vanity when you talk shoes to him. You must get at him through the medium of common sense. Price, comfort, and durability are the three points in these shoes that will puncture that organ and wake him up to an economical sense of duty.

Some Significant Shoe Statements.

Stokes Sells Strictly Solid, Skillfully Selected, Stylish, Substantial Shoes, Seldom Showing Shoddy Stock. Since Serving Seventeen Seasons Steadily Selling Shoes, Stokes Should Sell Shoes Satisfactorily. Shrewd Shoe Seekers Seem Sufficiently Satisfied Since Seeing Stokes' Shoes Save Starving, Struggling Sinners Snug Sums. Suspecting Strangers Sometimes Slight Stokes' Shoe Store, Selecting Sorry, Spongy Soled Shoes Swindlers Sell. Such Simpletons Soon Stop Squandering Scarce Specie, Swiftly Seeking Stokes' Shoe Store. Stokes' Stupendous Shoe Stock Supplies Surrounding Sections Specially Strong, Smooth, Soft, Serviceable, Staple Shoes, Summer Styles, Suitable Sizes, Seasonable Shapes. Somewhat Successful Sales Strongly Sustain Stokes' Simple, Square, Sincere Statements. Stokes' Systematic Style Selling Shoes Solely, Surely Should Stimulate Splendid Sales. Shoppers Seeking Shoes Should Steadfastly Support Stokes' Straight, Sound System, Since Such Sympathizers Surely Save Surplus Stuff. Situated Southwest Side Square, Stokes Solicits Solvent Shoe Shoppers' Scientific Scrutiny.

Sincerely, Stokes' Shoe Store.

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.

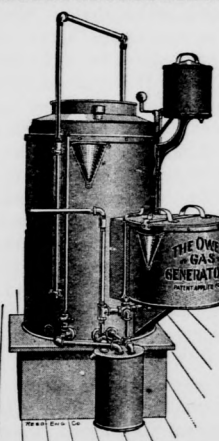
JACKSON, MICH.

GET THE BEST



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

HIRTH, KRAUSE & CO., Grand Rapids



THE Owen Acetylene Gas Generator

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

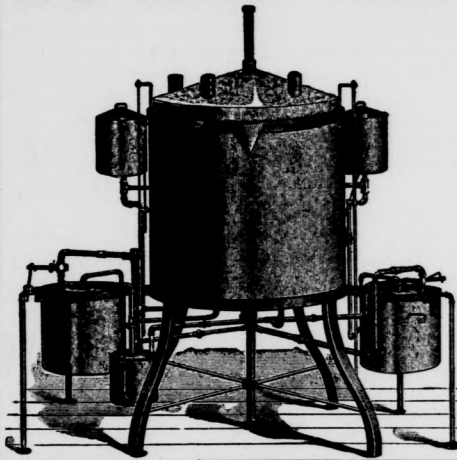
To get Pure Gas you must have a Perfect Cooler and a Perfect Purifying Apparatus. We have them both and the best made. The Owen does perfect work all the time. Over 200 in active operation in Michigan.

Write for Catalogue and particulars to

GEO. F. OWEN & CO.,
COR. LOUIS AND CAMPAU STS.,
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.

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.



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.

Gripsack Brigade.

Grand Rapids Captures the Next State Convention.

Grand Rapids, May 22—Through the efforts of Jno. C. Emery, the Grand Rapids representative, the next annual meeting of the Grand Council of the M. C. T. will be held here on the third Friday and Saturday of May, 1900.

It will also be of interest to local members to know that Brother Emery was elected to the office of Grand Sentinel in the Grand Council.

The members of the Detroit Councils did everything in their power for the entertainment of their visitors, and they certainly succeeded beautifully.

The Detroit hotels made no charge for the wives of visiting members and the Board of Public Works suspended an enormous electric sign, covering half the front of the city hall, which flashed a welcome to the United Commercial Travelers.

The banquet and ball, given at the Hotel Cadillac, were magnificent affairs and will long be remembered by those in attendance.

Detroit has set a pattern which Grand Rapids will find hard to follow, but all may feel assured that every effort will be put forth by the local Council to prepare an eventful meeting for the U. C. T.'s in 1900. L. F. BAKER, Sec'y.

Troubles of the Traveling Man.

Who hath woe? Who hath contentions? Who hath babbling? Who hath corns on the bosom of his pants? Verily, he goeth forth upon the road to travel.

He goeth forth in the morning with a light heart and a starched collar, and returneth at eventide with a soiled raiment and blisters on his heel.

He goeth forth like a roaring lion seeking whom he may devour; but lo! every man he meets smiteth him. He goeth to the place where they do entertain strangers, and what he ordereth of the servant she bringeth not, and what he doth not order is set before him.

And when eventide has fallen, he sayeth unto the keeper of the house:

"Behold! I would be awakened at the fifth hour of the morning, that I may depart to another country."

And lo! before it is yet light he knocketh loudly against the door and sayeth in a loud voice: "Arise, that thou mayest depart upon thy train."

And he that would arise awaketh in haste and putteth his right foot into his left shoe, and he girdeth himself quickly. And, behold, he weareth his clothes hinderside before, so great is his haste thereof.

And the collar that should be girt about his neck is coiled in the upper story of his hat.

And when he arriveth at the place

whence he would fain depart, he finds it only the third hour of the morning, and he leaneth against a telegraph pole, and in his heart he revileth the keeper of the house wherein he slept.

Or perchance he asketh to be awakened at the sixth hour of the morning, and lo! the servant man knocketh not until the eighth hour, and when he railteth the hired man looketh at him with a look of scorn.

He goeth forth to ride upon the railway.

Then cometh in a beautiful maiden, arrayed like the lilies, and behold! she taketh a seat afar off, but the dowdy woman with five children and a wart on her nose taketh the seat nearest him.

Verily, man that is born of woman, and goeth upon the road, is of a few days and variegated rations. To-day he hath much that is good, and to-morrow the food is the withered grass, yet not cleanly. Where he sleepeth, if there be much water, he hath no towel; but if the water be gone, he hath towels five in number, and a piece of soap.

Verily, he hath cause to murmur an exceedingly great murmur.

WANDERER.

Gripsack Brigade.

J. W. Sleight, who is now handling the clothing line of the N. G. Richman Co. (Cleveland) in Colorado, Utah and Wyoming, was in Cripple Creek last week. He reports a remarkable business, due to the wonderful prosperity now prevailing in the mining regions.

E. Starbuck has transferred his allegiance from Merrell & Co., of Toledo, to the Gale Manufacturing Co., of Albion, for which establishment he will cover the trade of Northern Indiana. Mr. Starbuck is to be congratulated on his new connection.

George A. Sage, of Rockford, has the reputation of being the best trout fisherman in the State—and he catches the game, too. Other fishermen depend on the shape of the hook and the color of the feather, but any old hook will do for George. He depends on his worm and electricity. He has on the inside of each foot an electric battery, covering a large portion of mother earth, and the moment he casts his line and the hook touches the water, it forms a complete circuit and causes a beautiful electric light on the hook. This attracts and charms the larger and best fish and George bags the game. You can see these batteries at any time, but do not touch them, as it always causes his hands to close and fly up and a piercing look come into his eyes and, if his closed hands touch you, it causes a complete circuit and you will see a ball of fire which breaks up into myriads of stars.

Excursion to Detroit, Saginaw and Bay City.

Via Grand Trunk Railway Sunday, May 28. Train leaves D. & M. depot 7 a. m., arriving at Detroit 11:45 a. m.; Saginaw, 11 a. m.; Bay City, 11:30 a. m. Round trip to Detroit, \$1.85; Saginaw and Bay City, \$1.50. Bicycles and baby carriages carried free. For particulars call at Grand Trunk City Ticket office, Morton House or at depot. C. A. JUSTIN, C. P. & T. A.

Three Transfers in As Many Days.

Hubbardston correspondence Carson City Gazette. Monday our meat market was owned and operated by Mr. Lynch, of Coral; Tuesday it was owned by Spencer Hodges, of Carson City, and Wednesday by James Belcher. Three changes in one week, and still we have a meat market. Business is booming and so is beef steak.

The Grain Market.

The past week has been full of surprises to both long and short sellers. Crop damage, Hessian fly, chintz bugs, the grain shovellers' strike at Buffalo, foreigners following our advance, Argentine having wet weather—all these points were worked for all they were worth. The only news the opposition could bring forth was the small exports, and foreigners, while they followed our market at home, were not buyers on this side, which caused an advance of 3c in cash. Futures shared in the same advance. We may hear now of a better outlook as men's minds change, and should we hear that wheat is improving we may find prices go lower; but we think that, even should we have the best of weather, wheat will be higher, especially as the best authorities now claim 125,000,000 bushels less winter wheat than in 1898. As to spring wheat, we will have to wait to see how that is coming along. We might mention that on the 20th of this month only about 65 per cent. had been sown in the Jim River Valley, which will make the balance of the sowing rather late. The visible showed a decrease of 550,000 bushels.

Corn, owing to the causes set forth last week, is rather tame. Had it not been for the cool weather I think it would have sold off; however, it holds its own.

Contrary to all expectations oats made a small advance. We still look for lower prices in both corn and oats. Rye is strong and its advance can be recorded.

Enquiry for flour, owing to the advance in wheat, has been good and sales have been made at an advance. Mill feed does not show any falling off. Prices remain firm.

Receipts were not excessive, being 50 cars of wheat, 9 cars of corn, 9 cars of oats and 6 cars of hay.

Millers are paying 70c for wheat.

C. G. A. VOIGT.

Amalgamation of Wholesale Druggists Improbable.

From the New York Commercial.

The effort which is being made by some parties to organize the jobbing drug trade into a trust, or "floatation," as the active promoter of the scheme prefers to call it, would be amusing if it were not for the fact that the active parties are so much in earnest. There is so little probability of any such organization being perfected that we don't care to take the space to answer at length the voluminous circulars sent out by the promoter, copies of which we have received. The possibility of uniting all of the wholesale druggists in this country into one vast parent company is about as possible as the millennium.

