

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XVI.

GRAND RAPIDS, WEDNESDAY, MAY 31, 1899.

Number 819

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

### Perrigo's Flavoring Extracts

The season has arrived when your customers use Flavoring Extracts. Have you a good stock on hand? If not, it would pay you to investigate our line. They will

### Please

your customers. Drop us a line for prices, etc., and incidentally ask us about

PERRIGO'S QUININE-CATHARTIC TABLETS  
PERRIGO'S DYSPEPSIA TABLETS  
PERRIGO'S HEADACHE POWDERS  
MANDRAKE BITTERS

They are fast sellers and sure remedies.

L. PERRIGO CO., Mfg. 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.

## 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 package 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.

## 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.**



# Hoffman House Cigars

Have Stood the Test for Years

## Hoffmanettes 5-cent Cigars

Nothing Better Ever Sold

THE HILSON CO., Makers.

## Hoffman House Little Cigars==10 for 10 cents

THE HILSON CO. MAKERS NEW YORK

PHELPS, BRACE & CO., Distributors, Detroit, Mich.  
F. E. BUSHMAN, Manager Cigar Department.

## "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.

## 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.

## 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.

## 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.

## 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.

## MICA AXLE GREASE

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

**ILLUMINATING AND  
LUBRICATING OILS**

**WATER WHITE HEADLIGHT OIL IS THE  
STANDARD THE WORLD OVER**

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

**STANDARD OIL CO.**



# MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, MAY 31, 1899.

Number 819

## 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. MANI-  
FOLD SHIPPING BLANKS.



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 represent-  
ative, William Connor,  
P. O. Box 346, Mar-  
shall, Mich., to call on  
you or meet him June  
2 to June 6, inclusive, at  
Sweet's Hotel, Grand  
Rapids, Mich. Pur-  
chaser'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.....                                  | \$3,299,000 00 |
| Ledger Assets.....                                       | 45,734 79      |
| Ledger Liabilities.....                                  | 21 68          |
| Losses Adjusted and Unpaid.....                          | None           |
| Total Death Losses Paid to Date.....                     | 51,061 00      |
| Total Guarantee Deposits Paid to Ben-<br>eficiaries..... | 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.**

Widdicombe Bld'g, Grand Rapids, Mich.

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

**THE**  
**Grand Rapids**  
**FIRE INS. CO.**

Prompt, Conservative, Safe.

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

## Tradesman Coupons

Save Trouble.  
Save Money.  
Save Time.

### IMPORTANT FEATURES.

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### LOCAL LACONICS.

Roppert Bros. have embarked in the  
grocery business at Athens. The Wor-  
den Grocer Co. furnished the stock.

Jos. R. Merrill has opened a grocery  
store at Grawn. The stock was fur-  
nished by the Musselman Grocer Co.

E. W. Cone has opened a grocery  
store at 149 West Bridge street, purchas-  
ing his stock of the Worden Grocer Co.

Wm. H. Wright has engaged in the  
grocery business at Kingsley. The  
Worden Grocer Co. furnished the stock.

J. F. Reed has formed a copartner-  
ship with his son, J. G. Reed, and en-  
gaged in the grocery business at Crapo  
under the style of J. F. Reed & Co.  
The stock was furnished by the Ball-  
Barnhart-Putman Co.

Dick Winegar, who delivers meat for  
Swift & Co., had a hand-to-hand en-  
counter with Geo. Williams, the South  
Division street grocer and meat dealer,  
one day last week. It appears that  
Williams claimed that a liver delivered  
on a previous occasion was spoiled and  
insisted on deducting the amount from  
the bill of goods Winegar was then de-  
livering on a C. O. D. basis, because  
no one who knows his business ever  
deals with Williams on anything but a  
spot cash basis. Winegar demurred to  
the deduction and proposed to return  
the goods to his wagon unless the bill  
was paid in full, whereupon Williams  
went at Winegar with a cleaver, assisted  
by his wife and daughter. Winegar  
stood his ground and dodged the blows  
of his assailants until his dander was  
aroused, when he seized a piece of dried  
beef and cleaned out the entire Williams  
family, greatly to the chagrin of the  
vanquished and the amusement of the  
bystanders who had been attracted by  
the disturbance.

The action of the Kent Furniture Co.  
in uttering three mortgages, securing  
local banks to the amount of \$64,500, is  
likely to result in legal complications  
of an unusual nature. The action of  
the company in securing the bank in-  
debtedness has been advised by the at-  
torneys of the Michigan Trust Co.,  
which has been acting as trustee for the  
Kent Furniture Co., and it is claimed

by them that the action can be sustained  
and the attempt to throw the company  
into bankruptcy can be defeated. Under  
the former bankruptcy law, a failure  
to meet the ordinary obligations of the  
business as they became due was suffi-  
cient grounds for throwing the institu-  
tion into bankruptcy, but the present  
law is different in this respect, inas-  
much as an institution can not be thrown  
into bankruptcy which can show assets  
in excess of its liabilities. It is claimed  
by the officers of the Kent Furniture  
Co. and its attorneys that an inventory  
of the assets will show that the property  
is worth more than the indebtedness.  
On the other hand, this statement is dis-  
puted by the unsecured creditors, who  
claim that the buildings are practically  
worthless; that the land has little value;  
that the machinery is little better than  
junk, because it has not been constantly  
replaced by new machinery, as is the  
case with most of the other furniture  
factories here, and that the accounts  
will be scaled down to about 50 per  
cent. of their face value. In the mean-  
time the attorneys of the unsecured  
creditors are making arrangements to  
prepare bankruptcy petitions, and a legal  
tussle of no small dimensions is  
very likely to ensue. Of course, it will  
result in the usual way—the lawyers will  
wax fat, while the stockholders and un-  
secured creditors of the company will  
have the experience to console them for  
their loss.

"I know a New York drummer," said  
a local traveling man, chatting with a  
party of friends, "who has decorated  
one of the walls of his bachelor apart-  
ments with a trophy composed entirely  
of hotel keys. It is the queerest thing I  
ever saw in my life. The keys are ar-  
ranged in a huge circle, and each of  
them is attached to a metal tag, some  
round, some square, some triangular—  
in fact, they are of every imaginable  
size and shape, and of all kinds of ma-  
terial, from cast iron to aluminum. In  
the middle of the decoration is a cluster  
of enormous specimens, most of them  
battered and rusty, and looking as if  
they might have locked the gates of an-  
cient fortresses. They came from small  
village taverns, where modern improve-  
ments are unknown. All the keys in  
the collection, and I am sure there are  
at least 300, have been stolen from  
different hotels throughout the country.  
Their present owner, or rather their  
present possessor, told me that he be-  
gan getting them together several years  
ago, and wherever he chanced to stop he  
always made a point of carrying away  
his room key. The thing is done so  
often by mere inadvertence that it ex-  
cites no suspicion, and fortunately for  
his particular mania he was represent-  
ing a line of goods that took him into  
nearly every state in the Union. As fast  
as he would secure a dozen or so he  
would express them to his address in  
New York, and when he at last had a  
sufficient number he arranged them on  
the wall. The trophy is enough to throw  
any hotel man into spasms of fury, for  
they all suffer continually from the loss  
of keys, but I must confess it has a cer-

tain uncanny interest. In looking over  
the tags I ran the whole gamut, from  
the neat nickel disk of the Waldorf-  
Astoria to an ungainly sheet-iron panel  
inscribed with the name of a hostelry  
up in the Black Hills."

The hearing given the grocers and  
peddlers by the License Committee of  
the Common Council last Thursday  
evening was one of the most humorous  
affairs ever witnessed in the city. The  
occasion of the hearing was the pending  
measure before the Council, prohibiting  
the peddlers from yelling on the streets  
like Comanche Indians. The average  
buckster acts on the assumption that  
the possession of a license gives him  
carte blanc to make as much noise as  
the condition of his lungs will permit,  
irrespective of the rights of people who  
are compelled to sleep late in the morn-  
ing or invalids who are annoyed by un-  
necessary sounds. The peddlers were  
herded on one side of the auditorium  
by their attorney and the grocers found  
seats on the other side among those who  
had come in considerable numbers to  
be heard on the question of grading  
Turner street. No more swarthy crowd  
than the peddlers ever assembled in  
one room. There were Russians and  
Italians, with a sprinkling of other  
nationalities. Not over 10 per cent. of  
the number were taxpayers and less  
than 20 per cent. of them were Ameri-  
can citizens. An attorney who appeared  
to be a cross between a windmill and  
a gimmill sawed the air with his arms  
and told the Committee how the peddlers  
were being persecuted by the grocers,  
who were undertaking to drive the ped-  
dlers out of business; how the peddlers  
got down on the market early in the  
morning and bought all the choice fruit  
and vegetables, leaving the inferior  
offerings for the grocers; how the ped-  
dlers raised their voices at the especial  
request of their customers, who were  
thus informed of the approach of the  
wagon and enabled to make their ap-  
pearance in case they were in need of  
the choice goods distributed by the  
peddlers. During the course of his re-  
marks, which were chiefly remarkable  
for what he didn't say and for the  
points which he failed to make, the  
dapper attorney undertook to emphasize  
his statements by asking his clients to  
stand up or hold up their hands if such  
and such was the case. If he had ap-  
pealed to his victims in Russian, or  
Italian, or Holland, some of them would  
have understood his meaning, but his  
use of the English tongue was so unin-  
telligible to most of his clients that  
they insisted on standing up at the  
wrong time and sitting still when he  
expected them to rise, which so discon-  
certed him that he lost the thread of his  
argument and groped around blindly for  
the remainder of the evening. The  
grocers' side of the controversy was pre-  
sented with fairness and a due regard  
for the rights of all concerned, and at  
the conclusion of the hearing the Com-  
mittee decided that the license hereto-  
fore accorded the peddlers in the matter  
of street shouting should be considerably  
curtailed.



## Dry Goods

### The Dry Goods Market.

**Staple Cottons**—There will be a good business in all lines of staple cottons for immediate delivery, if they can be found. It is the scarcity of ready supplies and not the demand, that is handicapping business. Some higher prices have been quoted in heavy weights, but these quotations mean very little, in view of the fact that there are practically no goods to be sold at that or any other price. There is a fair business in buntings and bleached cottons are in excellent request, although it is reported that the stiff advances have checked business in some directions. The market is quiet in wide sheetings, blankets, cotton flannels and similar lines, and prices are firm. Denims, ticks, checks, plaids and cheviots are in fair request at prices previously quoted.

**Prints and Gingham**s—There is a good demand coming forward for the new fall lines of dark fancies and the bulk of it is, of course, being done "at value" basis. Very few open quotations have been made as yet, but the next week should see them pretty generally known. Fancy staples, calicoes and fine specialties for present use have shown a fair business of late.

**Hosiery**—Cheap fancy appears to have gotten a black eye, and although large quantities are sold, the proportion to the fine grades is smaller than one or two years ago. In golf hosiery, the retailers have been securing an excellent business, and have, of course, been reordering from their jobbers to replenish their depleted stocks. It is surprising in view of these facts to find that there is considerable weakness cropping out among the jobbers of these goods. This is a fact, but as far as we are able to ascertain, it is due to a large number of rather undesirable styles which have been on hand for some time, and if one takes note of some of the glaring colors and hideous combinations that are shown in some places, he will not wonder that they have not secured any great amount of business, and it seems as if these lines are the ones that are showing weakness themselves, and are having an effect on the rest of the market. Black or dark cotton golf hose have secured a good business in lines quoted at from \$4.50 to \$9 or \$10 per dozen. Seamless hosiery has shown a decided improvement, according to the reports of domestic manufactures, and a great many mills have taken up the manufacture of these goods on account of the improved business which is promised. Full-fashioned hosiery is in active demand, and there is less of the evil of cutting prices shown than originally.

**Carpets**—The improvement in the demand for carpets continues, notwithstanding the recent sales in New York of surplus goods by some of the large mills. These goods were quickly taken up by the large department and cut order stores, who have for several years deferred some orders until they had made their purchases at these closing-out sales, and there is no doubt that some of them have obtained good bargains and are now notifying their customers to come early and obtain these goods while they last. Notwithstanding these sales, jobbers are early placing orders with manufacturers for more than their usual amounts, while prices remain low, as it is quite generally conceded that with the prices of all grades of yarn advancing, the present is a good

time to stock up, especially as the outlook for the fall season in all kinds of carpets has not been so favorable for several years. This is due to the continued permanent improvement in general business, and the fact that the working people are more generally employed at larger wages. They feel safer in purchasing more of the home comforts which they denied themselves while times were so dull in the several years preceding. This year the average manufacturer has found duplicate orders pressing upon him in such volume that one season has overlapped the other, and this activity has not been confined to one line alone, but all grades of carpets have shared in the improvement. Large manufacturers have recently placed good orders for yarn at advanced prices, as they expect still further advances in the near future. Those who deferred placing their orders early for carpets are now the most noticeable in the market in looking at the early opening of fall samples. The volume of business is expected to be very large; goods are running exceptionally well, which indicates that buyers are willing to pay for goods of better fabrication. Manufacturers very generally have disposed of surplus stocks, and the market is in a very healthy condition.

**Upholstery**—The proposed trust has met the fate of many others, although one result noticed is the greater willingness of manufacturers to come together on prices and less disposition to cut. The finer goods made of silk must advance. All are agreed on this. Jobbers are making calculations accordingly, and a further advance is expected if raw silk continues to climb upward. The world supply is not sufficient to meet the demand. Italy, Japan and China are the largest producers, and already the new crop has been largely contracted for, and no lower prices can be expected.

All announcements of a "bargain" nature should be backed by plausible reasons. Tell why. If you have decided to cut prices, the people want to know your reasons. A merchant who announces that he has cut prices 20 per cent., without giving reasons, simply advertises that he has made an excessive profit of 20 per cent. before he made the reduction. The merchant may lose money by the transaction, but unless good reasons are given for the reduction, the customers who paid an additional 20 per cent. for the same goods will very likely feel that they have been treated unfairly, and will give vent to these feelings by trading elsewhere.

We make a specialty of

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

Drop us a card and we will quote you prices.

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

## We Are in Position

To fill all kinds of orders for Men's Working Shirts. Our stock includes some of the very best values ever offered to retail at a Half Dollar; also a number of Specials to retail at a Quarter. Large, roomy bodies, large sleeves and extra length are features worth consideration by any buyer. Our goods are all made that way.

**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.

**ELY BROTHERS,**

Manufacturers of Stylish  
Neckwear for Men and Women.

1818 Milwaukee Ave.,  
CHICAGO, ILL.

We want your Mail Orders.

## EXCURSIONS

Now is the time to take advantage of low rates to come and inspect our line of Dry Goods. Our stock is complete.

**Dry Goods**—Cottons, Calicoes, Gingham, Dimities, Dress Goods, Satines, Crashes, Damasks, Shirtings, Ticks, Denims, etc.

**Notions**—Hose, Socks, Suspenders, Pants, Overalls, Hats, Caps, Corsets, Underwear, Handkerchiefs, Ribbons, Neckwear.

In fact, anything you wish to ask for in the Dry Goods line.

**P. STEKETEE & SONS, Grand Rapids, Mich.**

## 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.



## Clerks' Corner.

One of the Don'ts for Careless Clerks.  
Written for the TRADESMAN.

"Don't appear listless, inattentive or indifferent while customers are examining goods."

In glancing over a list of "Store Don'ts" which I have upon my desk, the one as stated above seemed to protrude itself for special consideration. At first thought it seems that to a person behind the counter this warning would be unnecessary, but, in my experience as a dry goods salesman, I have found it most difficult to show an interest in every person who comes to look at goods; yet I know of nothing short of downright insolence that will send a prospective customer away from the counter more quickly than a listless and inattentive salesperson. If the clerk behind the counter shows no desire to dispose of his goods it is hardly fair to expect that the customer will have much desire to buy.

Those of us who earn our living behind the counter know that out of every ten who visit our counter and look at our goods generally half do not buy; but because of those who do buy each must receive the same attention. A show of indifference on the part of a salesman may drive away the very persons who otherwise would buy. People come to your counter who, although they display neither courtesy nor consideration so far as you are concerned, yet expect from you these very things. "Like begets like," but you are not in a position to carry out this precept. You must repay rudeness with courtesy. You must endeavor to suit the most troublesome and indifferent of customers. You may be so tired you can scarcely stand on your feet, but it is not your place to show it. You must remember that upon the best endeavor of yourself and fellow clerks the success of your employer depends. It goes farther than that, for upon your employer's success depends your own. You, and the men on your right and on your left, are the foundation upon which this success is built. Let listlessness affect one of these and the entire establishment in which you are employed is affected.

No doubt my interpretation of this particular "Don't" seems overdrawn; but it is nevertheless true. Do you expect to succeed as a salesman? Are you looking forward to the time when you shall occupy a place as head of a department, or as manager of a store, or even as owner? Do you think for a moment that you will ever reach that goal by the pathway of unfaithfully-performed duties? No, boys, you never can. There is no easy road to honest success. There is no success without earnest effort, and effort unceasing. It's a hard pull up grade and those who have reached the top will tell you that indifference and neglect are byways leading back to the foot of the hill.

MAC ALLAN.

### Some Results From Sending Mixed Telegrams.

Don't get funny when writing telegrams. The average operator after a life spent in sending and receiving the monotonous ticks of the instrument has a cold, unfeeling eye and renders everything in a message as it appears to that eye at first glance. All of which is brought out by the experience of a north side man who last week sent his family across the lake to his summer home,

says a Chicago relator. Deciding on a long stay this year, he gave up his house in the city and determined to ship the household goods to the summer residence as well. His wife and children went on a few days ahead of the furniture, and when the dutiful husband had watched his household goods loaded into the yawning hold of a lake steamer he went to a telegraph office and wired his wife this fanciful message: "Have shipped penates by boat." He might just as well have said "furniture" or "things" or "goods." He realizes that now. She would have understood that just as well, but he felt like using the word "penates" and he did so. Late that night he got a message from his surprised wife across the lake which brought to him a sense of the queer ways of operators. Her message read: "Why are you shipping peanuts?" This is not his first experience with the quirks of the telegraph service, either. Some years ago, when he and his family resided in the West, his wife went for a short visit to a neighboring town. She had been gone but a day when she was seized, as she afterward explained, with that vague foreboding that all was not well at home. The children she thought of first. She knew something was the matter with some of them. And so a message was dispatched to her husband. It was addressed to his office, but he had gone home long before it arrived and it was sent out to the family residence, with twenty cents extra charges, by the way, for the long trip. This was the message: "Are the children all right?" When the tired husband had paid his 20 cents and then read that message he felt a bit sarcastic and perhaps a few other emotions not exactly the proper thing for a husband and father to feel, and he sent back this answer: "Yes. Why?" Then he thought he had done his whole duty in the premises, and after a while he went to bed. But the end was not yet. In the small hours came another message, with 20 cents more charges to it. The messenger rang the bell monotonously and continuously until the drowsy citizen came to the door in brief habiliments and paid him his 20 cents. This telegram was not so long as the preceding one. It contained but one word: "Because."

### A New Coffee Substitute.

A chemist in New York, after experimenting through more than thirty years, announces that he has discovered a preparation that can be used as a substitute for coffee, that is, coffee as commercially known, his product being an extract from the berry itself, mixed with other ingredients, which forms a sort of a jelly. A teaspoonful of this product put in a quart of water will make three or four cups of very strong, clear, black coffee in a hurry as it readily dissolves in hot water. The product is also put up in vest-pocket tablets, about the size of a half dollar, one of which will make four cups of

coffee. It is declared by those who have investigated the process that it makes a very satisfactory drink. Another form of putting up the coffee in a ready-made state is in a combination of milk, sugar and coffee, which is made from the very best coffee, with pure cow's milk and granulated sugar. This only requires hot water, in which it readily dissolves, and is pronounced to be very palatable.

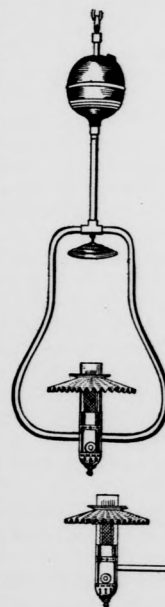
The man who wants the earth invariably gets it—when he dies.

Men and watches are judged by their works; both have wheels.

## Lamps to Burn!

Don't buy something that won't burn.

### The Sunlight Gas Lamp



Makes its own gas.

The strongest light for the weakest price ever known. 100-candle-power 5 hours for 1 cent.

No torches to hold in lighting. Turn it down and it burns all day, consuming one tablespoonful of oil; turn it up and your room is flooded with light.

No escaping gas to scent the room and make you sick. No flicker. No smoke. A pure, white light like

### Sunlight

One burner equals four kerosene lamps at one-fifth the cost.

This Lamp Has Been Approved by the Board of Underwriters.

Specially adapted for Stores, Churches and Residences. Local agents wanted in every City, Town and Village in the State.

PERKINS, HENRY & CO., Grand Rapids

## LIGHT DELIVERY OR ORDER WAGON

Price  
\$38.80



Short Turn Gear, Body 2 feet 10 inches x 7 feet 6 inches, Axle 1 inch, Wheel 1 inch, Shafts only, Lettered. Perfect in every respect.

THE BELKNAP WAGON CO., Grand Rapids, Mich.



## Around the State

### Movements of Merchants.

Algansee—Higby & Son, millers, have removed to Reading.

Lengsville—F. D. Ballor has opened a grocery store at this place.

Detroit—Edward Stief, meat dealer, has sold out to John B. Kaiser.

Bridgeton—John Sharp succeeds Rainouard & Sharp in general trade.

Imlay City—Fred H. Ball has sold his furniture stock to Fred S. Messer.

Ishpeming—James Cain has opened a confectionery store on Main street.

Hudson—C. Cottrell of Adrian, has opened a notion store at this place.

Port Huron—C. F. Taylor has embarked in the furniture business here.

Marlette—Henry Planz succeeds Henry Planz & Co. in the furniture business.

Port Huron—The retail store of the Bee Hive bazaar will be closed June 1.

Union City—Leo L. Johnson has sold his grocery stock to Howley & Burrows.

Port Huron—S. B. Shaw has embarked in the drug business at this place.

Stevensville—G. F. Slatery has purchased the drug and grocery stock of John N. Percell.

Clarkston—G. A. Walter & Co. have purchased the drug and grocery stock of Floren Hammond.

Calumet—Wickstrom, Niemi & Co succeed Isaac Fredrickson in the grocery and bakery business.

Kalamazoo—The hucksters of Kalamazoo have organized in opposition to the grocery men of the city.

Menominee—Oliver Blanchette succeeds Oliver Blanchette & Co. in the grocery and meat business.

Ishpeming—Swanson, Warnberg & Co. have removed their furniture stock into new and more commodious quarters.

Traverse City—Nelson & Augburg have removed their grocery stock from Boardman avenue to 434 East Front street.

Ypsilanti—John Spencer will shortly remove to Ann Arbor to enter into partnership with his brother in the grocery business.

Allegan—B. B. Sutphin & Co., produce dealers, have dissolved. B. B. Sutphin will continue the business in his own name.

Allegan—W. J. Garrod has sold his drug stock to L. L. Thompson & Co., who will continue the business at the same location.

Ann Arbor—John Shadford has purchased a store building at the corner of Broadway and Moore street and engaged in the grocery business.

Traverse City—The E. McNamara shoe stock has been purchased by Wm. Watson, of Detroit, who will continue the business at the same location.

Muskegon—Jacob Hoekenga has sold his grocery stock at 264 South Terrace avenue to J. Pant, who will continue the business at the same location.

Lowell—F. L. Fallas has sold his grocery stock to Arthur and Frank McMahon who will conduct the business under the style of McMahon Bros.

Elk Rapids—A. Goldfarb will enlarge his store building by a 30x40 foot addition in the rear, thus affording him plenty of room for his general stock.

Petoskey—The new grocery firm of Lyons & Hayden is composed of M. J. Lyons and O. C. Hayden. James Lyons is manager of the business, but is not identified with the establishment in the capacity of partner.

Ypsilanti—D. L. Davis, general dealer, has purchased the grocery stock, bakery and meat market of Harris Bros. & Co., and, for the present, will continue both stores.

Frankfort—Geo. Yhouse and Julius Courville have purchased the grocery stock of Hans Arnston, which was sold under a chattel mortgage held by the Benzie County Bank.

Union City—Roy Hawley and Herbert Burroughs have purchased the grocery stock of Lyndz & Johnson. Mr. Johnson will remove to East LeRoy and engage in general trade.

Newberry—The partnership existing between Jos. Stafford and Walter Smith, under the firm name of the Newberry Grocery Co., has been dissolved. Mr. Stafford will continue the business.

Constantine—Will Roberts and Floyd Nesbitt, who recently engaged in the hardware business at this place, have dissolved partnership. The business will hereafter be conducted by Mr. Nesbitt.

Charlotte—J. H. Gibbons has purchased the flour and feed stock of H. Turner and has placed his son, George, in charge. Mr. Gibbons is traveling representative for the hardware house of Chapin & Rue.

Bay City—Twenty-four carloads of machinery for the Bay City sugar factory are en route from Cleveland and the work of installing it will begin with its arrival. The brick work on the main building will start by the middle of July.

Holland—The building owned by P. Prins, in which Henry Olt is conducting the grocery business, will soon be occupied by Mr. Prins with a grocery stock. Mr. Olt will immediately begin the erection of a store building of his own.

Laurium—Daniel Cleland, who was engaged in general trade at Coopersville for nearly twenty-five years, has opened a new general store at this place. Marshall Field & Co. furnished the dry goods, the Simmons Boot and Shoe Co. (Toledo) supplied the shoes and the Worden Grocer Co. furnished the groceries.

### Manufacturing Matters.

Benzonia—The Case Bros. Lumber Co. will shortly begin the erection of a flouring mill.

West Bay City—Crane & Co. succeed A. A. Crane in the planing mill and lumber business.

Menominee—S. Apostle, of Calumet, has embarked in the manufacture of candy in the Paalzow block.

Quincy—Frank Globensky is remodeling and enlarging his stove factory by a new addition, 16x46 feet in dimensions.

Dowagiac—E. E. Barclay has begun the erection of a building, 40x100 feet, in which he will manufacture the shoe drill recently invented by him.

An interesting experiment which may lead to a considerable increase in the acreage devoted to rice culture in the South is being tried in Texas. Heretofore, the growing of rice has been attempted only where there was a natural flow of water for irrigating purposes, but now a Texas company expects to devote 4,000 acres of land to rice raising, getting the water supply from driven wells. If this experiment should prove successful in a financial way, the results may be important, for there is a great deal of land in the South which is in every way suitable to rice culture, except in the matter of water supply.

### Used Township Money in Paying Merchandise Bills.

From the Luther Observer.

