

MICHIGAN TRADESMAN

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Volume XVI.

GRAND RAPIDS, WEDNESDAY, JUNE 7, 1899.

Number 820

Epps' Cocoa

Epps' Cocoa

GRATEFUL COMFORTING

Distinguished Everywhere

for

Delicacy of Flavor,

Superior Quality

and

Nutritive Properties.

Specially Grateful and

Comforting to the

Nervous and Dyspeptic.

Sold in Half-Pound Tins Only.

Prepared by

JAMES EPPS & CO., Ltd.,

Homœopathic Chemists, London,

England.

BREAKFAST

SUPPER

Epps' Cocoa

Epps' Cocoa

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.

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

Did You Hear It?

If you did not, then you had better

Get Your Ear to the Earth

for just as sure as you are living

Something Will Drop

for we are already the largest cigar dealers in the middle west, and the end is not yet.

PHELPS, BRACE & CO., Detroit, Mich.

F. E. BUSHMAN, Manager.

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.

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.

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.

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.

WE GUARANTEE

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

ONE HUNDRED DOLLARS

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

Robinson Cider and Vinegar Co., Benton Harbor, Mich.
J ROBINSON, Manager.

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

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.

MICHIGAN TRADESMAN

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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 representa-
 tive, William Connor,
 P. O. Box 346, Mar-
 shall, Mich., to call on
 you or meet him June
 15 to 20, 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- efcaries.....	1,030 00
Death Losses Paid During the Year.....	11,000 00
Death Rate for the Year.....	3 64

FRANK E. ROBSON, President.

TRUMAN B. GOODSPEED, Secretary.

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicomb Bld'g, Grand Rapids, Mich.

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

THE Grand Rapids FIRE INS. CO.

Prompt, Conservative, Safe.
 J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

Tradesman Coupons Save Trouble.
 Save Money.
 Save Time.

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 Business Wants.

BUSINESS CONDITIONS.

It is coming to be recognized that the undue prolongation of the dull season in the stock market is owing more to the manipulations of speculators than to any natural conditions which should govern. To the careful student of the financial situation and of the industrial conditions which should affect values it is very manifest that there is an unusual effectiveness in the work of the organizations of professional operators in which unusual means has been employed to hold values to the desired levels. For instance, there were quite a stir and surprise over the announcement of a heavy gold shipment to London last week. The need for such a shipment could only mean that there was less of the heavy balance due from the Old World than had been supposed. But the fact quickly being made public that several houses would have been glad to take the gold at the present condition of exchange, and that it was only for speculative effect that the deal was made, robbed the transaction of any material effect. It is suggestive that if such means is resorted to it must be after the exhaustion of effort in the controlling of reports, manipulating of transactions as to dividends, etc. Indeed, there was a prompt advance in most lines; but later trading has been slow, with the renewal of the downward tendency of many in the list.

Probably the most potent factor in the continued dulness in stock trading is the natural reaction from the long period of recapitalization in the organization of trusts. The buying public has taken heed of the many notes of warning and the distrust has extended to all securities. Then the conservatism has naturally been increased by the action of banks in refusing to recognize a considerable proportion of the new issues. This result seems perfectly natural, and it is undoubtedly better that the new issues should demonstrate their values before being taken with too great credulity. Indeed, conservatism of this kind is necessary to prevent the unhealthy consequences of unlimited activity.

Perhaps the most remarkable conditions in the industrial field are found in the steel manufacture. An iron famine has been known before, at a time when

a suddenly-enlarging demand far surpassed for a time the slowly-rallying production, but in this case the production has for months been much the greatest ever known in this country; and yet the consumption has steadily exceeded it. The addition of some furnaces in May, although not as many as had been expected to complete their preparations, has doubtless added to the weekly output, but there are still indications that the reserve stock at the furnaces and in warehouses has not ceased to diminish. With something like half the works engaged to their full capacity for many months ahead, it is not possible to determine accurately what new orders are received, and they presumably fall much below the consumption on old orders and new; but there is reported each week a surprising amount of new business, and with such urgency of demand that in many cases premiums of \$5 a ton are paid to secure deliveries in June or July.

Conditions in other branches of industry are almost uniformly favorable. Boot and shoe shipments from the East were 17 per cent. greater than last year, with improving prices. The woolen trade shows moderate improvement and manufacturers are much encouraged, although sales of wool are mostly governed by speculation. Demand is also improving in cotton goods in spite of the positive advance in quotations.

The sharp advance in wheat caused by damage reports has been followed by a tendency to reaction this week, owing to contrary reports. Movement continues heavy, although less, of course, than during the Leiter boom of last year.

The Drug Market.

Opium—Is unchanged, awaiting the outcome of the present crop. Some claim there will be eight or nine thousand cases, others six or seven thousand. In either event there will be plenty to supply the world and no higher prices are expected.

Morphine—Is steady at unchanged prices.

Quinine—Manufacturers are firm in their prices and outside holders have advanced their prices to nearly a parity with manufacturers. All are awaiting the outcome of the bark sale on June 8.

Cinchonidia—Is very active at the advanced price. The stock is limited and very little is being manufactured.

Acids—Carbolic is in better demand, on account of the extremely hot weather, and is very firm. Citric is still tending higher, late advances by manufacturers being well maintained.

Cocaine—On account of scarcity and the high price of coca leaves, an advance is probable in the near future.

Cuttle Fish Bone—The market is further advanced and there is very little offering.

Glycerine—An early advance is prophesied from reliable quarters.

Naphthaline Balls—Are in better supply and lower.

Nitrate Silver—The price has been reduced.

Essential Oils—Cassia has declined. Cloves are very firm.

The Grain Market.

Wheat has made a lower record in price during the week, without any cause except the mood of the speculator. The same cause which elevated the price nearly 10c still exists, only in a more pronounced form. Our winter wheat in all the belt except Oklahoma has not improved and of the 30,000,000 acres sown probably 4,000,000 have been plowed up, and the crop experts—aside from those who prepare the Government report—claim not much over half a crop. The crop of 1898 was large, but there was not much left over from 1897, owing to the prevailing high prices during the Leiter deal, and our exports were in round numbers 213,000,000 bushels ending June 1, 1898, while we have exported to June 1 of this year 210,000,000 bushels, leaving approximately 100,000,000 bushels on hand. Our winter wheat crop about to be harvested will not exceed 225,000,000 bushels and that of a poor quality. While things look favorable for spring wheat, still with a decreased acreage the crop at its utmost will barely be 275,000,000 bushels, making 500,000,000 bushels in all, against 683,000,000 bushels in 1898. The 100,000,000 bushels on hand will make 600,000,000 bushels in all. It will take 325,000,000 bushels for home consumption, over 70,000,000 bushels for seed, besides 20,000,000 bushels being used for other purposes, making 415,000,000 bushels, while in Russia and other wheat producing countries the outlook is not as rosy as some want to make us believe, especially in Russia, where the wheat crop is nearly as bad as in our winter wheat belt, so the strong conditions have not been changed in the least from what they were a week ago, with the single exception that our visible increased nearly 2,000,000 bushels. However, there is no use in dilating on the situation. It will make itself felt before long in a way that will astonish the bears, as they can not be made to believe the real crop damage. Farmers throughout the region where winter wheat is raised will not sell any wheat at present, claiming they will wait for the outcome of harvest.

Corn holds its own fairly well, taking into consideration the extra large acreage being planted. While extremely wet weather has caused much replanting, we think under ordinarily favorable conditions the yield will be a record breaker.

Oats shared the fate of corn, only in a more pronounced way, as the fine stand and the increased acreage will give us, barring accidents, a monster crop and lower prices will prevail.

Rye is steady for present or immediate sales, while futures are from 10@15c lower, owing to the fine outlook and no foreign demand.

The receipts during the month of May were 236 cars of wheat, 70 cars of corn, 40 cars of oats, 2 cars of rye and 48 cars of hay.

During the week the receipts were 60 cars of wheat, 20 cars of corn, 5 cars of oats, no rye and 4 cars of hay.
 Millers are paying 72c for wheat.
 C. G. A. VOIGT.

Dry Goods

The Dry Goods Market.

Staple Cottons—The demand in the staple division of the cotton goods market has hardly been up to that of a week or two past, but is still of good volume and, considering the advances that are being made daily, is quite steady. Brown sheetings and drills are finding all the business that they want, that is, the product of the mills is being taken care of as fast as it is made ready. Agents are not anxious to make engagements for forward delivery, and spot goods are few and far between. Prices are not quoted higher, but are very firm. Bleached goods show fair business, with prices as advanced firmly maintained. The tendency is against buyers in all grades. Wide sheetings are in moderate demand, with the market firm. Cotton flannels and blankets are receiving a good amount of re-orders at full prices. Coarse colored cottons are not up to the recent standard as far as sales go, but stocks are held down to a good quantity.