Assuming that the plan is a feasible one, so soon as the jobbers are organized the leading proprietary manufacturers would feel compelled to get together in self-protection. This would doubtless result in the rebate plan being abandoned, which is now recognized as the life-blood of the jobbing drug business.

ness, and without which two-thirds of the present jobbers could not exist. Further, all this talk about a "central laboratory" and the "upholding of the standard of purity of drugs" is mere bosh. What is going to become of all of the pharmaceutical manufacturers if the central laboratory is run on a scale to supply pharmaceuticals? The pharmaceutical men would immediately start to sell their goods direct to the retail trade, and this would take another big slice off of the jobbers' sales. But the pure drug scheme is the most amusing of all. The average jobber figures more on price than quality. The wholesale drug houses are not first hands for these crude drugs, which are imported by a special class of firms not included in the proposed combination.

The whole scheme is so improbable that it is not worth serious consideration, and we advise the promoter to save his postage and to devote his energies and good intentions in other directions, where his reward will be much greater.

Flour and Feed.

The situation continues to be one of uncertainty in the flour market. This is the time of year when the trade naturally expects a decline in price, on account of the near approach of harvest; and, on account of the annual crop of crop killers, the trade is very suspicious of crop news, fearing the picture may be overdrawn and the statements as to decreased yield too highly colored. While, as a rule, this is true, we believe, from close personal observation of the wheat fields, that the half has not been told; in other words, it looks to us to be the most serious failure of winter wheat for many years. When the true situation begins to dawn on the minds of indifferent buyers we look for a radical change of sentiment and a strong demand for flour.

The city mills are running steadily on orders booked some time ago, but many mills throughout the winter wheat belt are only running half time or are shut down altogether, on account of scarcity of wheat or a lack of orders.

Feed and meal are in fairly good demand for this season of the year, with prices well sustained. Millstuff has been moving freely, with prices about the same as last month.

China is trying to tell her troubles to Japan, but the latter will probably politely protest that she is not a policeman.

REMODELED HOTEL BUTLER

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

HOTEL WHITCOMB

ST. JOSEPH, MICH. A. VINCENT, 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.

Camphor Likely To Be Made a Government Monopoly.

"The present unusually strong situation of camphor," said a manufacturer, "is due to uncertainty as to future supply. The whole crude camphor supply of the world comes from the Japanese Empire, and it is expected that at no distant date the Japanese government will take the industry under its control."

As regards the island of Formosa, which contributes a considerable part of the supply of crude camphor, a bill to that effect has already been passed in the Japanese parliament, which will go into force on the first of July.

The causes which led to the adoption of the measure are two: the necessity of raising revenue, and the dangerous conditions under which the industry is now pursued. The camphor forests of Formosa are situated, for the most part, in the interior, which is peopled by lawless tribes of savages, whom the Japanese have as yet been unable fully to subdue. The wood cutters are utterly without protection, and every now and then a band of these savages swoop down on them and slaughter them.

The government will carry on the industry in security, for its employees will work under the protection of troops and cannon. But it was the pecuniary consideration that probably had most to do with the step. The exports of camphor are immense, and continually increasing, but as there is no export duty the government derives no revenue therefrom. The details of the new arrangement have not yet been given out. The government may go into the manufacturing business itself or it may sell the wood by auction, as other governments do with cinchona bark, but it is certain that supplies will be artificially regulated, and it is likely that prices will be advanced.

Another motive of the government in assuming control of the industry may be found in the apprehension that supplies will be exhausted. The camphor forests are large, but they are not inexhaustible, and they are gradually being decimated. In order to obtain camphor a tree must be cut down, and the camphor tree reaches maturity only after 100 years. Within recent years the danger of exhausting supplies has been lessened by the passage of a law prescribing that for each tree that is cut down a new one must be planted, but still the renovation does not keep pace with the destruction, while owing to the primitive methods at present pursued, the actual yield of crude camphor per tree is not as large as it should be.

The government will probably pursue the culture in a scientific way and bring water to producing districts. Water is necessary for the extraction of camphor from the wood. In some such way the

expense of extraction may be demonstrated, under which circumstances, prices, although higher at first, would likely decline.

As regards the camphor supply of Japan proper, it is not yet known what measures the government has under consideration, but it is thought likely that here, too, the industry will be converted into a government monopoly.

The Profit for One Year.

Manufacture and push your own preparations, says H. P. Pettigrew, a successful Sioux Falls druggist, and secure for yourself the large profits which fall into the pockets of the patent medicine barons. During 1898 Mr. Pettigrew put up and sold several hundred packages of his own five-cent articles, 520 ten-cent articles, 1,793 twenty-five-cent articles, 403 fifty-cent articles, and 116 one-dollar articles. The sale of these amounted to \$830; the total cost was \$215, the profit \$615!

A five-cent article, such as petrolatum (vaselin), costs about thirty to thirty-five cents per dozen. A ten-cent article costs from three cents to five cents. A twenty-five-cent article should not cost over five or six cents. A fifty-cent article should not cost over ten cents, and a dollar bottle ought not to cost the pharmacist more than twenty cents to manufacture, including bottle, cork, cap, and label. The proprietary sarsaparillas cost the manufacturers not over four or five cents for each bottle; the druggist pays sixty-five to seventy cents for them! Make your own at twenty cents per bottle and save fifty cents. It is a very simple and easy matter to manufacture these things, observes Mr. Pettigrew; no complicated apparatus is needed, save where the work is conducted on a large scale in order to save labor. There is no sense in drudging life away in the drug business and turning the biggest share of the profit over to an outside manufacturer when we can as easily keep these preparations ourselves. But one thing must be constantly kept in mind, and that is that we can not make these things too good. We must always use the very finest material and the product must be uniform in quality and effect.

Which Is the Best Cod Liver Oil?

Professor Armand Gautier still holds to his idea that it is alkaloids in cod liver oil which make it nutritive. In a recent letter he says that virgin oil of a slightly green color obtained at the fishing places does not contain the alkaloids which stimulate nutrition. The very pale oil can not be recommended—the Madeira-colored oils are the best; and in reply to the criticism that the livers must be allowed to decompose before such oil is obtained, he replies that the initial decomposition of the livers, during which the cells disgorge the oily contents, is a diastatic phenomenon not in the nature of putrefaction.

Thorough Examination.

"You are all right," said the doctor after he had gone through with the regulation thumping and listening with his patient. "Not a trace of heart disease. Fifteen dollars, please." The patient drew a long breath and remarked: "I am sure now I have no heart disease; if had I should have dropped dead when you mentioned your fee."

Most men are ready and willing to die for their country—of old age.

Some men have a gallon of words to every spoonful of thought.

The Quality of Drugs Supplied to Hospitals.

It has been urged by some that the city hospitals, which encourage competition among manufacturers to the extent outlined in the article in our last issue, are only following the practice of the United States Government, which invites bids on medical supplies by public advertisement and awards the contract to the lowest bidder. We would, however, point out to these individuals that the system pursued in the Government laboratories in the awarding of contracts is not based entirely upon considerations of cheapness; quality counts and the purity and strength of drugs are very carefully ascertained by the Government chemists, especially appointed for this work, before contracts are awarded. Supplies furnished on contract are inspected as they arrive, and if they do not come up to the standard of the sample first submitted in making the bid, the supplies are rejected.

With the exception of one hospital in this city, Bellevue, of which Dr. Charles Rice is the chief chemist, we know of no other institution where a systematic inspection of drugs and chemicals by expert chemists is conducted. This is what gives us reason for believing that the average quality of the drugs used in hospital practice in this city is below standard. That the greed of the managers of hospitals has been taken advantage of to provide a quality of goods equal or nearly so to the price paid is no longer a secret.

It was the custom, for example, not very long ago for one of the larger hospitals in this city to import the gauze used in the surgical operating room from a certain mill in Germany, where exceptional precautions were taken to provide an aseptic article of great purity, softness and absorbency; but importations from this source ceased some years ago, and gauzes are now purchased in the cheapest market—gauzes filled with all sorts of filling materials, such as gums, starches, dextrin, albumen, etc., to increase the apparent absorbing power. When gauze loaded with such fillers is used for wound dressing it becomes a matter of serious importance both to the surgeon and the patient.

A number of manufacturers have asked us to go deeper and take up the whole subject of the after treatment of a patient who has been operated upon while under the influence of cheap ether, but we must decline, as the investigation would carry us too far, and it is doubtful whether it would serve the useful purpose which we had originally in mind, namely, the improvement of the quality of medical supplies purchased by city hospitals.—American Druggist.

The Drug Market.

Opium—Continues to weaken, under reports from the primary markets of an exceedingly large crop, estimated at from 6,000 to 10,000 cases.

Morphine—The decline has not yet

been announced, but is expected daily.

Quinine—Is steady, but unchanged.

Citric Acid—Has been again advanced by manufacturers and the market is very firm, with an upward tendency.

Naphthalene or Moth Balls—Have been again advanced, on account of very large sales and light stock.

Essential Oils—Anise is firm and advancing. Citronella is weak and lower. Cloves are firm and advanced, on account of higher price for spice. Bergamot and orange are firm, but lemon is weak. Reports from the peppermint district show much smaller acreage and a good deal winter killed. The crop will be only half it has been for the last two years, but there is sufficient in sight for consumption for the next year and a half or two years. Wintergreen has declined. Pennyroyal is in small supply and again advanced. Wormwood is also higher, on account of scarcity.

Gums—Camphor has further advanced and higher prices are looked for. Asafoetida is also higher, on account of exactions of the Government at the custom houses.

Roots—Ipecac is in better supply and is slightly lower. Mexican sarsaparilla is higher.

Linseed Oil—On account of competition between crushers, has declined.

Estimating His Loss.

A certain learned judge who was immensely stout, having tried many remedies, went to some hot springs, and, much to his joy, lost considerable adipose tissue in a very short time.

On his return home he talked of nothing else except his loss of weight. He walked into his butcher's one day, and said, "Cut me off twenty pounds of pork."

The request was complied with. The judge looked at the meat for some time and then walked out of the shop.

"Shall I send the meat home, my lord?" asked the butcher.

"Oh, no," was the reply. "I don't want it. I have fallen off just twenty pounds, and I only wanted to see how much it was."

The White Powder on Nutmegs.