The rumors of last week relating to a reported shortage of nearly \$4,000 in the funds of Ellsworth township, and the consequent complications of the business of Crandall & Gregg, have been confirmed by the events following, which have been the sensation and absorbing subject in our vicinity this week. W. B. Gregg, the book-keeper and manager of the firm's store business, has been Treasurer of Ellsworth township for several years and has deposited the funds with those of the firm in the People's Savings Bank of Belding. Mr. Gregg was book-keeper of the firm and looked after the store business principally. Mr. Crandall gave his attention largely to the lumber and shingle business, his farm at Sand Lake, and the outside interests of the firm, all of which were more or less connected with the store and added to the complications of the business. Mr. Gregg, being sick for a considerable time, the books were neglected and the different accounts were not kept posted up. The hard times and failure to realize on the large credits which the firm had given brought on a pressure for ready money, and a consequent overdrawing of the firm's portion in the bank, thus involving the means belonging to the township. This spring a new treasurer was elected. The Town Board, in their annual settlement "O. K.'d" the books, but, as formerly, did not require a showing up of the funds. When the treasurer-elect called for the effects of the office Mr. Gregg was short about \$3,600. The Board then made demand of the amount on Mr. Gregg's bondsmen—Dr. Fairbanks, Homer Cutler, Ernest Nicholson, Eugene Nicholson, R. L. Russell, Alfred Ferris and Alonzo Woodruff. Crandall & Gregg immediately did all in their power toward adjusting the matter, by assigning the stock, accounts, etc., to the bondsmen. Mr. Gregg turned over everything, including his personal property, and Mr. Crandall, in addition to assigning his interest in the store, transferred the shingle mill to M. A. Reed, Cashier of the People's Savings Bank. The firm of Crandall & Gregg is, in consequence, dissolved and the business will be settled up by the bondsmen, who are now taking an invoice of the stock, preparatory to offering it for sale.

Public opinion, for the most part, exempts Mr. Gregg from a deliberate intention to defraud the township, but censures him severely for his method of transacting the business of the township. Could the members of the firm have realized on the effects of their business, or been able to collect their credit accounts, which amount to over \$6,000, he would have been in position to make satisfactory settlement. Mr. Gregg always enjoyed the confidence and esteem of the community. He has been accommodating and generous, and many unworthy customers have taken advantage of his liberality. The result is a sad experience, but it is a lesson which may be of profit to future business methods in this vicinity.

### Pays His Respects to Country Editor.

Written for the TRADESMAN.

The somewhat discourteous communication signed Country Editor, printed in the Tradesman May 24, would pass unnoticed by me if the writer had not gone out of his way to mention me by name and at the same time hidden his own personality and place of business under a non de plume. I have no doubt many of the Tradesman's readers would be interested in knowing the exact locality in Michigan of the country village that owns that Country Editor and whose business interests are in the hands of such a class of merchants as he describes. If it is necessary, as Country Editor intimates, for him to accept these questionable foreign advertisements to keep his paper alive and the pot boiling at home, I would suggest

that there might be valid reasons why he has failed to secure the good will and patronage of his neighbors, the business men, and has soured on those who would be his best friends and liberal patrons. Is it not barely possible that Country Editor has mistaken his calling and might be better fitted for some other sphere of usefulness? I have no doubt Country Editor's neighbors, the merchants, are as liberal and intelligent and able to judge of their own interests as in other country places, notwithstanding he draws such a sorry picture of their want of enterprise and failure to patronize the local editor, whether he runs a newspaper worth patronizing or not. The case cited by Country Editor of a gentleman resident of a nearby city who gave him a liberal order is in no sense a parallel and unworthy of notice. He was a neighbor and not a corporation doing business in another state. If Country Editor can find no better way to vindicate himself for publishing such advertising schemes as Montgomery Ward & Co., of Chicago, offer him than by belittling the influence of his own newspaper, as well as the business sagacity and good judgment of his fellow citizens, the merchants, he is surely entitled to sympathy. Evidently the Chicago concern mentioned is a client of the Country Editor or he would not exhibit so keen a desire to give them a puff.

What a pity we can not locate him for the benefit of his neighbors, the business men of his own town, that they might size him up at his real importance.

W. S. H. WELTON.

### Examination Session of the Board of Pharmacy.

Ann Arbor, May 29—The Board of Pharmacy will hold a meeting for the examination of candidates for registration, at the Star Island House, St. Clair Flats, on Monday and Tuesday, June 26 and 27, 1890, commencing at 8 o'clock p. m. on the 26th. All candidates must be present at this hour. The examination will occupy the evening of the 26 and the morning, afternoon and evening of the 27th.

Candidates must file their applications with the Secretary at least one week before the examination, and must furnish affidavits showing that they have had the practical experience required.

Applications for examination and blank forms for practical or college experience may be obtained from the Secretary.

Applications must be made out from some city, town, village or place in Michigan.

Any person wanting the percentages made at the examination, from the Secretary, will please enclose twenty-five cents in stamps for the same.

A. C. SCHUMACHER, Sec'y.

### Controversy Over Early Closing.

Port Huron, May 29—There was a lively meeting of the Merchants and Manufacturers' Association last Friday evening. Martin Bros. & Co. followed the example of Smith Brothers and withdrew from the Association. There was also considerable discussion over keeping stores open on Sunday. It is claimed that the small stores on the outskirts of the town keep open every Sunday, when they do their largest business. Chas. Wellman offered a resolution to keep all stores open until 10 o'clock in the evening during the next six months. It is believed that this action on the part of the down-town merchants will convince the smaller dealers that it will be better policy for them to close in the evening. No action was taken on the resolution and it will come up again at the next meeting. It also developed that some of the local dealers were cutting the price on farmers' produce.

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



## Grand Rapids Gossip

### The Produce Market.

Asparagus—20@25c per doz. bunches.  
Beans—Wax are in excellent demand on the basis of \$2.75 per bu. box and \$2 for 3/4 bu. box.

Beet Greens—Receipts are larger and demand is active on basis of 40@50c per bu.

Butter—Fancy dairy fetches 13c, choice brings 12c and cooking grades about 10c. Factory creamery is in fair demand at 16@17c. Receipts of all grades are large, but local dealers are undertaking to find an outlet for all that comes into their possession. The trade do not look for any change from present prices during June, as the competition between the various large markets to secure a supply will prevent any decline in the market. Present prices seem very high for June butter, but the improved conditions of business and the scarcity of milch cows seem to warrant the comparatively high prices.

Cheese—Prices have sagged 1/2@1c during the past week, but quotations are still 2c above the range of the market a year ago. The trade do not look for much change until after the middle of June, when the make will be larger and prices lower, unless a sufficient demand develops from storage and export buyers to hold prices on the present basis.

Cucumbers—30@35c for Southern and 45@50c for home grown.

Eggs—Local handlers are paying 12 1/2c, delivered, for shipments of fresh stock and the cold storage buyers who have not yet pulled out of the field are paying 12c on track. W. R. Brice & Co., who did a large business at the Grand Rapids market last season, and expected to double the amount of goods handled this season, have pulled out of the field, disgusted with the situation. For the first time in years country merchants have been able to handle eggs at a respectable profit, the average margin probably reaching 1c per doz.

Green Onions—Silver Skins command 11@13c. The demand is large and the receipts were never better than now.

Honey—8c for dark and 10c for light. Very little is moving.

Lettuce—Both head and curly stock are in good demand at 10c per lb.

Onions—Southern being \$2.50 per sack of about 80 lbs., Bermudas have declined to \$1.75 per sack.

Peas—Green stock from the South has advanced to \$1.50@1.75 per bu.

Pieplant—In ample supply at 1c per lb.

Pineapples—Floridas are lower, commanding \$4 per crate. Havanais fetch 10@12c apiece, according to size.

Plants—Cabbage, celery, pepper, tomato and sweet potato are in ample supply at 75c per box of 200 plants.

Potatoes—Local dealers are getting 35c, and information from outside points is to the effect that shippers are paying about 25c for choice stock. While there is a firmer feeling at some of the outside markets, it should be remembered that new potatoes will soon be in market in such quantities as to eclipse old stock, and growers or buyers who expect to get a new dollar back for the old one should move their supplies within the next two weeks.

Poultry—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 5@6c. Geese are not in demand at all. Turkeys are in limited supply at 8@11c. Receipts are small and choice stock brings outside prices.

Radishes—Round, 8c; long, 10c.

Spinach—40@50c per bu.

Squash—\$1 per crate for summer.

Strawberries—The last car of Missouri berries reached Grand Rapids to-day, bringing about \$1.25 per 24 qt. case. Indiana and Benton Harbor berries are coming in freely, finding good demand on the basis of about \$1 per 16 qt. case. Homegrown stock is beginning to come in in considerable quantities, commanding 5@7c per qt. on the market, according to quality and size. The indications are that the crop will be a large

one, and the late rains have served to make the size all that could be desired. Next week will be the "big week" of the crop locally, and dealers who rely on Grand Rapids for their supplies for canning purpose should make their arrangements accordingly.

### The Grain Market.

Wheat has had a regular advance during the past few days, owing to investment buying on the almost general report of crop failure, so far as winter wheat is concerned. Although we have had most favorable weather, the wheat shows no signs of improvement. Receipts are very small in the winter wheat belt, while in the spring wheat belt or the Northwest the receipts show above last year and the question arises where does it all come from, but that does not seem to have any effect to depress prices, especially as report comes from Argentina that exporting from there is on the decline. Russia also complains that the weather is very unfavorable for wheat. It looks now as if the world's wheat crop will be short. This certainly is not pleasant news, but we will have to accept the situation.

Corn remains in status quo, with a downward tendency, owing to the very large amount of acreage put in and the ideal corn weather.

Oats remain rather steady, although a bumper crop is predicted, and it would not be surprising to see a small decline in the near future.

Rye is strong and another cent has been added to the price in the leading rye markets, but the trouble is that the rye is about all out of farmers' hands.

Quite a demand for flour has sprung up, owing to the advance in wheat. Many dealers who carried very low stocks, anticipating lower prices, have changed front and now want to replenish their stocks before any further advance. Mill feed keeps an even tenor. The demand is especially good, taking the season into consideration.

Receipts here have been rather light, being only 57 cars of wheat, 19 cars of corn and 11 cars of oats.

Millers are paying 74c per bushel for wheat, or 4c per bushel above last week.  
C. G. A. VOIGT.

### Hides, Pelts, Tallow and Wool.

Hides remain firm and unchanged. Offerings are small and stocks are light.

Pelts are in better demand at increased values, with light offerings. Short wool skins or shearlings are in good demand for the Klondike trade.

Tallow is slow and sluggish, with offerings up to the demand for soapers' stock, while edible is in good demand.

Wools show little change, although markets are firm with an advancing tendency, especially in fine. The latter is in demand for export, but our home manufacturers do not enter the market to any extent. Prices in the country are 2c below 1898 purchases on coarse and about the same value of 1898 on fine, the latter being sought after. Lots in stock, while bought at a less price than last year, are held at a higher value than the markets East will warrant.

WM. T. HESS.

A stranger visited New York the other day, and, while taking in the sights, concluded to try the effects of an electric shock from a battery operated by a street itinerant. While receiving the shock, and his hands glued to the handles, a thief came along and relieved him of his valuables, the itinerant keeping the current on until the thief's job was completed.

### The Grocery Market.

Sugars—There is no change in the raw sugar market, 96 deg. test centrifugals having been sold at 4 1/2c basis and 89 deg. test muscovadoes at 4 1/2c basis. The demand for refined sugar has been fairly good during the past week at unchanged quotations, but softs are still shaded 1-16@1/8c. This demand for refined is likely to improve for the next few weeks as the fruit season comes nearer. It does not seem likely that any decline can come with this outlook for increased demand and with a continuance of the present strength in the raw sugar market. There were rumors of an agreement between the American and the independent refineries this past week, but same have been denied. Last Thursday Arbuckle Bros. introduced a new patent block sugar, which is an excellent imitation of cutloaf, which they offered to the trade at 1/4c under the market, and on Friday the American Sugar Refining Co. reduced the price of their cutloaf 1/8c. This was interpreted to mean that an effort would be made to meet the competition of Arbuckle Bros. The increase of the beet sugar industry in the United States is quite an interesting subject. Last year there were eighteen beet sugar factories in the United States in operation, which consumed daily over 12,000 tons of beets. There are at the present time twelve new factories in process of construction, which are expected to be ready soon for operation, and which have a capacity of 5,300 tons daily. This year there will be a tremendous increase in the acreage of beet plant and, if the factories can secure a full supply of raw material, as they are hoping to do, and can run over one hundred days, it is expected that a crop of nearly 200,000 tons will be produced.

Canned Goods—There is a marked firmness in practically all spot canned goods, due, it is said, to the small supplies now obtainable, and to the likelihood that most crops will be more or less short. There are indications, too, that the demand for all descriptions will be larger than the average. These tendencies are causing holders to maintain their prices, regardless of offers for lots at reduced figures. Dealers expect a strong market and high prices for the year. The chief interest centers in the pea pack at Baltimore. Prices for future delivery have been made and are about the same as last year. Indications are that the Baltimore pack will be only about half what it was last year. Supplies are coming in very slowly. Quite a good many have been packed already, chiefly the finer grades of the petit pois, which are always supplied from the earliest obtainable. The demand for tomatoes is fair at unchanged prices. Corn is practically cleaned up at unchanged prices and the market is firm. The Alaska salmon situation is very strong, but little remaining on the Coast and with almost four months yet before the new pack comes in. The demand still continues very good and many sales have been made during the past week. The price on pink Alaska has advanced 2 1/2c per dozen and we are advised that another advance of 5c per dozen will take place June 1, and an advance on blood red Alaska is also expected soon.

Dried Fruit—Fresh fruits reduce the demand for dried varieties and, unless something unusual occurs to create an unlooked-for demand, trade will remain quiet until the bulk of the green fruit has been harvested and has passed into consumption. Conditions change but

little from day to day and no business of importance is expected before opening prices are made on new crop goods. Sales are for small lots for immediate consumption and buyers refuse to take more than is wanted for present use. It is said that if a reasonably low price is made on new apricots, exporters will take liberal quantities for shipment as soon as obtainable. The fruit this season will be larger in size and finer in quality than last year. The market for evaporated apples continues dull and weak and prices show more or less decline on all grades. The prune market is steady. Crop reports from Oregon are to the effect that the yield there is unlikely to be as large as was anticipated, although a fair crop is probable. Raisins are quiet. The only feature of interest is the discussion of the new crop prospects, which appear to be quite satisfactory. The outlook is for about an average yield, although the tendency is toward a reduction, as compared with last year. Currants are a trifle stronger, but no change in price has taken place.

Molasses and Syrups—There is a good demand at present for molasses and prices are fully maintained. The corn syrup market is stronger and an advance of 1c per gallon and a corresponding advance on case have taken place.

Nuts—Recent advices from California are to the effect that the indications are favorable for a larger crop of walnuts than was at first expected and that the quality will be much better than last year. It is said that there will probably be a great scarcity of peanuts before the season closes, as the market is practically bare of stock and the crop this year will be short. While the Tarragona almond crop has been almost destroyed by frost, the outlook for the California almond crop is very good.

Teas—There is quite a serious falling off in the trade on Japan teas, caused, it is thought, by the high rate of duty, which has made many people turn to the cheaper grades of tea or to coffee instead. There is a good demand at present for the lower grades and price are firmly held, with the expectation of higher prices as stocks are reduced. The better grades are steady in price, although there is not as much business in these lines as in the cheaper grades.

Green Fruits—Lemons are higher, an advance of 25@30c per box having taken place. There is considerable interest centered in the banana business just at present. During the past week three of the most prominent firms sent in their resignations as members of the Southern Banana Exchange, proposing to fight the combine for supremacy. They have ample funds with which to continue the campaign as long as the combine wishes to prolong the fight. This will undoubtedly lead to the breaking up of the combine and, consequently, lower prices on bananas.

Rice—The market is quiet, with nothing of interest to note.

Fish—The demand for codfish continues very good at unchanged prices. The mackerel market is fairly steady.

Vinegar—The cider vinegar market is very strong and another advance of 3/4c per gallon has just been received.

Davis & Higgins have engaged in the drug business at Alden. The Hazeltine & Perkins Drug Co. furnished the stock.

The man who attends strictly to his own business has a good steady job.



## Woman's World

### An Open Letter to Cholly.

My Dear Cholly—The other morning I found a letter from you on my desk, in which you say that you—a young man with no visible assets except your own good head and hands, and with your own way to make in the world—have been indiscreet enough to fall in love with a petted daughter of fashion. She is beautiful, charming and accomplished, but she seems to you a creature altogether too delicate and fine for human nature's daily food and you have done me the honor of asking my opinion of the wisdom of a working man investing his entire capital in a piece of Sevres china.

To such a question it seems to me there can be but one reply: It all depends on the girl whether it is good judgment or suicide. There are society girls, brought up to every imaginable luxury, who, when they married poor men, became the most helpful of wives. And there are others. Sometimes, just because the society girl has had so much of dancing, parties, receptions and summer resorts, she is more ready to give it up and settle down in a quieter way of living than the poor girl who has been on the outskirts and hungered for them all her life. There is nothing, you know, so delightful as the thing we have always wanted and never had, and nothing so disillusioning as to have always had it. Moreover, having been used to a larger income often makes her doubly careful when she must deal with a little one, and for this reason the woman who has been raised rich can often give the poor one points on economy and good managing of which the latter never dreamed.

To be able, however, to make this transition from luxury to comparative poverty, from the parlor to kitchen so to speak, with cheerfulness, with no repining and no backward glances of regret, requires exceptional strength of character, good sense and good heart, and here's where you want to be very, very sure of your girl. While a girl is in love she imagines herself capable of any sacrifice and she is capable of any folly. She dreams of love in a cottage, covered with roses that are guaranteed to bloom right straight along, through snow and sleet, the whole year through, and she always pictures herself as waiting at the gate for your return, with a flower in her hair and wearing a plain white muslin dress, made up over silk and trimmed with real valenciennes, and then going in to a little supper—something quite simple, you know, like a bird and a bottle, or strawberries at Christmas, or something like that. That is what, in her dreams, marrying a poor man means, and she feels like she would be equal to the sacrifice, and no doubt she would if there were any such condition outside of the covers of a novel. It is when she gets up against the real thing—the little house, the ugly, cheap furniture, the one incompetent servant, and beefsteak and fried potatoes—that she so frequently becomes the soured, complaining, disgruntled woman we so often see and who makes life a burden to herself and everybody about her.

You do well, my dear boy, to pause and ask yourself if it is wise to ask a woman reared in luxury to marry you. Short and pleasant is the path that leads from our cottage to the mansion, of our rich neighbor, but it is a long and pain-

ful journey from his house to ours. It requires no previous preparation to adapt ourselves to the good things of the world, but it takes a lifetime to get acclimated to the chilling blasts of poverty. It is possible, of course, to transplant an orchid to a kitchen garden, but no man in his senses can fail to realize that it is a dangerous and hazardous experiment. You must remember that many of the things that are luxuries to you are simple necessities to her. The little thrifty economies that you are used to seeing your mother and sisters practice she would have to learn through bitter experiences, and if at times she did not regret the fleshpots of Egypt she would be more than human, and if in the heat of connubial arguments she failed to throw up to you her altered estate assuredly she would be more than mortal woman.

Then, too, you have your career to consider, and no matter how much in love you may be, you know very well that unless you succeed in your business or profession life is going to be cinders, ashes and dust to you. It is a platitude as old as the hills, and as everlastingly true, that no man can ever make any headway in the world who is handicapped in the beginning of the race by an extravagant wife. A woman can throw more out of the back door with a teaspoon, says the old proverb, than a man can put in at the front door with a shovel. If the girl you marry is wasteful and unthrifty, if she lets her servants steal and keeps an uncomfortable and untidy house, you may just as well abandon hope of ever being anything but what you are now, and settle down on your stool in the counting-room for a lifetime of drudgery. Better is it for a man to tie a millstone around his neck and jump into the sea than to marry that kind of a woman. And you may be very certain of this: That no matter what her charm may seem to be now, no matter how fascinating it is for her to be so babish and helpless, she doesn't know a single blessed, practical thing, or how perfectly lovely you think it is for her to appeal to you to know what she thought she thought, the time will surely come when you will despise her for her weakness and lack of ability. No man ever loved for long the woman who was a burden to him and dragged him down.

I admit all the charm of the society girls—the lilies of the field, who toil not and neither do they spin—just as I admit the beauty of Sevres over delft, no matter how injudicious I might think it to purchase an ornament for the parlor mantel shelf when one needed a meat platter for the dining-room. It is the old human preference for the luxuries of life instead of the necessities, that I suppose we will all have to the end of the chapter, and the only solution of the matter that I can see is the adoption of the sensible dowry system in vogue in European countries.

If a father raises his daughter up so that silk linings are an indispensable adjunct to her happiness and French millinery an absolute necessity, if he cultivates expensive tastes in her, he is surely bound in common honesty to provide the wherewithal to gratify them. It is the rankest injustice to shunt her off empty-handed on some poor young man who will have to work himself to death to supply the luxuries that are necessary to her happiness. In no other country is such a thing countenanced but in America. In the older civilization a girl is brought up with

habits suited to the station in life she is expected to fill, and with such tastes—moderate or expensive—as her dowry entitles her to indulge. In this country parents apparently go upon the theory that every girl will marry a millionaire, and they provide her with the tastes of one beforehand, without, as a general thing, contributing anything towards the support of them. It is a common thing to see a girl raised to indulge herself in every luxury whose people are in reality skating along the verge of bankruptcy, and only trying to keep up the appearance of wealth until they can get Mamie, or Sadie or whatever her name is, married, and who could not if they would give her a penny of dowry. Strange to say neither they nor popular opinion ever seem to take into consideration what a cruel fraud it is to practice upon the luckless bridegroom who on a cotton-petticoat income has to support her silk-lined tastes.

In the truest sense marriage should be a partnership and both members of the firm should bring something to it that strengthens it. Any girl who marries a poor man without knowing how to sew and cook ought to be able to pay a seamstress and housekeeper out of her own pocket.

When a young man asks the hand of a daughter in marriage, her father demands to know what he can do towards supporting the girl in the luxury to which she has been accustomed. The young man might well retort by asking, What can she do towards making me as comfortable a home as my mother always has? It is not necessary that a girl's dower should be money. She may bring its equivalent in good sense and good judgment and a knowledge of domestic affairs that are better than any fortune. We all know that in the business world no firms are more sure to succeed or more to be dreaded as rivals than those composed of two young people with a little capital and an unlimited amount of energy and determination and hope and cheerfulness.

After all, the question comes back to the original proposition—that it all depends upon the girl. Not all society girls are wasteful and extravagant and inefficient and not all poor girls are models of economy and thrift, and there you are with your choice between them. There is one golden maxim for your guidance: When you choose a wife, choose one with sense—not necessarily literary talent or artistic knowingness, but good, hard, common sense—and all other good qualities will be added unto it.

DOROTHY DIX.

### Conversational Difficulties.

One of the good stories told of Mr. Edison is to the effect that when a friend commiserated him upon his imperfect hearing, the wizard replied that partial deafness was a blessing instead of a misfortune, as it enabled one to hear all they wished to hear, and to avoid a great deal that it was a pleasure to miss. A similar thought has suggested itself to many of us, and we can all recall innumerable times when we ardently regretted that the ability to turn a deaf ear was only a figure of speech, and not a physical possibility.

Just fancy, for instance, how delightful it would be if one could miss all the long-winded harangues of bores, yet be keenly alive to the wit and wisdom of those who have things to say that are worth listening to! How charming to be deaf to the cries of the street fakirs and the rumble of the trolley car, yet

hear the faint twitter of half-awakened birds as the first whisper of dawn runs trembling through the world! To be impervious to the rancor and hatred of quarreling voices, yet to hear the faintest murmur that breathes its tale of love!

Of course, this being a selfish world, the things we would be gladdest to avoid bearing are those that wound our self-love. What good does the telling of such things do, anyhow? What use in reminding us of our mistakes after we have found them out for ourselves and bewailed them in sackcloth and ashes? What possible profit can there be in calling our attention to the defects of our children, or the faults of our husbands? What reason in destroying our pleasure in a new frock by pointing out where it doesn't fit, or that we have made a bad selection in color? Yet every day of our lives we have some kind, good friend who feels it her conscientious duty to gather up all the tag ends of unpleasant comment that each of us is bound to excite in a critical world, and retail it to us for our good. How much happier we would be if we could only avoid bearing such things, but we can't. It is a conversational difficulty for which there seems to be no remedy, since society doesn't permit us to tell her, as we should dearly like to do, to shut her mouth and mind her own business.

Another difficulty is about gossip. The world is so thoroughly committed to the belief that women adore gossip, and tearing each other's character to pieces, that it fails to sympathize with those of us who have no pleasure in such things, yet are forced to assist, as the French say, by listening. It is all very well to say that no one should give ear to gossip, but pray how is one to help it? You can't be forever brusquely saying, "I don't care to hear other people discussed," or "I never listen to gossip." It would be too pharisaical, and the path of the woman, even should there be one with courage enough to do such a thing, would be strewn with enemies, for no gossip monger would ever forgive or forget such an affront. Still the question remains, What is one to do? For there are plenty of us who writhe under the torment of having to listen to the horrible and sordid details of lives with which we have no possible concern. If a young girl has been indiscreet, if an older person has a dark page in their lives that they have turned over and risen above, we would rather not know it. We feel defiled and miserable when forced to listen to it, but there seems no way to avoid it altogether. The things that we don't want to hear are among the conversational difficulties for which we have as yet found no remedy, and which are among the uncomfortable factors in life.

CORA STOWELL.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - MAY 31, 1899.

#### THE PEACE CONFERENCE.

It is already evident that the Czar's Peace Conference is not likely to result in disarmament or in any material change in the policy of European powers with respect to armaments. All the propositions which have been so far advanced refer principally to regulations looking to the mitigation of the horrors of war rather than the elimination of the incentives to war. The committees have discussed the better care of the wounded and the protection of property of neutrals, as well as several other kindred subjects, all of which presuppose the existence of war. Arbitration, restriction of military inventions and disarmament have dropped into the background, with every indication that they will be kept there.

International arbitration, which Great Britain and the United States are supposed to strongly advocate, has not come to the front in the way that was expected. The marked disinclination shown by this country to the arbitration of the Alaskan boundary dispute, and England's known unwillingness to submit to arbitration questions which affect her efforts at territorial expansion, have weakened the impression that these two powers will present that issue with any heart. As far as armament is concerned, the United States has not yet reached a state of preparedness for war which would warrant even consideration of disarmament, while, aside from the vast naval establishment essential to the security of her commerce and colonial establishments, Great Britain maintains no great standing armies.

From all indications, the Peace Conference will resolve itself into a conference for the consideration of how to conduct war on humanitarian principles. As far as disarmament is concerned, that issue was never seriously considered by even a single power for a moment, even Russia claiming to have been misunderstood on that point. We may look for some changes in the Geneva convention, and some additions to the Paris agreement, and that is about all.

#### DEMAND FOR INVESTMENTS.

The recent fluctuations in what are known as speculative securities, which have been reported from Wall Street and other financial centers, have in no way disturbed the status of income-producing investments. The fluctuations were restricted mainly to trust stocks and the securities of more or less dis-

credited corporations whose stocks have long since ceased to pay dividends.