Prints and Gingham—There is a fair demand for light fancy calicoes and for certain staples, both spot and by mail. Fall goods are improving in demand and the enquiries are fairly numerous. Reports from traveling salesmen show that they are doing fairly well, both in dark fancies and staple lines. Fancy calicoes have come very nearly to a stop in the advances which were named so freely for a while, but business is continuing in fair shape. Gingham show no new features and napped fabrics and fancy cotton dress fabrics are firm in all leading lines and show a good business.

Hosiery—Importers of hosiery say that they have secured an excellent business at very satisfactory prices. Buyers have been numerous in the market, and mail orders have been of good size. In spite of the fact that weak spots can be found occasionally, the market as a rule is quite steady. The weak spots are in dark colored ribbed goods. It is the season now when agents carrying extra large stocks will throw these goods on the market at low prices, and even now they are beginning to be found. Some of the agents who have overstocked themselves with golf hosiery are beginning to offer these goods at what they say is just half what they cost to import. Whether this is so or not may be left to the buyer to decide. Nevertheless, he is pretty certain to find some good bargains just now in the hosiery market.

Knit Goods—Specialties in knit goods are doing more business now than for some weeks past, including sweaters, jerseys and bathing suits. In sweaters, the demand is good for all grades, from the lowest to the highest, but naturally the largest business is secured by the low and low medium priced goods. Some of the manufacturers are endeavoring to interest buyers in lines that contain new features, such, for instance, as collars that turn down and are suitable to be worn with ties, out of place as such a thing is with this style of garment. The very idea of a necktie being tied around the collar of a sweater or guernsey is totally foreign to the purpose of the garment.

Carpets—The trust agitation is not so pronounced of late and the manufacturers are, in many instances, contented to let well enough alone. As they see prospects brightening in the carpet sit-

uation, they are gradually growing less disposed to swap a future which, to them, shows more certainty of improvement, for an uncertainty in the trust. The average manufacturer is averse to losing his individuality.

Oil Cloth and Linoleum—The price of oilcloth has been advanced 2½ per cent. and linoleum 5 per cent. from May 1.

Lace Curtains—Continue in good demand, particularly the Nottingham made by domestic manufacturers. Rope portieres continue in favor, and are shown in a great variety of styles and colorings, with tinsel and novelty effects.

His Principal Stock in Trade.

Dentist—I see that I shall have to kill the nerve.

Patient—For heaven's sake don't! It would ruin me in my business. I'm a life insurance agent.



I will be at Sweet's Hotel, Grand Rapids, June 10, 11 and 12, with all my winter lines, as follows:

J. G. MILLER & Co.,
Men's Suits and Overcoats.

MORGENTHAU BROS.,
Boys' and Children's Suits and Overcoats.

K. B. OLSON Co.,
Fine Pants Line.

Expenses allowed all customers.
S. T. BOWEN.

Before You Buy

Get our prices on
Muslin Flags
Bunting Flags
Flag Poles
Seat Shades
Large Umbrellas
Lawn Swings

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

COTTONS

Do you know how the cotton market stands? **Investigate.** You had better buy now while the prices are yet within your reach. Our prices have not yet advanced, compared to some dealers. We carry most of the staple brands in Bleached, Half Bleached and Unbleached, in 4-4 42 in., 5-4 50 in., 6-4, 7-4, 8-4, 9-4, 10-4. Don't delay, but write us at once for prices.

P. STEKETEE & SONS,
WHOLESALE DRY GOODS,
GRAND RAPIDS, MICH.

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.

LEY BROTHERS,

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



We want your Mail Orders.

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.

FOURTH OF JULY.

Ideas for Creating Enthusiasm and Helping Business.

Rather early perhaps to have the plans all made for Fourth of July publicity, but not too early to be considering what you are going to do. If there is no general celebration in town, the merchant surely can make it lively for the patriotic and enthusiastic.

Give flags, firecrackers, balloons, or fireworks to such as patronize your store.

Get up ball games or sports of any kind for the day. Make some liberal prizes from your stock. It will help to make the success of the day reflect upon your establishment.

Probably the boys would appreciate red, white and blue hats or caps, or imitation soldier caps would be attractive. Give them with purchases of a given amount.

If there's a celebration at your town, be a leading mover in it. Help with the prizes, be a leader in the decorating, in the arranging for speakers or amusements. Don't take a back seat because it's warm. Be in the front where in the enthusiasm of the day you'll forget all about the uncomfortable atmospheric conditions.

Why not prepare a barrel of lemonade for visitors? If there is a celebration it will be much sought after. If there is not a celebration it will be all the more appreciated by those who get a chance at it.

For evening have some fireworks or some balloons.

A good idea would be to send up a number of balloons with cards attached promising prizes for bringing them back to your store. Tell about it in the newspapers and have people looking for your balloons to be sent up. When the balloons are brought back give your prizes willingly. Perhaps you can extract an interesting story from the finder, and it would make a good item in the local paper. Anyway, publish the names of the finders of your balloons.

Might send a bunch of firecrackers to each of your customers, or publish a coupon for which you would give firecrackers or other enthusiasm-producers when the coupon was presented at your store.

On a celebration day you could provide luncheon for your out-of-town customers. They would appreciate it.

If there is a procession, be in it. Have a wagon or some special display. Make it representative. Be among the first to act rather than the last to respond.

Don't overlook your windows. Make them shine up with patriotic colors. Make them distinctive for their beauty and attractiveness.

If you have a regular space in the weekly papers, devote a portion of it to telling about the Fourth of July in your town or at your store. Help the committee if you are not a member of it. Help make Fourth of July a success, as it will help you.

Give the ladies small Cuban flags. It isn't necessary to print any advertisement on them; the donor will be remembered.

Change the signs in your store, and have them printed or painted in red and blue on white, or black on red, white and blue striped cardboard.

It will be a good idea to have doggers printed on red, white and blue paper with the announcement thereon:

"Fireworks Free to Customers! On the 3d and 4th of July, each person who purchases \$1 to \$25 worth of goods for cash will get pieces of fireworks free."

Give away 6-inch pieces of "punk" around which is wrapped and pasted on a slip of paper, "Compliments of John Blank, General Dealer."

Lay in a good supply of matches and then tie up ten in a bunch; roll in a slip which has something like this on it: "Matches free—We match your pennies, dimes and dollars with the best goods sold."

Put up an old dinner bell, and ring it at short intervals. Have a boy ring it;

placard, "1776 rang liberty to America. 1899 rings your liberty from high prices."

If you can get it, have a drum corps of boys or a martial band, dressed in "Uncle Sam" uniform, advertisement of your store on their backs. Let them parade the streets, stopping here and there. Have small boys to carry American and English flags; also boy to carry banner with your advertisement on it.

Have your plans outlined early, and start your preparations in time to get ahead of your competitor.

And let the people know about it.

She Shops.

She shops!
She does not mean to buy,
For funds are low and prices high,
So many people wonder why
She shops!

She shops!
She keeps herself apprised
Of all the bargains advertised,
And with a gusto undisguised—
She shops!

She shops!
The tired assistant sighs,
For long experience makes him wise,
He knows wherein her weakness lies—
She shops!

She shops!
She hurries to and fro,
And when the sun is setting low
A thousand captured samples show
She shops!

Words That Live.

"When a man pays a woman a compliment it is said that she never forgets him."

"That's not exactly the way of it; she sometimes forgets the man, but she always remembers the compliment."



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.

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.

Said the Grocer

"I'll have to get a barrel to keep the nickels in."

"What's the matter?"

"**Uneeda Biscuit!** The new delicacy.

Costs only 5 cents for a package.

Enough for a meal, too.

Just look at that package for 5 cents!

Royal purple and white.

Dust proof! Moisture proof! Odor proof!

Keeps in the goodness.

Keeps out the badness.

Everybody wants

Uneeda Biscuit

Around the State

Movements of Merchants.

Fliut—Jos. Lanning has sold his grocery stock to Jos. Borton.

Decatur—Clement Ball will shortly engage in the grocery business here.

South Haven—T. L. Stults has purchased the grocery stock of J. D. Johnson.

Bruce's Crossing—W. R. Howlett has purchased the general stock of W. H. Elliott.

Three Oaks—Ernest Bardelmeier will shortly remove his grocery stock to New Buffalo.

Ann Arbor—J. A. Herrick succeeds A. A. Marshall in the confectionery business.

Battle Creek—Beedon & Bostwick succeed Burton N. Beedon in the drug business.

Battle Creek—Lamdes & Co. have discontinued their grocery and bakery business.

Vicksburg—Henry Day has sold his grocery stock to his sister, Mrs. Ella Ingerson.

Grand Ledge—Chas. T. Young has opened a men's clothing and furnishing goods store.

Fennville—Chas. H. Barker has removed his bazaar stock from Muskegon to this place.

Stevensville—Geo. F. Slattery is succeeded by Geo. F. Slattery & Co. in the drug business.

Ann Arbor—John Fisher has taken possession of the hardware stock of James Harkins.