Professor Wulling states that this powder is calcium carbonate. The nutmegs are limed by the exporters to protect them from insects. Some years ago he deprived a few nutmegs of their lime coating and placed them where insects could get at them. At the end of four months nothing was left but a whitish powder consisting largely of starch, of which nutmegs contain 30 per cent.

Pills of Thymol.

These had better be made by the pharmacist himself when he is called upon for them; for they are not very stable, and they deteriorate very rapidly under unfavorable atmospheric conditions. Moreover, scarce any two lots of thymol pills are exactly similar in appearance, although made after the same formula and with the same precautions.

Impossible to Doubt.

"How do you know this is fifteen-year-old whisky?"

"Here is the written guaranty, sir, of the man who invented the process for aging it."

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 CANDY CO., Kalamazoo, Michigan

WHOLESALE PRICE CURRENT.

Advanced— Declined—					
Acidum					
Aceticum.....	60 8	Conium Mac.....	35 50	Scilla Co.....	50
Benzolcum, German	70 75	Copaiba.....	1 15 1 25	Tolutan.....	50
Boric.....	60 8	Cubebe.....	90 1 00	Prunus virg.....	50
Carbolicum.....	20 41	Euxanthos.....	1 00 1 10	Tinctures	
Citricum.....	40 50	Erigeron.....	1 00 1 10	Aconitum Napellis R	60
Hydrochlor.....	30 5	Geranium, ounce.....	1 40 1 45	Aconitum Napellis F	60
Nitrosum.....	80 10	Gessippii, Sem. gal.....	50 60	Aloe.....	60
Oxalicum.....	12 12	Hedeoma.....	1 25 1 35	Aloes and Myrrh.....	60
Phosphoricum, dil.....	12 12	Juniper.....	1 50 2 00	Arnica.....	50
Salicylicum.....	50 6	Lavendula.....	1 60 2 00	Sassafras.....	50
Sulphuricum.....	1 1/2 5	Limonia.....	1 25 1 35	Aurant Cortex.....	50
Tannicum.....	1 25 1 40	Mentha Piper.....	1 60 2 20	Benzoin.....	50
Tartaricum.....	38 40	Mentha Verid.....	1 50 1 60	Benzoin Co.....	50
Ammonia		Morhuus, gal.....	1 00 1 15	Borax.....	50
Aqua, 16 deg.....	40 6	Myrica.....	4 00 4 50	Cantharides.....	75
Aqua, 20 deg.....	60 8	Olive.....	75 3 00	Capsicum.....	75
Carbonas.....	12 14	Picis Liquida.....	10 12	Cardamon.....	75
Chloridum.....	12 14	Picis Liquida, gal.....	10 12	Cardamon Co.....	75
Aniline		Ricina.....	30 35	Caster.....	50
Black.....	2 00 2 25	Rosmarini.....	1 00 1 00	Catechu.....	50
Brown.....	80 1 00	Rose, ounce.....	6 50 8 50	Cinchona.....	50
Red.....	45 50	Succini.....	40 45	Cinchona Co.....	50
Yellow.....	2 50 3 00	Sabina.....	90 1 00	Columba.....	50
Bacca		Santal.....	2 50 7 00	Cubebe.....	50
Cubeba.....	13 15	Sassafras.....	55 60	Cassia Acutifol.....	50
Juniperus.....	60 8	Sinapis, ess. ounce.....	65 65	Cassia Acutifol Co.....	50
Xanthoxylum.....	25 30	Tigil.....	1 70 1 80	Digitalis.....	50
Balsamum		Thyme.....	40 50	Ergot.....	50
Copaiba.....	50 55	Thyme, opt.....	1 60 1 60	Gentian.....	50
Peru.....	2 75	Theobromas.....	15 20	Gentian Co.....	50
Terabin, Canada.....	45 50	Potassium		Gulaca.....	50
Tolutan.....	50 55	Bi-Carb.....	15 18	Gulaca ammon.....	50
Cortex		Bichromate.....	13 15	Hyoscyamus.....	50
Ables, Canadian.....	18	Bromide.....	5 50	Iodine.....	75
Cassia.....	12	Carb.....	12 15	Iodine, colorless.....	75
Cinchona Flava.....	18	Chlorate, po. 17@19c	16 18	Kino.....	50
Euonymus atropurp	30	Cyanide.....	35 40	Lobelia.....	50
Myrica Cerifera, po.	20	Iodide.....	2 40 2 50	Myrrh.....	50
Prunus Virginl.....	12	Potassa, Bitart, pure	28 30	Nux Vomica.....	50
Quillala, gr'd.....	12	Potassa, Bitart, com	10 12	Opil.....	50
Sassafras.....	12	Potassa Nitras, opt.....	10 12	Opil, camphorated.....	50
Ulmus.....	15	Potassa Nitras.....	10 12	Opil, deodorized.....	50
Extractum		Prussiate.....	20 25	Quassia.....	50
Glycyrrhiza Glabra.....	24 25	Sulphate po.....	15 18	Rhatany.....	50
Glycyrrhiza, po.....	28 30	Radix		Rhel.....	50
Hamatox, 15 lb box.....	11 12	Aconitum.....	20 25	Sanguinaria.....	50
Hamatox, 1/2.....	13 14	Albha.....	22 25	Serpentaria.....	50
Hamatox, 1/4.....	14 15	Anchusa.....	10 12	Stromonium.....	50
Hamatox, 1/8.....	16 17	Arum po.....	10 12	Tolutan.....	50
Ferru		Calamus.....	20 25	Valerian.....	50
Carbonate Precip.....	15	Gentiana.....	12 15	Veratrum Veride.....	50
Citrate and Quinla.....	2 25	Glycyrrhiza, pv. 15	16 18	Zingiber.....	20
Citrate Soluble.....	75	Hydrastis Canad.....	5 5	Miscellaneous	
Ferrocyanidum Sol.....	15	Hydrastis Can., po.....	90 90	Aether, Spts. Nit. 3 F	30 35
Solut. Chloride.....	15	Hellebore, Alba, po.....	18 20	Aether, Spts. Nit. 4 F	34 38
Sulphate, com'l.....	50	Inula, po.....	15 20	Alumen.....	2 1/2 3
Sulphate, com'l, by	50	Iris plox.....	4 50 4 75	Alumen, gro'd. po. 7	3 4
bbl, per cwt.....	50	Jalapa, pr.....	35 40	Annatto.....	40 50
Sulphate, pure.....	7	Maranta, 1/2.....	25 30	Antimoni, po.....	40 5
Flora		Podophyllum, po.....	20 25	Antimoni et PotassT	40 50
Arnica.....	12 14	Rhei.....	75 100	Antipyrin.....	50
Anthemis.....	20 25	Rhei, cut.....	1 25 1 25	Antifebrin.....	50
Matricaria.....	30 35	Rhei, pv.....	75 135	Argent Nitras, oz.....	50
Folia		Spigelia.....	35 38	Arsenicum.....	100 12
Barosma.....	25 30	Sanguinaria.....	18 18	Balm Gilead Bud.....	38 40
Cassia Acutifol, Tin.....	18 25	Serpentaria.....	40 45	Bismuth S. N.....	1 40 1 50
Cassia Acutifol, Alx.....	25 30	Senega.....	40 45	Calcium Chlor., ls.....	9
Salvia officinalis, 1/2	12 20	Similax, officinalis H	40 45	Calcium Chlor., 1/2.....	10
and 1/4.....	12 20	Smilax, M.....	40 45	Calcium Chlor., 1/4.....	12
Ura Ursi.....	80 10	Scilla.....	10 12	Cantharides, Rus. po	75
Gummi		Symplocarpus, Pesti.....	10 12	Capsici Fructus, af.....	15
Acacia, 1st picked.....	65	Valeriana, Eng. po. 30	25 25	Capsici Fructus, po.....	15
Acacia, 2d picked.....	65	Valeriana, German.....	15 20	Caryophyllus.....	12 14
Acacia, 3d picked.....	65	Zingiber.....	12 16	Carmin, No. 40.....	3 00
Acacia, sifted sorts.....	65	Zingiber j.....	25 27	Cera Alba.....	50 55
Acacia, po.....	60 80	Semen		Cera Flava.....	40 42
Aloe, Barb. po. 18@20	12 14	Anisum.....	12 12	Cocculus.....	40 40
Aloe, Cape.....	12 14	Apium (graveleous)	13 15	Cassia Fructus.....	30 33
Aloe, Socotri.....	12 14	Bird, ls.....	40 6	Centaria.....	10
Ammoniac.....	55 60	Carul.....	10 12	Cetaceum.....	45
Assafetida.....	28 30	Cardamon.....	1 25 1 75	Chloroform.....	50 63
Benzoinum.....	50 55	Coriandrum.....	40 10	Chloroform, squibb.....	1 10
Catechu, ls.....	13	Cannabis Sativa.....	40 10	Chloral Hyd Crst.....	1 65 1 90
Catechu, 1/2.....	14	Cydonium.....	75 1 00	Chondrus.....	20 25
Catechu, 1/4.....	16	Chenopodium.....	10 12	Cinchonidine, P. & W	24 34
Camphora.....	55 60	Dipterix Odorate.....	1 40 1 50	Cinchonidine, Germ	24 38
Euphorbium.....	10	Foeniculum.....	10 10	Cocaine.....	3 80 4 70
Gamboge.....	65 70	Foenugreek, po.....	70 9	Cork, 1st, dis. pr. ct.	70
Gualacum.....	30 30	Lini.....	3 1/2 4 1/4	Croscotum.....	35
Kino.....	3 00	Lini, gr'd.....	40 4 1/4	Creta.....	2
Mastic.....	60	Lobelia.....	40 4 1/4	Creta, prep.....	11
Myrrh.....	40 45	Phalaris Canarian.....	30 40	Creta, Rubra.....	8
Opil.....	3 00 3 10	Rapa.....	40 4	Crocus.....	18 20
Shellac.....	25 35	Sinapis Albu.....	10 10	Cudbear.....	24
Shellac, bleached.....	40 45	Sinapis Nigra.....	11 12	Cupri Sulph.....	6 1/2 8
Tragacanth.....	50 80	Spiritus		Dextrine.....	10 12
Herba		Frument, W. D. Co.....	2 00 2 50	Emery, all numbers.....	8
Absinthium.....	25	Frument, D. F. R.....	2 00 2 50	Emery, po.....	8
Eupatorium.....	20	Frument.....	1 25 1 25	Ergota.....	30 35
Lobelia.....	20	Juniperis Co. O. T.....	1 65 2 00	Flake White.....	12 15
Majorum.....	25	Juniperis Co.....	1 75 3 50	Galla.....	23
Mentha Pip.....	25	Saacharum N. E.....	1 90 2 10	Gambler.....	80 9
Mentha Vir.....	25	Spt. Vini Galli.....	1 75 6 50	Gelatin, Cooper.....	60
Rue.....	32	Vini Oporto.....	1 25 2 00	Gelatin, French.....	35 60
Tanacetum Voz.....	32	Vini Alba.....	1 25 2 00	Glassware, pint, box	75 10
Thymus, V. oz. pkg	25	Sponges		Less than box.....	70
Magnesia		Florida sheeps' wool	2 50 2 75	Glue, brown.....	90 12
Calcined, Pat.....	55 60	carriage.....	2 50 2 75	Glue, white.....	130 25
Carbonate, Pat.....	20 22	Nassau sheeps' wool	2 00 2 25	Glycerina.....	140 20
Carbonate, K. & M.....	20 22	carriage.....	2 00 2 25	Grana Paradisi.....	25
Carbonate, Jennings	35 36	Velvet extra sheeps'	2 00 2 25	Humulus.....	25 55
Oilum		wool, carriage.....	2 125	Hydraag Chlor Mite	80
Absinthium.....	4 50 4 75	Extra yellow sheeps'	2 125	Hydraag Chlor Cor.	80
Amygdala, Dulc.....	30 35	wool, carriage.....	2 125	Hydraag Ox Rub'm.	1 00
Amygdala, Amara.....	8 00 8 25	Grass sheeps' wool,	2 100	Hydraag Ammoniat	1 15
Anisi.....	1 85 2 00	carriage.....	2 100	Hydraag Unguentum	45 55
Aurant Cortex.....	2 40 2 50	Hard, for slate use.....	2 75	Hydrargyrum.....	75
Bergamili.....	2 80 2 90	Yellow Reef, for	2 140	Ichthyobolia, Am.....	65 75
Cajiputi.....	75 80	slate use.....	2 140	Indigo.....	75 1 00
Caryophylli.....	70 80	Syrups		Iodine, Resubi.....	3 60 3 70
Cedar.....	35 65	Acacia.....	50 50	Iodoform.....	4 20
Chenopadii.....	2 75	Aurant Cortex.....	50 50	Lupulin.....	2 25
Cinnamoni.....	1 40 1 50	Zingiber.....	50 50	Eycopodium.....	45 50
Cironella.....	40 45	Ipecac.....	50 50	Macis.....	65 75
		Ferri Iod.....	50 50	Liquor Arsen et Hy.....	25
		Rhei Arom.....	50 50	Liquor Potass Arsinol	100 12
		Smilax Officinalis.....	50 50	Magnesia, Sulph.....	20 3
		Senega.....	50 50	Magnesia, Sulph, bbl	1 1/4
		Scilla.....	50 50	Mannia, S. F.....	50 60
				Mentha.....	3 25