Not only has the value of investment securities been maintained, but the demand for them is greater than ever, and there is a slowly advancing tendency constantly to be reported. In this category are to be included not only Government securities, State and municipal bonds, but also a large number of railroad bonds and other securities which have for years regularly paid dividends. There was a time, not so long back, when savings banks and other similar institutions were restricted by law in the matter of investments to Government bonds and a very limited list of state and municipal securities. The scarcity of available securities and the constantly growing demand for good investments from the savings banks have induced the lawmakers to widen the field for the investment of their surplus funds until at present many additional forms of securities have been added to the available list.

Even with these additions, however, the field for investment appears to be still restricted; hence the tendency of good income-bearing securities to constantly advance. This tendency is shown all over the country, and must be accepted as proving a steady increase in the wealth of the nation, and, consequently, a gradual decrease in the interest rates. There being less incentive to keep money invested in loans, owing to the diminished rates of interest, surplus funds are seeking to a greater extent than ever before permanent investment in securities of undoubted character and producing moderate incomes that can be counted on with absolute certainty. As the higher class of such securities appreciate in value and become absorbed, other securities, formerly not so highly prized, have come into demand and are being taken up.

If present advices are correct, another important industry, that of date growing, will shortly be inaugurated in this country. Through the efforts of our agricultural department, the date tree of Algiers has been successfully transplanted and successfully acclimated in Arizona, and the beginning of another profitable industry has thus been made. It is predicted that in few years American orchards will supply the entire home demand for dates. It would seem that not only Arizona, but New Mexico, the "staked plain" region of Texas, and considerable patches in California and the Indian territory afford the peculiar conditions of soil and climate necessary for the date. It does not appear to thrive in regions where the humidity is so great as in our Gulf States. A single tree yields from 100 to 400 pounds of dates per annum.

Colonel John Jacob Astor, who has just returned from Europe, says he met many people on the continent who before our war with Spain had the impression that the United States had neither political nor industrial standing. Now they believe that we are pretty near the head of the procession. Everywhere he went, he said, people asked about the progress of the country in invention and manufacture. And the increased respect in which the United States is held abroad because of the war with Spain is supplemented by a still greater prestige because of the victories of the American soldiers in the Philippines. What we have gained in the latter respect is worth all the sacrifices that have been made.

#### FROM REPUBLIC TO EMPIRE.

A republic is an organized civic system for the protection in life, liberty and property of the people who live under it. The wise men who brought human beings together under a republican form of government recognized that people were unequal in their various qualities and characteristics and that inequality was their natural and normal state, which no human efforts could change. Therefore the only equality possible was to give to each individual, far as legislative or other effort could accomplish it, an opportunity to make the best use and accomplish the most with such faculties and means as might be at his disposal.

This is the only equality possible in human life and, therefore, in human society. From the beginning there have been men of superior physical or mental or spiritual powers and capacities and others of corresponding inferiority. Out of these facts, by obvious law, was elaborated leadership in battle of the men most proficient in martial exercises, while in peace the wisest counselors were put at the head of affairs. In many cases the old men were vested, on account of their experience, with precedence in public affairs, and in course of time families of distinguished persons, having gained public confidence, were specially looked up to.

Such was the evolution of human society into political organizations. They may be traced in the Hebrew, the Greek, the Roman and the American republics, the grandest expressions of free popular government known in human records. In each of those grand historic republics there were social grades and ranks, some having precedence over others. In each of them there were slaves. No such thing as human equality was known or recognized, and the existence of individual and social inequalities was considered entirely compatible with popular free government, in which the people were protected in their lives, rights and property.

It must not be forgotten that the chief rights and benefits of free government in each of those systems were reserved for the people of their particular races and nations. Strangers and aliens were only under conditions and restrictions admitted to citizenship or membership, and there were always honors and trusts from which they were excluded. So long as the beneficent institutions of all the great historic republics were carefully and faithfully maintained and confined to the people for whom they were made, those republics were grand and noble, and it was held to be a special honor to be a citizen of such a nation.

Each of the ancient republics came to its end by the excessive admission of various alien races to citizenship and special privileges. In this way republican principles became debauched and their free institutions overthrown. The Hebrews were corrupted by an overwhelming influx of Philistine or alien peoples into their commonwealth. The time came when Rome was largely peopled and wholly governed by the foreign peoples against whom, in the period of its greatness, the most splendid victories had been gained; but the Roman leaders, depending on their armies to raise them to power, filled the ranks of their legions with foreigners, in order to have at their command men who, being ignorant of the institutions of the country, would hesitate at no violation of statutory or traditional authority and sanctity.

The American people made their republic and constitution for the white race, and for peoples from the most civilized countries of Europe. They did not consider that the aboriginal Indians who had owned the land upon which their states were planted were fit to be admitted to any citizenship or free communion with the white people who had established there their republic. Nor were the imported African slaves or their descendants considered at all in the creation of the democratic system of government framed and set up by the fathers of American liberty.

The Indian and the negro were equally disregarded and equally rejected from any participation in the public affairs of the new nation. This being so, the republic prospered and its people were contented and happy. The slaves were kept employed; but they were well provided for and had not any of those anxieties and care which are the real troubles of life.

When the negro slave came to number four millions, the philanthropic people of the North insisted that they should be freed from their shackles, which precipitated the war of the rebellion. History has justified the war, but it will never justify the act of the Republican party in forcing the slaves into the body politic by giving them citizenship and the franchise before they were prepared for the duties and responsibilities incident thereto.

It is not strange if any wise and patriotic American, knowing the facts of the history of his country, should recognize the vast changes in the Republic and should bewail that which is lost. But the transformation does not rest with what has been lost from its free institutions. The panorama moves on with speed. A philanthropic war, forced upon the administration by the botheaded leaders of the Democratic party for the purpose of embarrassing the party in power has culminated in a war of conquest, adding to the population of the country some twelve millions of Malays, negroes, Chinese and mongrels of those and other inferior races. If these peoples are brought into the political system of the Republic on a basis of political and social equality, as was done with the negro slaves, then, indeed, will the student of events have reason to regard the situation with alarm, because so large a proportion of Asiatics and negroes—20,000,000 out of a total population of 80,000,000—would have a tendency to degrade the labor system, just as the ignorant negroes and European emigrants have degraded the political situation, and depraved alien races will make the standards in both, to which the white races must conform.

The snow blockade on the South Park, Col., railroad that began January 21, was raised Saturday, after 125 days' duration. Saturday a train from Denver got through to Leadville—the first in more than four months! During all this time no shipments from the Leadville mines could be made, and there and along the route of the South Park much suffering has been experienced. Provisions were procured by hardy expeditions over the hills and through almost insurmountable snow difficulties.

A man accustomed to labor finds it hard to be out of work; but the loafer seems always satisfied. In hard times he is at his best, and feels safer in asking for something to do, feeling confident he will not get it.



**GRAVITATION OF INDUSTRIES.**

Several considerations govern in locating the seats of manufacture. Sometimes the existence of natural water power or of coal mines has determined the location of certain sorts of industries. Sometimes the source of supply of raw material governs the location of factories, but in every case the matter is decided by some advantage in the economy of production.

In the early days of the United States the people accommodated themselves to surrounding conditions. In those states where the land was fertile and the climate genial they devoted themselves to agriculture. This was particularly the case in the South and West; while in New England, where the land was rocky and poor and the climate bleak, the people were forced to devote themselves to other industries, such as manufacturing, the fisheries and other maritime pursuits.

Thus it was that the manufactures of cotton, wool, wood and metals were carried on in the Eastern States, it being found more advantageous to move the raw material to the Eastern mills. In the course of time the expense of transporting raw products began to tell, and mills and factories began gradually to gravitate towards the sources of primary production. The important wheat milling interests of Baltimore soon paled before the vast flouring mills of Minnesota, Wisconsin and Missouri. It had begun to be realized that it was cheaper to transport the manufactured article than the raw material.

Moreover, the sources of supply of all agricultural products had moved rapidly westward to richer lands. Thus it was that the greatest expanse of the grain fields had been developed west of the Mississippi River, and the flouring mills followed the grain fields. Cincinnati, which was the greatest seat of the hog-slaughtering industry, and was the "Porkopolis" of the writers of fifty years ago, has ceased to be distinguished for its pork packing, and that important industry is moving westward even of Chicago, to Kansas City, Omaha and other points beyond the Mississippi River.

The economies involved in moving factories to the sources of supply were recognized and adopted throughout the states north of the Ohio River long before they were in those south of it. But the time finally came when the people of the South began to understand the advantages that were in their reach. They had abundant coal and iron, vast virgin forests of timber for every purpose, and were supplying raw cotton for the whole world; they possessed vast plains covered with cattle and sheep; but, all the same, they were sending a thousand miles away for their manufactures of metal, of wood, of cotton, wool and leather. The raw material of the South was being sent in its crude state to distant lands to be manufactured and then brought back.

It is a sign of progress to discover that there is a great disadvantage in paying freight both ways, and a profit to strangers when we could save all the freight and make the profit ourselves. The Southern people have at least got far enough to make this discovery. They have even gone farther, to the extent of beginning to manufacture their own raw material, and already there are iron mills, cotton mills and lumber mills growing up in many parts of the Southern country.

Manufacturing is an evolution which

operates in an ever-increasing ratio. At first it is attended with many difficulties, because in the beginning there are a lack of skilled labor and a lack of knowledge of the methods to be pursued. Under these circumstances it is difficult to get the home people to take advantage of the opportunities that are in their hands, and that is the reason why these opportunities so often fall into the hands of strangers.

If the progress of the South in securing the manufacture of its abundant raw material has not been as rapid as could be desired, partly through lack of means, and largely through deficiency of enterprise, it is certain that great results will finally be realized. Even those people who sit down on their natural advantages and refuse to do anything to improve them will, if they can only live long enough, come into the benefits for which they will not work. They may be sure that when every other locality has been fully exploited, and nothing else remains for enterprise to do, it will take up their neglected opportunities and make the most of them. But while development, some time or other, will come to them, they may be sure that they will be left to the last, and every other locality except their own will be prospering while they are stupidly waiting for something to turn up. This is an age in which enterprise is of the greatest importance. People who do not possess it will be left in the migration and development of industries to the very last.

Possibly the greatest advance in the use of the trolley car is in Pittsburg, where an express company, using specially-made trolley cars for transportation, has begun business. These express cars, which are similar to trolley mail cars, but with large sliding doors on the sides, are run on all the street railroads in Pittsburg and Allegheny. The work of receiving and delivering packages is a little slow at the start, but it is expected to deliver a package, or to receive one and give a receipt for it, in about the time it takes for a passenger to board or leave a car. At the suburban terminals of the trolley lines the express cars are met by automobile wagons, which continue the delivery for miles into the country, where the condition of the roadway permits. These wagons are electrically charged to run seventy-five miles, and they travel at a rate of from twelve to fourteen miles an hour.

A new method of illumination on the ocean consists of using a hollow cylinder of steel tubing, charged with calcium carbide. This shell is to be shot from a gun to a distance of two miles. When it strikes the water it generates acetylene gas and gives 1,000 candle power, which burns from the end which floats. This light can not be extinguished by water.

The Connecticut Legislature has passed a law protecting the trailing arbutus, said to be the first law ever passed in any state of the Union for the protection of a wild flower. The law in question is said to be largely due to an article in the New York Tribune calling attention to the need of a law to protect the arbutus.

The United States Circuit Court of Appeals at Chicago has held that the directors of a bank are not liable for the mismanagement of funds by a president who takes advantage of his position to speculate.

**LEARN AN HONEST TRADE.**

The announcement has recently been made that two sons of the German Kaiser have been sent to Kiel to learn the trades of carpentering, cabinet making and locksmithing. They are to be taught these matters practically, so that if it were necessary they could earn a living working at those trades.

This is in accordance with a rule that has long been generally followed by royalty and nobility on the continent of Europe, and it is based on substantial good sense and real wisdom. Knights and nobles, kings and kaisers and their children are not always sure of their positions. Revolutions and wars have often driven them from their exalted stations and turned them loose upon the world to earn a living. The vicissitudes of human life have repeatedly brought men and women of station to the necessity of having to work for a livelihood. It is then of the utmost importance that such people should be able to accommodate themselves to any conditions that may overtake them.

Peter the Great of Russia, a czar who made Russia great, and who, being the ruler of Tartar peoples that had been bred in an inland region of trackless plains and mountains, and were wholly ignorant of ships and ocean commerce, found it absolutely necessary that his country should have ships and seaports and a foreign trade, and went to England and Holland, the two foremost maritime nations of his day, to learn shipbuilding. He realized that a monarch who is virtually the father of his people must be practically able to advise and teach them in every matter of great importance, and he lost no time in learning all about ships, so that he might develop the important maritime interests of his country.

It is too often the case in the United States that young men of well-to-do parents are not brought up to any useful trade or occupation, and when driven to shift for themselves are entirely helpless, and become useless and even worthless loafers. No man can be sure of his fortune. Wealth takes wings and flies away, while prosperity, by some untoward circumstance, is changed into adversity. Every man should know some practical, useful business by which he can make an honest livelihood. It is not only wise, but it is eminently honorable, to know some useful calling by which a man of the highest social position, in an emergency, can make an honest living. The European example cited should be adopted in this country.

**SPECULATING BY MACHINERY**

This is pre-eminently the age of speculation and gambling. The reason for it is that people are possessed of a fury, a madness, to get rich, and to get rich rapidly, at one blow, if possible.

To this end machinery is being brought into play. In addition to the nickel-in-the-slot machines, which are in vogue everywhere for those who want to take small risks, a machine for gambling on a large scale is about to be brought into play by two financial experts of national reputation. They are Messrs. Maurice L. Muhlman, Deputy Assistant Treasurer of the United States, President of the corporation, and J. N. Huston, Treasurer of the United States during Harrison's administration, Treasurer. These gentlemen propose to form a company to operate a speculating machine, with a capital of \$1,000,000.

In a circular sent out to those who

are wanted as stockholders it is stated that it has been found "that there is a law underlying the fluctuation of values akin to the great laws of gravitation, evolution, electricity and molecular motion. It is an expression of the law of supply and demand, and is so pronounced and rigid in its application that it has been possible to embody it in metal, in which form the principle must be automatic and uniform in its action."

The prospectus sets forth that "statistics show that, in dealing with the phenomena of changing values, human judgment is more than 90 per cent. wrong. The system eliminates human frailties, and its conclusions are right in the majority of cases."

"It must be clearly understood, however, that transactions based upon this principle and system do not always show a profit; what is asserted is that a majority of transactions always are in its favor, and this claim is attested by a report on the same, made after a most thorough examination and exhaustive tests by scientific experts."

Of course, the secret by which the machine operates is not given to the public. This speculating machine, to be perfectly fair, must give as many chances to the bettor as to the bank or company against which the bets are made. But no bank could stand such odds. It must have a percentage against the bettor, or else no concern could afford to accept bets or puts. All gambling concerns, if they are honestly conducted, must have a percentage of the chances against all players, and it is difficult to see where there is any advantage in betting on the rise or fall of stocks or of commodities with a machine over trusting to one's own judgment. In any case but few win, while most of those who risk their money lose it.

Admiral Dewey would not participate, on account of ill-health, in the Queen's birthday banquet given by British officers at Hong Kong. This should remind societies getting up Dewey banquets that he will not be with them at their feeding. The Admiral's sword is always at the service of his country; but his stomach is his own and he must protect that.

The recent cyclone at Kirksville, Mo., is responsible for a lawsuit over the disposition of \$100,000. A man and his wife possessed of that amount of property and money had agreed that the survivor should administer the property, and the heirs of the woman claim that she gasped a few times after her husband died.

Each American soldier in the Philippines is provided with two full suits of khaki, two white duck suits, an unlined blouse, a pair of kersey trousers, a campaign hat, a cork helmet, a pair of leggings, one pair of barrack and one of russet shoes, and both wool and cotton underwear.

Some idea of the extent of the cutlery business of Sheffield may be gathered from the statement that the yearly production of table knives of this one town amounts to 2,600,000 dozens, an average of 50,000 dozens a week.

Tyndall's plan of purifying water by means of electric currents has been tried successfully in the Bruges canal in Belgium. After being subjected to a current of 1,000 volts, the water became pure and palatable.



## Shoes and Leather

### How to Deal With the Modern Foot.

"What shall be done with the modern human foot?" asks the concerned physiologist.

"It shall be much shod, although its name be legion," says the manufacturer promptly.

"Yes, but the human foot is changed from its natural form and condition, and it is continually changing," retorts the accurate man of science.

"We will change the shoe, then, to meet its requirements, although it takes all the shapes in geometry to do it," says the undaunted maker of shoes, as he looks over some of the physiologist's distorted diagrams of soles and side elevations of changed feet.

"It shall be pampered and tempted into more liberal indulgence in foot wear," remarks the old retailer, "even if it takes a dozen pairs of shoes to equip each woman in the world, or a stock constantly on hand to make changes with."

"The pressure upon some particularly tender spot will scarcely ever be present alike in two pairs of shoes."

"Shoes are a good deal like sins: each kind affects our feet or our consciences differently, in degree at least; and in a multitude of shoes there is safety, if not in a multitude of counselors who recommend a multitude of different wise courses."

Thus says the man at the foot-rest, who seldom rests himself, and rarely meets a foot there which is at perfect rest, either.

Besides, he sees and handles, advises and admonishes more human feet in a week than the manufacturer does in a year.

His advice, therefore, is well worth pondering upon: "Shoe the feet liberally, handsomely, and, if possible, hygienically."

But there are other authorities to be heard from in answer to the query: "What shall be done with the modern foot?"

The cobbler is always ready to give his advice about measures looking toward the welfare of this member.

He says: "It should be taught common sense, either by moral suasion or by heroic measures, if need be; and a chance should be given the foot to recover some semblance of its original form and sturdy usefulness."

"It shall have impressed upon it, through its owner, that living room for its functions is absolutely necessary for its prolonged usefulness and perfect health."

"It shall be made to acknowledge the truth of that indisputable axiom that 'Two bodies can not occupy the same space at the same time;' and that, therefore, if unyielding leather closes in upon the space required for the foot, the latter must ever be at warfare with the shoe in trying to assert its rights to its territory."

"This is of vital necessity to the human foot, and there must be no compromise."

But what are these "heroic measures," glibly suggested by the cobbler, as the alternative of moral suasion?

Perhaps he will measure the foot and make the shoe for it in strict accordance with his reformatory views.

Yes, but such measures, heroic and tape, it is well known, have resulted in misfits, as the patron views it, and this is not profitable.

The sagacious retailer seldom goes beyond the safe line of gentle moral suasion, although he often allows a customer to go limping out of his store in the proud effort to make two bodies occupy the same space at the same time.

But the retailer has his mental reservation in such cases, and expresses his opinion—to himself.

And the retailer will make more shoe-wearing friends than the cobbler.

The practical shoemaker can never divest himself of the purely mechanical idea that a shoe, like all other mechanical contrivances, to be at its best, or, in fact, to be at all what it is intended for—the foot—should have that end alone in view.

It is well that he should cling to this sound opinion, and hold that the shoe should be made for the foot that is to wear it.

The fashionable patron may beg leave to differ with him, and to insist that the foot should be subservient to the shoe, and should be made to accommodate itself to any fantastic and impossible lines that the aesthetic shoe designer shall elect to bring out in the interests of fashion.

It was probably this extreme persecution of the foot that led the indignant and impractical shoe reformer to rush to the other extreme, and to err on the side of mercy in giving the foot—if it would accept it—room enough to turn somersaults in.

It was this downtrodden foot that the reformer had in mind when he rose to answer the burning question, "What shall be done with the modern human foot?"

His words are fraught with that sort of wisdom which always seems unsalable to the author of them, although others may not enthusiastically adopt them.

He says: "It shall henceforth wear nothing but my broad, hygienic shoes, constructed"—on paper—"on common-sense principles."

This is the reformer's ultimatum for all the ills the foot is heir to; and he assures us that by this simple extension of the foot's environments it will eventually come around all right and seem like a new creation.

No doubt the shoe wearer is by this time getting a little perplexed between the wisdom of the manufacturer, the retailer, the cobbler and the reformer; and likely, too, he still holds his own opinion on this, to him, very interesting and vital personal subject.

But there is another opinion on this momentous question in which the bold, indifferent foot may find comfort, but no particle of food for personal vanity.

It comes to us in the following startling words, like a clap of thunder from a cloudless sky: "The modern abused foot shall go bare and drink in at early dawn the healing, permeating dews of heaven, and thereby enlarge and strengthen the enfeebled muscles, and lay on layer after layer of sound flesh, forming symmetrical cushions over the bony framework, as nature designed, in this once beautiful and ever-important member."

Thus spake insistently the disciple of the reformer Kneipp, the advocate of the great barefoot cure—a treatment for every ill from head to heel.

"Bare, indeed!" exclaims the fashionably-shod girl. "What are feet for, anyway, if not to display stylish shoes on?"

Yes, even the tortured toes in the

## 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.**

## GET THE BEST



GOODYEAR GLOVE RUBBERS

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

**HIRTH, KRAUSE & CO., Grand Rapids**



short toothpick shoe rebel against such decollete extremities.

This will never do, of course.

Meanwhile the shoe wearer grows more and more confused under all this generous, gratuitous and diversified advice, and his own opinions are strengthened in direct ratio to these suggestions, just as the harmless canine is rendered frantic and noxious by the constant cry of "Mad dog!"

Why, even the ancient poet had no thought that such extreme measures should become general when he jovially sang:

"Back and side, go bare, go bare;  
Both foot and hand, go cold;  
But belly, God send thee good ale enough,  
Whether it be new or old."

The answers of the manufacturer and those of the retailer are not to be regarded as purely disinterested in this matter; but what course is left to them except to give the people such shoes as they will buy and wear?

The biased opinion of the overworked and well paid chiropodist, expressed or implied in his answer to this important question as to what shall be done with the modern foot, might be:

"Keep it proud and restricted; there is a remedy, palliative at least, for excruciations and painful joints."

Yes, there is balm in Gilead for most of our aches and pains, but there is no restoration for a permanently deformed foot, short of a miracle.

Perhaps it will be little short of miraculous if the average shoe wearer gets sufficient solace out of the varied and conflicting opinions of these wise men to convert him to a change of shoes.

Certainly not if that change brings lines or forms that are at variance with beauty, however promising the result in foot-health and comfort.

"Who shall decide when doctors disagree?"

Why, the patients, of course.

Meanwhile they will go on ignoring the reformer, whether he be a liberal-size-shoe advocate or a no-shoe scientist; and they are morally certain that they know just what ought to be done with the modern foot.

Put it into a modern shoe of the very latest style.

But, after all, there are some intermediate grades that can be safely adopted, between the reformer's big, ugly shoe and the bare foot.

Shoemaking art is gently, almost imperceptibly reforming the modern foot.

So unobtrusively, in fact, is the art of helping the foot as well as beautifying it carried on in our times that the foot is hardly conscious of the fact that it is provided with more perfectly adapted coverings than ever before.

The advocates of "glove-fitting" shoes are treading dangerously upon the prerogative of the human feet; further than this, when they assert that absolutely no room is necessary between the foot and the upper, they are entirely wrong in their contention.

With most kinds of material used in shoe uppers there ought to be a slight margin of space allowed for the lateral motion and natural spread of the foot, because the material will not stretch at once to meet this important physical requirement of the member.

If we should all wear shoes made of porpoise skin we might work our feet slowly and laboriously into a new, tight shoe, provided, always, that an equally elastic lining accompanied the shoe, just as do our fingers into the kid glove, and yet find the shoes so accommodating

as to yield to the speed of the foot in walking.

But with other leathers there should be space enough to afford the foot a chance to spread a little at first, and to work its joints untrammelled.

This is all the more important with narrow-soled footwear, such as is now used by everyone on dress occasions.

But, "what to do with the modern human foot" has been best answered by the old retailer: "Give it stylish shoes, plenty of them, and as good a fit as it will have."

To use a homely phrase, "Give it plenty of rope," figuratively, and it will take care of itself.

Don't try to make the finical and persistent foot-world over.

It is a herculean contract, and impossible.

Let it indulge its tastes, and it will reform itself in time.—E. A. Boyden in Boots and Shoes Weekly.

#### An Essential Part of His Wardrobe.

Mr. John Morrison, a successful commercial traveler, has spent a great part of his career in hotels, and one of his theories has been that the mind can be so trained that a hotel fire ought not to distract the reasoning faculties when presence of mind is needed. He impressed this theory strongly upon Mrs. Morrison by instructing her how to act if they were ever in a hotel that was on fire.

He and his wife were aroused from their slumbers one night by an alarm.

The hotel in which they had their rooms was on fire, and there was great confusion and tumult among the guests.

"Now is the time to put into practice what I have always preached to you, my dear," said the gentleman. "Don't get excited. Put on all your indispensable apparel and take your time. Don't lose your head. Just watch me."

He calmed Mrs. Morrison's anxiety, handed her the articles necessary to her toilet, put on his collar and cuffs, took his watch from under his pillow and placed it in his pocket, put on his hat, and walked with Mrs. Morrison out of the burning building into the street.

"Now, my dear," he said, when they

were safe, "don't you see what a grand thing it is to keep cool and act with deliberate purpose in an emergency like this? Here you are, dressed, and over yonder are several ladies in complete deshabille."

Just then Mrs. Morrison for the first time glanced at her husband.

"You are right, John," she said, "it is a grand thing to keep cool and act deliberately, but if I had been you I would have stayed in the room long enough to put on my trousers."

The chief end of man is his foot—especially when he has to foot his wife's bills.

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 **Snedcor & Hathaway** shoes at factory prices. We will appreciate your orders.

**GEO. H. REEDER & CO.,**  
19 SOUTH IONIA STREET, GRAND RAPIDS, MICH.

**DO  
YOU  
KNOW  
Unneeded  
Biscuit  
?**



## Fruits and Produce.

Observations by a Gotham Egg Man.

Now that the general basis of sales under the Exchange rules has changed from "at mark" to loss off it may be well for the egg men to consider how far the general business of our market in respect to loss terms has outgrown the egg rules as now in force. As a matter of fact the custom has been gradually changing of recent years until now a considerable amount of business is being done in various grades of eggs which is not adequately covered by the present rules. In the first place a large business is being done in checked and dirty eggs and the sales of these goods are practically at mark at all seasons, but the present rules do not classify or describe the proper requirements for these goods. Then there are certain marks and qualities of fresh-gathered firsts, graded and packed with unusual care, which receivers have been able to sell at a fixed price for a fixed number of dozens (virtually at mark) even during the "loss off" season. It would seem that a special rule governing the requirements of such goods and giving to the grade a distinctive name would promote the interests of the trade. The sale for refrigerator and fine limed eggs has also gradually drifted to a case count basis, and while there has been some attempt to specify the amount of loss permitted in certain grades sold on that basis the fact that sales of these goods have very generally come to a case count basis has not been given sufficient prominence in the egg rules as they now stand. Members of the egg committee are now working on a revision of the egg rules and it is to be hoped that the result of their work may be to give the trade a proper safeguard, both as to the buying and selling interests, on public sales made upon the basis which has become naturally established by customary usage.