Mt. Clemens—James Quackenbush continues the bakery business of Morgan & Quackenbush.

Scottville—The department store project is in statu quo and may not materialize after all.

Detroit—John S. Connelly succeeds Connelly & Worthington in the grocery and meat business.

Houghton—Chas. J. Markham succeeds Markham & Jones in the wholesale candy business.

Battle Creek—H. L. Dean has closed out his meat market at this place and discontinued business.

Pittsford—H. M. Cole is erecting a new store building which he will occupy with his grocery stock.

Horseshoe—Burton Blaxton has sold his general stock to A. Sheckles, who will continue the business.

Lansing—The Porter stock of hardware has been sold by Gillam & Son to Paul Dunham, of North Lansing.

Houghton—John Gottstein is succeeded by Gottstein & Co. in the men's furnishing goods and boot and shoe business.

Manistee—Tony Piotrowsky has purchased the drug stock of Dr. W. E. Young and will continue the business at the same location.

Houghton—W. L. Dunn and W. A. Dunn have formed a copartnership under the style of W. L. Dunn & Co. and engaged in the grocery business.

Benton Harbor—G. M. Forsyth has sold his musical merchandise stock to August Peters, of Coloma, who will continue the business at the same location.

Montague—The Muskegon Circuit Court has declared fraudulent the mortgage uttered by H. E. Morse, the Montague druggist, prior to his making an assignment to a local attorney. The alleged consideration was \$1,200, mortgagee being a father of the mortgagor. The setting aside of the mortgage ought to give the merchandise creditors a considerable proportion of their claims.

Baldwin—R. J. Matthews, the grocer, recently landed a rainbow trout from the Pere Marquette River which was 26 inches long and weighed over 5 pounds.

Kalamazoo—C. L. Gold has sold his drug stock to T. J. Miller, A. H. Prehn and C. F. Leech, who will continue the business at 735 Portage street under the style of the Model drug store.

Butternut—N. W. Daggett has bought the A. R. Isham & Son stock of general merchandise and will continue the business. A. R. Isham & Son will continue the buggy and implement business.

Tower—Three new general stores are to be located here in the near future—one by L. D. Goss, of South Rogers; one by W. J. White, of Alpena, and the third by Andrew Sherman, of Hurst.

Detroit—Articles incorporating the Ernst Krapp Co., for dealing in merchandise pertaining to the dry goods, hat, cap and clothing business, have been filed with the County Clerk. The capital stock is \$25,000, all paid in. Following are the incorporators: Ernst Krapp, 1,700 shares; Abbie Krapp, 100; Gustav Krapp, 200; Carl Zinzer, 200; Jacob Huehnergard, 200; Louise Hommel, 100 shares.

Muskegon—The charge on which Hans Hansen was recently arrested was selling impure cream of tartar. The goods were sold to him as "Phosphate of Tartar" by Franklin MacVeagh & Co., of Chicago, Ill. Although sold as a substitute for cream of tartar, since the goods contain sulphate of lime (being gypsum in an anhydrous form), the sale by them to the retailer is a violation of the Michigan food laws. Mr. Hansen, however, sold the goods for cream of tartar.

Detroit—Since July 1, 1898, when the new bankruptcy law took effect, there have been only about 100 applications in this district, which embraces 38 per cent. of the population of Michigan, and of these only 39 have been discharged. The total liabilities of the discharged bankrupts amount to \$1,815,721. The assets seldom amount to more than 5 per cent. Referee Davock says he does not believe a single application out of the 100 was made with fraudulent intent, and Judge Swan takes the same view.

Harbor Springs—The Northern Beef Co. opened to the public last Saturday what is said to be the finest meat market in the State. The building was erected this spring by the owners, W. J. Clarke & Son, south of and connecting with their block; and the entire fixtures were built by Wolf, Sayer & Heller, of Chicago, expressly for them. The finish is in quarter sawed oak and plenty of beveled plate mirrors combine to produce a fine effect. The equipment for taking care of and manufacturing the by-products of the market are very complete. A 35 horse power boiler furnishes steam for rendering lard, cutting meats for sausage and all other power required.

Manufacturing Matters.

Brant—W. H. Reid has purchased the planing mill plant of Hamilton Winters. Maybee—J. C. Hasley succeeds J. C. Hasley & Co. in the flouring mill business.

Waldron—The Waldron Creamery Co. has been incorporated, with a capital stock of \$2,500.

Detroit—The Lee Injector Manufacturing Co. succeeds the Lee-Penberthy Manufacturing Co. in the manufacture of steam specialties.

Homer—The Homer creamery is running to its full capacity under the management of Clark & Tew.

Detroit—The Davey & Wool Manufacturing Co. has changed its style to the Detroit Cornucopia Manufacturing Co., continuing the manufacture of paper boxes.

Cadillac—Cobbs & Mitchell have merged their lumber and manufacturing business into a stock company, with a capital stock of \$750,000. The corporate name is the same as the firm name.

Saunders—E. P. Royce, of Escanaba, A. R. Hattberg, of Antigo, and C. McDermott and John Burt, of Iron River, have formed a copartnership for the purpose of engaging in the manufacture of lumber at this place.

Schoolcraft—Frank J. Fellows, Justin L. Clark and H. H. Kinney have formed a copartnership under the style of Fellows, Clark & Co. to engage in the manufacture of hardwood lumber. The firm already has three mills in operation.

Telephone Topics.

Coopersville—The Citizens Telephone Co. of Muskegon has secured twenty subscribers for a local exchange at this place and will proceed to put it in at once.

Manton—The Swaverly Telephone Co. has arranged to put in a local exchange at this place, having secured twenty subscribers. The company will also build a copper metallic circuit from this place to Cadillac, thus connecting with the Citizens Telephone Co. of Grand Rapids. The line will also be extended to Sherman.

Grand Rapids—The Citizens Telephone Co. has lately equipped a local exchange at Caledonia with twelve connections; Middleville with forty connections; Hastings with 133 connections and, in about fifteen days, it will have a local exchange in operation at Nashville with about forty connections. The Citizens Co. is also putting in an exchange at Fremont with fifty connections, which it expects to have in operation by July 1. On or before that time it will be connected with Lansing by a copper metallic line of its own, via Charlotte and Potterville.

Hart—The Oceana Telephone Co. is extending its line from Hesperia to Fremont, so that the patrons of that system may be able to talk with the Grand Rapids system without connecting with the Citizens Telephone Co. of Muskegon.

Grand Rapids—The new directory of the Bell Telephone Co. is as interesting as a museum inasmuch as it gives the names of many persons as being connected with the exchange who have never had a Bell telephone and never will have. It is also interesting to note the number of residence phones which have been put into stores and offices, it apparently being the sole purpose of the management to secure the order for the phone, irrespective of the manner in which the contract was arranged. For instance, Dr. Kelly is set down in the book as residing in the Widdicomb building, which will be news to the owner of the block, who has made it an ironclad rule that no lodgings shall be allowed therein. The book is chiefly remarkable for the lack of wholesale and other large business houses and business offices which are not represented therein and for the plethora of saloons, insignificant traders and suburban residences occupied by people who can afford the luxury of a free phone.

The Boys Behind the Counter.

Manistee—J. N. Adams, of Sault Ste. Marie, has taken a clerkship in the drug store of Tony Piotrowsky.

Kalkaska—Mabin Swafford has taken charge of the new grocery store of Fred Rykert.

Ann Arbor—A. L. Todd has taken a position in the Salsbury drug store.

Houghton—John Slock has taken a clerkship in the new grocery store of W. L. Dunn & Co.

Muskegon—W. D. Lyman is the new manager of the Viaduct pharmacy.

Sault Ste. Marie—Lewis Mitchell, of Saginaw, has taken a position with the Soo Hardware Co.

Charlotte—Fred Murray succeeds Wesley Boyer as clerk in the shoe store of Victor Roblin & Co.

Dowagiac—The proposition which was first given impetus by the Dowagiac Society of Clerks, providing for Sunday closing and shorter hours for retail business houses, has received the endorsement of every merchant in the city. The new rule will go into effect on Sunday, June 11. The hours agreed upon for the suspension of business are as follows: To close on all week day nights, excepting Mondays and Saturdays, during the summer months, at 8:30 o'clock, and during the winter months at 7:30 o'clock, excepting the holiday month of December, and remain closed all day Sunday the year around. One week's time is to elapse before the rule becomes operative, which is for the benefit of both country and city patrons in advising them of the change, and to this end the Clerks' Society is preparing to have the matter amply advertised.

Lowell—Abe Peck, who is W. S. Winegar's drug clerk, had an experience one day last week which he can never forget. He was fishing about three miles west from Lowell and, to his astonishment and horror, he had on his hook one of Dante's infernos. He landed it, got a part of a tree, and drove, through the animal's head. It had two round wings just back of its head about one-fourth as far across as the length of its body, with a sharp spear at the point of each wing. When Abe had securely fastened this demon of the lower regions he rushed for Lowell. Abe has been a traveling man for years. He has crossed the ocean ten times during the past six years, and visited nearly every country in the world, but never saw a windeg demon before.