PAINT AND ARTIST'S BRUSHES

Our stock of Brushes for the season of 1899 is complete and we invite your orders. The line includes

Flat Wall bound in rubber,
brass and leather
Oval Paint Round Paint
Oval Chisel Varnish
Oval Chisel Sash
Round Sash
White Wash Heads
Kalsomine
Flat Varnish
Square and Chisel

All qualities at satisfactory prices.

Camel Hair Varnish
Mottlers Flowing
Color
Badger Flowing,
single or double
C. H. Pencils, etc.

HAZELTINE & PERKINS
DRUG CO.,
GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

AXLE GREASE. Aurora, 55¢ gross Castor Oil, 60¢ Diamond, 60¢ Fraser's, 75¢ IXL Golden, tin boxes 75¢ Mica, tin boxes, 75¢ Paragon, 55¢	BLUING. CONDENSED PEARL BLUING Small, 3 doz. 40¢ Large, 2 doz. 75¢ BROOMS. No. 1 Carpet, 2 3/4 No. 2 Carpet, 2 1/4 No. 3 Carpet, 1 3/4 No. 4 Carpet, 1 1/4 Parlor Gem, 2 5/8 Common Whisk, 9¢ Fancy Whisk, 9¢ Warehouse, 2 7/8 CANDLES. 8s, 7¢ 16s, 11¢ Taper, 8¢ Wickless, 20¢ CATSUP. Columbia, pints, 2 00 Columbia, 1/2 pints, 1 25 CHEESE. Acme, @ 10 1/4 Amboy, @ 11 1/4 Elsie, @ 11 1/4 Emblem, @ 10 1/4 Gem, @ 11 1/4 Gold Medal, @ 10 1/4 Ideal, @ 11 1/4 Jersey, @ 11 1/4 Riverside, @ 11 1/4 Brick, @ 12 Edam, @ 7 1/2 Leiden, @ 17 Limburger, @ 13 Pineapple, @ 50 Sap Sago, @ 17 Chicory. Bulk, 5¢ Red, 7¢ CHOCOLATE. Walter Baker & Co.'s. German Sweet, 22¢ Premium, 35¢ Breakfast, 46¢ COFFEE. Roasted, 10¢ Fair, 9¢ Good, 12¢ Prime, 12¢ Golden, 13¢ Peaberry, 14¢ Santos. Fair, 14¢ Good, 15¢ Prime, 16¢ Peaberry, 18¢ Maracaibo. Prime, 15¢ Milled, 17¢ Java. Interior, 26¢ Private Growth, 33¢ Mandehling, 35¢ Mocha. Imitation, 22¢ Arabian, 25¢ Roasted. Clark Jewell Wells Co.'s Brands Fifth Avenue, 29¢ Jewell's Arabian Mocha, 29¢ Wells' Mocha and Java, 24¢ Wells' Perfection Java, 24¢ Sanchaibo, 21¢ Breakfast Blend, 18¢ Valley City Maracaibo, 18 1/2¢ Ideal Blend, 14¢ Leader Blend, 12 1/2¢ Package. Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1/2¢ a pound. In 60 lb. cases the list is 10¢ per 100 lbs. above the price in full cases. Arabucke, 10 50 Jersey, 10 50 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract. 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 48 CLOTHES PINS. 5 gross boxes, 40¢	CLOTHES LINES. Cotton, 40 ft. per doz. 1 00 Cotton, 50 ft. per doz. 1 20 Cotton, 60 ft. per doz. 1 40 Cotton, 70 ft. per doz. 1 60 Cotton, 80 ft. per doz. 1 80 Jute, 60 ft. per doz. 80¢ Jute, 72 ft. per doz. 80¢ COCOA. James Epps & Co.'s. Boxes, 1 lb. 40¢ Cases, 16 boxes, 38¢ COCOA SHELLS. 20 lb. bags, 2 1/2¢ Less quantity, 3¢ Pound packages, 4¢ CREAM TARTAR. 5 and 10 lb. wooden boxes, 30¢ Bulk in sacks, 29¢ CONDENSED MILK. 4 doz. in case, 6 75 Gall Borden Eagle, 6 75 Crown, 6 25 Daisy, 6 25 Champion, 4 50 Magnolia, 4 25 Challenge, 3 25 Dime, 3 25 COUPON BOOKS. Tradesman Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 Economic Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 Superior Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 Universal Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 Credit Checks. 500, any one denom. 8 00 1000, any one denom. 5 00 2000, any one denom. 8 00 Steel punch, 75¢ Coupon Pass Book. 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 DRIED FRUITS—DOMESTIC. Apples. Sundried, 2 1/4¢ Evaporated 50 lb. boxes, 2 1/4¢ California Fruits. Apricots, 2 1/2¢ Blackberries, 2 1/2¢ Nectarines, 2 1/2¢ Peaches, 10¢ Pears, 7 1/2¢ Pitted Cherries, 7 1/2¢ Prunelles, 7 1/2¢ Raspberries, 7 1/2¢ California Prunes. 100-120 25 lb. boxes, 2 1/2¢ 90-100 25 lb. boxes, 2 1/2¢ 80-90 25 lb. boxes, 2 1/2¢ 70-80 25 lb. boxes, 2 1/2¢ 60-70 25 lb. boxes, 2 1/2¢ 50-60 25 lb. boxes, 2 1/2¢ 40-50 25 lb. boxes, 2 1/2¢ 30-40 25 lb. boxes, 2 1/2¢ 1/2 cent less in 50 lb. cases Raisins. 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 1/2¢ FOREIGN. Citron, 2 11¢ Corsican, 2 12¢ Currents. Patras bbls, 5 1/2¢ Cleaned, bulk, 6¢ Cleaned, packages, 6 1/2¢ Peel. Citron American 10 lb. bx, 2 13¢ Lemon American 10 lb. bx, 2 10 1/2¢ Orange American 10 lb. bx, 2 10 1/2¢ Raisins. Ondura 28 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¢	FARINACEOUS GOODS. Farina. 24 1 lb. packages, 1 25 Bulk, per 100 lbs., 3 60 Grits. Walsh-DeRoo Co.'s Brand.  24 2 lb. packages, 1 80 100 lb. kegs, 2 70 200 lb. barrels, 5 10 Hominy. Barrels, 50 lb. drums, 1 00 Beans. Dried Lima, 5 1/4¢ Medium Hand Picked, 2 20 1 1/2¢ Macaroni and Vermicelli. Domestic, 10 lb. box, 60¢ Imported, 25 lb. box, 2 50 Pearl Barley. Common, 1 75 Chester, 2 00 Empire, 2 50 Peas. Green, Wisconsin, bu., 1 00 Green, Scotch, bu., 1 10 Split, bu., 2 50 Rolls Oats. Rolled Avena, bbl., 4 00 Monarch, bbl., 3 75 Monarch, 1/2 bbl., 2 00 Monarch, 90 lb. sacks, 1 80 Quaker cases, 3 20 Huron, cases, 2 00 Sago. German, 4¢ East India, 3 1/2¢ SELF RISING FLOURS. Pastry. 2 lb. cartons, 2 dz. in case, 1 80 6 lb. cartons, 2 dz. in case, 4 80 Entire Wheat. 2 lb. cartons, 2 dz. in case, 1 80 Graham. 2 lb. cartons, 2 dz. in case, 1 80 Flake. Pearl, 24 1 lb. pkgs., 6 1/2¢ Wheat. Cracked, bulk, 3 1/2¢ 24 2 lb. packages, 2 50 SALT FISH. Cod. Georges cured, 2 1/2¢ Georges genuine, 2 1/2¢ Georges selected, 2 1/2¢ Strips or bricks, 6 09 Herring. Holland white hoops, bbl., 9 25 Holland white hoop 1/2 bbl., 5 25 Holland white hoop, keg, 7 25 Holland white hoop mch, 80¢ Norwegian, 3 10 Round 100 lbs., 3 10 Round 40 lbs., 1 40 Scaled, 14¢ Flackerel. Mess 100 lbs., 15 00 Mess 40 lbs., 6 30 Mess 10 lbs., 1 65 Mess 8 lbs., 1 35 No. 1 100 lbs., 13 25 No. 1 40 lbs., 5 60 No. 1 10 lbs., 1 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 Trout. No. 1 100 lbs., 5 25 No. 1 40 lbs., 2 40 No. 1 10 lbs., 68¢ No. 1 8 lbs., 57¢ Whitefish. No. 1 No. 2 Fam 100 lbs., 7 00 6 50 2 75 40 lbs., 3 10 2 90 1 40 10 lbs., 85¢ 80¢ 43¢ 8 lbs., 71¢ 68¢ 37¢ FLAVORING EXTRACTS. Perrigo's. Van. Lem. doz. 75¢ 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 pichr, 6 oz, 2 25 XXX D D pichr, 4 oz, 1 75 K. P. pichr, 6 oz., 2 25 Pure Brand. Lem. Van. 2 oz. Taper Panel, 75¢ 2 oz. Oval, 75¢ 3 oz. Taper Panel, 1 35 4 oz. Taper Panel, 1 60	FLAVORING EXTRACTS.  