As the season advances and information as to the statistical position of the egg trade begins to assume more definite form, it is interesting to look over the situation to see how far the facts bear out the expectations upon which were based the extremely bullish ideas that have served to support egg values during the storage season some 2@3c above last year's prices. It goes without saying that the willingness of speculative operators to accumulate eggs in cold storage at the rates prevailing since April 1st has been chiefly based upon a belief in decreased production and the probability of an unusually light accumulation of spring eggs. If, at the close of the storage season, it should be found that there were about as many eggs in store as usual holders would have reason to regard the situation with grave anxiety, and those who abstained from investing at prices which they regarded as entirely unsafe, would be doubly thankful for their wise conservatism. It was very well known that the storage movement in April was very much larger in the Western than in the Eastern houses; this affected Eastern receipts during April and brought the total at New York for that month about 67,000 cases below the receipts during April, '98. In fact, the shortage in Eastern storage was very great at the close of April, being no less than 67 per cent. in Boston; the decrease in New York was doubtless fully as great, relatively, and other Eastern storage points

were in a similar condition. But the Western storage accumulations were much larger than in April, 1898, and recent information indicates that while the current movement into Western houses is less than in May, 1898, the total holdings in that section are still greater than they were at this time last year. Since May 1 the movement into Eastern houses has rapidly increased and has considerably exceeded the May storage movement last year. Total receipts at New York from May 1 to May 20 have been about 20,000 cases ahead of same period last year and a large proportion of the stock has gone to the refrigerators. By the 15th of May the decrease in Boston's holdings compared with last year had fallen to 35 per cent. and New York storage men stated that if the inward movement continued at about the prevailing rate they would reach last year's total figures early in June. Other Eastern cities have all been getting goods freely during May, and with a continuance of recent favorable weather for a while longer it is considered very probable that Eastern storage houses will go into the summer season with about as many eggs as they had last year. If this proves to be the case the justification for the high cost of the accumulations will have to be looked for in exceptionally light late production or an exceptionally large fall outlet. Neither of these features can be reasonably expected to an extent sufficient to give much encouragement. The extent of receipts in various markets has been such as to indicate a productive capacity well up to the standard of late years and the improved purchasing power of our people is likely to be fully offset in its effect upon fall consumption by the increased price which holders of refrigerator eggs will be obliged to demand if they are to get back the first cost and expenses.

\* \* \*

Judging from the sales of cull eggs recently reported, and after examining a good many lots of various qualities, I should say that many shippers could make a good deal more money out of their seconds by more careful selection and packing. These goods are sold case count or by the case and it is an undoubted fact that whenever sales are made on this basis careful grading and attention to the fine points of quality are profitable. There is now a difference of fully 3c per doz. between the poorest and the best cull eggs and this difference is likely to become wider as the weather grows warmer. I gave some points last week about the proper details to be observed in packing seconds and mention the matter again only to say that the necessity of an observance of them is constantly increasing.—N. Y. Produce Review.

### A Mean Man.

The meanest man in Illinois lives at Centralia. He put a large porcelain egg in the nest of an ambitious hen and found that the eggs she afterward laid were increased in size. Then he put a goose egg in the nest, and the aforesaid hen laid an egg just as large. He was so well pleased with the scheme that he put a whitewashed football in the nest and waited results. When he went the next time to search for eggs he found one as big as the football, but no hen in sight. Securing the egg he found engraved on it by hen photography: "I'm no ostrich, but I have done my best." Later he found the hen inside of the egg.

If some men were to lose their reputation, they would be lucky.

# Michigan Strawberries

One to three cars daily this week.

**Finest Quality  
Right Prices  
Steady Supply**

We want your standing orders and can take better care of you if you will send them to us.

Headquarters for Early Vegetables.

**Vinkemulder Company,**  
14 and 16 Ottawa Street,  
Grand Rapids, Mich.

**Milletts  
Seed Corn  
Fodder Corn**

**Garden Seeds in Bulk**

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

**Alfred J. Brown Seed Co.,**  
Growers, Merchants and Importers,  
Grand Rapids, Mich.

**MILLER & TEASDALE  
POTATOES**

**CAR LOTS ONLY. ST. LOUIS, MO.**

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

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

MEMBERS: NATIONAL LEAGUE COMMISSION MERCHANTS  
NATIONAL APPLE SHIPPERS' ASSOCIATION



**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.**



## GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.  
Special Correspondence.

New York, May 27.—The dulness of a week ago has seemingly grown "more so" and of all staples coffee sags the lowest. Dealers from out of the city are exceedingly cautious buyers and seem to think that if they purchase enough for a fortnight ahead they are running into dangerous paths. In an invoice way practically nothing is doing. While Rio No. 7 is quoted at 63¢, it is about nominal. The amount of coffee in store and afloat aggregates 1,201,192 bags, against 1,001,127 bags at the same time last year. The market for mild grades seems to sympathize with that for Brazilian and is dull. Good Cucuta, 8¼¢. East India sorts are very quiet. Mocha, 16@19¢, the latter for a rather fancy article. Padang Interior, 24½@25¢.

Teas are firmly held and the statistical position would seem to indicate the present to be a good time to buy; but trade, nevertheless, is flat and hardly anything has transpired of interest. Holders appear to be willing to wait and buyers seem willing to let them hold on to their stocks.

Patented Block is the name of a new sugar gotten out by Arbuckles this week. It is something like cut loaf, but sells for ¼¢ less. The market has been fairly active and withdrawals on contract have been quite large. A few changes were made yesterday (Friday), but mostly in the rates of the soft grades. Granulated, 53¢.

Rice dealers claim to see some improvement in the situation and "hails it with joy." Japan rice seems most sought for and is steady at from 4¼¢@5¢. Domestic grades appear to be regarded as too high and little has been done during the week. Prime to choice, 5½@6½¢.

The spice market has gained strength and this applies to nearly every line. Pepper is active. Sellers are very firm and will make no concession, even although some good sized lots might change hands. Nutmegs, mace, etc., are all well held and dealers will make no concession, even on quite large lots. The molasses market is quiet all around, although prices are generally well held. Grocery grades are not in abundant supply and are held by dealers at full value. Syrups are steady, but the demand is limited and there is little of interest to chronicle in this connection.

Trade in canned goods is very quiet. Some blocks of tomatoes have been offered at "pressure" and the market in these goods especially is inactive. Gallon tomatoes have moved with some little freedom during the past day or so at unchanged rates. A large trade has been done in California fruit futures, but now prices have been withdrawn. The supposition is that a combine is forming among the growers of fruits. Salmon is well held and rates are so high on some kinds that business is prevented and the volume of trade is of the smallest everyday character. New York State corn is pretty closely sold up and the new goods will find a lot of room in grocers' stocks. Standard No. 2, 65@70¢ for either spot or future.

Lemons are selling with greater freedom and the market shows an advance of at least 25¢ per box. The weather keeps too cold for any great demand, but holders seem to feel pretty well satisfied with the general appearance of things. Oranges are firm, and with comparatively small stocks the chances for an advance are favorable. Rodi oranges are worth \$1.75@5.25, the latter for fancy fruit. California oranges are on the wane and sell from \$2.90@3.50 for seedlings. Navels, \$3.75@5. Bananas are seemingly in ample supply and sell from \$1.15@1.40—the latter for first run Port Limons. Pineapples are steady.

The dried fruit market is dull and uninteresting. Few transactions of importance have taken place and the seller and buyer both appear to be waiting for future developments.

The bean market is about steady. Choice marrow, \$1.50; medium, \$1.32½;

pea, \$1.30; red kidney, \$1.75@1.80; California limas, \$2.50@2.55.

The butter market has developed a degree of firmness and extra Western creamery sells readily at 18½¢; firsts, 17@17½¢. Factory butter has met with some demand from exporters who want stock at 12@13¢. Firsts bring 14@15¢ here; Western dairy, finest, 14¢; Western factory, 12@13¢.

The cheese market presents very little of interest. Large size, full cream new cheese of good State make is worth 9¢; small size, 9½¢.

Best Western eggs will fetch from 15@16¢, the latter top for fancy stock. The market is quiet, and if any change is apparent, it is toward an easier situation.

## The Erring Egg.

An egg that had laid in its nest for a whole day with nothing to do said to its mother: "Mother, I am tired of staying here idle. The city is the place for an aspiring young ovoid like myself, and I mean to go there. In the city one can see something and be something, but here I am referred to as 'that fresh young egg.'" And the mother hen sighed and said, "My child, let well enough alone. I have heard of the temptations that beset one in a great city. The bloom of innocence is soon rubbed from a young egg and the end is ruin. Stay here and be hatched and when you are a chicken, if you are lucky enough to escape my feet the first week of your existence, you will find that the country is a lovely place in which to live." But the young egg was obstinate and that night, together with some other eggs as fresh as itself, it went to the city. And for a few days it was as happy and virtuous as could be desired, but in the course of a few weeks it fell in with some loose eggs that lay around a corner grocery, and at last, as its mother had feared, it became bad and that was the end of it. Moral: The city is no place for fresh eggs.

## Extension of Options on Peanut Plants.

Options on all the peanut cleaning factories in Virginia, held by prominent New York capitalists for the purpose of forming a combination to control the peanut market of the United States, expired last Monday. Those having the matter in charge reported that it was impossible to close the deal within the time specified, and succeeded in securing an extension to June 1.

The purchase price for the various plants and stocks is estimated at \$750,000 to \$1,000,000. It has never been the intention to include growers as well as cleaners and dealers, but if the latter could be organized the combine would be in control of the situation. The establishments upon which the options are held are situated at Norfolk, Smithfield, Suffolk, Petersburg, Wakefield and Franklin, with smaller ones scattered in other localities.

## New Ham Preservative.

An invention has been brought out and patented by Messrs. Walter Mitchell & Sons, ham curers, Ayr, Scotland, for the preservation of ham. The invention consists of a covering of gelatinic film which encases the hams and practically preserves them from all atmospheric and other deleterious influences, keeping them clean and fresh and enabling them to retain their flavor. This mode of treatment has undergone a practical test on the River Zambesi, East Africa, with satisfactory results. At the Universal Cookery and Food Exhibition held recently in London, Messrs. Mitchell & Sons were awarded a silver medal and certificate of merit for their invention. The invention can be applied not only to hams, but for the preservation of many articles of food, such as potted meats, butter, oleomargarine, etc.

The more a man has the more he wants—unless it happens to be twins.

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 &amp; CO.

## EGGS

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

WE MAKE A  
SPECIALTY OF

## FIELD SEEDS

LOWEST VALUES

### MOSELEY BROS., GRAND RAPIDS.

Ship your BUTTER AND EGGS to

**R. HIRT, Jr., Detroit, Mich.**

34 and 36 Market Street,  
435-437-439 Winder Street.

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

If you ship

## Butter and Eggs to Detroit

Write for prices at your station to

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

## BUTTER WANTED

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

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



**Eggs and Trademarks.**

Correspondence New York Commercial.

The man who is painstaking, conscientious and punctilious in his dealings with his fellow men, always sure to give full measure and good quality in everything he sells, is the one upon whom fortune is sure to smile in the end. This is well illustrated by the success which some have attained by putting up their goods in a uniform style and branding them with a mark which has come to be a sure guarantee both of the excellence and the quantity of the goods. Most people would rather give away \$5 than be robbed of a cent, whether openly or covertly. And one of the articles of merchandise which we most dote on finding as good as advertised is the fruit of the festive hen. Of late years a great many people of high intelligence and experience in other directions have found it profitable to woo the fickle gods who preside over the department of oviculture in human affairs; but the field is by no means full, as is well shown by the high prices which some oviculturists are able to get for their goods. As high as 75 cents a dozen is realized all the year around by people who have established a reputation for the strictly fresh article.

Eggs at this price have no reason for being addled or for containing chickens whose development has been arrested in an untimely way. Such a price embraces in it full pay for all the time it takes to mark nest eggs of long standing in such a way that they can not get mixed with the newly laid article. It is the fashion in some eating places to serve eggs upon which the date of laying is plainly marked, and to charge a very high price for them when thus marked. But it is said that nothing can disturb the equanimity of the average restaurateur, even if eggs thus marked sometimes belie their professions, and that on one occasion where the would-be diner cracked one of these marked eggs with mouth watering at the thought of the lusciousness of the thing but twenty-four hours old, and discovered in the shell an unfortunate spring chicken come to grief, the proprietor of the place promptly substituted a charge of fricassee spring chicken in place of his lower tariff for simple boiled eggs. Nevertheless, caterers or the public palate do not, as a rule, desire to be known as triflers with human hopes to this extent, and the price they are willing to pay for strictly fresh eggs from reliable people is a proof of the statement. There seems still to be a lucrative career in prospect for any party who will invest in the egg business and make his trademark a sign of the perfect reliability of the article it covers.

**How to Make Money in Apples.**

Kansas grows seven and a half million apple trees; the annual value of her apple crop is \$1,000,000. President Will of the Kansas Agricultural College claims that under proper treatment and culture, such as the college teaches, these should produce on an average \$1 each per annum, or \$7,500,000. If Kansas apple growers knew how to pack properly their apples placed in cold storage the annual saving might easily be \$50,000. The possibilities of cold storage are great. Had Kansas raisers of Jonathan apples last September placed their crops in cold storage in Kansas and adjoining states when these apples were worth \$4 per barrel, they might later have sold them for \$7 per barrel, which, after paying cold storage charges of 50 cents per barrel, would have left the producers a profit of \$700,000.

**New York Has a Standard Barrel.**

The New York Legislature has passed a bill providing for a standard barrel. Following is the text of the new act:

A barrel of pears, quinces or potatoes shall represent a quantity equal to 100 quarts grain or dry measure. A barrel of apples shall be of the following dimensions: Head diameter, 17½ inches; length of stave, 28½ inches; bulge not less than 64 inches outside measurement. Every person buying or selling apples,

pears, quinces or potatoes in this State by the barrel shall be understood as referring to the quantity or size of the barrel specified in this section, but when potatoes are sold by weight the quantity constituting a barrel shall be 174 pounds. No person shall make or cause to be made barrels holding less than the quantity herein specified, knowing or having reason to believe that the same are to be used for the sale of apples, quinces, pears or potatoes, unless said barrels are plainly marked on the outside thereof with the words "short barrel" in letters of not less than one inch in height. No person in this State shall use barrels hereafter made for the sale of such articles of a size less than the size specified in this section. Any person violating any provision of this section shall forfeit to the people of the State the sum of \$5 for every barrel put up, made or used in violation of such provision. This act shall take effect immediately.

**Great Increase in Lemon Shipments.**

According to reliable statistics, receipts of lemons from Mediterranean ports from the beginning of the current season to date have been considerably in excess of those for the corresponding period last year. At New York from September 1, 1898, to May 15, 1899, there arrived 1,273,000 boxes as compared with 805,000 boxes during that period in 1897-'98. At the out ports, with the exception of Boston, the increase in the receipts this season to date over last have also been marked. Arrivals at Montreal are reported to be 50 per cent. larger than those of last year. New Orleans so far this season has received 75,000 boxes against 28,000 boxes last year. At Boston this season's receipts so far have been 64,000 boxes against 70,000 a year ago, but Philadelphia and Baltimore have received 78,000 as compared with 20,000 boxes last year. One prominent feature of the market in favor of the Mediterranean fruit has been the absence of competition from California during the spring months, owing to the virtual failure of the Pacific Coast crop last year. This has opened the markets of the West and Middle West to the handlers of Sicily lemons, and the demand from that section has very materially assisted in keeping up prices in the Eastern markets.

**No Renovated Butter in Minnesota.**

The Minnesota State Dairy and Food Department has collected in St. Paul and Minneapolis a choice assortment of samples of "embalmed butter," which are labeled "superior quality of renovated butter, improved creamery process." Chemist Eberman, of the Dairy Department, has found that the improved process consists of the use of boracic acid, which is a constituent of embalming fluid, and that is what it is used for in this case, to embalm the butter. Assistant Commissioner Gates says that the stuff from which this butter is made is shipped to the cities by the ton. The merchants in the course of their business gather together a great variety of stuff called butter, and such of it as is absolutely unsalable at home they pack in barrels and send to city dealers, who turn it over to the renovator. The department will confiscate all of this butter the inspectors can find, and where possible will prosecute the dealers under the pure food law.

**A New Industry.**

A Kansas man learned from a scientific paper that eggs could be medicated by feeding certain drugs to the barnyard poultry. Being of an enquiring turn of mind, he fed his hens a preparation of zinc and iron with their food. The result astonished him, but he believes it will make his fortune. Every one of his hens, except one, laid an egg filled with galvanized carpet tacks, and the remaining hen laid a bombshell that exactly fills a rapid fire gun. He can show you the egg shells in proof of this statement.

It never cools a man off when the street sprinkler throws water on him.

## 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.



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

Quotations on Application.

**98 South Division St., Grand Rapids**

## 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.**

## IF YOU WRITE A LETTER

On your typewriter and take a press copy of it and mail it to any one, you will undoubtedly receive a reply. We print facsimiles of such letters in quantities and you could not tell the difference—every one you send out brings a reply. Ask for samples and prices—it will pay you.

**TRADESMAN COMPANY, Grand Rapids, Mich.**



### Crime of the Stranger Who Washed His Hands.

Written for the TRADESMAN.

The bitter, biting blasts of an almost arctic winter were sweeping over the foothills and mountains and plains of Wyoming. The snow that had fallen during preceding storms was whirled and swirled into stinging activity as it darted away to find a resting place in some huge drift.

As our train labored on and the force of the wind and the drifts of snow upon the track made progress slower than usual, there could be seen an occasional bunch of cattle, with heads down and tails to the blast, huddled together in some fence corner. They, like the snow, had been driven before the storm, until, stopped by the fence, they settled down into a living drift of poor shivering, miserable brute life. A rancher's low one-story cabin, with its walls of logs and roof of thatch and earth, seen indistinctly through the driving storm, seemed to hug more closely the spot upon which it stood, as if in fear that it, too, might be driven by the storm into some unfriendly fence corner.

The Cheyenne Northern accommodation, despite the storm, had pulled out of Cheyenne; but it was late in starting, having waited two hours for the belated Union Pacific train westbound from Omaha. As the train entered the hill country twenty miles west of Cheyenne, and its progress became more noticeably slow, a feeling of uneasiness began to be evident among the passengers. These were all men, about thirty in number, for the most part ranchers and cattle-men. There were three of us, however, who did not belong to this class, a Denver wholesale drummer, a man who might be a schoolteacher or a book agent and myself, then acting as traveling buyer for the Denver stock yards. The schoolteacher or book agent, or whatever he might be, had been the cause of considerable profanity among the passengers upon our train. He was the only northbound traveler whom the Union Pacific brought in and for whom our train had been held over for two mortal hours. When he took his place in the car all eyes were turned upon him and "D-n!" was distinctly audible upon some lips and distinctly visible upon others.

I had formed a talking acquaintance with the drummer and, after the spleen which I had at first felt towards the innocent cause of our delay, had also tried to draw him into conversation. My attempt proved futile. He seemed to think I had designs upon him. The man's actions had first attracted my at-

tention to him. There would come into his face, as he looked out of the window at the blinding storm, such a look of abject fear that, in spite of myself, I became intensely interested in him. That the prospect of a day or two of imprisonment, should the train become stalled, could cause such an expression of fear in any man's face seemed ridiculous. Every time this look of horror and fear appeared he looked around the car to see if he had been observed; then he would rise and walk to the smoking compartment, where there was a lavatory, and spend at least five minutes carefully washing his hands.

My interest in the stranger and his peculiar actions had so absorbed my attention that I forgot the storm and the prospect of being buried in a snowdrift. The picture of a horrible tragedy which I had been painting, and in which the stranger was a prominent figure, was driven suddenly from my thoughts by the stopping of the train with a violent jerk. It was soon known that we were stuck fast in the snow. The conductor, who had gone forward, returned and stated that we should have to make the best of it, as we could neither go ahead nor yet back out.

"We're not so bad off as we might be," he continued, "for the tender's full of coal and there's any quantity of sow belly in a freight car on the forward end of the train. The scenery in this part of Wyoming is good, and the folks around here live on 'scenery and sow-belly,' you know. So we sha'n't be half bad off for a day or two."

The prospect was by no means pleasant, but it was a decided comfort to know that we should neither freeze nor starve. The peculiar stranger had listened with blanched face to the conductor's speech and then, when the excitement in the car had quieted somewhat, again made his way to the lavatory and washed his hands.

I stretched myself out on a couple of seats and with a novel, secured from the train boy, proceeded to be as comfortable as the circumstances permitted. The conductor came along after a time and sat down beside me.

"I wouldn't say anything about it," he began, "only I saw that you noticed him. What do you suppose is the matter with that fool that makes him trot back there every half hour and wash his hands—is he crazy or has he murdered somebody?"

"I'd give my salary to know," I replied. "That man's actions might be those of a crazy person, or they might be those of a man who had committed a crime from which he was trying to es-

### 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.**

### The Day We Celebrate!!

We offer a complete line of **FIREWORKS** at rock bottom prices for the best quality goods, Firecrackers, etc. We make a specialty of City Displays.

**HANSELMAN CANDY CO.,**  
Kalamazoo, Michigan.



### 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.**

# 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.



cape. Have you noticed the look of fear that comes into his face every once in a while?"

"Yes; and then he goes back and washes his hands," replied the conductor with irritation. "Say, Mac," he continued, "we're not above five miles from Iron Mountain, where you had that experience over the Pete Lewis murder. Seems queer, doesn't it, that you should run against something disagreeable every time you go over this line? You ain't superstitious, are you?" with a side glance.

"Not a bit of it," I replied; "and I've been traveling around from one unreachable place to another so much during the past four or five years that being snowed in here doesn't worry me in the least—even if there is a lunatic in the car."

"I only hope that this storm doesn't outlast our coal and provisions," said the conductor, as he started off to attend to some real or imaginary duty.

The weary hours of waiting dragged themselves slowly by and still the storm showed no signs of abatement. Several boxes of biscuits and some canned beef, consigned to a Wheatland grocer, were taken from the freight car and handed around among the passengers. As night settled down upon us the brakeman, who had faithfully kept up the fires during the day, came and lighted the lamps. Story-telling and card-playing gradually lost their attraction and one by one the passengers curled themselves up on the seats to sleep.

I lay for a long time watching the man who had so excited my curiosity. He made no attempt to lie down, but in his upright position seemed to doze occasionally. From these cat-naps he would wake with a start of terror and look wildly around the car, his face white with a fear of something no one else could see. Then, opening his grip and taking out an envelope and writing paper, he spent so long a time writing that I fell asleep; and I dreamed he cut my head off with a long sharp sword.

When I awoke it was daylight and the storm had ceased. The seat where I had last seen the peculiar stranger was vacant; but I noticed that his satchel and overcoat were still there; further than this I gave the matter no thought. The wind had died down and the snow had ceased to fly, but the weather was still extremely cold. There was a spirit of cheerfulness evident everywhere among the passengers. No one doubted that before the day was over snowplows and shovellers would be sent out from both ends of the line and we should be able to proceed on our journey. Cards and conversation, as on the preceding day, were again the principal amusement. There seemed to be more spice to the stories told and more zest in the card playing than there had been the previous day. The Denver drummer, a couple of cattle-men and myself struck up a game of whist, and in the interest of the game several hours passed swiftly by.

We were suddenly startled out of this interest by the excited voice of the conductor, who called to us from the rear end of the car. "For God's sake, boys, come here and look at this!"

There was a general rush in that direction, and there from the railing of the platform hung the lifeless body of the strange passenger. He had taken the straps from his satchel and with them had hanged himself.

An examination of his effects revealed a letter, under the strapless satchel, in

which he made a full confession. It was without doubt the letter I had watched him write the night before. The following is an exact copy of it:

To whom it may concern:

I, John Sultz, after vainly trying for more than two years to get away from and to keep out of my mind this spot, have come back to it to lay down my guilty life in expiation for the life of Pete Lewis which I took. I was paid to do that murder, and I did it. I lay in wait for him and I shot him in the back as he rode, on his way to the post-office, past this curve on which we are now snowbound. He fell from his horse, as I thought, dead; but when I went up to him he opened his eyes and recognized me. I see him, I hear his curse upon me, as I write these lines! He raised himself on his elbow with a desperate effort and, looking at me with his terrible eyes, exclaimed, 'John Sultz, I hope, by God, that you shall not live a minute without a thought of me! That the sight of me, as I lie here in my own blood, will haunt you forever and forever!' With that his head fell back, his glassy eyes staring, and he was dead. His curse has come true. There has not been a moment, waking or sleeping, that I have not seen him. I have escaped the law, but this I cannot escape, and I have no longer any wish to try. It was my intention to get off when we reached Iron Mountain and walk back to that hateful spot where I left Pete Lewis' dead body; but the storm has made it impossible. But my mind is made up. When other eyes shall read these lines I shall have passed judgment before my mother's God.

JOHN SULTZ

The body of the dead murderer was cut down and carried to the baggage car and an hour or two later was placed, with his personal effects, aboard the relief train which came up from Cheyenne to dig us out.

The railroad officials would be unable to clear the track ahead of our train for several days, so it was deemed expedient to take the passengers back to Cheyenne.

"Mac," said the conductor, as I bade him good-bye at the station in town, "it's curious, ain't it, that you should have got into a tight place because of that murder, and then be present at the suicide of the murderer."

"Yes, 'tis curious. Good-bye."

MAC ALLEN.

He Was Doing It.

A gentleman going into his stable one day found his little son astride of one of the horses, with a slate and pencil in his hand. "Why, Harry," he exclaimed, "what are you doing?"

"Writing a composition," was the reply.

"Well, why don't you write it in the library?" asked the father.

"Because," answered the little fellow, "the teacher told me to write a composition on a horse."

Too Much to Carry.

"What's the charge in this instance?" asked the magistrate as the prisoner was dragged up to the bar.

"He's got the white man's burden," replied the flip officer.

"Eh! What's that?"

"Loaded, your honor."

**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.**

## Here It Is!

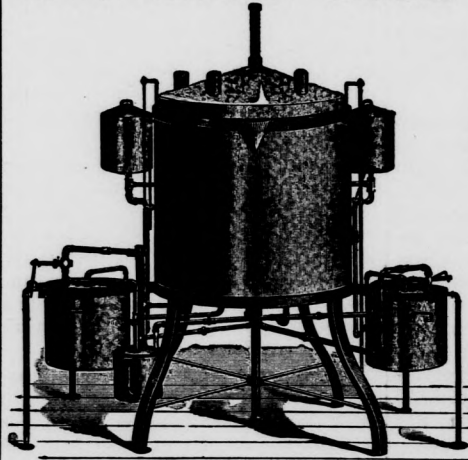
### The Holmes Generator



Just what you have been looking for. The latest, the best, the safest, the most durable and most saving of carbide on the market. It has the improvements long sought for by all generator manufacturers. No more wasted gas, no over heating, no smoke, no coals on burners. Only one-tenth as much gas escapes when charging as in former machines and you **cannot blow it up**. It's safe, it's simple. It is sold under a guarantee. You put the carbide in and the machine does the rest. It is perfectly automatic. A perfect and steady light at all times. No flickering or going out when charged. Do not buy a Generator until you have seen this. You want a good one and we have it. It's made for business. Fully approved by Board of Underwriters. Catalogue and prices cheerfully sent on application. Experienced acetylene gas agents wanted. Limited territory for sale. Also dealers in Carbide, Fixtures, Fittings, Pipe.