Belding—Bert Gregg, of Luther, has taken a position in A. Fuhrman's new shoe store.

Springport—Doak & Orrison have a new clerk in their drug store in the person of F. J. Brainerd, of Eaton Rapids.

Bay Mills—The Hall & Munson Co. has engaged Joseph Booth, of Sault Ste. Marie, to take charge of the drug department of their general store.

St. Ignace—Thomas Jarvis succeeds Max Kaplan as clerk in the clothing and shoe store of Jacob H. Steinberg.

Empire—C. N. Menold has taken the position of prescription clerk for Dr. R. W. Burke.

Wolverine—J. H. & J. A. Hoak, who have carried on the hardwood lumber business at Luther for several years, have concluded to make this place headquarters, having purchased 15,000 acres of hardwood land in the southern part of Cheboygan county and purchased the saw mill at Sailors' Encampment, which will be immediately removed to this place.

Grand Rapids Gossip

Fred Rykert has opened a grocery store at Kalkaska. The Musseiman Grocer Co. furnished the stock.

J. W. Pattison has engaged in the grocery business at Millbrook. The Ball-Barnhart-Putman Co. furnished the stock.

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

Lawrence & Matheson have leased the vacant store at 22 Ottawa street, formerly occupied by Bunting & Co., and will occupy it in conjunction with their present premises at 20 Ottawa street, removing the partition between the two stores.

The Hobart Mercantile Co., dealer in crockery, glassware, books and stationery at Big Rapids, will add a line of groceries, occupying an annex in the rear of the present location. The Olney & Judson Grocer Co. has the order for the stock.

The W. W. Rice Leather Co. has concluded to open a grocery store for the convenience of the employes of its tannery, near Petoskey, and has erected a two-story and basement store building, 26x60 feet in dimensions, and a two-story office building, 16x34 feet in dimensions. The grocery stock was purchased last week of the Lemon & Wheeler Company and will be managed by W. D. Tuxbury, who was formerly in charge of the mercantile department of the Sullivan Lumber Co. Other lines of goods will be added later on.

The Produce Market.

Asparagus—30@35c per doz. bunches.
Beans—Wax are in excellent demand on the basis of \$2.75 per bu. box. The price has held up remarkably, but will probably decline before the end of the week.

Beet Greens—Receipts are large and demand is active on basis of 45c per bu.

Butter—Fancy dairy fetches 12c, choice brings 11c and cooking grades about 10c. Factory creamery is not in demand at all, owing to the large receipts and excellent quality of dairy grades, which are meeting the consumptive requirements of the market.

Cheese—Quotations have declined 1/2c during the past week and the next six days will probably note a similar change in the market. The receipts are more than sufficient for the demand at present prices and sellers are willing to shade prices to keep stock moving. Prices are apt to go lower until the middle of June, when cheese ought to be of very fine quality, and when the speculative demand for storage will prevent the market from going lower. Prices should not go as low this season as they did last, owing to the high prices which butter commands.

Cucumbers—Southern stock no longer cuts any figure, owing to the supply of home grown, which commands 40@45c per doz.

Eggs—Local dealers are paying 11c on track, case count, but the influx of stock from the peddlers to-night and for the remainder of the week is likely to cause a little weakening in the market. So far very few poor eggs have appeared, owing to the manner in which the farmers have been chasing up their hens to take advantage of the unusually high prices which have prevailed for the past two months. The cold storage buyers have pulled out of the field.

Green Onions—Silver Skins command 15c. The demand is large and the receipts were never better than now.

Honey—8c for dark and 10c for light. New crop will begin to come in this week.

Lettuce—Both head and curly stock are in small demand at 8@10c per lb.

Onions—Bermudas are in limited demand at \$1.75 per crate. Louisiana is in fair demand at \$2.50 per sack.

Peas—Home grown began coming in to-day, commanding \$1 per bu. The price will probably go lower before the end of the week.

Pieplant—\$1.25 per 100 pounds.

Pineapples—Havanas and Floridas fetch \$1.25@1.75 per doz., according to size.

Plants—Cabbage, celery, pepper and sweet potato are in ample supply at 75c per box of 200 plants. Tomato plants command 10c more.

Potatoes—Local dealers are getting 35c for old and \$1.35 per bu. for new stock from Missouri. It is expected that new stock will supplant old stock altogether in the course of a couple of 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 7 1/2@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 12c.

Spinach—40@50c per bu.

Squash—\$1 per crate for summer.

Strawberries—Home grown berries are in large supply this week and the price ranges around 75c per 16 qt. case. The shipping quality of the offerings thus far has been poor, owing to the large amount of rain and the intensely hot weather, which has softened up the berries so that they will not well stand shipment. If the weather turns cooler, which seems probable at this writing, the late crop will be in excellent shipping condition. While local fruit has not glutted the market, there have been frequent shipments from outside, which have arrived in such poor condition that they had to be moved at a nominal price. A 100 case lot came in to day which had to be sold at 25c per case on arrival. Until conditions change growers would do well to divert their shipments from this market.

Tomatoes—\$2.75 per crate of 6 baskets.

Watermelons—The receipt of the first consignment of Georgia melons marks the beginning of what promises to be one of the most successful seasons for the fruit in that section in several years. Advices from prominent growers to the trade here state that there is a large acreage of watermelons under cultivation in Georgia than for many years. Last year the crop there was below the acreage, but the fact that a great deal of it was marketed at fairly good prices has encouraged planters to go into the business more generally this season. Quotations are now 60c apiece, but lower prices will rule soon.

Hides, Pelts, Tallow and Wool.

Hides are some weaker in light stocks, but in good demand, with no accumulation.

Pelts are wanted and prices are quotably higher. The demand continues for short wool skins.

Tallow remains quiet, while the demand is stronger. There is no advance in value.

Wools are firm, with no material advance in the Eastern markets, although local buyers in the West are having some excitement and have advanced prices beyond the seaboard market after charges are added. The foreign market remains strong and considerable wool is being exported. Wm. T. Hess.

Apple buyers and others are making a somewhat careful examination of the prospect for the crop in different producing sections, and while reports received are conflicting, the general tone indicates a better crop than last year, and probably better than in 1897, but not nearly as good as in 1896. While local conditions vary, and in some sections one variety will probably be short and another somewhere else large, the great producing states as a whole will yield an abundant crop.

The Grocery Market.

Sugar—There is nothing of interest to note in the raw sugar market this week, centrifugals having been sold at the old basis of 4 3/4c for 96 deg. test and 89 deg. test muscovadoes at 4 1/2c basis. Trade in refined has been very good, much better than it was the week before. The American Sugar Refining Co. has withdrawn all concessions on sorts and Franklin has entirely withdrawn from the market. The Mollenbauer refinery has started operations again, but the National is still closed. Very little can be said as to the growing Cuban crop. The reports from some sections are favorable, but very little planting has been done so far. The stocks in Cuba are 78,000 tons—not a very large quantity considering that much of it will be wanted for consumption in Cuba. Holders are extremely firm and continue to ask prices fully 1/2c over parity. Reports from Louisiana are to the effect that the continued dry weather is a source of some anxiety to the planters there, although the cane is standing the lack of moisture remarkably well. Aside from the want of rain, the situation appears to be encouraging and shows a constant and well-defined improvement.

Canned Goods—Considerable disappointment is felt among Baltimore packers at the present outlook for the pea pack. The packers, anticipating a large crop, got everything in readiness to handle them in their usual prompt manner, when to their surprise they found that after being nearly two weeks late, the pea crop has shown up so poorly that the pack this season will be very short and some state that it would not be surprising if the pea packing season of 1899 would be entirely over within two weeks. Spot stocks are well cleaned up and anything in a standard Early June or marrowfat is hard to find. Owing to the continued dry weather in the East, the outlook for the tomato pack is not quite so bright as it was a few weeks ago. There has been some injury done already, but not enough to make any material difference in the yield if rain comes soon. Stocks are small and tomatoes are getting very scarce. The shortage in pineapples has caused a firmer feeling already and some packers have advanced their prices 10c per dozen. Many think that the opening prices will be the lowest of the season. There is a good demand for standard grades of corn and it is difficult to obtain, as it is practically cleaned up. The demand for Alaska salmon continues good and the market is very strong. Pink Alaska is now entirely gone from the Coast. There is a little medium and blood red, upon which there has been no advance as yet, but one is daily expected. Reports from the East are that the run of sardine fish on the Coast continues very small. Since the opening of the season, the plants of the two syndicates have not received sufficient raw fish to more than give them a pretense for keeping open. So far as can be learned, less than 1,000 cases have been packed this season. The quality of a large part of the fish taken this season is very poor. Packing is at present at a standstill and at the prices asked by the fishermen for the raw fish, there is no profit in canning the product. Old stock continues in fair demand, with prices firm. Supplies of last season's pack of canned oysters are running short. The pack, owing to the cold weather of last February and the difficulty in obtaining sup-

plies, has been one of the smallest in the history of the business. An advance of 5c per dozen has just been received.