Jennings'. D. C. Vanilla, 2 oz., 1 20 3 oz., 1 50 4 oz., 2 00 No. 8 4 00 No. 10 6 00 No. 2 T.1 25 No. 3 T.2 00 No. 4 T.2 40 D. C. Lemon, 2 oz., 1 75 3 oz., 2 00 4 oz., 2 10 No. 8 2 40 No. 10 4 00 No. 2 T.1 80 No. 3 T.1 25 No. 4 T.1 50 FLY PAPER. 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¢ HERBS. Sage, 15¢ Hops, 15¢ INDIGO. Madras, 5 lb. boxes, 55¢ S. F., 2 3 and 5 lb. boxes, 50¢ GUNPOWDER. Rifle—Dupont's. Kegs, 4 00 Half Kegs, 2 25 Quarter Kegs, 1 25 1 lb. cans, 30¢ 1/2 lb. cans, 18¢ Choke Bore—Dupont's. Kegs, 4 25 Half Kegs, 2 40 Quarter Kegs, 1 35 1 lb. cans, 34¢ Eagle Duck—Dupont's. Kegs, 8 00 Half Kegs, 4 25 Quarter Kegs, 2 25 1 lb. cans, 45¢ JELLY. 15 lb. pails, 35¢ 36 lb. pails, 65¢ LYE. Condensed, 2 doz., 1 20 Condensed, 4 doz., 2 25 LICORICE. Pure, 20¢ Calabria, 25¢ Sicily, 25¢ Root, 10¢ MATCHES. Diamond Match Co.'s brands. No. 9 sulphur, 1 65 Anchor Parlor, 1 70 No. 2 Home, 1 10 Export Parlor, 4 00 NOLASSES. New Orleans. Black, 11¢ Fair, 14¢ Good, 20¢ Fancy, 24¢ Open Kettle, 25 3/4¢ Half-barrels 2c extra. MUSTARD. Horse Radish, 1 doz., 1 75 Horse Radish, 2 doz., 3 50 Bayle's Celery, 1 doz., 1 75 PIPES. Clay, No. 216, 1 70 Clay, T. D. full count, 6¢ Cob, No. 3, 85¢ POTASH. 48 cans in case, 4 00 Babbitt's, 8 00 Penna Salt Co.'s, 8 00 PICKLES. Medium. Barrels, 1,200 count, 4 00 Half bbls, 600 count, 2 50 Small. Barrels, 2,400 count, 5 60 Half bbls, 1,200 count, 3 00 RICE. Domestic. Carolina head, 6 1/2¢ Carolina No. 1, 5¢ Carolina No. 2, 4¢ Broken, 3 1/2¢	Imported. Japan, No. 1, 5 1/2¢ Japan, No. 2, 4 1/2¢ Java, fancy head, 5 1/2¢ Java, No. 1, 5¢ Table, 4¢ SALERATUS. Packed 60 lbs in box Dureh's Arm and Hammer, 15¢ Ireland's, 15¢ Dwight's Cow, 3 15 Emblem, 3 50 L. P., 3 10 Soda, 3 15 Wyandotte, 10 1/2¢ SALT. Diamond Crystal. Table, cases, 24 3-lb. boxes, 1 50 Table, barrels, 100 3-lb. bags, 2 75 Table, barrels, 40 7-lb. bags, 2 40 Butter, barrels, 280 lb. bbl., 2 25 Butter, barrels, 20 14-lb. bags, 2 50 Butter, sacks, 28 lbs., 25¢ Butter, sacks, 56 lbs., 55¢ Common Grades. 100 3-lb. sacks, 1 95 60 5-lb. sacks, 1 80 28 10-lb. sacks, 1 65 Worcester. 50 4 lb. cartons, 3 25 115 2 1/2 lb. sacks, 4 00 60 5 lb. sacks, 3 75 22 14 lb. sacks, 3 50 30 10 lb. sacks, 3 50 28 lb. linen sacks, 32¢ 56 lb. linen sacks, 60¢ Bulk in barrels, 2 50 Warsaw. 56-lb dairy in drill bags, 30¢ 28-lb dairy in drill bags, 15¢ Ashton. 56-lb dairy in linen sacks, 60¢ Higgins. 56-lb dairy in linen sacks, 60¢ Solar Rock. 56-lb sacks, 21¢ Common. Granulated Fine, 60¢ Medium Fine, 70¢ SCALES. Per doz. Pelouze Household, 12 00 Weighs 24 lbs. by ounces. SEEDS. Anise, 9¢ Canary, Smyrna, 3 1/2¢ 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¢ SNUFF. Scotch, in bladders, 37¢ Macaboy, in jars, 26¢ French Rappee, in jars, 43¢ SOAP. JAXON Single box, 2 65 5 box lots, delivered, 2 00 10 box lots, delivered, 2 75 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd., 2 66 Dome, 2 75 Cabinet, 2 20 Savon, 2 50 White Russian, 2 35 White Cloud, laundry, 6 25 White Cloud, toilet, 3 50 Dusky Diamond, 50 6 oz., 2 10 Dusky Diamond, 50 8 oz., 3 00 Blue India, 100 1/2 lb., 3 00 Kirkline, 3 50 Eos, 2 50 Scouring. Sapolio, kitchen, 3 doz., 2 40 Sapolio, hand, 3 doz., 2 40 SODA. Boxes, 5 1/2¢ Kegs, English, 4 1/4¢ SYRUPS. Corn. Barrels, 16¢ Half bbls, 17¢ 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, 25¢ Choice, 25¢
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SPICES.

Whole Sifted.	
Allspice	14
Cassia, China in mats.	12
Cassia, Batavia in bund.	25
Cassia, Saigon in rolls.	32
Cloves, Amoyana.	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, Cocin	18
Ginger, Jamaica	23
Mace, Batavia	25
Mustard	12@15
Nutmegs	40@50
Pepper, Sing. black	15
Pepper, Sing. white	22
Pepper, Cayenne	20
Sage	15

STARCH.



Kingsford's Corn.	6
40 1-lb packages	6 1/2
20 1-lb packages	6 1/2
Kingsford's Silver Gloss.	7
40 1-lb packages	6 1/2
20 1-lb packages	7
Diamond.	5 00
64 10c packages	5 00
128 5c packages	5 00
32 10c and 64 5c packages	5 00
Common Corn.	5
20 1-lb packages	4 1/2
40 1-lb packages	4 1/2
Common Gloss.	4 1/2
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

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 63
Cut Leaf	5 48
Crushed	5 48
Powdered	5 54
XXXX Powdered	5 63
Cubes	5 50
Granulated in bbls.	5 38
Granulated in bags	5 38
Fine Granulated	5 38
Extra Fine Granulated	5 50
Extra Coarse Granulated	5 50
Mould A	5 43
Diamond Confection A	5 38
Confection Standard A	5 25
No. 1	4 85
No. 2	4 88
No. 3	4 88
No. 4	4 81
No. 5	4 75
No. 6	4 69
No. 7	4 63
No. 8	4 50
No. 9	4 50
No. 10	4 44
No. 11	4 38
No. 12	4 31
No. 13	4 25
No. 14	4 25
No. 15	4 25

TABLE SAUCES.

Lee & Perrins' Sauce	
The Original and Genuine Worcestershire.	
Lee & Perrins', large.	3 75
Lee & Perrins', small.	2 50
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.	
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S. C. W.	35 00
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Phelps, Brace & Co.'s Brands.