**Holmes-Bailey Acetylene Gas Co.**  
Manton, Michigan.

## 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.



## THE Owen Acetylene Gas Generator

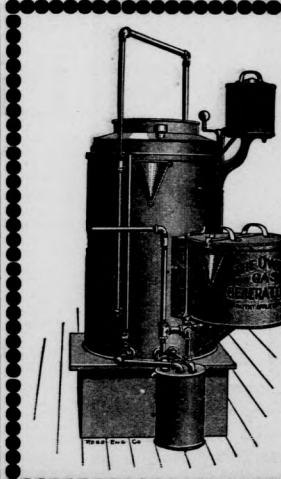
**THE MOST SIMPLE AND COMPLETE DEVICE FOR GENERATING ACETYLENE GAS IN THE MARKET. ABSOLUTELY AUTOMATIC.**

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.





# 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.

Chas. Robb, of Maple Rapids, has gone on the road for the Champion Machine Co.

Will Munson, of Charlotte, has taken the agency for the Crown Acetylene Gas Machine Co. for Central Michigan. He will make Charlotte his headquarters.

C. F. Williams, sundry salesman for the Hazeltine & Perkins Drug Co., will be succeeded June 1 by E. B. McKay, who has covered Michigan and Indiana several years for the Toledo Rubber Co.

Fred J. Ephlin, Michigan representative for Lautz Bros. & Co., of Buffalo, leaves soon for Colorado Springs, accompanied by his wife. Mrs. Ephlin will remain there during the summer in the hopes of benefiting her health. Mr. Ephlin will return home in the course of a couple of weeks.

Cornelius Crawford (Hazeltine & Perkins Drug Co.) has sold his trotting horse, Basswood, to John C. Wallace, a druggist at Newcastle, Pa. The consideration was an even \$500. The horse was sired by Woodlock, raised by A. DeKruif, the Zealand druggist and horseman, and tracked by the genial pill salesman.

The Hotel Kent, of this city, conducted on the European plan, appears to be meeting with the success which usually follows method and merit. Everything is always first-class and visitors are made to feel at home in every sense of the word. While in the hotel office a few days ago, the writer observed something which attracted his attention and aroused his curiosity. The genial Mr. Booth, on being asked what the latest purported to be, replied that it was a berry of unroasted G. K. Coffey; a coffee remarkable for the pungency of its aroma and for its smooth, oily richness, when freshly roasted and nicely served. The "G. K." brand is found throughout Michigan. Its size especially adapts it for the hotel trade, while private families laying in a supply will not require to replenish their cupboards for years. Each berry should be large and rotund, about six feet long, with a tuft of curly black on top, and should weigh about 280 pounds. The "G. K." comes in original packages, bearing conspicuous designs which, once seen, are always remembered.

R. N. Hull in Ohio Merchant: The commercial traveler, above all others, must be a discreet individual, keeping his forces in reserve. Too much talking has hampered the chances of many, especially of the gossiping kind. The

ideal tourist absorbs a great deal and gives out but little. He involuntarily becomes possessed of many secrets among his acquaintances in the trade; oftentimes through a burst of confidence he becomes father confessor to personal friends burdened with more care than they can carry. It takes a philosopher of the most stoical kind to maintain a placid demeanor when grief is tugging at the heartstrings; and the knight of the grip who is schooled in experience and can intuitively read human nature has ever an open volume before him full of other people's history. It would be an ingrate steeped in treachery who would reveal to the world all he knows. With this knowledge it becomes the recipient to closely guard the unruly tongue lest scandal-mongers grasp at statements for the purpose of wronging perhaps the innocent. Extend the helping hand or a kind word to the ones in trouble, but let their secrets "safely repose in a faithful breast."

St. Worth Register: "The Passing of the Traveling Man" will be one of the chief subjects treated in books and papers for many years to come. The traveling salesman, the drummer, or the bagman, as the English people call him, has become one of the great institutions of this country. Next to newspapers has he done the most to keep different sections in touch one with the other. His friends are everywhere. He is an index to business conditions and a walking encyclopedia on crop conditions, as well as all the latest news. He is gladly welcomed everywhere. He has made large business institutions out of small beginnings. He has builded cities by his untiring energies in making almost unheard-of places great wholesale and jobbing centers. But the day of the traveling salesman is nearing an end. The trusts are killing him. These great combinations can see no use of sending men forth to sell their wares when they control all of their kind of goods in the country and, knowing the people must buy from them because they can obtain what they want from no other source, the traveling man's occupation is gone. Thousands of the best business men in the country will be left without employment and forced to seek other means of a livelihood from what they are now following, and necessarily have to enter other fields which are now already crowded, thus tending to lower the earnings of as many more and drive them all toward that poverty into which the trusts would crowd all humanity to further their own ends.

Ishpeming correspondence Marquette Mining Journal: During the past few months several young men who were employed in the stores of the city have taken to the road. Without an exception they have done well and have been well satisfied with their business. One of these confines his operations to Marquette county, and he is consequently well known in its cities. His success in his line has been very great, but just now he is in a peck of trouble as the result of a request he received from his house, asking him to canvass for a new line of goods. A few weeks back he was requested, among other things, to immediately begin taking orders for a line of fine crackers, as he read it, that his house had decided to handle. Delighted with the opportunity of handling an additional line, the young man in question commenced an industrious canvass of customers in his regular line of goods in the interest of the line of crackers that his house had decided to

market. As his regular wares are of the best, he experienced no difficulty in obtaining several good sized orders for his new line from his old patrons. He reported progress to the firm, but complained that the lack of samples interfered to a certain extent with his success in this new line of work. Answering his letter the house stated that a case of samples had been forwarded him and should reach him in a few days, also a complete stock and price book. In due time the samples arrived. The young knight of the road tackled the case with a hatchet and in a few seconds laid bare an assortment of cardboard boxes of various sizes and descriptions. When he uncovered these there was disclosed to his astonished gaze a complete assortment of fire crackers of all descriptions and sizes! Toy cannons and revolvers and display pieces of fireworks completed the line of samples which the house had sent him. The explanation of his mistake is very simple. The architect of the letter from the house writes an abominable scrawl, and the word "fire" in his letter bears an exact resemblance to the word "fine." There is, however, a world of difference between fine crackers and fire crackers, as the commercial man expects to discover when he proposes to his customers to fill their orders for biscuits with the chief necessity for a rousing Fourth of July celebration. Meanwhile he is the subject of a constant fire of jokes on his trips among his patrons.

"Presence of mind doesn't always get one out of a tight fix, as I have found out to my sorrow," said the traveling man who was in a reminiscent mood. "A number of years ago I was in a little country town in the Northern part of the State. There was only one train a day each way, and I was unfortunate enough to miss the train that I had intended to take, arriving at the station just in time to see it disappearing around a bend. To say that I was mad does not express it. I had an important engagement to meet, and I simply had to be at a town some fifty miles from where I was the next day. I wandered disconsolately around, wondering how in the world I was going to make it and what I had done that I should have to pass the night in a town where everybody went to bed with the chickens and get up in the morning to shoo them off from the roost. However, it is one of my principles never to say die, and seeing a gravel train about to pull out in the direction that I wanted to go, I was seized with a bright idea. I knew I would never be allowed to ride on the train without a permit from the general manager, and I realized that before I could secure such a permit the train would be gone, even if I stood any chance of getting it, which I doubted, so I resolved to bluff it out. Picking up my grips, I made my way to the way car and, throwing them into the corner, I glared at the conductor and shouted: 'What do you mean by loafing around here? Why in the name of the Great Divide don't you pull out? Do you suppose the railroad pays you for wasting your time here? This kind of business may have suited the old general manager, but I want you to understand that this sort of thing won't be tolerated for a moment while I am running the road!' The bluff carried the conductor off from his feet, and he meekly answered that he was waiting orders. 'Well, hurry up and get them,' I snapped, 'and don't stand there in a trance! I want you to

understand that hereafter this road is going to be run on a different basis than it has been. I am going down the road with you, and if things don't change for the better some one is going to be called in on the carpet and spend an unpleasant half hour!' The conductor hurried out and relieved his feelings by jawing the operator, the result being that the operator woke up the dispatcher, and we were soon on our way, while I congratulated myself upon my diplomacy. About twenty miles further on we came to a gravel bed and went in on a temporary switch. 'What are you waiting here for?' I snapped at the conductor. 'Orders,' he answered, coolly. 'We stay here until morning. You can take your choice of getting out here or being thrown out!' he added, as he removed his coat. I tried to bluff him down, but he wouldn't bluff. He had learned a thing or two from the operator, and knowing the ground he was standing on, he had planned his revenge in a way that caused my hair to curl. I got out and looked around. There was not a house in sight and the conductor kindly informed me that the next town was ten miles further on, and if I walked fast I would reach there when I got there. He was backed up by two grinning brakemen, and I had to swallow the insults. While I was packing my two heavy grips that ten miles I had plenty of time to realize that there is such a thing as being too blamed smart."

## He Had Re-Morse.

Who was it rode on freight to hustle,  
And took his cards out with a rustle,  
Then rubbed his arm to feel his muscle?—  
Morse.

Who shuffled cards and bet on poker  
With that smooth man, the polished joker,  
And lost a ten just for a soaker?—  
Morse.

Who left the game with that sudden rush,  
With a pallor first and then a blush,  
Had his cards compared four ace and flush?—  
Morse.

What had he when the game was o'er,  
His money gone, his feelings sore?  
What had he? What had he? Nothing more?  
Re-Morse.

## In the Department Store of the Future.

Salesgirl—Is that all?  
Customer—I believe so. I've ordered the house and lot, the pet guinea pig and the big gas balloon. Oh, yes, I promised to buy a sawmill for a country friend. Where is the proper department, please?

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## Drugs--Chemicals

### MICHIGAN STATE BOARD OF PHARMACY.

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### Pertinent Advice to the Beginner in Pharmacy.

Advice, even in its most agreeable guises, is not always the most reliable thing to give a man who has but recently gained his first laurels and placed his feet firmly on the first stepping-stone of life; although, for that matter, it may be the most wholesome. At the outset, therefore, I crave pardon for venturing to give that which, although it may not be toothsome, I dare to believe, on the grounds of possibly a few years of seniority, and the knowledge of a road which one gains by having traveled over it, may not be entirely without value. I feel that it will not be out of place to consider the right position for a newly graduated pharmacist to assume in order that he may establish his individual credit and maintain and augment the standing of his profession.

When the young graduate in pharmacy obtains his diploma he should not be satisfied merely to continue his studies, for the acquisition of knowledge, although necessary, is not the sole thing to accomplish. The graduate has attained his majority, and he must henceforth assume more or less of an aggressive position. To be successful one must be individual; to be individual he must rely on himself. He must avoid allowing his mind to become warped by the purely conventional in pharmacy, nor must he permit it to be governed solely by the actions of his neighbors. It has the prerogative of asserting and maintaining its independence; this is progress, as opposed to stagnation.

A mental inventory of his resources, professional and commercial, is probably the most necessary thing for the graduate to do at the outset of his career, in order that he may understand his position and shape his course. He must dismiss the Utopian hope that pharmaceutical advancement is anywhere near its zenith in our era, but plod on, measuring his abilities by an arbitrary comparison with those of his contemporaries. If he studies the apothecary shop of to-day he will become convinced of this necessity. Let him understand that while pharmacy and pharmacies are undergoing a revolution to-day, pharmacy is not doomed to decay, but is, instead, worming its way to a higher status. As near as his times and circumstances will permit let him place himself on the right side, and make a stand for higher pharmacy and more exacting requirements for its practice. The American pharmacist starting out on his career must adopt a code of ethics to govern his professional and mercantile life, and then, unless he be a fossil, he must follow fearlessly the course which his reason points out to him. What this course shall be is, however, a bone of contention.

While I believe that the particular circumstances which surround each man's life have a large bearing on his ultimate success or failure, it is nevertheless true that a right course of conduct has also a large share in shaping his fortunes. It therefore behooves the young pharmacist to note the general nature of pharmaceutical practice, and decide upon a definite and a proper course of action. By this system of self-examination which is to lead him to an aggressive self-government, he will find that the great want of his professional self and of his profession is higher culture. This is the first great need of the young pharmacist, which his apprenticeship as a "pharmaceutical devil" has denied him. This means a higher status for pharmacy and more room at the top, presuming, of course, that the apothecary shop may be placed there.

But he will say that it is easier to formulate plans than to carry them into effect. This is true; and I speak to the young graduate in pharmacy individually when I say that there is but one way of succeeding with any reasonable degree of certainty, and that is by individual force of character. In this connection it behooves him, whether he has means, or whether he has spent his last dollar to get his education, to impress upon both himself and his employers the necessity for shorter hours, or its equivalent, for time which shall be the clerk's own. This will give him time and chance to appease his intellectual hunger and to bring him general culture. I appeal to reason if it is not the slavery of long hours of incessant and unchanging work which has led so many pharmacists to a fossiliferous state of wrangling patent medicine shopkeepers? One's mental growth is not by accretion of knowledge only, but by that truly higher form of growth, of assimilation and absorption, which produces as well as receives. One should respect his own ideas and opinions, nor renounce them simply because they are his own. To do this the pharmacist's mind must not become befuddled by any conventional and narrow-minded notions that prevail in the ranks of pharmacy. Let every young graduate in pharmacy resolve within himself a secret resolve to obtain culture by book or by crook. I believe that the bane of American pharmacy is the very lack of opportunity for culture. Emerson has said that "society everywhere is in conspiracy against the manhood of every one of its members." Few things if any are obtained without a struggle, whether they be peace of mind or glistening dollars. My advice is to "plug" away at the one definite goal of higher culture.

A man takes up a business or profession partly to make a living at it, and partly to make his living creditable. To make his living creditable the pharmacist must endeavor to elevate his profession by all means in his power. The men in pharmacy who are most successful are those who have a strong individuality. Observe it among your pharmaceutical friends. They have a technical education which is, perhaps, common to them all, yet how different is their success. The successful pharmacist keeps himself in touch with the physician and legitimate pharmacy, cares very little about the success of his patent medicine department, sells patent medicines as cheap as his cheapest competitor, but never recommends them, while the poor-devil pharmacist, all

adrift, rudderless and compassless, with possibly three sheets in the wind, is disconsolate and broken-hearted at the wind which the department stores are raising about his ears. The department stores and the cut-rate stores are the greatest factors towards bringing about ultimately a legitimate practice of pharmacy, and thinning the ranks of the purveyors of quackery. This must necessarily take place first where the competition is hottest and where capital is most plentiful, as is already exemplified in New York and other large centers. The pharmacist on the small scale can hold his own against competition in his legitimate field in a ratio directly proportionate to his proficiency. Financial success goes hand in hand with professional success. If he can not succeed professionally, as pharmacy is practiced to-day, he might as well retire, for his backbone is broken.

Patent medicines and the neglect of pure pharmacy are the combined spectral forces that have engaged pharmacy to-day in a death struggle. It remains with the young graduate in pharmacy to decide his fate and the fate of pharmacy. With courtesy, affability, honesty, and sincerity as his indispensable allies, let him place himself on the right side at an early stage, and seal the destiny of pharmacy. There is an evolution in all things. Progress is inevitable. It is a law of nature.—R. F. Ruppiller in Bulletin of Pharmacy.

### The Ways of the Cutter.

Rochester Correspondence American Druggist.

Several of the leading cutters here have come to an agreement relative to a change in the price list of those proprietary medicines not previously included in their cut rate list of preparations. The change affects probably not more than a dozen different well-known medicines, for the greater part of which an advance in price is indicated. This list of exceptions, which is the joy of the cutter, has from time to time been the cause of some arbitration. Other dealers have frequently tried to come to some definite understanding with the cutters as to the prices, but to little purpose. It would take an expert juggler to follow out the changes the list has undergone for advertising purposes. A few articles below cost make an advertisement read like a fairy tale to customers, and this is exactly for what such advertisements are intended; and so the list seems liable to remain subject to future experiments.

### Unexpected Effect.

"I hope you are getting good results from the gymnastic exercises I recommended," said Mr. Pner's medical adviser.

"Well, I'm not," replied Mr. Pner. "They have ruined a good coat for me." "Didn't you take your coat off?" "Certainly, but the exercise has enlarged my shoulders so I can't wear it any more. Coat was as good as new, too!"

The man who claims to have no memory may be cured by lending small sums to his friends.

### The Drug Market.

Opium—Is unchanged, although in a firmer position than last week, having advanced at the primary market.

Morphine—Is steady.

Quinine—Is firm, the price of bark having advanced about 15 per cent. at the last auction. The London market is active and prices have been advanced about 4c by outside handlers, while manufacturers' prices are unchanged.

Cinchonidia—Very little is now manufactured and there is only a small stock in the market. Quotations have been advanced 4c in the past week.

Citric Acid—Has been again advanced 1c by manufacturers and is in a very firm position.

Alcohol—Competition between jobbers still continues and prices are irregular.

Cocaine—The market is very firm and tending upward, on account of scarcity of leaves.

Cuttle-Fish Bone—Is very scarce and holders have advanced their prices. The new catch will not be in market for about three months.

Naphthalene or Moth Balls—Sold as high as 6c during the past week, on account of scarcity. The market is now better supplied and the price has declined.

Essential Oils—Cloves have been again advanced, on account of the spice, which is still tending upward. Citronella is weak and lower. Pennyroyal is very firm and stocks are very small. The price has advanced. Pure wormwood is in small supply and remains firm at the high price.

Gum Camphor—Is very firm at the advance and higher prices are almost certain.

Goldenseal—Spring-dug is coming into market and prices are lower than for fall-dug root, which is firm and unchanged in price.

Canary Seed—The growing crop is reported damaged, on account of lack of rain, and prices are very firm.

Cloves—Have been advanced.

Linseed Oil—Owing to competition and lower price for seed, has declined.

### Oddities at the Counter.

James Clarke, of Orange, N. J., has compiled a collection of odd counter orders which he has received during the past year, as follows:

Sodin Sirop (Soothing Syrup); Ucolipitus for a soar Throat; bycornet Soda, 5c; quine capels, 5c; Groces seplament; odofobe (Iodoform) for a cut; parchage (Paregoric) fore a sick baby what has the Diarie; 5c wurth Spurm of City, maybe indine annunt; kickpoo caught surp, (Maybury's Indian Ointment, Kickapoo Cough Syrup); 5c Worth Colery Mixture for a groan Pursen; Selchin podir (Seidlitz powder); bill adollon plaster; Settermgneuci (Cit. Magnesia); Olcox Pores Plaster; 10c rapyan taplets; spiced syr. rubar and pargeg (Paregoric); 5 blue anintment; 5c Flax Seed in the hole (Whole Flax Seed); sceama mama (Senna and Manna); 5 grs. fanasideen (Phenacetine).



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.



## WHOLESALE PRICE CURRENT.

| Advanced—                     | Declined—   |      |                             |             |             |
|-------------------------------|-------------|------|-----------------------------|-------------|-------------|
| <b>Acidum</b>                 |             |      |                             |             |             |
| Aceticum.....                 | 60 8        | 3    | Conium Mac.....             | 35 50       | 50          |
| Benzolcum, German.....        | 70 75       | 16   | Copaiba.....                | 1 15 25     | 1 15 25     |
| Boracic.....                  | 2 16        | 16   | Cubeba.....                 | 1 30 1 10   | 1 30 1 10   |
| Carbolicum.....               | 2 30 41     | 41   | Erigeron.....               | 1 1 00 1 10 | 1 1 00 1 10 |
| Citricum.....                 | 48 50       | 50   | Gaultheria.....             | 1 1 40 1 45 | 1 1 40 1 45 |
| Hydrochlor.....               | 3 2 5       | 5    | Geranium, ounce.....        | 75          | 75          |
| Nitrosum.....                 | 8 10        | 10   | Gossypil, Sem. gal.....     | 50 60       | 50 60       |
| Oxalicum.....                 | 12 14       | 14   | Hedeoma.....                | 1 25 1 35   | 1 25 1 35   |
| Phosphorum, dil.....          | 15          | 15   | Juniper.....                | 1 50 2 00   | 1 50 2 00   |
| Salicylicum.....              | 50 60       | 60   | Lavender.....               | 1 25 1 35   | 1 25 1 35   |
| Sulphuricum.....              | 1 1 25 1 40 | 40   | Limonis.....                | 1 60 2 20   | 1 60 2 20   |
| Tannicum.....                 | 38 40       | 40   | Mentha Piper.....           | 1 50 1 60   | 1 50 1 60   |
| Tartaricum.....               | 38 40       | 40   | Mentha Verid.....           | 1 00 1 15   | 1 00 1 15   |
| <b>Ammonia</b>                |             |      |                             |             |             |
| Aqua, 16 deg.....             | 40 6        | 6    | Morruha, gal.....           | 4 00 4 50   | 4 00 4 50   |
| Aqua, 20 deg.....             | 60 8        | 8    | Myrica.....                 | 75 3 00     | 75 3 00     |
| Carbonas.....                 | 12 14       | 14   | Picis Liquida.....          | 10 12       | 10 12       |
| Chloridum.....                | 12 14       | 14   | Picis Liquida, gal.....     | 35          | 35          |
| <b>Aniline</b>                |             |      |                             |             |             |
| Black.....                    | 2 00 2 25   | 2 25 | Picis.....                  | 35 1 00     | 35 1 00     |
| Brown.....                    | 30 1 00     | 1 00 | Rosmarini.....              | 6 50 8 50   | 6 50 8 50   |
| Red.....                      | 45 50       | 50   | Rose, ounce.....            | 40 45       | 40 45       |
| Yellow.....                   | 2 50 3 00   | 3 00 | Succini.....                | 90 1 00     | 90 1 00     |
| <b>Baccæ</b>                  |             |      |                             |             |             |
| Cubese.....                   | 13 15       | 15   | Sabina.....                 | 40 45       | 40 45       |
| Juniperus.....                | 6 8         | 8    | Santal.....                 | 2 50 7 00   | 2 50 7 00   |
| Xanthoxylum.....              | 25 30       | 30   | Sassafras.....              | 55 60       | 55 60       |
| <b>Balsamum</b>               |             |      |                             |             |             |
| Copaiba.....                  | 50 55       | 55   | Sinapis, ess., ounce.....   | 1 70 1 80   | 1 70 1 80   |
| Peru.....                     | 45 50       | 50   | Tigil.....                  | 40 50       | 40 50       |
| Terabin, Canada.....          | 50 55       | 55   | Thyme, opt.....             | 1 60        | 1 60        |
| Tolutan.....                  | 50 55       | 55   | Theobromas.....             | 15 20       | 15 20       |
| <b>Cortex</b>                 |             |      |                             |             |             |
| Abies, Canadian.....          | 18          | 18   | <b>Potassium</b>            |             |             |
| Cassia.....                   | 12          | 12   | Bi-Carb.....                | 15 18       | 15 18       |
| Cinchona Flava.....           | 18          | 18   | Bichromate.....             | 13 15       | 13 15       |
| Euonymus atropurp.....        | 30          | 30   | Bromide.....                | 52 57       | 52 57       |
| Myrica Cerifera, po.....      | 20          | 20   | Carb.....                   | 12 15       | 12 15       |
| Prunus Virgin.....            | 12          | 12   | Chlorate, po. 17@19c.....   | 16 18       | 16 18       |
| Quillaja, gr'd.....           | 12          | 12   | Cyanide.....                | 2 40 2 50   | 2 40 2 50   |
| Sassafras.....                | 12          | 12   | Iodide.....                 | 25 30       | 25 30       |
| Ulmus.....                    | 15          | 15   | Potassa, Bitart, pure.....  | 15 18       | 15 18       |
| <b>Extractum</b>              |             |      |                             |             |             |
| Glycyrrhiza Glabra.....       | 24 25       | 25   | Potassa, Bitart, com.....   | 10 12       | 10 12       |
| Glycyrrhiza, po.....          | 28 30       | 30   | Potass Nitras, opt.....     | 10 11       | 10 11       |
| Hæmatox, 15 lb box.....       | 11 12       | 12   | Potass Nitras.....          | 20 25       | 20 25       |
| Hæmatox, 1s.....              | 13 14       | 14   | Sulphate po.....            | 15 18       | 15 18       |
| Hæmatox, 1/8s.....            | 14 15       | 15   | <b>Radix</b>                |             |             |
| Hæmatox, 1/4s.....            | 16 17       | 17   | Aconitum.....               | 20 25       | 20 25       |
| <b>Ferru</b>                  |             |      |                             |             |             |
| Carbonate Precip.....         | 15          | 15   | Althæ.....                  | 22 25       | 22 25       |
| Citrate and Quinia.....       | 2 25        | 25   | Anchusa.....                | 10 12       | 10 12       |
| Citrate Soluble.....          | 75          | 75   | Arum po.....                | 20 25       | 20 25       |
| Ferrocyanidum Sol.....        | 15          | 15   | Calamus.....                | 20 40       | 20 40       |
| Solut. Chloride.....          | 15          | 15   | Gentiana.....               | 12 15       | 12 15       |
| Sulphate, com'l, by.....      | 50          | 50   | Glycyrrhiza, pv. 15.....    | 16 18       | 16 18       |
| Sulphate, pure.....           | 7           | 7    | Hydrastis Canad.....        | 55          | 55          |
| <b>Flora</b>                  |             |      |                             |             |             |
| Arnica.....                   | 12 14       | 14   | Hydrastis Can.....          | 55          | 55          |
| Anthemis.....                 | 30 35       | 35   | Hellebore, Alba, po.....    | 18 20       | 18 20       |
| Matricaria.....               | 30 35       | 35   | Inula, po.....              | 15 20       | 15 20       |
| <b>Folia</b>                  |             |      |                             |             |             |
| Barosma.....                  | 25 30       | 30   | Ipecac, po.....             | 4 50 4 75   | 4 50 4 75   |
| Cassia Acutifol, Tin.....     | 18 25       | 25   | Iris plox.....              | 35 40       | 35 40       |
| Cassia Acutifol, Alx.....     | 25 30       | 30   | Jalapa, pr.....             | 25 30       | 25 30       |
| Salvia officinalis, 1/8s..... | 12 20       | 20   | Maranta, 1/8s.....          | 22 25       | 22 25       |
| Ura Urs.....                  | 8 10        | 10   | Podophyllum, po.....        | 75 1 00     | 75 1 00     |
| <b>Gummi</b>                  |             |      |                             |             |             |
| Acacia, 1st picked.....       | 65          | 65   | Rhei, cut.....              | 75 1 00     | 75 1 00     |
| Acacia, 2d picked.....        | 45          | 45   | Rhei, pv.....               | 75 1 35     | 75 1 35     |
| Acacia, 3d picked.....        | 35          | 35   | Spigelia.....               | 35 38       | 35 38       |
| Acacia, sifted sorts.....     | 28          | 28   | Sanguinaria, po. 15.....    | 35 38       | 35 38       |
| Acacia, po.....               | 60 80       | 80   | Serpentaria.....            | 40 45       | 40 45       |
| Aloe, Barb. po. 18@20.....    | 12 14       | 14   | Senega.....                 | 40 45       | 40 45       |
| Aloe, Cape.....               | 12          | 12   | Similax, officinalis H..... | 40 45       | 40 45       |
| Aloe, Socotri.....            | 12          | 12   | Smilax, M.....              | 40 45       | 40 45       |
| Ammoniac.....                 | 55 60       | 60   | Scilla.....                 | 10 12       | 10 12       |
| Assafetida.....               | 28 30       | 30   | Symplocarpus, Feti.....     | 25 30       | 25 30       |
| Benzoinum.....                | 50 55       | 55   | Valeriana, Eng. po. 30..... | 15 20       | 15 20       |
| Catechu, 1s.....              | 13 14       | 14   | Valeriana, German.....      | 12 16       | 12 16       |
| Catechu, 1/8s.....            | 14 15       | 15   | Zingiber a.....             | 25 27       | 25 27       |
| Camphore.....                 | 55 60       | 60   | Zingiber j.....             | 25 27       | 25 27       |
| Euphorbium, po. 35.....       | 10 100      | 100  | <b>Semen</b>                |             |             |
| Galbanum.....                 | 65 70       | 70   | Anisum.....                 | 13 15       | 13 15       |
| Gamboge po.....               | 65 70       | 70   | Apium (graveleons).....     | 13 15       | 13 15       |
| Gualacum.....                 | 65 70       | 70   | Bird, 1s.....               | 4 5         | 4 5         |
| Kino.....                     | 65 70       | 70   | Carul.....                  | 10 12       | 10 12       |
| Mastic.....                   | 65 70       | 70   | Cardamon.....               | 1 25 1 75   | 1 25 1 75   |
| Myrrh.....                    | 65 70       | 70   | Coriandrum.....             | 8 10        | 8 10        |
| Opil.....                     | 65 70       | 70   | Cannabis Sativa.....        | 4 5         | 4 5         |
| Shellac.....                  | 65 70       | 70   | Cydonium.....               | 75 1 00     | 75 1 00     |
| Shellac, bleached.....        | 65 70       | 70   | Chenopodium.....            | 10 12       | 10 12       |
| Tragacanth.....               | 65 70       | 70   | Diplex Odoate.....          | 1 40 1 50   | 1 40 1 50   |
| <b>Herba</b>                  |             |      |                             |             |             |
| Absinthium, oz. pkg.....      | 25          | 25   | Feniculum.....              | 10 12       | 10 12       |
| Eupatorium, oz. pkg.....      | 25          | 25   | Fenugreek, po.....          | 7 9         | 7 9         |
| Lobelia.....                  | 25          | 25   | Lini.....                   | 3 4 4 4     | 3 4 4 4     |
| Majorum.....                  | 25          | 25   | Lini, gr'd.....             | 3 4 4 4     | 3 4 4 4     |
| Mentha Pip. oz. pkg.....      | 25          | 25   | Lobelia.....                | 35 40       | 35 40       |
| Mentha Vir. oz. pkg.....      | 25          | 25   | Pharlaris Canarian.....     | 3 4         | 3 4         |
| Rue.....                      | 25          | 25   | Rapa.....                   | 4 5         | 4 5         |
| Tanacetum Voz. pkg.....       | 25          | 25   | Sinapis Albu.....           | 9 10        | 9 10        |
| Thymus, V. oz. pkg.....       | 25          | 25   | Sinapis Nigra.....          | 11 12       | 11 12       |
| <b>Flagnesia</b>              |             |      |                             |             |             |
| Calcined, Pat.....            | 55 60       | 60   | <b>Spiritus</b>             |             |             |
| Carbonate, Pat.....           | 30 35       | 35   | Frumentil, W. D. Co.....    | 2 00 2 50   | 2 00 2 50   |
| Carbonate, K. & M.....        | 20 25       | 25   | Frumentil, D. F. R.....     | 2 00 2 25   | 2 00 2 25   |
| Carbonate, Jennings.....      | 35 40       | 40   | Frumentil.....              | 1 25 1 50   | 1 25 1 50   |
| <b>Oleum</b>                  |             |      |                             |             |             |
| Absinthium.....               | 4 50 4 75   | 4 75 | Juniperis Co. O. T.....     | 1 65 2 00   | 1 65 2 00   |
| Amygdale, Dulc.....           | 30 35       | 35   | Juniperis Co.....           | 1 75 3 50   | 1 75 3 50   |
| Amygdale, Amaræ.....          | 8 10 8 25   | 8 25 | Saacharum N. E.....         | 1 90 2 10   | 1 90 2 10   |
| Anisi.....                    | 1 25 2 00   | 2 00 | Spt. Vinl Galli.....        | 1 75 6 50   | 1 75 6 50   |
| Aurant Cortex.....            | 2 40 2 50   | 2 50 | Vini Oportu.....            | 1 25 2 00   | 1 25 2 00   |
| Bergamit.....                 | 2 80 2 90   | 2 90 | Vini Alba.....              | 1 25 2 00   | 1 25 2 00   |
| Caliputl.....                 | 75 80       | 80   | <b>Sponges</b>              |             |             |
| Caryophylli.....              | 70 80       | 80   | Florida sheeps' wool.....   | 2 50 2 75   | 2 50 2 75   |
| Cedar.....                    | 35 40       | 40   | carriage.....               | 2 50 2 75   | 2 50 2 75   |
| Chenopadi.....                | 2 75        | 75   | Nassau sheeps' wool.....    | 2 00 2 25   | 2 00 2 25   |
| Cinnamoni.....                | 1 40 1 50   | 1 50 | carriage.....               | 2 00 2 25   | 2 00 2 25   |
| Chironelli.....               | 40 45       | 45   | Velvet extra sheeps'.....   | 1 25        | 1 25        |
| <b>Syrups</b>                 |             |      |                             |             |             |
| Acacia.....                   | 50 55       | 55   | Extra yellow sheeps'.....   | 1 00        | 1 00        |
| Aurant Cortex.....            | 50 55       | 55   | wool, carriage.....         | 1 00        | 1 00        |
| Zingiber.....                 | 50 55       | 55   | Grass sheeps' wool.....     | 1 00        | 1 00        |
| Ipecac.....                   | 50 55       | 55   | carriage.....               | 1 00        | 1 00        |
| Ferri Iod.....                | 50 55       | 55   | Hard, for slate use.....    | 1 00        | 1 00        |
| Rhei Arom.....                | 50 55       | 55   | Yellow Reef, for.....       | 1 40        | 1 40        |
| Smilax Officinalis.....       | 50 55       | 55   | <b>Tinctures</b>            |             |             |
| Senega.....                   | 50 55       | 55   | Aconitum Napellis E.....    | 60          | 60          |
| Scilla.....                   | 50 55       | 55   | Aconitum Napellis F.....    | 60          | 60          |