Dried Fruits—There is but little change in the dried fruit market. The competition of cheap berries and other varieties of green fruits has greatly reduced the consuming demand for the dried article. Spot stocks are small and are firmly held because of the expectation that the demand will increase later and prices advance. Prunes are in small demand, but prices are firmly held. The same applies to raisins. Peaches are firm at previous quotations, with trade small because of high prices. Holders are not anxious sellers, believing that the probable shortage will make good quality stocks a profitable investment, even after the new crop comes in. Apricots are dull. The green fruit is selling above driers' ideas and the output is likely to be small, unless growers reduce their figures. Figs move slowly at previous quotations. Dates are very firm, but prices are unchanged. Currants are firm, but sales are small. The demand for evaporated apples is very good, considering the season of the year, and stocks are being cleaned up at full prices. Other lines are unchanged.

Rice—Reports concerning the new crop are fairly encouraging. Caterpillars are, however, unusually prevalent and fields have to be frequently flooded to drown out these pests. In Louisiana many of those who planted early have been compelled to replant, owing to the appearance of red rice, but the "second seeding" is looking fine. Business on the spot continues very dull and Java is down 1/4c.

Tea—Teas continue to sell slowly. There are, of course, a few sales made every day, but they are small and mostly for low grades.

Green Fruits—The lemon market is firmer, showing an advance of 50@75c per box. The consuming demand from all sections of the country increases and a further advance of 50c@1 per box can be reasonably expected if the present warm weather continues. The banana market is a little weaker and the fruit is coming in very freely now.

Molasses—Reports from New Orleans are to the effect that the prospects for a good crop of molasses are somewhat brighter. However, estimates based on previous reports concerning the cane crop still place the prospective production of molasses at from 20@30 per cent. less than last year's output. Supplies in first hands throughout the country are small and it is believed they will be exhausted before the new product can be put upon the market. The market is moderately active, with a tendency toward higher prices on both high and low grades.

Nuts—The market for Brazils is very firm and an advance is expected. The scarcity of peanuts becomes more apparent every day. The supply is less than at any time since 1890, when the fancy grade sold for 10c, and there are still five months before the new crop comes in. On account of this shortage, prices have again advanced 1/4c and it is predicted that they will continue to advance until the last bag is sold.

Cereals—The rolled oats market is stronger, but there is as yet no advance in price. The mills report being heavily oversold.

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

Woman's World

Mission of the Sweet Girl Graduate.

The two dear little things had been fluttering around the room like restless birds, telling us that they were about to graduate in all the ologies and isms, and perfect loves of white organdies, made with tunics and trimmed with real lace. After they were gone the woman of the world and I looked at each other, with eyes that were full of memories of our own youth, and then we smiled and sighed.

"Oh, dear," I said, "isn't it pathetic? They know so much and so very little! They have spent so much time studying the things for which they will never have any use, and so little in acquiring those things for which they will have daily, hourly, pressing, heart-breaking necessity. They have gilt-edged certificates for proficiency in chemistry, yet neither one could make a biscuit that wouldn't be a menace to health and happiness to save her life. They have taken elaborate courses in the higher mathematics, yet they haven't an idea in the world which is the business end of a check, or whether when you buy anything it ought to go on the debit or credit side of the ledger. They feel perfectly able to settle the problems of the ages, yet they would sit down in despair and tears before the kitchen range if the cook suddenly left and they had to solve the dinner question. Thousands of dollars have been spent on their education, yet suppose they were thrown on their own resources and had to offer their piano playing or painting or elocution or arithmetic in the world of labor? It wouldn't be worth a red cent until they went to work and learned everything they know all over again, from a practical standpoint. I confess the question, 'Does education educate?' is a problem I always give up in the face of the sweet girl graduate."

The woman of the world laughed. "You are right and you are wrong," she said. "I don't know how other people feel about it, but to me the most typical American figure is the sweet girl graduate, and I hail her as the greatest missionary of the age. It isn't so much that she 'stands with reluctant feet where the brook and river meet,' uncertain whether to go in for expansion and a career in the great world or whether she had better stick to the constitution of her mother and grandmother and mind her own back dooryard. Neither is it because she possesses the National characteristic quality of being cocksure she is the greatest thing on earth and has the nerve to back her judgment and rush in where angels fear to tread. It is because, more than anything or anybody else, she stands as the representative of American progress. Not the slow generation-after-generation, inch-by-inch progress of the effete Old World, but progress of the American plan, that arrives by leaps and bounds; that carries ready-made towns across the country in cars and sets them up, so that what one day is a blooming prairie, the next is a city with boulevards and an opera house and a municipal ring ready to run it.

"This ability to recognize a good thing on sight in the first instant and to appropriate it for one's own in the next is the exclusive characteristic of the American girl. No other girl on earth has it. The German girl is too dull, the English girl is too slow, even the vivacious French girl must stay in

the strata of society in which it pleased heaven to place her, but the American girl is always ready for a rise. I have seen her change the habits of a lifetime at a moment's notice. I have watched her drop rustic manners and leave off provincial ways as easily as she changed her home-made frock for a confection from Worth, and more than that, she looked as if she had never had on anything else in her life, and had never dined without a butler in attendance and six forks and spoons at her plate.

"Now the very high priestess of this progress, the factor that makes it possible, is the sweet girl graduate, and the only reason that she has not long ago been enshrined as the patron saint of our National genius is because the real reformers so seldom get their deserts in this world. Every year we see her coming up to the boarding school from the settlement in the backwoods, from the lonely farmhouse and the rural village. Her frock is inappropriately chosen and bunglingly made. Her hair looks as if her deadliest enemy had arranged it with a view to bringing out every defect of feature. She slouches as she walks and rubbernecks at the stores and it doesn't need the written card on her handbag to tell you that she is Miss Jay from Jayville. In ten brief months she returns home, metamorphosed as to carriage, dress and looks and with a savoir faire it would take an earthquake to shake, the triumph of education, the apostle of an advanced civilization.

"In spite of your argument to the contrary, what she has learned in the text books is a very minor consideration. She goes back to her home with her head brim full of new ideas, and the settlement, the village and the farmhouse will never again be just the same, because of the leaven of new thoughts she has introduced. Many a neighborhood has been revolutionized, unbeknown to itself, because Luella Brown or Henrietta Jones was sent off to Somebody's seminary for young ladies. Moreover, this peculiar form of the campaign of education is essentially feminine. It is beyond men and boys. A girl will pick up as much knowledge of the ways of the world and acquire as much deftness in handling the small change of life in the way of dress and manners in one year as a man will in fifty.

"A Western paper was humorously complaining, not long ago, because a certain girl who had gone off to school as Mary Jane Smith had returned as M. Jeannye Smythe. It is a cause for congratulation, not ridicule. It may be crude, but it means progress all along the line, and it is just precisely because she could change from Mary Jane to M. Jeannye that made the Smith girl such an important member of the community. M. Jeannye has ambitions, aspirations and ideals that Mary Jane never dreamed of. Plain Mary Jane may have said 'maw' and 'paw' and been content

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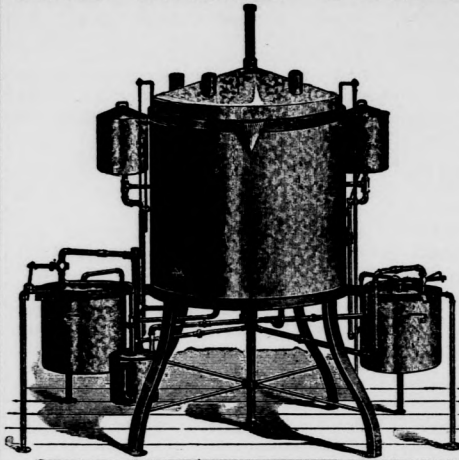
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Holmes-Bailey Acetylene Gas Co.

Manton, Michigan.

to eat off of an oilcloth at her daily meals, and to let her best beau hang over the gate while he courted her. Not so with M. Jeannye. One doesn't have to be a prophet to know that when she got home she addressed her parents as 'father' and 'mother,' that a tablecloth and napkins figured in the subsequent meals of that family, and that the young men who visited her sat decorously and decently in the parlor.

"You may be very sure that those who fail to take the sweet girl graduate into account are missing one of the most important factors in the spread of civilization," went on the woman of the world. "Why, I have noticed the change in a hundred homes after the oldest girl got home from school. Everything had gotten into a rut. The mother had drifted into the inconspicuous bonnet and always-dress-in-black habit. The younger children were allowed to do as they pleased, because it was easier for the parents to obey them than it was to make the children obey the parents; the parlor was never opened, because it was less bother to live in the back rooms; everything was cooked exactly alike day after day and slammed on the table in a catch-as-catch-can style. Into this dreary waste of decadence comes M. Jeannye, with energy tingling in her veins and progress inscribed on her banner. She brings a chafing dish and cut-paper patterns, as well as a blue-ribbed diploma, and before they know what has happened to them that family is revolutionized and started on the up grade.