Vincente Portuondo	35@70 01
Rune B-os. Co	25@70 00
The Hilson Co.	3@110 00
T. J. Dunn & Co.	35@70 00
McCoy & Co.	35@70 00
The Collins Cigar Co.	10@35 00
Brown Bros.	15@70 00
Banner Cigar Co.	30@70 00
Bernard Suhli Co.	35@90 00
Sanner Cigar Co.	1@35 00
Seidenberg & Co.	55@125 00
G. P. Sprague Cigar Co.	10@35 00
The Fulton Cigar Co.	1@35 00
A. B. Ballard & Co.	3@15 00
E. M. Schwarz & Co.	3@110 00
Nan Talm	35@70 01
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 6
Cedar, all red, brass bound	1 25
Paper, Eureka	2 25
Flare	2 2

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 01
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	12
L. I. Wafers, 1 lb. carton	4 25
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
Cocanut 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	10
Imperial	8
Jumles, Honey	12 1/2
Marshmallow	15
Marshmallow Creams	16
Marshmallow Walnuts	16
Mich. Frosted Honey	12 1/2
Molasses Cakes	8
Newton	12
Nic Nac	8
Orange Gems	8 1/2
Penny Assorted Cakes	8 1/2
Pretzels, hand made	7 1/2
Sears' Lunch	7
Sugar Cake	8
Sugar Squares	9
Vanilla Wafers	14
Sultanas	12 1/2

Candies.

Stick Candy.

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

Mixed Candy.

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

Fancy-In Bulk.

San Blas Goodies	@ 11
Lozenges, plain	@ 8 1/2
Lozenges, printed	@ 8 1/2
Choc. Drops	@ 11
Choc. Mentals	@ 12 1/2
Gum Drops	@ 5
Moss Drops	@ 5
Sour Drops	@ 8 1/2
Imperial	@ 9
Ital. Cream Bnbs, 35 lb p's	11
Molasses Chews, 15 lb. pails	13
Jelly Date Squares	@ 10

Fancy-In 5 lb. Boxes.

Lemon Drops	@ 50
Sour Drops	@ 50
Peppermint Drops	@ 50
Chocolate Drops	@ 55
H. M. Choc. Drops	@ 75
H. M. Choc. Lt. and	@ 90
Gum Drops	@ 30
Licorice Drops	@ 30
A. B. Licorice Drops	@ 50
Lozenges, plain	@ 55
Lozenges, printed	@ 55
Imperial	@ 55
Motives	@ 50
Cream Bar	@ 55
Molasses Bar	@ 55
Hand Made Creams	80 @ 90
Cream Buttons, Pep.	@ 65
And Want.	@ 65
String Rock	@ 80
Burnt Almonds	1 25 @ 25
Wintergreen Berries	@ 55

Caramels.

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

Fruits.

Oranges.

Seedlings	@ 3 75
Medi Sweet	3 75 @ 4 00

Lemons.

Strictly choice 300s.	@ 2 2
Strictly choice 300s.	@ 2 50
Fancy 300s	@ 3 75
Ex. Fancy 300s	@ 4 00
Ex. Fancy 300s	@

Bananas.

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

Foreign Dried Fruits.

Fig.	@ 13
Californias Fancy	@ 12
Choice, 10 lb boxes	@ 12
Extra choice, 10 lb boxes new	@ 12 1/2
Fancy, 12 lb boxes	@ 22
Imperial Mikados, 18 lb boxes	@
Pulled, 6 lb boxes	@
Naturals, in bags	@ 7

Dates.

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

Nuts.

Almonds, Tarragona	@ 16
Almonds, Ivaca	@ 14
Almonds, California, soft shelled	@ 15
Brazilia new	@ 7
Pilbars	@ 10
Walnuts, Granobles	@ 13
Walnuts, Calif No. 1	@ 11
Walnuts, soft shelled	@ 11
Calif	@ 11
Table Nuts, fancy	@ 11
Table Nuts, choice	@ 10
Pecans, Med.	@ 7 1/2
Pecans, Ex. Large	@ 9
Pecans, Jumbos	@ 12
Hickory Nuts per bu.	@ 21 60
Ohio, new	@ 22 50
Cocanuts, full sacks	@
Chestnuts per bu.	@
Peanuts.	@ 7
Fancy, H. P., Sun.	@ 7
Fancy, H. P., Flaga	@ 7
Roasted	@ 7
Choice, H. P., Extras	@ 4 1/2
Choice, H. P., Extras	@ 5 1/2
Roasted	@ 5 1/2

Grains and Feedstuffs

Wheat.

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	4 45
Daisy, 1/2s	3 85
Daisy, 1/4s	3 85
Daisy, 1/8s	3 85
Worden Grocer Co.'s Brand.	3 50
Quaker, 1/2s	3 50
Quaker, 1/4s	3 50
Quaker, 1/8s	3 50

Spring Wheat Flour.

Clark-Jewell-Well's Co.'s Brand.	
Pillsbury's Best 1/2s	4 45
Pillsbury's Best 1/4s	4 35
Pillsbury's Best 1/8s	4 25
Pillsbury's Best 1/4s paper	4 25
Pillsbury's Best 1/8s paper	4 25
Ball-Barnhart-Putman's Brand.	4 45
Duluth Imperial, 1/2s	4 45
Duluth Imperial, 1/4s	4 35
Duluth Imperial, 1/8s	4 25
Lemon & Wheeler Co.'s Brand.	4 45
Gold Medal 1/2s	4 15
Gold Medal 1/4s	4 0
Parisian, 1/2s	4 15
Parisian, 1/4s	4 0
Parisian, 1/8s	4 0
Olney & Judson's Brand.	4 40
Ceresota, 1/2s	4 30
Ceresota, 1/4s	4 20
Worden Grocer Co.'s Brand.	4 40
Laurel, 1/2s	4 30
Laurel, 1/4s	4 20
Laurel, 1/8s	4 20

Meal.

Bolted	1 90
Granulated	2 10

Feed and Millstuffs.

St. Car Feed, screened	16 00
No. 1 Corn and Oats	15 50
Unbolted Corn Meal	14 0
Winter Wheat Bran	11 00
Winter Wheat Middlings	15 00
Screenings	14 00

Corn.

New corn, car lots	36 1/2
Less than car lots	28 1/2

Oats.

Car lots	32 1/2
Carlots, clipped	35
Less than car lots	36

Hay.

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

Fish and Oysters

Fresh Fish.

	Per lb.
Whitefish	@ 9
Trout	@ 8
Black Bass	8 @ 10
Halibut	@ 15
Ciscoes or Herring	@ 11
Bluefish	@ 11
Live Lobster	@

Hardware

In Regard to Freight Claims.

Manufacturers and jobbers can, without material expense, render invaluable assistance to the dealers who have breakage claims against transportation companies. The writer overheard a dealer recently complaining of the arbitrary stand taken by the shipper of a machine that had been broken in transit. Not only did he decline to render any assistance, stating that it was a matter entirely between the carrier and the consignee, but used harsh, not to say discourteous, language in his letter. Technically it is correct to say that it is a matter entirely between the carrier and the consignee. Custom, if not law, releases the shipper when a clear receipt is obtained from the carrier, unless special provision to the contrary has been previously made. But no one will deny that carriers are averse to paying claims, that they often endeavor to "wear out" the claimant and thus escape payment. Neither can it be denied that a large shipper wields an influence that can and often does facilitate the settlement of a claim. A dealer may not rightfully expect the consignor to assume the responsibility, furnish a new machine or parts and look to the carrier for his compensation, but since it is to the seller's interest to protect the buyer, the dealer has a right to expect kindly assistance in this and similar matters. The writer has known the time when a word from a large shipper respecting a customer's claim would result in an early and satisfactory settlement. Many of them undertake to aid their customers in this way, cheerfully, but others are inclined to keep their skirts clear.

Delayed payments are often due to improper filing of claims. A necessary document or notation is missing through the consignee's neglect, and the claim agent calmly pigeonholes the papers, where they are buried until the consignee or shipper brings up the subject again. When a claim is properly prepared, bill of lading and expense bill attached, and acknowledgment of breakage by the local agent included, there is no reason for any special delay in adjustment. With such claims as this a delay is a "bluff" and the large shipper's influence may be listed to good advantage. None should refuse their assistance when just claims are at stake.

Tribute to the Stove.

I like a good stove. To be sure, my early associations led me to love the seven-foot fireplace in which burned a fire of great logs—a fire that could sing—a fire that sent flames up the chimney and out of sight—a fire that popped out coals as big as hickory nuts—a fire before which one could bask and dream of summer at Christmas time—a fire which, burning low in the later evening, presented to the country-boy a marvelous series of dream-pictures in its fading embers—a fire which finally went softly to sleep at bedtime and covered itself with a counterpane of white ashes, and awoke again at a touch, rosy in the winter dawn. Ere I came to man's estate, the much-loved fireplace was bricked up, and in these later years I have become so much a stove man that I am afraid I would hardly want to exchange the stove of to-day for the fireplace of yesterday.

It is easy to say a good word for the stove. That it is economical makes no

difference to me, for when a man has gotten poor enough to keep a dog, he cares little for economy. I praise the stove rather because it is a welcome resting place for tired, cold feet; it is an indispensable means of good cookery and good cheer; it is a promoter of neatness; it is a labor-saving device for that sex which has been born to labor since Eve ate the pippin and raised Cain.

DANIEL MILLIKEN.

Twine Made From Grass.

Twine made from grass which grows abundantly upon the marsh lands of Wisconsin, Minnesota and other Western States is the product of a new American industry. Some years ago the high price of twine led a member of a large Northwestern binder manufactory to make it from the raw material mentioned. The process was so far developed that the twine produced could be used on the binders manufactured by this firm. But, owing to the sudden fall in the price of sisal and manila hemp, and the death of the member of the firm referred to, the project was abandoned for the time. Shortly after, however, other parties became interested in the process and a company was organized for its further development some years ago. This concern began the development of the new business in a quiet way, with the result that a large and well-equipped grass twine plant is in active operation at Oshkosh, Wis., while another and still more extensive grass twine plant has been recently established at St. Paul, Minn., both of which are now manufacturing twine, matting, rugs, bagging for cotton bales, vegetables, etc., floor deafening, carpet lining, bottle covering, ropes, and, in fact, anything for which cord is made or required in the manufacture.

Learns Something From Everyone He Meets.

Some men never learn anything new, and others seem to acquire an education by rubbing up against the world. The other day a man told me that he learned something from every man with whom he came in contact. He claims that the practical things in life can only be learned from twisting every bit of knowledge gained into proper use. This man is a veritable storehouse of wisdom, and his information comes from the butcher, the baker, or the candlestick maker—whomever he meets; at all times and in all places he acquires some knowledge which can be twisted into practical use. This is certainly an easy road to education if one could but first learn the art of twisting.