|                                |           |      |                             |             |       |                             |                |          |
|--------------------------------|-----------|------|-----------------------------|-------------|-------|-----------------------------|----------------|----------|
| Morphia, S.P. & W.....         | 2 20 2 45 | 2 45 | Snapis.....                 | 2 18        | 18    | Linseed, pure raw.....      | 40             | 43       |
| Morphia, S.N.Y.Q. & C. Co..... | 2 10 2 35 | 2 35 | Snapis, opt.....            | 2 30        | 30    | Linseed, boiled.....        | 41             | 44       |
| Moschus Canton.....            | 2 40      | 40   | Snuff, Maccaboy, De.....    | 2 34        | 34    | Neatsfoot, winter str.....  | 65             | 70       |
| Myristica, No. 1.....          | 65 80     | 80   | Voes.....                   | 2 11        | 11    | Spirits Turpentine.....     | 48             | 55       |
| Nux Vomica.....                | 10 15     | 15   | Snuff, Scotch, DeVo's.....  | 2 11        | 11    | <b>Paints</b>               |                |          |
| Os Sepia.....                  | 15 18     | 18   | Soda Boras, po.....         | 2 11        | 11    | Red Venetian.....           | 1 2 2 28       | 2 28     |
| Pepsin Saac, H. & P.....       | 15 18     | 18   | Soda Boras, po.....         | 2 11        | 11    | Ochre, yellow Mars.....     | 1 2 2 28       | 2 28     |
| P. Co.....                     | 2 1 00    | 1 00 | Soda et Potass Tart.....    | 2 28        | 28    | Ochre, yellow Ber.....      | 1 2 2 28       | 2 28     |
| Picis Liq. N.N. 1/4 gal.....   | 2 1 00    | 1 00 | Soda, Carb.....             | 1 1/2 2     | 2     | Putty, commercial.....      | 2 1/2 2 1/2 23 | 2 1/2 23 |
| Picis Liq., quarts.....        | 2 2 00    | 2 00 | Soda, Bi-Carb.....          | 3 1/2 4     | 4     | Putty, strictly pure.....   | 2 1/2 2 1/2 23 | 2 1/2 23 |
| Pil Hydrarg.....               | 2 1 00    | 1 00 | Soda, Ash.....              | 3 1/2 4     | 4     | Vermilion, Prime.....       | 13 15          | 15       |
| Pil Nigra.....                 | 2 1 00    | 1 00 | Soda, Sulphas.....          | 2 2 60      | 60    | Vermilion, English.....     | 70 75          | 75       |
| Pil Alba.....                  | 2 1 00    | 1 00 | Spts, Cologne.....          | 2 2 60      | 60    | Green, Paris.....           | 13 1/2 17 1/2  | 17 1/2   |
| Pil Burgun.....                | 2 1 00    | 1 00 | Spts, Ether Co.....         | 50 55       | 55    | Green, Peninsular.....      | 13 1/2 17 1/2  | 17 1/2   |
| Plumbi Acet.....               | 10 12     | 12   | Spts, Myrcia Dom.....       | 2 2 60      | 60    | Lead, Red.....              | 5 1/2 6 1/2    | 6 1/2    |
| Pulvis Ipecac et Opil.....     | 1 10 1 20 | 1 20 | Spts, Vinl Rect, bbl.....   | 2 2 60      | 60    | Lead, white.....            | 5 1/2 6 1/2    | 6 1/2    |
| Pyrethrum, boxes H.....        | 2 1 00    | 1 00 | Spts, Vinl Rect, 10gal..... | 2 2 60      | 60    | Whiting, white Span.....    | 2 70           | 70       |
| P. D. Co., doz.....            | 2 1 25    | 1 25 | Spts, Vinl Rect, 5gal.....  | 2 2 60      | 60    | Whiting, gliders.....       | 2 70           | 70       |
| Pyrethrum, pv.....             | 25 30     | 30   | Strychnia, Crystal.....     | 1 20 1 35   | 1 35  | Whiting, Paris Amer.....    | 2 1 00         | 1 00     |
| Quassia.....                   | 25 30     | 30   | Sulphur, Subl.....          | 2 1/2 3 1/2 | 3 1/2 | Whiting, Paris Eng.....     | 2 1 00         | 1 00     |
| Quinia, S. P. & W.....         | 43 47     | 47   | Sulphur, Roll.....          | 2 1/2 3 1/2 | 3 1/2 | Universal Prepared.....     | 1 00 1 15      | 1 15     |
| Quinia, S. German.....         | 38 42     | 42   | Tamarinds.....              | 8 10        | 10    | <b>Varnishes</b>            |                |          |
| Quinia, N.Y.....               | 38 42     | 42   | Terebenth Venice.....       | 25 30       | 30    | No. 1 Turp Coach.....       | 1 10 1 20      | 1 20     |
| Rubia Tincturum.....           | 12 14     | 14   | Theobromæ.....              | 46 48       | 48    | Extra Turp.....             | 1 60 1 70      | 1 70     |
| Saccharum Lactis pv.....       | 18 20     | 20   | Vanilla.....                | 9 00 16 00  | 16 00 | Coach Body.....             | 2 75 3 00      | 3 00     |
| Salicin.....                   | 3 00 3 10 | 3 10 | Zinci Sulph.....            | 7 8         | 8     | No. 1 Turp Furn.....        | 1 00 1 10      | 1 10     |
| Sanguis Draconis.....          | 3 00 3 10 | 3 10 | <b>Oils</b>                 |             |       | Extra Turk Damar.....       | 1 55 1 60      | 1 60     |
| Sapo, W.....                   | 12 14     | 14   | Whale, winter.....          | 70 70       | 70    | Jap. Dryer, No. 1 Turp..... | 70 75          | 75       |
| Sapo, M.....                   | 10 12     | 12   | Lard, extra.....            | 55 60       | 60    |                             |                |          |
| Sapo, G.....                   | 15 15     | 15   | Lard, No. 1.....            | 40 45       | 45    |                             |                |          |
| Siedlitz Mixture.....          | 20 22     | 22   |                             |             |       |                             |                |          |

# 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 6 00 |
| Castor Oil.....            | 60 7 00 |
| Diamond.....               | 50 4 00 |
| Fraser's.....              | 75 9 00 |
| IXL Golden, tin boxes..... | 90 9 00 |
| Alca, tin boxes.....       | 75 9 00 |
| Paragon.....               | 55 6 00 |

| BAKING POWDER.           |      |
|--------------------------|------|
| Absolute.....            | 45   |
| 1 lb cans doz.....       | 85   |
| 1 lb cans doz.....       | 1 50 |
| Acme.....                | 45   |
| 1 lb cans 3 doz.....     | 75   |
| 1 lb cans 1 doz.....     | 1 00 |
| Bulk.....                | 10   |
| Arctic.....              | 85   |
| 6 oz. Eng. Tumblers..... | 85   |



|                                 |      |
|---------------------------------|------|
| 6 oz. cans, 4 doz case.....     | 80   |
| 9 oz. cans, 4 doz case.....     | 1 20 |
| 1 lb. cans, 2 doz case.....     | 2 00 |
| 2 1/2 lb. cans, 1 doz case..... | 4 75 |
| 5 lb. cans, 1 doz case.....     | 9 00 |
| El Parity.....                  | 75   |
| 1 lb cans per doz.....          | 1 20 |
| 1 lb cans per doz.....          | 2 00 |
| Home.....                       | 35   |
| 1 lb cans 4 doz case.....       | 55   |
| 1 lb cans 4 doz case.....       | 90   |

| JAXON                      |      |
|----------------------------|------|
| 1 lb cans, 4 doz case..... | 45   |
| 1 lb cans, 4 doz case..... | 85   |
| 1 lb cans, 2 doz case..... | 1 60 |
| Jersey Cream.....          | 2 00 |
| 9 oz. cans, per doz.....   | 1 25 |
| 6 oz. cans, per doz.....   | 85   |

| Our Leader.             |      |
|-------------------------|------|
| 1 lb cans.....          | 45   |
| 1 lb cans.....          | 75   |
| 1 lb cans.....          | 1 50 |
| Pearless.....           | 85   |
| Queen Flake.....        | 2 70 |
| 6 oz., 4 doz. case..... | 3 20 |
| 9 oz., 4 doz. case..... | 4 80 |
| 1 lb., 2 doz. case..... | 4 00 |
| 5 lb., 1 doz. case..... | 9 00 |

| BATH BRICK.   |    |
|---------------|----|
| American..... | 70 |
| English.....  | 80 |

| CANNED GOODS.               |              |
|-----------------------------|--------------|
| Tomatoes.....               | 80@ 90       |
| Corn.....                   | 80@ 100      |
| Hominy.....                 | 70@ 1 30     |
| Beans, Lima.....            | 70@ 1 30     |
| Beans, Wax.....             | 90           |
| Beans, String.....          | 85           |
| Beans, Baked.....           | 75@ 1 00     |
| Beans, Red Kidney.....      | 75@ 85       |
| Succotash.....              | 85@ 1 20     |
| Peas.....                   | 50@ 85       |
| Peas, French.....           | 2 25         |
| Pumpkin.....                | 75           |
| Mushroom.....               | 15@ 22       |
| Peaches, Pie.....           | 1 00         |
| Peaches, Fancy.....         | 1 40         |
| Apples, gallons.....        | 23 00        |
| Cherries.....               | 90           |
| Pears.....                  | 90           |
| Pineapple, grated.....      | 1 75 2 40    |
| Pineapple, sliced.....      | 1 35 2 25    |
| Pineapple, Farren.....      | 1 70         |
| Strawberries.....           | 1 10         |
| Blackberries.....           | 80           |
| Raspberries.....            | 85           |
| Oysters, 1-lb.....          | 85           |
| Oysters, 2-lb.....          | 1 50         |
| Salmon, Warren's.....       | 1 40@ 1 60   |
| Salmon, Alaska.....         | 1 25         |
| Salmon, Klondike.....       | 90           |
| Lobsters, 1-lb. Star.....   | 3 20         |
| Lobsters, 2-lb. Star.....   | 3 20         |
| Mackerel, 1-lb Mustard..... | 10           |
| Mackerel, 1-lb. Soused..... | 1 75         |
| Mackerel, 1-lb Tomato.....  | 1 75         |
| Shrimps.....                | 2 00         |
| Sardines, 1/2 domestic..... | 3 1/4@       |
| Sardines, mstrd, dom.....   | 5 1/4@ 7 1/4 |
| Sardines, French.....       | 8 1/2@ 9 1/2 |

## BLUING.

### CONDENSED PEARL BLUING

| BROOKS.           |      |
|-------------------|------|
| No. 1 Carpet..... | 2 31 |
| No. 2 Carpet..... | 2 15 |
| No. 3 Carpet..... | 1 85 |
| No. 4 Carpet..... | 1 45 |
| Parlor Gem.....   | 2 50 |
| Common Whisk..... | 95   |
| Fancy Whisk.....  | 1 00 |
| Warehouse.....    | 2 70 |

| CANDLES.       |    |
|----------------|----|
| 8s.....        | 7  |
| 10s.....       | 8  |
| Paraffine..... | 8  |
| Wicking.....   | 30 |

| CATSUP.                  |      |
|--------------------------|------|
| Columbia, pints.....     | 2 00 |
| Columbia, 1/2 pints..... | 1 25 |

| CHEESE          |        |
|-----------------|--------|
| Acme.....       | 10     |
| Amboy.....      | 11     |
| Elkie.....      | 11     |
| Emblem.....     | 10     |
| Gold Medal..... | 10 1/2 |
| Ideal.....      | 10     |
| Jersey.....     | 10 1/4 |
| Riverside.....  | 10     |
| Brick.....      | 12     |
| Edam.....       | 70     |
| Lelden.....     | 17     |
| Limburger.....  | 13     |
| Pineapple.....  | 50 75  |
| Sap Sago.....   | 17     |

| Chicory.  |   |
|-----------|---|
| Bulk..... | 5 |
| Red.....  | 7 |

| CHOCOLATE.                |    |
|---------------------------|----|
| Walter Baker & Co.'s..... | 23 |
| German Sweet.....         | 35 |
| Premium.....              | 35 |
| Breakfast Cocoa.....      | 46 |

| COFFEE.             |    |
|---------------------|----|
| Roasted.....        | 9  |
| Rio.....            | 10 |
| Good.....           | 10 |
| Prime.....          | 12 |
| Golden.....         | 13 |
| Peaberry.....       | 14 |
| Santos.....         | 14 |
| Good.....           | 15 |
| Prime.....          | 16 |
| Peaberry.....       | 18 |
| Maracaibo.....      | 15 |
| Milled.....         | 17 |
| Java.....           | 26 |
| Interior.....       | 26 |
| Private Growth..... | 30 |
| Mandehling.....     | 35 |
| Mocha.....          | 22 |
| Arabian.....        | 28 |

| Roasted.                             |        |
|--------------------------------------|--------|
| Clark Jewell-Wells Co.'s Brands..... | 20     |
| Fifth Avenue.....                    | 20     |
| Jewell's Arabian Mocha.....          | 29     |
| Wells' Mocha and Java.....           | 24     |
| Wells' Perfection Java.....          | 24     |
| Sancaibo.....                        | 21     |
| Breakfast Blend.....                 | 18     |
| Valley City Maracaibo.....           | 18 1/2 |
| Ideal Blend.....                     | 14     |
| Leader Blend.....                    | 12 1/2 |

| Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1/2 c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. |       |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------|
| Arbuckle.....                                                                                                                                                                                                                                                                                                                                                                                                  | 10 50 |
| Jersey.....                                                                                                                                                                                                                                                                                                                                                                                                    | 10 50 |
| McLaughlin's XXXX.....                                                                                                                                                                                                                                                                                                                                                                                         | 10 50 |

| 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 43 |

| 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.....   | 9    |

| COCOA.               |       |
|----------------------|-------|
| Boxes, 7 lbs.....    | 40    |
| Cases, 16 boxes..... | 38    |
| COCOA SHELLS.        |       |
| 20 lb bags.....      | 2 1/4 |
| Less quantity.....   | 3     |
| Pound packages.....  | 4     |

| CREAM TARTAR.                  |    |
|--------------------------------|----|
| 5 and 10 lb. wooden boxes..... | 30 |
| Bulk in sacks.....             | 29 |

| CONDENSED MILK.        |      |
|------------------------|------|
| 4 dos in case.....     | 5    |
| Gall Borden Eagle..... | 6 75 |
| Crown.....             | 6 25 |
| Daisy.....             | 5 75 |
| Champion.....          | 4 50 |
| Magnolia.....          | 4 25 |
| Challenge.....         | 3 35 |
| Dime.....              | 3 35 |

| COUPON BOOKS.               |       |
|-----------------------------|-------|
| Tradesman Grade.....        | 1 50  |
| 100 books, any denom.....   | 2 50  |
| 500 books, any denom.....   | 11 50 |
| 1,000 books, any denom..... | 20 00 |
| Economic Grade.....         | 1 50  |
| 100 books, any denom.....   | 2 50  |
| 500 books, any denom.....   | 11 50 |
| 1,000 books, any denom..... | 20 00 |
| Superior Grade.....         | 1 50  |
| 100 books, any denom.....   | 2 50  |
| 500 books, any denom.....   | 11 50 |
| 1,000 books, any denom..... | 20 00 |
| Universal Grade.....        | 1 50  |
| 100 books, any denom.....   | 2 50  |
| 500 books, any denom.....   | 11 50 |
| 1,000 books, any denom..... | 20 00 |
| Credit Checks.....          | 3 00  |
| 500, any one denom'n.....   | 5 00  |
| 1000, any one denom'n.....  | 8 00  |
| 2000, any one denom'n.....  | 8 00  |
| Steel punch.....            | 75    |

| 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.       |        |
|------------------------------|--------|
| Sundried.....                | 7 1/4  |
| Evaporated 50 lb boxes.....  | 10 1/4 |
| California Fruits.           |        |
| Apricots.....                | 15     |
| Blackberries.....            | 15     |
| Neckarines.....              | 10     |
| Peaches.....                 | 11     |
| Pears.....                   | 11     |
| Pitted Cherries.....         | 7 1/2  |
| Prunelles.....               | 10     |
| Raspberries.....             | 10     |
| California Prunes.           |        |
| 100-120 25 lb boxes.....     | 4      |
| 90-100 25 lb boxes.....      | 5 1/2  |
| 80-90 25 lb boxes.....       | 6 1/2  |
| 70-80 25 lb boxes.....       | 6 1/2  |
| 60-70 25 lb boxes.....       | 6 1/2  |
| 50-60 25 lb boxes.....       | 8      |
| 40-50 25 lb boxes.....       | 10     |
| 30-40 25 lb boxes.....       | 10     |
| 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.....                   | 11     |
| Leghorn.....                  | 12     |
| Coriscan.....                 | 12     |
| Currants.                     |        |
| Patras bbls.....              | 5 1/2  |
| Cleaned, bulk.....            | 6      |
| Cleaned, packages.....        | 6 1/2  |
| Peel.                         |        |
| Citron American 10 lb bx..... | 13     |
| Lemon American 10 lb bx.....  | 10 1/2 |
| Orange American 10 lb bx..... | 10 1/2 |

| Raisins.                 |   |
|--------------------------|---|
| Onondra 25 lb boxes..... | 2 |
| Sultana 1 Crown.....     | 2 |
| Sultana 2 Crown.....     | 2 |
| Sultana 3 Crown.....     | 2 |
| Sultana 4 Crown.....     | 2 |
| Sultana 5 Crown.....     | 2 |
| Sultana 6 Crown.....     | 2 |
| Sultana package.....     | 2 |

| FARINACEOUS GOODS.           |      |
|------------------------------|------|
| Farina.                      |      |
| 24 1 lb. packages.....       | 1 25 |
| Bulk, per 100 lbs.....       | 3 00 |
| Grits.                       |      |
| Walsh-DeRoo Co.'s Brand..... |      |



|                        |      |
|------------------------|------|
| 24 2 lb. packages..... | 1 80 |
| 100 lb. kegs.....      | 2 70 |
| 200 lb. barrels.....   | 5 10 |

| Hominy.                  |      |
|--------------------------|------|
| Barrels.....             | 2 50 |
| Flake, 50 lb. drums..... | 1 00 |

| Beans.                        |       |
|-------------------------------|-------|
| Dried Lima.....               | 5 1/2 |
| Medium Hand Picked 1 20@1 50  |       |
| Maccaroni and Vermicelli..... | 60    |
| Domestic, 10 lb. box.....     | 60    |
| Imported, 25 lb. box.....     | 2 50  |

| Pearl Barley.             |      |
|---------------------------|------|
| Common.....               | 1 75 |
| Chester.....              | 2 0  |
| Empire.....               | 2 50 |
| Peas.                     |      |
| Green, Wisconsin, bu..... | 1 00 |
| Green, Scotch, bu.....    | 1 10 |
| Split, bu.....            | 2 50 |

| Rolled Oats.              |      |
|---------------------------|------|
| Monarch, bbl.....         | 4 00 |
| Monarch, 1/2 bbl.....     | 3 75 |
| Monarch, 90 lb sacks..... | 1 80 |
| Quaker, cases.....        | 3 20 |
| Huron, cases.....         | 2 00 |

| Sago.           |       |
|-----------------|-------|
| German.....     | 4     |
| East India..... | 3 1/2 |

| Easley's Self Rising Flour.       |      |
|-----------------------------------|------|
| Pastry.....                       | 1 80 |
| 2 lb. cartons, 2 dz. in case..... | 4 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  |
| Tapioca.                          |       |
| Flake.....                        | 5     |
| Pearl.....                        | 4 1/2 |
| 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.....              | 5     |
| Georges genuine.....            | 5 1/2 |
| Georges selected.....           | 6     |
| Strips or bricks.....           | 6 1/2 |
| Herring.                        |       |
| Holland white hoops, bbl.....   | 9 25  |
| Holland white hoop 1/2 bbl..... | 5 25  |
| Holland white hoop, keg.....    | 70    |
| Holland white hoop mchs.....    | 80    |
| Norwegian.....                  | 3 10  |
| Round 40 lbs.....               | 1 40  |
| Scaled.....                     | 14    |
| Flackerel.                      |       |
| Mess 100 lbs.....               | 15 00 |
| Mess 40 lbs.....                | 6 30  |
| Mess 10 lbs.....                | 1 65  |
| Mess 5 lbs.....                 | 1 65  |
| 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    |

| No. 2 8 lbs. |                |
|--------------|----------------|
| 100 lbs..... | 7 00 6 50 2 75 |
| 40 lbs.....  | 3 10 2 90 1 40 |
| 10 lbs.....  | 85 80 43       |
| 8 lbs.....   | 71 66 37       |

| FLAVORING EXTRACTS.      |      |
|--------------------------|------|
| Perrigo's.               |      |
| XXX, 2 oz. obert.....    | 1 25 |
| XXX, 4 oz. obert.....    | 2 25 |
| XXX, 8 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.              |      |
| 2 oz. Taper Panel.....   | 1 20 |
| 2 oz. Oval.....          | 1 90 |
| 3 oz. Taper Panel.....   | 2 00 |
| 4 oz. Taper Panel.....   | 2 25 |

| FLAVORING EXTRACTS. |              |
|---------------------|--------------|
| Jennings'.          |              |
| D. C. Vanilla.....  | 2 00         |
| 2 oz.....           | 1 20         |
| 3 oz.....           | 1 50         |
| 4 oz.....           | 2 00         |
| 6 oz.....           | 3 00         |
| No. 8.....          | 4 00         |
| No. 10.....         | 4 00         |
| No. 2 T.1 25.....   | No. 2 T. 80  |
| No. 3 T.2 00.....   | No. 3 T.1 25 |
| No. 4 T.2 40.....   | No. 4 T.1 50 |