"It isn't altogether, either, in the backwoods that we are indebted to the sweet girl graduate for stirring us up. All of us, as we get older, are apt to get into the easy way of doing things, and it is only when we are confronted by the bubbling enthusiasm of youth that we fully realize how far we are falling behind. A man once told me that he owed his greatest success in life to his daughter's determination that he should wear pointed-toed, patent leather shoes. 'I had gotten to feel, you know,' he said, 'that I was getting old and might indulge myself in being a little negligent in my clothes. You know how that kind of thing grows on you, if you let yourself go, and I was fast drifting into all the perquisites of old age. It happened at that time a man came to me with a scheme that I saw promised big profits, but I put him off. "No, no, my boy," I said, "I know there's a fortune in it, but I'm too old to go into new ventures. My affairs are settled up and I don't want to disturb my investments." Just then my daughter came home from school. I saw her eyeing my attire with disfavor and pretty soon she commenced on me. She thought my hat was out of date, she didn't see why I didn't get a coat to fit instead of the comfortable and baggy thing I was wearing. Finally, she tackled my shoes—flatboats, she called them, and ridiculous for a man of my age. Well, the end of the thing was that, being a good American father brought up in the fear and admonition of my children, I allowed her to escort me to my tailor and my shoemaker, and before I knew it I was all rigged out like a young swell. Will you believe it, with my old clothes I seemed to have cast away my old feeling. I got what she called, in her slangy way, a brace on myself and hunted up my man with the scheme, and decided to make a fortune instead of dying; and I did.'

"That," said the woman of the world,

in conclusion, "is only one instance of many, that any of us can recall, of the influence of the sweet girl graduate for better things. Wherever she is she is a ray of sunshine brightening this dull old world of ours, and here's wishing her happiness and success."

"Amen," said I, softly.

DOROTHY DIX.

Does Not Cater to the Catalogue Houses.

The Saranac Local evidently does not believe that it is good policy or good business to open its columns to the announcements of the catalogue houses. On the contrary, it is throwing the weight of its influence with the home merchants in the effort to minimize the influence of the Chicago octopi. Twelve inches of space in the advertising department is devoted to a statement, signed by twenty-two merchants of Saranac, reading as follows:

We, the undersigned, merchants and business men of Saranac, respectfully invite all those who have catalogues from Montgomery Ward & Co., John M. Smith & Co., Sears, Roebuck & Co., and others, who are contemplating the

purchasing of various goods and merchandise from the aforesaid firms and department houses, to bring their catalogues and tell us what it is that they are in want of, or are desirous of purchasing, and we will freely agree with them to duplicate all or any of said catalogue prices upon goods of the same nature, quality and conditions there specified.

In addition to the space above referred to, the Local vigorously refers to the matter editorially, as follows:

The Local takes the ground that those who are dealing with Chicago houses are doing so at their own disadvantage. Suppose everybody sees fit to buy in Chicago or some other large city, what would become of the pleasant country towns that now dot the land? They would soon become nothing but a pic-

turesque ruin. Further, we regard the department stores as being little better than the trusts and monopolies that are now springing up on every hand and we are firmly opposed to them for the reason that they, as well as the trusts, are concentrating capital for the interests of the few as against the many. The Local does not advertise the houses that are doing this business—not because no opportunity has been offered, as only last week we received a very flattering proposal for advertising space from one of the large catalogue firms which we refused to accept, but because we believe they are against public policy.

Cigarmakers Wanted.

Bunch breakers and rollers are wanted by the G. J. Johnson Cigar Co., Grand Rapids, Mich.

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.

The President of the United States of America,

To

HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you,

GREETING:

Whereas,

it has been represented to us in our Circuit Court of the United States for the District of New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

Now, Therefore,

we do strictly command and perpetually enjoin you, the said HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

Witness,

The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand, eight hundred and ninety-two.

[SEAL]

ROWLAND COX,
Complainant's Solicitor.

[SIGNED]

S. D. OLIPHANT,
Clerk



Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,
Grand Rapids, by the
TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men. Correspondents must give their full names and addresses, not necessarily for publication, but as a guarantee of good faith. Subscribers may have the mailing address of their papers changed as often as desired. No paper discontinued, except at the option of the proprietor, until all arrearages are paid. Sample copies sent free to any address.

Entered at the Grand Rapids Post Office as Second Class mail matter.

When writing to any of our Advertisers, please say that you saw the advertisement in the Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - - JUNE 7, 1899.

THE TRUST ISSUE.

It was the saying of a statesman that men are too much governed. A wise political economist, consulted by a French King as to the best means of promoting the prosperity of his country's trade, replied simply, "Laissez faire." Sometimes it happens, however, that individual freedom is attacked on its own ground, and beyond the limits ordinarily assigned to governmental interference in free countries. What is the proper attitude of the American citizen when, in the exercise of the right of contract, certain individuals or companies enter into combinations which drive him out of business, or, in effect, deprive him of his freedom to pursue his own chosen trade? He is made to suffer; but can he deny to others that freedom of contract which he claims for himself as an inalienable right? There may be some practical difficulty in the way of any attempt to define the precise limits of the right of contract; but in the case suggested it is easy enough to state the decisive principle. The court will not enforce an immoral contract. It might be urged, perhaps, that the contract which underlies the formation of a trust is not immoral in the sense understood in the application of that rule—that it is not "contra bonos" in the sense that a contract to sell indecent pictures or books would be; but hardly any would deny that an agreement to any unnecessary thing that would inevitably injure another is in itself essentially immoral. But even were this position given up as untenable, the advocates and defenders of trusts would have to admit the authority of government to forbid any act or practice which is clearly opposed to sound public policy.

To assume, without argument or proof, that the formation of trusts is opposed to sound public policy would be to beg the whole question, and it would be a serious mistake to suppose that the authors of that system of business organization are unprovided with a plausible and ingenious defense. It is contended, in the first place, that this system is the natural and logical result of a long course of industrial and commercial evolution and that to forbid the formation of trusts would be to reject the only possible means of escaping the losses, the confusion and demoralization incident to a perfectly open competition in business. In the next place stress is laid on the admitted fact that goods can be made and distributed

cheaper on a large than on a small scale. Finally, it is claimed that the trust, secure against failure because free from competition, affords a more certain employment for the workman and a more reliable customer for the producer of raw material than could be furnished by comparatively small individual traders and companies which are engaged in constant war with each other, and regardless of the law of supply and demand, lower prices, over-production and over-trade, until the inevitable collapse ensues and the country passes through all the ruinous stages of panic and depression. This argument should be met with an admission at the outset that there is something in it, followed by a demonstration that all the saving of time and money, and all the superior convenience that may be justly claimed for the trust, are not enough to offset that loss of personal independence and free individual development which is the certain consequence of the establishment of those gigantic combinations in restraint of trade.

But the true and the invincible argument against trusts is that their object is to monopolize the supplies of necessary articles of consumption and control their prices, placing the people utterly at the mercy of the monopoly. Every consideration of popular protection demands that laws shall be made and enforced to protect the people against such despotic conditions, and if there is not enough honesty or power in the government of nation or state to give such protection, then the people themselves are justified in rising up and protecting themselves in any manner that may be possible. The tendency of such monopolies is to enforce upon the people commercial and industrial slavery, and this should be resisted by every means, legal or otherwise.

The other night Rev. H. H. Baldwin, an aged preacher, was conducting revival services in a little church at Fountain, Dewey county, Okla. Immediately after his text had been given out a severe storm occurred. The preacher appealed to his hearers to lead better lives and to feel a spiritual calm after a life of sin, the roughness and turbulence of which he compared with the violence of the storm raging out of doors. Just then there came a blinding flash of lightning and a terrific crash of thunder. When the congregation recovered from the confusion, the minister was found lying dead on the floor.

The Duchess D'Arcos, the American wife of the new minister from Spain to this country, laughs at the story that she once jilted George Dewey. This would seem to establish the fact that the hero of Manila has not a single defeat in the past to his discredit—in the absence of information from any other fair American.

Senator Depew, although himself a graduate of Yale, does not think a college education necessary. "In these days," he says, "it is well to know much, but it is imperative to know some one thing well."

Americans take the time for their pleasures from the hours of sleep instead of from the hours of business. So they make an added burden of what should be not only a pleasure, but also a recreation.

If a bad man could see himself as others see him he might want to break the looking-glass.

TRADE SCHOOLS NECESSARY.