Famine in Some Lines.

The scarcity of wire cloth is growing more pronounced and jobbers are unable to secure prompt shipments from the factories. Stocks in other lines are also becoming somewhat depleted. In Canada jobbers report a scarcity of green wire cloth, screen doors and windows, rakes, hoes and forks.

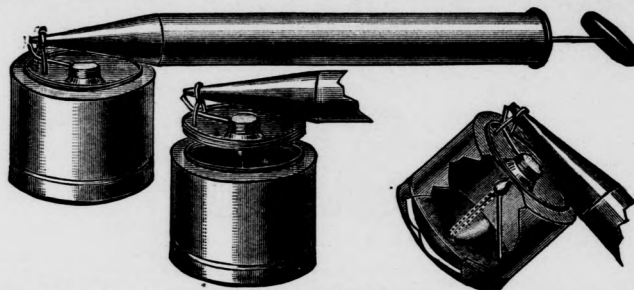
BICYCLE SUPPLIES

Dealers of Western, Central and Northern Michigan should write for our catalogue of Sundries and Fittings.

We are selling agents in Michigan for WORLD, ARIEL, ADMIRAL and Soudan bicycles. Write us and we can probably interest you.

ADAMS & HART,
12 W. Bridge St.,
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.

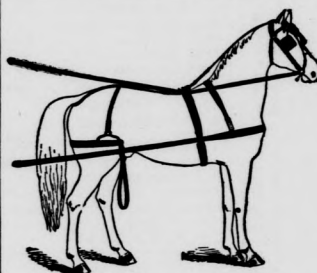
ROOFING

As manufacturers we can supply goods in our line at extremely low prices. We make Roofing Pitch, Tarred Felt, 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.



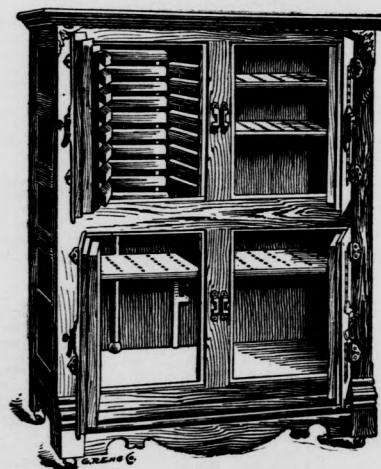
Manufacture a full line of
**LIGHT AND HEAVY HARNESS
FOR THE TRADE.**

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

Also a full line of
CARRIAGES AND FARM IMPLEMENTS.

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.

PRINTING FOR HARDWARE DEALERS Tradesman Company
Grand Rapids.

The Girl's Room.

In a month or two now the girls will be coming back from school, and already in many homes anxious thoughts are being turned towards fitting up a room that shall be an appropriate shrine for the young daughter of the house. Everywhere it is a labor of love, and the mother's heart must have grown old indeed that is not filled with tender memories of her own youth and the little white chamber that was the sanctuary of all her girlish dreams and romances.

Fortunately, in these days beauty is no longer the sole perquisite of the rich. A little taste and artistic skill can make a very satisfactory substitute for money, and there is no reason that the woman of moderate means shall not fit up a snugger for her daughter every whit as charming as the boudoir of little Miss Croesus. Pretty wall papers in good colors may be had for a song, and the almost limitless assortment of chintzes, figured denims and cotton hangings that come now in such beautiful designs solve the problem of artistic furnishing at little expense. The woman who is handy with her needle and her tack hammer is frequently her own upholsterer, and can turn any old piece of furniture into a thing of beauty and a joy forever.

Every room should have a character of its own, and it goes without saying that freshness, daintiness and a sweet purity in keeping with the youth of its occupant should be the keynote to the furnishing of a girl's room. One such chamber that is being fitted up at moderate expense for a girl is by way of being a pretty recognition of her pronounced affection for violets. The walls, half way down, are covered with an ivory white paper, on which are sprays of violets, while the lower half is covered with a dull green that shades into the green of the mating that covers the floors. The bed is of white enameled iron and brass, and the bureau, chairs and armoire are of white wood. There is a violet and white screen and the few pictures are watercolors or good photographs showing the same violet tints, while a cunning lilac sunbonnet is drawn up into a catch-all, and fastened to the gas bracket. The violet idea is still further carried out in the bureau scarf and pin cushion, which are of white linen, embroidered in violets, and the spread for the bed is dotted swiss over lilac.

The room is not entirely furnished, the wise mother leaving much for the hands of the girl herself. There is plenty of space left for her photographs and the innumerable souvenirs girls collect so soon, and which are so precious to them and so rubbishy to everyone else. There is, furthermore, to be a simple couch, piled with cushions, which mam'selle must make herself, and a tea table, where she can brew the cheering cup and entertain her friends while they discuss the last ball or exchange confidences.

"I think that every girl should have some spot that is absolutely and entirely her own," said the mother, "and that she can do with just as she pleases. I remember, when I was a girl, always planning how I was going to do when I had a house of my own, and being so annoyed because my mother insisted on my having my room fixed just as she wished it, instead of the way I wanted it. I really believe that the desire to have some one spot they can 'boss' is what leads many a girl to rush into mat-

rimony. I don't want Adele to do that, and so, when I turn this room over to her, it is going to be hers, to do with absolutely as she pleases, just as much hers as an Englishman's house is his castle. Yes, and to take care of, too, for I believe in girls doing housework, and she is to be responsible for its being kept in order."

CORA STOWELL.

The Lesson That Was Lost.

"My wife has a disagreeable habit of leaving her pocketbook in exposed places," said the man who was telling the story. "I have cautioned her more than once that she would lose it if she wasn't more careful."

"I came down town with her the other morning, and the first thing she did after boarding the car was to deposit her purse upon the car seat while she relieved herself of the terrible suspicion that her hat wasn't on straight. A movement of her arms knocked the purse on the floor, where it remained until I picked it up."

"I rescued that purse no less than a dozen times before we reached the bargain counter that was the goal of my wife's ambition."

"Events around a bargain counter occur with kaleidoscopic swiftness, and I soon found myself the sole guardian of my wife's purse, which lay before me on the counter, where it had been deserted by her in a mad rush for the other end of the counter."

"To teach her a lesson, I emptied the contents of the purse in my pocket and retreated to the edge of the crowd to await developments."

"It wasn't long ere my wife crowded her way out, triumphantly holding aloft a 25 cent cream jug that she had succeeded in buying for 40 cents."

"I didn't know that they charged things here," I began feebly.

"They don't," she answered. "I have money left for three ice cream sodas and a strip of car tickets." And she exhibited the contents of her purse to prove her assertion.

"I nearly fainted when it dawned upon me that I had taken the contents from a purse belonging to some other woman."

"I have no desire to retain possession, and if the woman who lost 79 cents and a postage stamp, three hairpins and a recipe for making angel food will call at my office she may have her property."

If a man is big and fat and able to keep his mouth shut, he can bluff nearly anybody.

Established 1780.

Walter Baker & Co. Ltd.



Dorchester, Mass.
The Oldest and
Largest Manufacturers of

**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

on this Continent.

No Chemicals are used in their manufactures.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.

Dorchester, Mass.

Hardware Price Current.

AUGURS AND BITS

Snell's	71
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. Steel	6 25
First Quality, D. B. Steel	10 50

BARROWS

Railroad	14 00
Garden	30 00

BOLTS

Stove	60&10
Carriage new list	5
Plow	50

BUCKETS

Well, plain	3 50
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BUTTS, CAST

Cast Loose Pin, figured	70&10
Wrought Narrow	70&10

BLOCKS

Ordinary Tackle	70
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CROW BARS

Cast Steel	per lb 5
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CAPS

Ely's 1-10	per m 65
Hick's C. F.	per m 55
G. D.	per m 4
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	60
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; 25 and 26; 27	28
List 12 13 14 15 16	17
Discount, 5—10	

GAUGES

Stanley Rule and Level Co.'s	60&10
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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

20 to 60 advance	Base
10 to 16 advance	05
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	35
Finish 8 advance	35
Finish 6 advance	45
Barrel 6 advance	85

PLANES

Ohio Tool Co.'s, fancy	250
Setola Bench	60
Sandusky Tool Co.'s, fancy	250
Bench, first quality	250
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 1/4c per pound extra.

HAMMERS

Maydole & Co.'s, new list	dis 33 1/2
Kip's	dis 25
Yerkes & Plumb's	dis 40&10
Mason's Solid Cast Steel	20c 11 1/2
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&10
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 1/2
Manilla	11 1/2

WIRE GOODS

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

LEVELS

Stanley Rule and Level Co.'s	dis 70
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SQUARES

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

SHEET IRON

Nos. 10 to 14	com. smooth. com.
Nos. 15 to 17	2 70
Nos. 18 to 21	2 80
Nos. 22 to 24	3 00
Nos. 25 to 26	3 10
No. 27	3 20

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

SAND PAPER

List acct. 19, '86	dis 50
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SASH WEIGHTS

Solid Eyes	per ton 20 00
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TRAPS

Steel, Game	75&10
Onelda Community, Newhouse's	50
Onelda Community, Hawley & Norton's	70&10
Mouse, choker	per doz 15
Mouse, delusion	per doz 1 25

WIRE

Bright Market	0
Annealed Market	0
Coppered Market	6 1/2
Tinned Market	10
Coppered Spring Steel	50
Barbed Fence, galvanized	3 0
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	7 1/2
Coe's Patent, malleable	75

MISCELLANEOUS

Bird Cages	40
Pumps, Cistern	70
Screws, New List	55
Casters, Bed and Plate	50&10&10
Dampers, American	50

METALS—Zinc

600 pound casks	9
Per pound	9 1/2

SHOT

Drop	1 45
B B and Buck	1 70

SOLDER

1/4 3/4	17
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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 1/2
14x20 IC, Charcoal	7 10
20x14 IX, Charcoal	8 5 1/2

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	



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

Restful Ease for Clerks' Tired Feet.

Written for the TRADESMAN.

That a clerk should have deft, swift, unerring hands is a fact always fully appreciated; that he should have tireless, enduring feet as well, while it may be as fully understood, is not often given much weight in considering his physical equipment. Yet many cases of inattention and irritability on the part of clerks, resulting in loss of sales and driving away of valuable customers, are caused directly by painful or tired feet.