## SPICES.

|                          |    |
|--------------------------|----|
| Whole Sifted.            | 14 |
| Allspice                 | 14 |
| Cassia, China in mats    | 12 |
| Cassia, Batavia in bund  | 25 |
| Cassia, Saigon in rolls  | 32 |
| Cloves, Amboyna          | 14 |
| Cloves, Zanzibar         | 12 |
| Mace, Batavia            | 55 |
| Nutmegs, fancy           | 60 |
| Nutmegs, No. 1           | 50 |
| Nutmegs, No. 2           | 45 |
| Pepper, Singapore, black | 13 |
| Pepper, Singapore, white | 16 |
| Pepper, shot             | 15 |

## Pure Ground in Bulk.

|                      |       |
|----------------------|-------|
| Allspice             | 17    |
| Cassia, Batavia      | 30    |
| Cassia, Saigon       | 40    |
| Cloves, Zanzibar     | 14    |
| Ginger, African      | 15    |
| Ginger, Cochlin      | 18    |
| Ginger, Jamaica      | 23    |
| Mace, Batavia        | 65    |
| Mustard              | 12@18 |
| 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          | 64 |
| Kingsford's Silver Gloss. | 6  |
| 40 1-lb packages          | 64 |
| 4-lb boxes                | 7  |

|                           |     |
|---------------------------|-----|
| Diamond.                  | 5   |
| 64 10c packages           | 500 |
| 128 5c packages           | 500 |
| 32 10c and 64 5c packages | 500 |
| Common Corn.              | 5   |
| 40 1-lb packages          | 44  |
| Common Gloss.             | 44  |
| 1-lb packages             | 44  |
| 3-lb packages             | 44  |
| 6-lb packages             | 5   |
| 40 and 50 lb boxes        | 3   |
| Barrels                   | 3   |

## STOVE POLISH.



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

## SUGAR.

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

|                         |      |
|-------------------------|------|
| Domino                  | 5 63 |
| Cut Leaf                | 5 75 |
| Crushed                 | 5 88 |
| Powdered                | 5 50 |
| 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 63 |
| Diamond Confec. A       | 5 38 |
| Confec. Standard A      | 5 25 |
| No. 1                   | 4 88 |
| 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 |
| No. 16                  | 4 25 |

## TABLE SAUCES.

## LEA &amp; PERRIN'S SAUCE



|                                          |      |
|------------------------------------------|------|
| The Original and Genuine Worcestershire. |      |
| Lea & Perrin's, large                    | 3 75 |
| Lea & Perrin's, 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-Wells Co.'s brand. |       |
| New Brick                       | 33 00 |

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

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



|          |       |
|----------|-------|
| S. C. W. | 35 00 |
|----------|-------|

|                               |           |
|-------------------------------|-----------|
| Phelps, Brace & Co.'s Brands. |           |
| Vincente Portuondo            | 35@70 00  |
| Rube Bros. Co.                | 25@70 00  |
| The Hilson Co.                | 35@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  |
| Banner Stahl Co.              | 35@90 00  |
| Seidenberg & Co.              | 55@125 00 |
| G. P. Sprague Cigar Co.       | 10@35 00  |
| The Fulton Cigar Co.          | 10@35 00  |
| A. B. Ballard & Co.           | 35@175 00 |
| E. M. Schwarz & Co.           | 35@110 00 |
| San Telmo                     | 35@70 00  |
| Havana Cigar Co.              | 18@35 00  |

## VINEGAR.

|                           |        |
|---------------------------|--------|
| Malt White Wine, 40 grain | 5      |
| Malt White Wine, 80 grain | 11     |
| Pure Cider, Red Star      | 12     |
| Pure Cider, Robinson      | 12 1/2 |
| Pure Cider, Silver        | 12 1/2 |

## WICKING.

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

## WOODENWARE.

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

## Tubs.

|                          |      |
|--------------------------|------|
| 21-inch, Standard, No. 1 | 5 80 |
| 18-inch, Standard, No. 2 | 4 85 |
| 16-inch, Standard, No. 3 | 3 85 |
| 20-inch, Dowell, No. 1   | 6 25 |
| 18-inch, Dowell, No. 2   | 5 25 |
| 16-inch, Dowell, No. 3   | 4 25 |
| No. 1 Fibre              | 9 00 |
| No. 2 Fibre              | 7 50 |
| No. 3 Fibre              | 6 75 |

## Crackers.

|                                             |  |
|---------------------------------------------|--|
| The National Biscuit Co. quotes as follows: |  |
|---------------------------------------------|--|

|                           |       |
|---------------------------|-------|
| Butter.                   |       |
| Seymour XXX, 3 lb. carton | 5 1/2 |
| Family XXX                | 5 1/4 |
| Salted XXX                | 5 1/4 |
| New York XXX              | 5 1/4 |
| Wolverine                 | 6     |
| Boston                    | 7 1/4 |

|                           |       |
|---------------------------|-------|
| Soda.                     |       |
| Soda XXX, 3 lb. carton    | 6 1/4 |
| Soda, City                | 8     |
| Long Island Wafers        | 11    |
| L. I. Wafers, 1 lb carton | 12    |
| Zephyrette                | 10    |

|                             |       |
|-----------------------------|-------|
| Oyster.                     |       |
| Saltine Wafer               | 5 1/4 |
| Saltine Wafer, 1 lb. carton | 6 1/4 |
| Extra Oyster                | 6 1/4 |
| Extra Farina Oyster         | 6     |

## SWEET GOODS-Boxes.

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

## Candies.

## Stick Candy.

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

## Mixed Candy.

|                      |       |
|----------------------|-------|
| Grocers              | 6     |
| Competition          | 6 1/2 |
| Standard             | 7     |
| Conserve             | 7 1/2 |
| Royal                | 7 1/2 |
| Ribbon               | 7 1/2 |
| Broken               | 7 1/2 |
| Cut Leaf             | 8 1/2 |
| English Rock         | 8 1/2 |
| Kinderarten          | 8 1/2 |
| French Cream         | 9     |
| Dandy Pan            | 9     |
| Hand Made Cream mxid | 10    |
| 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. Monumentals              | 12 1/2 |
| Gum Drops                      | 5      |
| Moss Drops                     | 8 1/2  |
| Sour Drops                     | 8 1/2  |
| Imperial                       | 9      |
| Ital. Cream Bnubs, 35 lb pails | 11     |
| Malasses 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  |         |
| Dk. No. 12           | 90      |
| Gum Drops            | 90      |
| Licorice Drops       | 75      |
| A. B. Licorice Drops | 50      |
| Lozenges, plain      | 55      |
| Lozenges, printed    | 55      |
| Imperial             | 55      |
| Molasses             | 50      |
| Creem Bar            | 55      |
| Molasses Bar         | 55      |
| Hand Made Creams     | 80 @ 90 |
| Creem Buttons, Pep.  |         |
| and Want             | 65      |
| String Rock          | 60      |
| Burnt Almonds        | 1 25    |
| Wintergreen Berries  | 55      |

## Caramels.

|                            |    |
|----------------------------|----|
| No. 1 wrapped, 2 lb. boxes | 35 |
| No. 1 wrapped, 3 lb. boxes | 50 |
| No. 2 wrapped, 2 lb. boxes | 50 |

## Fruits.

|            |             |
|------------|-------------|
| Seedlings  | 3 75 @ 3 75 |
| Medt Sweet | 3 75 @ 4 00 |

## Lemons.

|                       |      |
|-----------------------|------|
| Strictly choice 300s. | 3 25 |
| Strictly choice 300s. | 3 50 |
| Fancy 300s            | 3 75 |
| Ex. Fancy 300s        | 4 00 |
| Ex. Fancy 300s        | 4 00 |

## Bananas.

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

## Foreign Dried Fruits.

|                               |    |
|-------------------------------|----|
| Figs.                         |    |
| California Fancy              | 13 |
| Choice, 10 lb boxes           | 12 |
| Extra choice, 10 lb boxes new | 16 |
| Fancy, 12 lb boxes            | 22 |
| Imperial Mikados, 18 lb boxes | 22 |
| Pulled, 6 lb boxes            | 2  |
| Naturals, in bags             | 7  |
| Dates.                        |    |
| Fards in 10 lb boxes          | 10 |
| Fards in 60 lb cases          | 6  |
| Persians, P H V               | 6  |
| 1 lb cases, new               | 6  |
| Sairs, 60 lb cases            | 5  |

## Nuts.

|                                   |       |
|-----------------------------------|-------|
| Almonds, Tarragona                | 2 16  |
| Almonds, Ivaca                    | 14    |
| Almonds, California, soft shelled | 15    |
| Brazils new                       | 7     |
| Filberts                          | 10    |
| Walnuts, Granoles                 | 13    |
| Walnuts, Calif No. 1              | 11    |
| Walnuts, soft shelled             | 11    |
| Calif                             | 11    |
| Table Nuts, fancy                 | 11    |
| Table Nuts, choice                | 10    |
| Pecans, Med.                      | 7 1/4 |
| Pecans, Ex. Large                 | 9     |
| Pecans, Jumbos                    | 12    |
| Hickory Nuts per bu.              | 1 60  |
| Ohio, new                         | 2 50  |
| Cocoanuts, full sacks             | 3 50  |
| Chestnuts per bu.                 | 2     |
| Peanuts.                          |       |
| Fancy, H. P., Suns.               | 7     |
| Fancy, H. P., Flags               | 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.

|        |    |
|--------|----|
| Wheat. | 74 |
|--------|----|

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

## Spring Wheat Flour.

|                                |      |
|--------------------------------|------|
| Clark-Jewell-Wells Co.'s Brand |      |
| Pillsbury's Best 1/8s          | 4 05 |
| Pillsbury's Best 1/4s          | 4 05 |
| Pillsbury's Best 1/2s          | 4 05 |
| Pillsbury's Best 3/4s          | 4 05 |
| Pillsbury's Best 1s            | 4 05 |
| Ball-Barnhart-Putman's Brand   |      |
| Duluth Imperial, 1/8s          | 4 40 |
| Duluth Imperial, 1/4s          | 4 40 |
| Duluth Imperial, 1/2s          | 4 40 |
| Duluth Imperial, 3/4s          | 4 40 |
| Duluth Imperial, 1s            | 4 40 |

## Lemon &amp; Wheeler Co.'s Brand.

|                        |      |
|------------------------|------|
| Gold Medal 1/8s        | 4 35 |
| Gold Medal 1/4s        | 4 35 |
| Gold Medal 1/2s        | 4 35 |
| Parisian, 1/8s         | 4 35 |
| Parisian, 1/4s         | 4 35 |
| Parisian, 1/2s         | 4 35 |
| Parisian, 3/4s         | 4 35 |
| Parisian, 1s           | 4 35 |
| Olney & Judson's Brand |      |
| Ceresota, 1/8s         | 4 50 |
| Ceresota, 1/4s         | 4 40 |
| Ceresota, 1/2s         | 4 30 |
| Ceresota, 3/4s         | 4 30 |
| Ceresota, 1s           | 4 30 |

## Worden Grocer Co.'s Brand.

|              |      |
|--------------|------|
| Laurel, 1/8s | 4 40 |
| Laurel, 1/4s | 4 40 |
| Laurel, 1/2s | 4 40 |
| Laurel, 3/4s | 4 40 |
| Laurel, 1s   | 4 40 |

## 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 00 |
| Winter Wheat Bran      | 11 00 |
| Winter Wheat Middlings | 15 00 |
| Screenings             | 14 00 |

## Corn.

|                    |    |
|--------------------|----|
| New corn, car lots | 36 |
| Less than car lots | 38 |

## Oats.

|                    |        |
|--------------------|--------|
| Car lots           | 32     |
| Car lots, clipped  | 31 1/2 |
| Less than car lots | 36     |

## Hay.

|                         |       |
|-------------------------|-------|
| No. 1 Timothy car lots  | 10 50 |
| No. 1 Timothy, ton lots | 12 00 |

## Fish and Oysters

## Fresh Fish.

|                      |       |
|----------------------|-------|
| Whitefish            | 9     |
| Trout                | 8     |
| Black Bass           | 10    |
| Halibut              | 15    |
| Chickadee or Herring | 5     |
| Bluefish             | 11    |
| Live Lobster         | 16    |
| Boiled Lobster       | 18    |
| Cod                  | 10    |
| Haddock              | 8     |
| No. 1 Pickerel       | 7 1/2 |
| Pike                 | 7     |
| Perch                | 5     |
| Smoked White         | 8     |
| Red Snapper          | 8     |
| Col River Salmon     | 12    |
| Mackerel             | 15    |

## Shell Goods.

|                  |             |
|------------------|-------------|
| Oysters, per 100 | 1 25 @ 1 50 |
| Clams, per 100   | 2 10 @ 2 10 |

## Oils.

|                     |        |
|---------------------|--------|
| Eocene              | 11 1/4 |
| XXX W. W. Mich. Hdt | 10     |
| W W Michigan        | 9 1/4  |
| Diamond White       | 8 1/4  |
| D. S. Gas           | 12 1/4 |
| Deo. Naptha         | 12 1/4 |
| Cylinder            | 29     |
| Engine              |        |



## Hardware

### Timely Hints for Enterprising Hardware Dealers.

What is or is not legitimate in the way of merchandise for the hardware dealer to handle is becoming an open question in an age where everyone is trying to get all he can; where in fact, as it has been said, "it is more blessed to get than to give." The union of many different lines of goods under one roof apparently rouses the animosity of many specialty houses, and yet it is observed that these conglomerate stores are the ones which carry off the lion's share of the trade. The convenience which they afford people in doing their purchasing can not very well be overlooked even by those who are most opposed to them. Expansion, which extends to almost everything which is capable of it, applies also to the extension of different lines in the store. The hardware dealer has added crockery, glassware, lamps, linoleums and bicycles and in some instances leather goods, furniture, vehicles and agricultural implements to his stock, and the question now is what will be added next? Will it be chinaware for the table, as well as ornaments in metal ware? Many of the latter, which may be said to come within the hardware dealer's province, are now kept in stock by some merchants, and might be handled advantageously by a great many more. These comprise ornaments of bronze, brass and fancy combinations of metals.

\* \* \*

It is said that no mind is so great that it has no petty infirmity or weakness, and much the same thing might be said about the store and the merchant. There is generally a weak point somewhere which does a great deal of harm and which needs some strengthening. It may be in the clerks; to have poor service is one of the weakest places in a store. Nothing will quite make amends for this great deficiency. People become mortally offended at evidence of these derelictions or displays of bad habits which are both annoying and disgusting. Another weak point is that of allowing goods to get out of stock and a lack of uniformity in styles and designs and patterns which often sends people away from the store with a very bad opinion of it. Then there is the condition in which the store is kept. This may be a strong or weak point, as the case may be. Cleanliness, order and system speak well for an establishment. Nothing beyond or after well selected stock makes such a good impression as neatness. The display window of course must not be neglected. Few points can be much weaker than this, if the displays are put together in a haphazard, careless and unsystematic manner, without regard to relative values or relations of designs and patterns to one another. If the displays are neglected, that is, not changed often enough to keep something fresh, new and interesting before people's minds and eyes a store suffers in consequence. To do this is working on the same principle as keeping a disabled, useless clerk in the store, occupying space and posing as a monument of inefficiency. Taste, care, judgment in the selection of goods, foresight in buying, courtesy toward customers and the ability to keep abreast of the times are what constitute some of the strong points in a store.

\* \* \*

A horse which is successful as a racer

usually possesses good "staying qualities," as they are called; that is, the ability to stick it out until the end, no matter how long that may be, and come out winner at last. This quality is what counts in a merchant; he must have the faculty of staying with a good thing until he makes other people see and realize that it is good. The same thing applies with regard to his advertising—a good staying quality is needed in that also. To advertise intermittently is as unsatisfactory for the merchant as it would be for the race horse to "break" occasionally while on the course. Competition, too, which sometimes serves as a goad to urge the merchant to make an unfortunate "break," will not affect him if he has the staying qualities which have enabled him to make his store so popular that he is not compelled to resort to any artifices to attain or acquire trade, or, in other words, to pursue the metaphor, to pass under the wire ahead of the others in the race. To have the staying qualities means to possess perseverance and plenty of it—an unflinching patience in treating details as well as important matters. If genius is defined as the ability to keep everlasting at it, success is the result of this faculty when the latter is properly exercised.

\* \* \*

There is certainly one thing which no enterprising merchant should neglect to do, and that is to look at and carefully examine salesmen's samples when a call is made at the store by one of the fraternity. In many cases merchants will refuse to look at goods, either because they are too busy or because they do not think it worth while. The case may be that the merchant does not happen to need anything at the time, but he soon will if his store is what it should be. Then again he might be able to pick up something in the way of a novelty which might sell well and assist in accelerating trade. By examining all goods brought to his notice by salesmen, the merchant keeps in touch with the best that is going, as well as varieties in designs, make, brands, etc. Unfortunately but little consideration is shown the salesman by the merchant, as a rule. The latter looks upon the former as a dependent creature whose wishes deserve no deference. Consequently engagements are thoughtlessly broken, thus causing the salesman to needlessly waste time in waiting for the merchant to make another appointment, when, like as not, an infinitesimally small order is given. Now the merchant should try to remember that the salesman's time is as valuable as his own, and that he is worthy of as much consideration.—Stoves and Hardware Reporter.

## 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 SOUTHERN bicycles. Write us and we can probably interest you.

**ADAMS & HART,**  
12 W. Bridge St.,  
Grand Rapids, Mich.

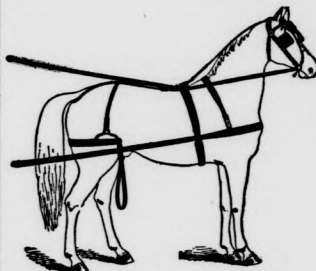
## ROOFING

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.

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

(Please mention where you saw this advt.)



MAIL ORDERS GIVEN  
PROMPT ATTENTION.

## BROWN & SEHLER

WEST BRIDGE ST.  
GRAND RAPIDS, MICH.

\*\*\*\*\*

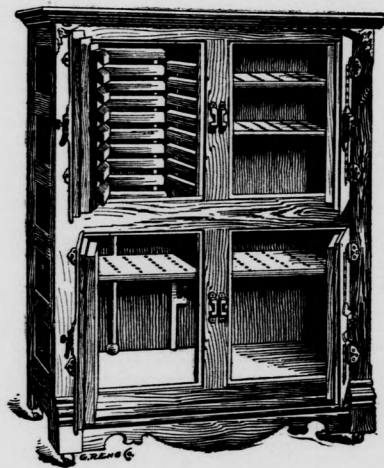
Manufacture a full line of  
**LIGHT AND HEAVY HARNESS  
FOR THE TRADE.**

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.

## PHILLIPS IDEAL CREAM SEPARATOR



Dilution Process.  
Patented August 23, 1897.

For the thoroughly perfect, rapid separation of cream it has no equal. Saves time, cream and money. The milk goes directly from the cow and is completely diluted and separated in three hours. Its simplicity, entire labor saving, low price, thoroughness and quality of work will commend itself for use to every one making butter. Write for circular and prices. Manufactured by

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



OUT FOR A LARK.

Difference Between Druggists On Duty and Off.

M. Quad in American Druggist.

As a newspaper man, I was assigned to write up the twelfth annual meeting of the druggists of a certain Western State. The meeting was followed by a steamboat ride and a dinner, and it was only in courtesy to the press that I was counted in. Among the one hundred druggists at the convention I knew perhaps a dozen. They were middle-aged and solemn-looking men, and how they were to get any fun out of that excursion and dinner was more than I could figure out. During the two days which the convention lasted I saw only one druggist crack a smile, and that turned out to be an accident. It was a sedate, solemn meeting, with sedate, solemn proceedings, and although I tried to liven up my notes here and there, the compositors agreed that my copy was a dismal failure. I didn't want to go on the excursion, but it was a case of go or get bounced. I imagined too solemn-looking men sitting and staring off upon the water, with never a laugh nor a chuckle, and as for the dinner I figured that it would be a funeral from start to finish. I was to learn, however, that a druggist on duty and a druggist off duty were two different beings. We had scarcely boarded the boat when a drug store man of whom I had always stood in the greatest awe, on account of his dignity, smashed my hat over my ears and called out:

"Hey, you, but get up and let's have a glorious old time!"

I looked at him in wonder and amazement, but as I did so he seized the arm of a contemporary who hadn't been known to laugh for eighteen years, and they went dancing about like two boys. The hilarity quickly spread and the shocks of surprise hit me so fast that I got weak in the knees. From stem to stern of that boat men began to sing, dance, box and cut up, and no party ever enjoyed itself to a fuller extent. My family druggist was one of the leaders. For twelve years I had tip-toed into that man's store and whisperingly asked him for squills or quinine, and never once had I seen a smile on his face or heard him speak of earthly happenings. I was wondering if he had gone mad when he approached me and stood me on my head and laughed until the tears rolled down his cheeks.

"I—I thought you were a solemn man," I said as I struggled up.

"Solemn be durned," he replied as he playfully put his knee into another man's back. "You don't suppose I'm out with the boys to make a bump of myself, do you? Listen now until I show you how 'Maggie Murphy' ought to be sung."

And he stood up and sung and pounded me on the back, and ninety-nine other voices joined in the chorus. There was a druggist there who had one brother an undertaker, another who was a grave-digger, and his father was a preacher. I had patronized his store three or four times and found it more solemn and awesome than a cathedral with a funeral at the door. His two clerks spoke in whispers and were startled if an ice-wagon rattled by, and his own dignity and solemnity made it impossible for me to draw a long breath and buy a fifteen-cent tooth-brush at the same time. He had spoken in the convention and I had heard the tolling of bells and reflected that I ought to make my will. Here he was, to my amazement, standing upon a chair and singing the "Sweet Bye and Bye" and "Yankee Doodle" out of the same bottle, and while I looked at him and wondered if it was all a dream he picked the hats off two or three men's heads and tossed them overboard. I've sailed out to sea with pirates, brokers, doctors, Tammany clubs and the Sorosis, but with none of them did I have such a happy time as with the druggists. There was a man aboard who had received a telegram at the last moment that his wife had eloped, his store had burned to the ground and that he had been beaten in a lawsuit. He had

made up his mind not to be hilarious, but those good fellows tumbled him over chairs and stood him on his head until he grew recklessly exuberant and smashed a \$30 mirror in the cabin.

I shall never forget that dinner if I live to buy 1,000 bottles of hair restorative. I had dreaded it as a funeral feast, but it was a picnic without cut-rates. Where I had looked for cold water with a headache wafer floating around in it, we had champagne which bubbled, and where I had thought of solemn old ganders and roosters and water biscuits, we had a feast of the juiciest and tender. I had never connected a druggist with oratory, and here I had something more to learn. At a proper moment the president arose and made a brilliant speech. I know it was brilliant because we all whooped and yelled. I know it was also facetious, because we all pounded on the table and laughed and cheered. Then a toast was given. It was: "Don't let your druggist make you believe that something else is just as good," and it was responded to by that old Roman, my family druggist. As near as I could make out there were two of him. I don't remember whether that speech began with the Pyramids or the digging of the Erie Canal, but it was funny. I saw men laugh until they had to be thumped on the back, and when the old Roman sat down he was bombarded under the table with biscuits. There were other toasts and other speeches. I couldn't make out at that time why two men should get up every time to speak, and why they looked just alike and their voices were just the same, but I have since learned that the champagne sometimes acts that way on a new beginner. There wasn't the slightest approach to funereal. Even the man who had a brother in the grave-digging business made such a jolly speech about Washington crossing the Delaware that we continued to yell for five minutes after he sat down. I think one man did try to turn the tide by starting in to recite a piece entitled: "Why Don't Our Willie Come Home?" He fully intended to move that audience to tears and dilute the champagne, but the audience took the piece for something extra funny and laughed and roared and applauded until "Willie" suddenly fell back with a bang. I don't exactly remember when or how the banquet broke up, or how many got back to town that night. We had started about 100 strong. Before the speaking was over I figured out that there were 400 of us. The last I remember of was trying to get that thing straight, but as 300 of the crowd kept walking around the other 100 it was a hard thing to do. All I remembered about the thing next day was the successful speech of my family druggist. I could recall all the deliciously funny points, and I felt it to be my duty to drop into the store and congratulate him. I entered with a smile on my face and a chuckle in my wind-pipe. He stood behind the counter facing me, and I reached out my hand and began:

"Say, old man, I want to remark that that speech of yours last night was the funniest thing I ever—"

"Are you speaking to me, sir!" interrupted the druggist.

"Of course I'm speaking to you. Don't you remember how you grabbed me and stood me on my head on the steamboat? Say now—"

"Excuse me, sir, but did you call on business?"

I stepped back and looked at him. He was the same graven image as of yore, and as he looked me square in the eyes there was no light of recognition.

"Your funny speech last night," I said after awhile. "I came in to con—"

"If you are looking for a saloon there is one four doors below!" he said.

"But we were out together last evening, and we had more fun than a barrel of—"

"You had better go home, stranger!" he said, as he turned away from me, and as I took his advice I wondered whether it was the same old drunk or a new one.