In 1870 Germany was a poor country. It had no large mercantile marine and no great foreign trade. The sudden transfer from France to Germany after the war of that year of one thousand million dollars cash and credits stimulated German finances to remarkable activity and started German commerce on a course of surprising expansion.

It was then that Germany began to nourish a greed for colonial possessions and to build a mercantile marine. Although less than three decades of time has elapsed, Germany has become an important producing and exporting nation, and is competing with England and the United States for foreign trade. British statesmen and commercial men recognize the astonishing activity of Germany in the struggle for trade, and they are already taking measures to meet the German competition.

In Germany there are commercial schools for instruction in all sorts of matters of use to men who are engaged in home and foreign trade, as well as in the manufacture of textile and other fabrics. Hon. James Bryce, member of the British Parliament, in an article in the North American Review for June, declares the necessity for such commercial schools in England, for so strenuous is commercial competition today that every advantage counts.

Mr. Bryce sets forth a sort of schedule of what ought to be taught in such institutions. He suggests the following:

1. Modern languages.
2. English composition, including practice in the art of analyzing and summarizing the contents of documents or reports.
3. Shorthand and book-keeping.
4. Commercial geography and the movements of the exchange of commodities in the world at large.
5. A general view of the industry and trade of the country.
6. The elements of business practice, i. e., a knowledge of the chief operations which belong to commerce in general, including the nature of the documents most commonly used, and a comprehension, which, although elementary, need not be superficial, of the nature of incorporated companies and partnerships, and the use and functions of banks.

7. The elements of political economy, especially those branches of it which relate to exchange and finance.

It is seen from this that it is not enough to teach young men a routine system of keeping accounts, or to stand behind a counter and sell commodities. In this commercial age, when power and position in the scale of nations are measured by commerce, it is necessary to have men who can take a commanding position in commercial affairs and, by mastering the science and principles of business, be able to recognize and take advantage of every opportunity that is offered.

What is good for England is good for the United States, which is in position to lead the world in manufactures and commerce, if only there are found statesmen who know enough to assist in preparing the American people for the competition they will have to meet.

VICTORY FOR JUSTICE.

The now assured revision of the Dreyfus case, and possibly the vindication, after so long a time, of the cruelly-used captain, must be credited to that mightiest agency of modern reform—the press. And in this case it was largely

the press of other countries than France, notably that of England and America, that fixed first in the mind of the civilized world the conviction that Dreyfus was the victim of a conspiracy rather than that he was a conspirator.

The French nation's crime against Dreyfus was the fruit not only of official rottenness in the French general staff, but of bitter race hatreds and the almost insane fear in France that to disclose any weaknesses or corruption in the army would be to imperil France itself. The government must have known from the beginning that the corrupt staff was singling out Dreyfus as a scapegoat, and so choosing him because he was a Jew. The crazy Jew baiters could be depended on to utilize the prejudice against the Jews to the fullest extent in making the conviction of the victim easy. It is one of the most inexplicable things of the times that in France there should be any considerable animosity toward the Jews. The representatives of that persecuted race have done more for French finances, for charity—we might almost say for progress—than the French themselves, and are entitled to gratitude rather than hatred.

The impartial observers in other countries of this fierce persecution against the promising Jewish officer soon probed to the bottom the animus and the hollowness of the case and the untrammelled press of free nations did not hesitate to tell France that she was disgracing her government and her civilization in lending herself to such an unjust and at the same time iniquitous persecution. It has required years for the reflex influence of this foreign opinion to count practical results in France, but that consummation is now witnessed, and it is not too much to say that the world is to be congratulated that at last one of the first nations in the arts and sciences and the achievements of modern civilization is about to demonstrate that justice still reigns in its midst and that truth literally crushed to earth can rise again.

The fearless Zola made the first bold practical demand for the reopening of this celebrated case and he is to-day demonstrating, in the developments of the hour, the mighty weight of the individual in setting nations right at times and directing the course of history. The author, Zola, and the press can claim the distinction of having forced a great government to do simple justice to one of its citizens, even against fancied "reasons of state" and in the face of seemingly the most powerful opposition.

Few cases in modern times have ever attracted more attention than this Dreyfus affair and the lovers of fair-dealing everywhere will be glad to learn that it is likely after all to furnish as conspicuous an example of the ultimate triumph of justice as it has heretofore indicated the degree to which justice could be prostituted.

It appears that the threatened trouble with the Cheyenne Indians is from the same old cause—the encroachments of the whites. Give the Anglo-Saxon an inch and an ell looks ridiculously small to him.

The present condition of the Dewey home fund would seem to indicate that the American people prefer to let their mouths rather than their pockets bespeak their enthusiasm for the hero.

The genius of the bar is the man who gives a new name to an old drink.

THE REASON WHY.

While it is the hardest thing in the world for human nature to acknowledge itself beaten, it is reserved for Anglo-Saxon human nature to make the greatest fuss about it. Success, like the Divine Right of Kings, as a matter of course comes down to that race first, and if there is any uncalled for or left over other nationalities may have a scramble for it. Like the touch of the king's evil, this belief has grown with the growth and strengthened with the strength of the nation from the time of the promotion of the woolstack; and today every Englishman has unquestioned faith in the fact that business thrift finds its best development from the descendants of Edward III., the "Father of English Commerce."

Their reasoning is cogent, if not convincing. When that Plantagenet prince began to reign England had little, if any, influence in the commercial world. The western continent was then unknown and the Mediterranean basin was the center of maritime industry. Now all that is changed, and the Englishman has changed it. England has become the acknowledged money center—as she is the geographical center—for reckoning financial latitude and longitude. The Atlantic has taken the place of the Mediterranean and the power of the woolstack has located in Lombard Street, the clearing house of the nations.

But this well-earned success, the result of honest and persevering effort, while it was supposed to be permanently fixed, is showing a marked decline. As it may be supposed, this condition of things has not suddenly taken place. For a number of years the yearly returns have not been wholly satisfactory. There has been a growing grumble all along the line. The trader has found fault, the manufacturer has been puzzled, the general business world in the British Isles has been asking the same question; and at last, replying to a question in the House of Commons, the Secretary of State for India gave to the British public the reason why the place which Great Britain has held so long in business lines is slipping away from her. Too many contracts for English bridges have been awarded to American manufacturers and bluff John Bull's "Out with it!" brought two good answers: Because the bid was lower from the American firm and the time shorter. The English wanted \$500,000 and three years to do the work; the Americans \$300,000 and one year. The Soudan bridge, which the Tradesman has referred to before, was secured—if the British makers' claim is to be depended upon—by the American company because they happened to have on hand an old bridge they wanted to get rid of and which was suited to the purpose. In the last contract no such condition exists and the British public is blankly staring at the facts which give it the second place in the manufacturing list of the world.

That these reasons—money and time—are the foundation-stones of American supremacy does not brighten the prospects of England's regaining what she has lost. There will be an attempt made; but it will not succeed. Behind the time and the money are the mental and physical make-up of the English people and these are not easy to change. The old way of doing things is good enough, the old machine is all right. The business methods which have stood the test of time are the only safe ones. We will continue them; and so the

Yankee cuts under at \$200,000 a clip and does with his patent bridge-builder in a year what the English contractors would do in three.

Satisfied with these reasons, some of the English manufacturers have acknowledged the inevitable and turned it to practical account. Large orders for bicycle-making machinery have been placed in this country and the American machinery is already in place; and, in time, either the American machine will do the English work or the English brain will do what it can to invent a better machine of its own.

Behind Great Britain stand the other countries of Europe. Germany, who used to make fun of the American manufacturer, sees now nothing amusing in the present condition of things. For years German woollens were the only ones fit to wear; but to-day she is positively sure that America never will be able to excel her in dyeing—a surety which only the German heart is indulging in. The American tailor no longer hesitates to direct the attention of his toniest customers to the product of the American loom; and when put to the test the American-dyed woollens endure the Colorado sunshine without fading as well as the imported article. Gradually these qualities are becoming known and acknowledged and soon—it is not a question of years—the rest of the civilized world will follow the example of our English cousins and for the same causes will be listening to the same reasons why.

King Oscar is the only sovereign who bears the medal awarded for saving life. In 1893 a pleasure party were driving along the Riviera, where the precipice runs down to the Mediterranean, a sheer steep of hundreds of feet. By some accident the horses took fright and tore madly along the roadway just where it curved toward the water. When the party were given up for lost a stalwart figure sprang at the heads of the horses and stopped the flight. If it had not been for an attendant no one would ever have known who the hero was. The medal given for the act is always worn by the King above all his other orders, and he has every great badge in Europe.

All tea rejected by the English customs officials as unfit for consumption is now readily purchased in London for the manufacture of caffeine. The tea is ground with lime and assafoetida and delivered from customs supervisions. It is then exported to the continent, where the caffeine is extracted by means of fusel oil. Various drugs are then prepared from it and reimported to England. The sweepings of the tea warehouses and inferior teas are also used in this trade. The French chemical traders are now entering into this branch of industry.