In the beginning of warm weather almost everybody has a little trouble with the feet and shoe dealers then receive many calls for easy-fitting, comfortable footwear. Beginning earlier, and lasting longer than with the general run of humanity, salespeople and others who have to stand and walk a great deal experience this difficulty. It varies according to the individual case, from excessive weariness to positive agony, sometimes even causing illness and absence from duty.

There are feet and feet. Tender feet, like blue eyes or red hair, are a sort of temperamental matter which one may inherit from his forefathers. The practical problem with a clerk is how to take care of his feet, if they are strong, so as to keep them unimpaired for many years' service, and if they are tender he should study to get along as comfortably as possible, managing his feet so that they will neither give out entirely nor make him serious trouble. As intimated, the best way to have good feet is to have had a grandfather and grandmother who had a good understanding; but still, with intelligent care, feet naturally very tender will serve their owner long and faithfully.

A cardinal rule is to wear only comfortable shoes. These should be large enough, well fitted to the feet, well made and smoothly finished on the inside. It is a good plan to have two or three pairs of shoes for everyday wear, as a change of footwear is restful to the feet, even if the shoes are all the same size. No one who is constantly on his feet should try to wear new shoes a whole day while "breaking them in." Shoes should be amply long, a shoe a trifle too short being about the most exquisite instrument of torture left to modern times. If the foot must be crowded at all let it be in the width; but a shoe wide enough to allow the natural spread of the ball of the foot with every step is the most comfortable. It is well to have one pair of shoes that are a full halfsize too large. While a loose "shucking" shoe is not to be recommended as a usual thing, when the feet become feverish and swollen sometimes a very loose shoe is the one thing that will give relief.

Men's shoes are now for the most part constructed upon a fairly sensible plan, but it would seem that the prevailing style of shoe for women must have been devised by some imp of darkness. The sole is so narrow that the sides of the foot must rest on the upper, which is made to do duty as a sort of lateral sole-extension. Then, nine women out of ten have the idea that to be easy and comfortable a shoe must have a very thin flexible sole. Just what advantage it is to have a sole that can be bent like the famous Damascus sword is hard to say; yet every shoe dealer knows well the hold this has upon the feminine mind. In actual fact a thin light sole is very hard on the foot for either walking or standing.

A word about heels. Spring heels, outside of misses' and children's sizes, are a thing of the dead past, and it requires a certain amount of moral courage to lift one's voice in their favor; yet a properly-constructed spring-heel shoe is the truly scientific shoe for man, woman or child. A low broad heel is, of course, better than a high narrow one, but any heel whatever tends to pitch the body forward and causes an unnatural strain. The poise of the human body, the ease with which it is kept upright, has always been the wonder of anatomists. A heel throws all this nice-adjusted mechanism "out of plumb." Every machinist knows how important it is that a machine should be set perfectly true; a vertical shaft must not vary in the least from the exact vertical and every part must be set at exactly the angle it was intended to occupy; the more highly geared and complicated the machine the more serious the disaster occasioned by any deviation in this regard.

It may be mentioned that there are shoes especially designed for clerks, nurses and others who have to be constantly on their feet. These are a great improvement on shoes of conventional pattern and are well worthy of a trial.

Hosiery should be smooth and well-fitting, all seams and wrinkles and an undue amount of mending being avoided.

Corns and bunions must be promptly attended to. Prevention is better than cure in respect to these.

A clerk should cultivate a light, elastic step and correct postures. Many make unnecessarily hard work of walking and standing.

It is a well known rule, with travelers on foot, to bathe the feet frequently in cool water, as this prevents their becoming footsore. The rule would apply to clerks as well. Frequent changing of hosiery is also grateful to tender feet.

A little consideration on the part of the employer will save his clerks much weariness; and he will obtain better service, so that he will be a gainer in the end even if his motive is a selfish one. Order and system save unnecessary steps. Certain portions of store work can be performed just as well while sitting, and as far as practicable these should be divided among the different employees. No humane man cares to have his clerks standing constantly in times of slack trade when it is not necessary. Some years ago there was considerable agitation on this subject, especially regarding the girls employed in the large retail stores in cities, it being then usually the demand that they must remain standing all the time whether actually engaged in waiting upon customers or not. This was rightfully considered cruel, and much was accomplished in their behalf. Now those large stores are usually closed evenings, and it is probably the clerks in the smaller towns and in those city shops that do not close evenings that suffer most from being on the feet. Not all employers can see their way to early closing, but wherever even two or three clerks are employed it generally can be arranged to give each one an evening off every week, or a half hour in the day two or three times in the same period, and the employer will not be the loser; for no man or woman can do the best kind of work when twelve, fourteen or even more hours is the length of his working day. QUILLO.

Some men seem to have been made out of dust that had gravel in it.

Keep Your Temper.

Be good tempered. It pays, in every way. It pays, if you are an employer; it pays, if you are an employee. It is profitable, in every walk in life. And this is taking the most selfish view. You owe it to others to be good tempered. You owe it to your own manhood, to your own womanhood, to your own self-respect. Only a coward by nature will be habitually ill tempered at home; only a fool will be so abroad. In making others comfortable, you are making things agreeable for yourself; you are gaining and keeping good will which may be of value and help to you hereafter; you are accumulating a capital of popularity and good report which may be used to advantage, perhaps, at a critical time. Good temper is a great factor in success.

Bad temper, on the other hand, may prove a fatal handicap in the race of life. Nobody is so poor or insignificant that you can afford to give him or her causeless offense. Exhibitions of ill temper may seem to do no harm at the moment, but they often inflict wounds, the scars of which are not easily healed. A man possessing every other element requisite for success, good temper excepted, may have his whole career marred by that lack. Keeping one's temper does not cost a cent. It is wise to keep it, even under great provocation, for deliberate reflection may suggest some method of redress far safer and more effective than might have been adopted under the impulse of passion. If you would succeed in life, keep your temper.

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.

WANTED—YOUR ORDER FOR A RUBBER stamp. Best stamps on earth at prices that are right. Will J. Weller, Muskegon, Mich. 958

DRUG STORE FOR SALE—IN THRIVING city of over 10,000; pleasant competition; no cut prices; modern fixtures; invoices about \$5,000. No better opening in State. Address Box 54, Grand Rapids, Mich. 957

FOR SALE AT A BARGAIN—CLEAN STOCK groceries and crockery; invoices \$1,000; in live town; best location in town. Address No. 956, care Michigan Tradesman. 956

TO EXCHANGE—BEAUTIFUL TOWN HOME eight acres, for clean Merchandise. Address L. 291 North Ionia St., Grand Rapids. 959

FOR SALE CHEAP—OWING TO ILL health, I will sell my business, established thirty-one years, consisting of jewelry, watches, clocks and silver-plated ware, crockery and glassware, wall paper and window shades. Bench work runs from \$40 to \$75 per month. Will sell all together or either of the lines separately. Will sell or lease the building to suit purchaser. Come and see my prospects. M. F. Dowling Middleville, Mich. 960

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. P., care Michigan Tradesman. 963

WANTED—GENERAL STOCK IN THRIV- ing 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—HAVING PURCHASED AN- other house, I offer for sale my residence property at 24 Kellogg street, at \$100 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 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 1070, Port Huron, Mich. 954

GROCERY STOCK FOR SALE—ON AC- count 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

DRUG STORE FOR SALE. CASH'S LES average \$20 daily. Address Ed Beebe, Ovid, Mich. 941

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, JEW- elry 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 percent 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 SE- lected 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 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 3, McBride's, Mich. 937

FOR SALE—GOOD BAZAAR STOCK. EN- quire of Holton & 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. H. 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. 888, care Michigan Tradesman. 868

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

COUNTRY PRODUCE

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

MISCELLANEOUS.

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

SALE OF ELECTRIC LIGHT BONDS.

L. A. BRACY, Clerk of the Village of White Cloud, Michigan, will receive sealed bids until June 3, 1899, noon, for \$4,500 5 per cent. electric light coupon bonds, dated July 1, 1899. Denomination, \$500. Interest payable semi-annually. Principal and interest payable at Fourth National Bank of Grand Rapids, Mich. First bond due Aug. 1, 1900, and one of such bonds on first day of August thereafter until all are paid. Bidder required to furnish blank bonds. Right reserved to reject any and all bids.

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 pleases) firms who hire from one to a million hands. So do their PAT. MANIFOLD SHIPPING BLANKS.

MERCHANTS AND ALL HANDLERS OF MONEY:

Destroy that obsolete Old Coin Book and send for our new vest 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.

Travelers' Time Tables.

CHICAGO and West Michigan R'y Feb. 5, 1899.

Chicago.
Lv. G. Rapids..... 7:30am 12:00pm *11:45pm
Ar. Chicago..... 2:30pm 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
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.
*Daily. +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..... + 1:40pm +10:15pm
Cadillac accommodation..... + 5:25pm +10:55am
Petoskey & Mackinaw City..... +11:00pm + 6:30am
7:45am train, parlor car; 11:00pm train, sleeping car.
Southern Div. Leave Arrive
Cincinnati..... + 7:10am + 9:45pm
Ft. Wayne..... + 2:40pm + 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 5:45pm 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 +1:15pm +5:40pm
Ar. Muskegon..... 9:00am 2:25pm 7:05pm
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon 10:40am.

GOING EAST.
Lv. Muskegon..... +7:10am +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 Passr. and Ticket Agent.
W. C. BLAKE,
Ticket Agent Union Station.

DULUTH, South Shore and Atlantic Railway.

WEST BOUND.
Lv. Grand Rapids (G. R. & I.) +11:10pm +7:45am
Lv. Mackinaw City..... 7:35am 4:20pm
Ar. St. Ignace..... 9:00am 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 6:55pm

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, Mancelona; 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. FRINK.

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

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

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. WHIFFLE; 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. VERHOEKS

Vale 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.

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

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.

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.



Fans For Warm Weather



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

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

We can fill orders on two hours' notice, if necessary, but don't ask us to fill an order on such short notice if you can avoid it.

TRADESMAN COMPANY,
GRAND RAPIDS.

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

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