Hardware Price Current.

| AUGURS AND BITS                                                                                                           |                    |
|---------------------------------------------------------------------------------------------------------------------------|--------------------|
| Snell's.....                                                                                                              | 70                 |
| Jennings genuine.....                                                                                                     | 25&10              |
| Jennings imitation.....                                                                                                   | 60&10              |
| AXES                                                                                                                      |                    |
| First Quality, S. B. Bronze.....                                                                                          | 5 50               |
| First Quality, D. B. Bronze.....                                                                                          | 9 50               |
| First Quality, S. B. S. Steel.....                                                                                        | 6 25               |
| First Quality, D. B. Steel.....                                                                                           | 10 50              |
| BARROWS                                                                                                                   |                    |
| Railroad.....                                                                                                             | 14 00              |
| Garden.....                                                                                                               | net 30 00          |
| BOLTS                                                                                                                     |                    |
| Stove.....                                                                                                                | 60&10              |
| Carriage new list.....                                                                                                    | 15                 |
| Plow.....                                                                                                                 | 50                 |
| BUCKETS                                                                                                                   |                    |
| Well, plain.....                                                                                                          | 3 50               |
| BUTTS, CAST                                                                                                               |                    |
| Cast Loose Pin, figured.....                                                                                              | 70&10              |
| Wrought Narrow.....                                                                                                       | 70&10              |
| BLOCKS                                                                                                                    |                    |
| Ordinary Tackle.....                                                                                                      | 70                 |
| CROW BARS                                                                                                                 |                    |
| Cast Steel.....                                                                                                           | per lb 5           |
| CAPS                                                                                                                      |                    |
| Ely's 1-10.....                                                                                                           | per m 65           |
| Hick's C. F.....                                                                                                          | per m 55           |
| G. D.....                                                                                                                 | per m 45           |
| Musket.....                                                                                                               | per m 75           |
| CARTRIDGES                                                                                                                |                    |
| Rim Fire.....                                                                                                             | 40&10              |
| Central Fire.....                                                                                                         | 20                 |
| CHISELS                                                                                                                   |                    |
| Socket Firmer.....                                                                                                        | 70                 |
| Socket Framing.....                                                                                                       | 70                 |
| Socket Corner.....                                                                                                        | 70                 |
| Socket Slicks.....                                                                                                        | 70                 |
| DRILLS                                                                                                                    |                    |
| Morse's Bit Stocks.....                                                                                                   | 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, 8 in; large, 2 1/2 in.....                                                                                 | 30&10              |
| Ives', 1, 2 1/2; 2, 2 1/2; 3, 3 1/2.....                                                                                  | 25                 |
| FILES—New List                                                                                                            |                    |
| New American.....                                                                                                         | 70&10              |
| Nicholson's.....                                                                                                          | 70                 |
| Heiler'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.....                                                                                                  | 1                  |
| Discount, 5-10.....                                                                                                       |                    |
| GAUGES                                                                                                                    |                    |
| Stanley Rule and Level Co.'s.....                                                                                         | 60&10              |
| KNOBS—New List                                                                                                            |                    |
| Door, mineral, jap. trimmings.....                                                                                        | 70                 |
| Door, porcelain, jap. trimmings.....                                                                                      | 80                 |
| MATTOCKS                                                                                                                  |                    |
| Adze Eye.....                                                                                                             | \$17 00, dis 60&10 |
| Hunt Eye.....                                                                                                             | \$15 00, dis 60&10 |
| Hunt's.....                                                                                                               | \$18 50, dis 20&10 |
| MILLS                                                                                                                     |                    |
| Coffee, Parkers Co.'s.....                                                                                                | 40                 |
| Coffee, P. S. & W. Mfg. Co.'s Malleables.....                                                                             | 40                 |
| Coffee, Landers, Ferry & Clark's.....                                                                                     | 40                 |
| Coffee, Enterprise.....                                                                                                   | 30                 |
| MOLASSES GATES                                                                                                            |                    |
| Stebbin's Pattern.....                                                                                                    | 60&10              |
| Stebbin's Genuine.....                                                                                                    | 60&10              |
| Enterprise, self-measuring.....                                                                                           | 30                 |
| NAILS                                                                                                                     |                    |
| Advance over base, on both Steel and Wire.....                                                                            |                    |
| Steel nails, base.....                                                                                                    | 2 40               |
| Wire nails, base.....                                                                                                     | 2 45               |
| 20 to 60 advance.....                                                                                                     | Base               |
| 10 to 16 advance.....                                                                                                     | 10                 |
| 8 advance.....                                                                                                            | 10                 |
| 6 advance.....                                                                                                            | 20                 |
| 4 advance.....                                                                                                            | 30                 |
| 3 advance.....                                                                                                            | 45                 |
| 2 advance.....                                                                                                            | 70                 |
| Fine 3 advance.....                                                                                                       | 50                 |
| Casing 10 advance.....                                                                                                    | 15                 |
| Casing 8 advance.....                                                                                                     | 25                 |
| Casing 6 advance.....                                                                                                     | 35                 |
| Finish 10 advance.....                                                                                                    | 25                 |
| Finish 8 advance.....                                                                                                     | 35                 |
| Finish 6 advance.....                                                                                                     | 45                 |
| Barrel 1/2 advance.....                                                                                                   | 85                 |
| PLANES                                                                                                                    |                    |
| Ohio Tool Co.'s, fancy.....                                                                                               | 250                |
| Selota 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 35 1/2         |
| Kip's.....                                                                                                                | dis 25             |
| Yerkes & Plumb's.....                                                                                                     | dis 40&10          |
| Mason's Solid Cast Steel.....                                                                                             | 30c list 70        |
| Blacksmith's Solid Cast Steel Hand 30c list 50&10                                                                         |                    |
| HOUSE FURNISHING GOODS                                                                                                    |                    |
| Stamped Tin Ware.....                                                                                                     | new list 70        |
| Japanned Tin Ware.....                                                                                                    | 20&10              |
| HOLLOW WARE                                                                                                               |                    |
| Pots.....                                                                                                                 | 60&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 1/4              |
| Manilla.....                                                                                                              | 11 1/4             |
| WIRE GOODS                                                                                                                |                    |
| Bright.....                                                                                                               | 80                 |
| Screw Eyes.....                                                                                                           | 80                 |
| Hook's.....                                                                                                               | 80                 |
| Gate Hooks and Eyes.....                                                                                                  | 80                 |
| LEVELS                                                                                                                    |                    |
| Stanley Rule and Level Co.'s.....                                                                                         | dis 70             |
| SQUARES                                                                                                                   |                    |
| Steel and Iron.....                                                                                                       | 70&10              |
| Try and Bevels.....                                                                                                       | 60                 |
| Mitre.....                                                                                                                | 50                 |
| SHEET IRON                                                                                                                |                    |
| com. smooth. com.                                                                                                         |                    |
| Nos. 10 to 14.....                                                                                                        | 2 70               |
| Nos. 15 to 17.....                                                                                                        | 2 50               |
| 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, '88.....                                                                                                   | dis 50             |
| SASH WEIGHTS                                                                                                              |                    |
| Solid Eyes.....                                                                                                           | per ton 20 00      |
| 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 1/2      |
| WIRE                                                                                                                      |                    |
| Bright Market.....                                                                                                        | 0                  |
| Annealed Market.....                                                                                                      | 0                  |
| Coppered Market.....                                                                                                      | 6 1/2              |
| Tinned Market.....                                                                                                        | 0                  |
| Coppered Spring Steel.....                                                                                                | 50                 |
| Barbed Fence, galvanized.....                                                                                             | 3 0                |
| Barbed Fence, painted.....                                                                                                | 2 50               |
| HORSE NAILS                                                                                                               |                    |
| An Sable.....                                                                                                             | dis 40&10          |
| Putnam.....                                                                                                               | dis 5              |
| Capwell.....                                                                                                              | net list           |
| WRENCHES                                                                                                                  |                    |
| Baxter's Adjustable, nickeled.....                                                                                        | 90                 |
| Coe's Genuine.....                                                                                                        | 41                 |
| Coe's Patent Agricultural, wrought.....                                                                                   | 71                 |
| Coe's Patent, malleable.....                                                                                              | 75                 |
| MISCELLANEOUS                                                                                                             |                    |
| Bird Cages.....                                                                                                           | 40                 |
| Pumps, Cistern.....                                                                                                       | 70                 |
| Screws, New List.....                                                                                                     | 85                 |
| Casters, Bed and Plate.....                                                                                               | 50&10&10           |
| Dampers, American.....                                                                                                    | 50                 |
| METALS—Zinc                                                                                                               |                    |
| 600 pound casks.....                                                                                                      | 9                  |
| Per pound.....                                                                                                            | 9 1/4              |
| SHOT                                                                                                                      |                    |
| Drop.....                                                                                                                 | 1 45               |
| B & B and Buck.....                                                                                                       | 1 70               |
| SOLDER                                                                                                                    |                    |
| 1/2 2/3.....                                                                                                              | 17                 |
| The prices of the many other qualities of solder in the market indicated by private brands vary according to composition. |                    |
| TIN—Melyn Grade                                                                                                           |                    |
| 10x14 IC, Charcoal.....                                                                                                   | 7 15               |
| 14x20 IC, Charcoal.....                                                                                                   | 7 0                |
| 20x14 IX, Charcoal.....                                                                                                   | 8 5                |
| 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 gal      |
| Jars, 15 and 20 gal.....    | 7 1/2c gal  | Pans, Peoria or white, 1/2 gal..... | 4c each     |
| Churns, 2 to 6 gal.....     | 5 1/2c gal  | Pans, P'a or w., 1/2 gal.....       | 4 1/2c each |
| Jugs, 1/2 gal.....          | 4c each     | Pans, P'a or w., 1 to 2 gal.....    | 5 1/2c gal  |
| Jugs, 1 to 5 gal.....       | 6c gal      |                                     |             |

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

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



### The Hardware Market.

General trade continues good and, while dealers are exercising due caution, owing to further high prices on goods, there is a good movement going on all the time, with every prospect that the trade for the summer months will be far in advance of that of a number of previous years.

**Wire Nails**—There is no special change in the situation of wire nails. Prices are steadily maintained and the market has a stronger tone, as the result of the condition of the iron market, which has a strong tendency toward higher prices. It is thought likely that this will show itself in a further advance on nails. Quotations at the present time for shipment from mill are as follows: Less than carload lots, \$2.30; carload lots, \$2.20. It is confidently expected that there will be a further advance, which may come by the first of June.

**Wire—Barbed and smooth wire** still remain stationary, but it is expected that if there is any change in price of nails the price of wire will also be affected.

**Wrought Iron Goods**—An advance has been made on strap and T hinges of about 20 per cent., and on wrought butts about the same per cent. Mrs. Potts' sadirons have taken a jump, the price having been advanced 10 per cent. This seems to be uniform among all manufacturers.

**Bolts**—Carriage bolts and machine bolts, owing to the high price of raw material, have been advanced another 10 per cent. Nuts and washers have been advanced 15 per cent.

**Agricultural Wrenches**—An advance has been made by the leading manufacturers of agricultural wrenches, the discount now being 70 and 10 off, with a small extra discount, according to the quantity ordered.

**Window Glass**—Owing to the closing down of all glass factories, which takes place to-day, the manufacturers have advanced the price 5 per cent., and as a general thing jobbers have also advanced their goods.

**Miscellaneous**—Among the many advances that have taken place we call attention of the retail trade to the following items which present themselves at the present time: Apple presses, both screw and lever, have been advanced \$1 per dozen; galvanized pipe is being sold at the present time at 60 off the list; stove bolts, 60 per cent. off; tire bolts, 65 per cent.; carriage bolts, 65 per cent.; wire cloth, \$1.50 per hundred square feet; poultry netting, 80 and 10 to 80 and 15 per cent.; picks and mat-tacks, 60 and 10 per cent.; common screen doors, \$6 per dozen; cistern pumps, 70 and 10 to 75 per cent.; painted barbed wire, \$2.55, galvanized barbed, \$3.05; single and double oil stoves, 50 per cent. discount; No. 50 Potts' sadirons, 80c, No. 55, 75c; single bit axes, \$6, double bit, \$9.25; No. 27 Wood's smooth iron, \$3.60; socket firmer chisels, 70 per cent. off; gem hose nozzles, \$3 per dozen; fork handles, 50 per cent. off list; sheet zinc, 9½c.

The retail trade can depend upon it that everything in the hardware line has advanced from 20 to 50 per cent. and it is believed by those conversant with the conditions of the market and who prophesy as regards conditions liable to exist during the remainder of the year that lower values are not expected, as

orders now in with mills will more than keep them running through the entire year of 1899.

### The Boys Behind the Counter.

Traverse City—R. C. Webster has taken a clerkship in the shoe store of Wm. Watson, successor to E. McNamara.

Sault Ste. Marie—Thos. Agnew has taken a position with the Stevens Grocery Co.

Saginaw—The retail clerks of the west side will drive to Chesaning Sunday and spend the day with W. C. Prater and Geo. Herrig.

Bay City—Otto Meisel, clerk at C. R. Hawley & Co.'s, has taken a position with his brother in the grocery store of E. Meisel & Co., on Garfield avenue.

Portland—Howard Stevens, formerly employed in Wm. Love's general store here, is now with the wholesale dry goods establishment of Edson, Moore & Co., Detroit.

LeRoy—Frank Shields, Jr., has severed his connection with the general store of Godfrey Gundrum to engage in business on his own account.

Sault Ste Marie—Thos. E. Roberts has entered the employ of the Soo Hardware Co.

### Flour and Feed.

As predicted in our last letter, a sharp advance has already been scored in breadstuffs which, in the light of information at hand, well authenticated, would seem to be only a beginning of the upward trend of prices for some time to come. Active speculation always makes a nervous, sensitive market, subject to sudden reactions. The present price of wheat and flour is low, considering stocks and the crop outlook. Enquiries for flour are coming in quite freely and buyers are beginning to have confidence in the future of the market, but are very wary of buying at any advance in price.

The city mills have plenty of orders on hand for June business and expect to run steadily until harvest time. Grand Rapids flour has an enviable reputation and is steadily gaining ground.

Millstuffs are in good demand, with prices unchanged. Feed and meal are moving more slowly as the weather becomes warmer, but prices are nominally unchanged for the week.

WM. N. ROWE.

### Lamp Chimney Trust.

A combination of the largest manufacturers of lamp chimneys in the world and controlling absolutely the output of the United States has been practically completed, according to press dispatches from Pittsburgh. The George A. MacBeth Company and the Thomas Evans Glass Company have merged into the MacBeth-Evans Glass Company and the Libbey Glass Company, of Toledo, was absorbed by it. The company will have a capital of \$2,000,000 and will operate the five best chimney plants in the United States. It will also own and control the patents for glass blowing machinery and will install these machines in all its plants. The headquarters of the new company will be in Pittsburgh. The combination will have an annual output of 5,000,000 dozen lamp chimneys.

Sons of great men just remind us there is nothing in their lives sublime; and, going, they leave behind them only debts and prop. bought on time.

Streets that are paved with good intentions are better than those that have no paving.

## 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.

**FOR RENT**—NEW STORE, ROOM 22 x 70, situated in one of the liveliest towns in Southwestern Michigan. Good location for furniture and undertaking; a resort town. Enquire of E. Stickney, Watervliet, Mich. 934

**FOR SALE**—STORE AND SMALL STOCK of groceries, notions, etc., in good Michigan town. Address No. 965, care Michigan Tradesman. 965

**FOR SALE**—WELL-SELECTED STOCK OF heavy and shelf hardware. D. Hancock, Cedar Springs, Mich. 967

**FOR SALE**—WATER POWER AND FLOUR-mill building on the Huron River, the village of Dexter, Mich., known as the Peninsular Mills. For particulars address the undersigned at Dexter. Thos. Birkett. 966

**TO EXCHANGE**—363 ACRES HARDWOOD lands in Wisconsin, worth \$10 per acre, to exchange for stock of goods, or store and stock of good, or saw and shingle mill, if located where timber may be had. E. A. Dapper, Grand Rapids, Michigan. 963

**PAYNE BROS.**, Grand Rapids, Mich., have filed their counter checks (charging and crediting on slips of paper) for three years in Shaw's Counter Check File. The checks are filed in name order. As soon as checks are filed an account can be rendered—copy or give checks. Address J. C. Shaw, Mears, Mich. 962

**FOR SALE OR EXCHANGE**—A 50 BARREL full roller mill with sawmill attached. Best water power in Southern Michigan. Address Miller, care Michigan Tradesman. 961

**WANTED**—YOUR ORDER FOR A RUBBER stamp. Best stamps on earth at prices that are right. Will J. Weller, Muskegon, Mich. 968

**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 541, Grand Rapids, Mich. 967

**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. 966

**TO EXCHANGE**—BEAUTIFUL TOWN HOME, eight acres, for clean Merchandise. Address L. 291 North Ionia St., Grand Rapids. 969

**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 altogether 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

**WANTED**—GENERAL STOCK IN THRIVING town in exchange for 50 acre farm, with crops, three miles from city of Grand Rapids. Good buildings. Good soil for fruit and gardening. Write for particulars to 952, care Michigan Tradesman. 962

**FOR SALE**—HAVING PURCHASED ANOTHER house, I offer for sale my residence property at 24 Kellogg street, at \$1000 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

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

**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

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

**DRUG STOCK**—WILL INVENTORY ABOUT \$1,000—one-third fixtures, balance drugs and sundries. For cash, will sell for 50 per cent. of amount in 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**—GOOD BAZAAR STOCK. Enquire of Hollon & Hungerford, Albion, Mich. 925

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

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

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

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

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

### COUNTRY PRODUCE

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

### MISCELLANEOUS.

**WANTED**—POSITION IN STORE OR OFFICE by energetic married man. Competent book-keeper and has clerked in grocery. Best of references. Address Box 494, Traverse City, Mich. 968

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

# Feed

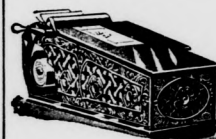
## Corn and Oats

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

## Valley City Milling Co.,

### Grand Rapids, Mich.

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



Let Us  
Register  
You

Among those who are seeking System in Business.

### THE EGRY Autographic Register Systems

register your business in a thoroughly systematic manner; comprehensive, practical, dependable, accurate, easy to adopt and adapt. For Groceries, Hardware, Shoes, Dry Goods, Drugs, Clothing, Furniture, or any General Merchandising they are the most complete. In fact the Egr Systems may well be called The Systems That Are All System; no chance, no memory, nothing lacking, yet nothing used which system does not require. Produces at one writing customers' itemized bill on printed blank, book-keepers', cashiers' or order slip, and locked up record of all transactions. Or, customers' bill, filing order and itemized ledger account. Orders and enquiries cheerfully attended to by

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



## Travelers' Time Tables.

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

| Chicago.                                                                        |         |                        |
|---------------------------------------------------------------------------------|---------|------------------------|
| Lv. G. Rapids.....                                                              | 7:30am  | 12:00pm *11:45pm       |
| Ar. Chicago.....                                                                | 2:10pm  | 5:15pm 7:20am          |
| Lv. Chicago.....                                                                | 11:45am | 6:50am 4:15pm *11:50pm |
| Ar. G'd Rapids.....                                                             | 5:00pm  | 1:25pm 10:15pm *6:20am |
| Traverse City, Charlevoix and Potoskey.                                         |         |                        |
| 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 10:06pm         |
| 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 May 14, 1899.

| Northern Div. Leave Arrive                                                                                                                                                                                        |         |         |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|---------|
| Trav. C'y, Potoskey & Mack.....                                                                                                                                                                                   | 7:45am  | 5:15pm  |
| Trav. City & Potoskey.....                                                                                                                                                                                        | 1:40pm  | 10:15pm |
| Cadillac accommodation.....                                                                                                                                                                                       | 5:25pm  | 10:55am |
| Potoskey & 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.....                                                                                                                                                                                                    | 2:00pm  | 1:30pm  |
| Cincinnati.....                                                                                                                                                                                                   | 7:00pm  | 6:30am  |
| Vicksburg and Chicago.....                                                                                                                                                                                        | 11:30pm | 9:00am  |
| 7:10 am train has parlor car to Cincinnati and parlor car to Chicago; 2:00pm train has parlor car to Ft. Wayne; 7:00pm train has sleeping car to Cincinnati; 11:30pm train has coach and sleeping car to Chicago. |         |         |

#### Chicago Trains.

| TO CHICAGO.                                                                        |        |                 |
|------------------------------------------------------------------------------------|--------|-----------------|
| Lv. Grand Rapids.....                                                              | 7:10am | 2:00pm *11:30pm |
| Ar. Chicago.....                                                                   | 2:30pm | 8:45pm 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  | 11:15pm 15:40pm |
| Ar. Muskegon.....                                                  | 9:00am  | 2:25pm 7:05pm   |
| Sunday train leaves Grand Rapids 9:15am; arrives Muskegon 10:40am. |         |                 |
| GOING EAST.                                                        |         |                 |
| Lv. Muskegon.....                                                  | 10:10am | *11:45am 4:00pm |
| Ar. G'd Rapids.....                                                | 9:30am  | 12:55pm 5:20pm  |
| Sunday train leaves Muskegon 5:30pm; arrives Grand Rapids 6:50pm.  |         |                 |
| *Except Sunday. *Daily.                                            |         |                 |

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

### DULUTH, South Shore and Atlantic Railway.

| WEST BOUND.                        |         |         |
|------------------------------------|---------|---------|
| Lv. Grand Rapids (G. R. & L.)..... | 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.....                                                                           | 16:30pm |         |
| 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.<br>R. 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.....     | 3:30am  | 4:10pm |
| Ar. Grand Rapids..... | 1:00pm  | 9:45pm |

## 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. FRANK.

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

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

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

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

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

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

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

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

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

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

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

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

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

## TRAVEL VIA

### F. & P. M. R. R.

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

## Simple Account File

Simplest and  
Most Economical  
Method of Keeping  
Petit Accounts

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

Tradesman Company,  
Grand Rapids.

# HEMLOCK BARK



Bark measured promptly by experienced men, no novices employed to guess at it. Top prices paid in Cash. Call on or write us.

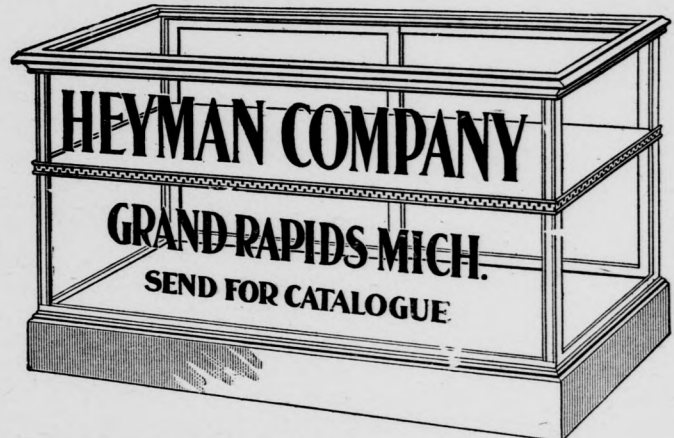
MICHIGAN BARK & LUMBER CO., 527 and 528 Widdicom Bldg., Grand Rapids, Michigan.

**Grand Rapids LUMBER COMPANY**

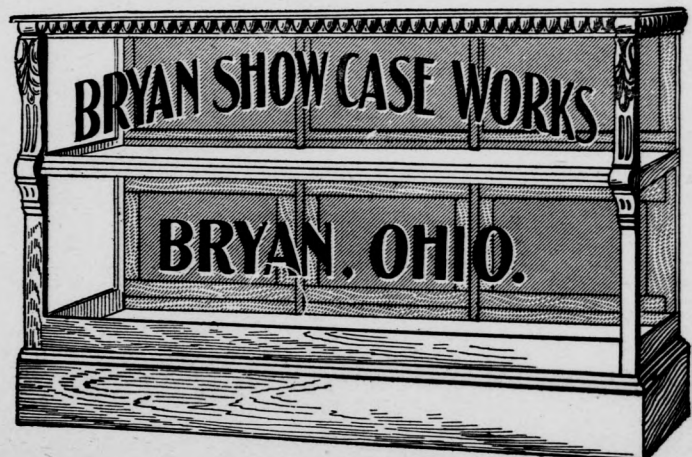
WARHELPS, President  
C. F. YOUNG, Vice-President  
CAPHEARS, Sec'y & Treas.

419-421 MICH. TRUST BUILDING.

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



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



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



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

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Cocoa

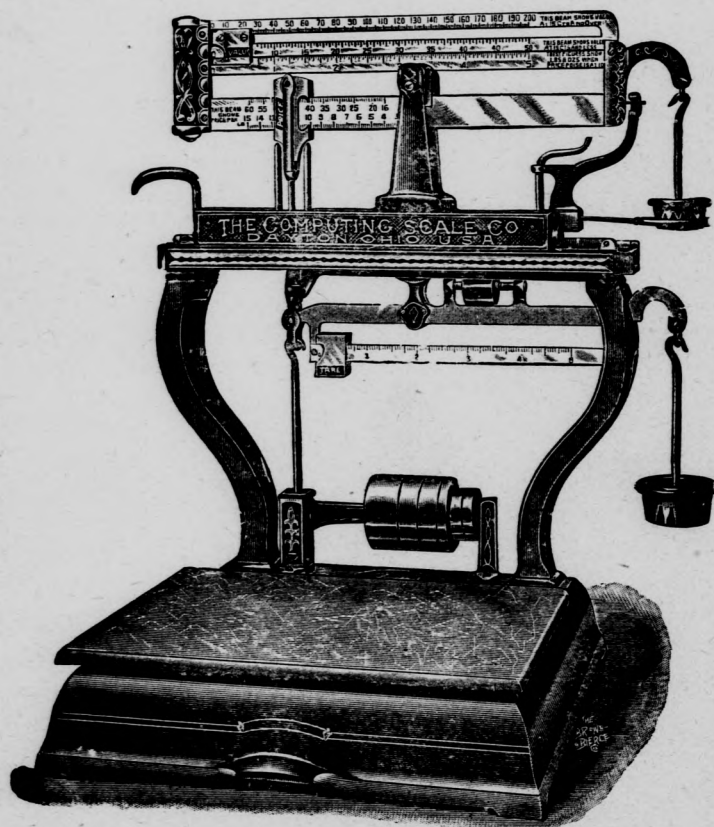
## AMERICAN BEAUTY GINGER SNAPS



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.



## ALL RECORDS BROKEN

2124 packages put up in one day at A. H. Atwood & Co.'s store, 48 North St., Boston, Mass., on **one Dayton Computing Scale.**

Seventeen clerks sold the goods and one young lady clerk operated the scale. (Write for particulars of this Weight Checking System.)

Officially recognized by many of the Grocers' and Butchers' Associations.

(Write for copies of the Resolutions.)

For time-saving and profit-making scales, write

**THE COMPUTING SCALE CO., Dayton, Ohio.**