The Japanese have adopted a new code of laws, which is formed so much in accordance with Western ideas that Europeans and Americans have no reasonable excuses for refusing to submit to Japanese courts. French and German law has chiefly been copied. The objection to the English and American systems was that, as it is not codified, uniformity in the administration of justice is impossible; hence the skill of the lawyer and the caprice of a judge have often more to do with the shaping the verdict than the terms of the law.

It is hard to do anything for a man who is stuck on himself.

A CRUMB OF COMFORT.

One of the delights in beating is seeing how the beaten takes it. The "ifs" are first disposed of. That task done, the inborn desire to adapt one's self to existing circumstances asserts itself and, with the feeling that things might have been worse, life under the new order of events begins. A remarkable paper has been lately read before the Royal Statistical Society of England. Its author is Sir Robert Giffen, K. C. B., LL. D., F. R. S. "The Excess of Imports" is the theme and it takes up seventy closely-printed pages of the Royal Statistical Society Journal's valuable space. The writer confines himself, for the most part, to the "if" period. The United States has overtaken and passed the United Kingdom as an export country and is now leading the world as a distributor of manufactures and natural products. If and if and if something else had been the state of affairs there would undoubtedly have been a far different outcome. Still, the United Kingdom has reason to be thankful. After all, the United States is compelled to turn from her astounding export figures and admit that they would have been larger, many times larger, if her drayage to other nations for the carriage of her goods in the foreign trade had not been enormous. Then, with the ecstasy of the English porter who finds himself in possession of an unusual tip, the paper declares that the foreign country which does the carrying trade for the United States is mainly the United Kingdom—exactly, it might have added, as the mortar-carrying of the Great Republic is mainly done by Ireland. If there is comfort in that—only a crumb—the United Kingdom is heartily welcome to it.

There is little assurance, however, that even this will exist much longer. It is to be noticed that business in American ship-yards continues active. It should be borne in mind that the same genius which modeled the yacht "America" back in the 50's has been having marked success in the same lines since. The ocean greyhounds of the American line are reminders of what has been done and suggestive of what may be done. The dream of Paul Jones has been realized at Manila and it remains to be seen whether the Nation which, in settling a private difference as this Nation did in Hampton Roads, revolutionized the naval warfare of the world will not, by and by, do the same thing for the maritime affairs of trade. Time and money are in our favor. The American machine, with the American hand and brain behind it, will be ready for the appointed task when the time comes. That time may and may not be far away. Until then the United Kingdom should extract from its crumb of comfort all there is in it, and with meek submission bow to the inevitable when it comes.

The paper referred to abounds in "obvious reasons why the United States should have an excess of exports." It is not the purpose of the Tradesman to gainsay one of them; but behind them all there lies the growing conviction that, while "The excess of imports is to be accounted for in the trade of a country like England in several ways, principally by the fact that England is a ship-owning country, and does a large business all over the world in carrying goods and passengers," there is no knowing how long this will last and that the crumb of comfort, sweet as it is,

will be forgotten by the holder as he watches the distance increasing between his own country and that other one whose common carrier it has contentedly settled down to be.

VALUABLE STAMPS.

Stamp collectors of average means who have secured complete sets of the present revenue issues—not an easy job in view of errors and peculiarities in printing and changes of colors—will learn with dismay that the Government is about to add to the documentaries some high denominations that will be out of reach for some time, even when canceled. The highest denomination now is \$50. One of these is enough for a document of pretty high face value. But many mortgages and conveyances of various sorts drawn up in these days of financial and commercial reorganization and consolidation have represented such large sums that the number of even the high \$50 stamps necessary to be affixed is so great as to encroach seriously on the text. The Bureau of Printing and Engraving therefore is said to be now at work on designs for \$100, \$500 and \$1,000 stamps. The latter will probably be the first finished. It will show the portrait of Madison, and be printed in two colors. The portraits selected for the \$100 and \$500 stamps have not yet been announced. A decided innovation is to be introduced by having the new stamps numbered consecutively, so that a record can be kept of each one. This numbering may eventually relieve the anguish of the collector, as it will give him an idea of what the chances are of his getting one that has been used.

At the close of the war with Spain, J. M. Fontaine, of San Juan, who is now in Chicago, bought up all that were left in Puerto Rico of the Spanish postage stamps that had been in use there. They cost him \$25,000, but as he has a corner on them he expects to make a big profit by selling to dealers and collectors at his own prices.

In Boston last week some imaginative individual started the story that there was a premium of 10 cents on the new \$1 silver certificates, series A, and that for some unknown reason the Government had called in the entire issue. As a result credulous people gathered together all the new \$1 bills they could get, and so rapidly did the circulation of the issue decrease that the officials at the subtreasury felt called upon to announce not only that the premium story was untrue, but that the Government had no intention of withdrawing the certificates.

The Omaha health department has warned all families to cease the use for the present of milk and cream furnished by local dairymen. The reason is the discovery that preservaline is being used to prevent the milk from spoiling. A spoonful will fix a ten-gallon can. Such large quantities of the fluid have been used of late that prices have been cut by druggists from \$3 to \$2.90 a gallon. The health officials claim that many deaths of infants in Omaha recently can be traced to the use of preservaline in milk.

People who think twice before they speak once are not the greatest talkers.

It takes a small brain to be proud of feet that are too small for the owner.

Cubans demand a stable government. That is a horse on Spain.



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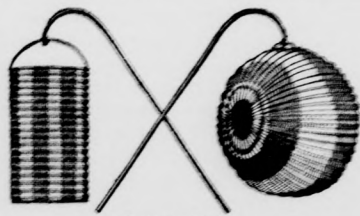
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LYON BROTHERS

OUR DEPARTMENT OF FIREWORKS

Has always been one of the features that strongly marked the progress of our business. For this year our assortment is complete and up to date, and is guaranteed to be the most representative department of its kind that the market affords. We guarantee our prices (at time of shipment) to be lower than any, regardless of quotations. We solicit an application for our complete Fireworks Catalogue No. 243, which will give dealers an opportunity to appreciate the excellent assortment and low prices that we are in a position to quote this season. We mail this catalogue free to merchants upon application.



Lantern Sticks.

Bucket Lanterns.

No. 3	6 in. diameter	per 100	3 00
No. 4	7 1/2 in. diameter	per 100	3 40
No. 5	9 in. diameter, reg.	per 100	4 00
No. 6	12 in. diameter, reg.	per 100	5 00

Globe Lanterns.

No. 1	7 in. diameter	per 100	4 25
No. 2	9 in. diameter	per 100	4 25
No. 3	11 in. diameter	per 100	4 50
No. 4	15 in. diameter	per 100	6 50

Japanese Lanterns.

Put up in attractive assortments of bright colored goods.

Round	6 1/2 x 9 inches	per doz.	30
Oval	8 x 10 inches	per doz.	45
Oval	10 x 11 inches	per doz.	70
Oval	12 x 16 inches	per doz.	1 10
Oval	14 x 19 inches	per doz.	2 00

Round	Size 8 inches	per doz.	35
Round	Size 10 inches	per doz.	50
Round	Size 13 inches	per doz.	75

Giant Cannon Crackers and Giant Salutes.

A new departure in an American made Cannon Cracker. Most reliable, loudest reporting, bright and attractive wrapping, and is the leading cracker on the market. Each cracker initiated at per cut. Note the "CAUTION" and directions on the label and there will be no danger in firing them. They create no fire, scatter no wads of burning paper, as they explode into atoms.



Giant Salutes.

No. 0, 2 inch. Packed 50 in a carton, 100 cartons in case. To retail at 5 cents a carton.

Price per case

Price per doz. in cartons

No. 0, 3 1/2 inch. Packed 15 in a carton, 100 cartons in case. To retail at 10 cents a carton.

Price per case

Price per doz. in cartons

Giant Cannon Crackers.

No. 4, 4 inches long. Packed 30 in a box. Price per doz. cartons

No. 5, 4 1/2 inches long. Packed 20 in a box

No. 7, 7 inches long. Packed 10 in a box

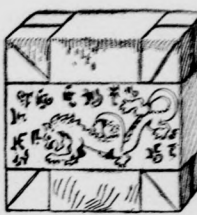
No. 6, 8 inches long. Packed 5 in a box

No. 11, 9 inches long. Packed 3 in a box

No. 12, 10 inches long. Packed 2 in a box

Giant Crackers are packed 20 boxes in a case. Price per solid case

Firecrackers.



The best cracker offered in the market. Price guaranteed no higher than quoted, and benefit assured should it go lower.

No. 1, Gold Chap, 40 packs in a box, 64 crackers in a pack

In crate lots of 5 boxes



U. S. Flags. Printed Muslin. Mounted on Sticks.

Full number of Stars. Best quality. Fast and bright oil colors. Will stand rain.

No. 1	2 x 3	inches	per gro.	12
No. 2	2 1/2 x 4	inches	per gro.	15
No. 3	3 1/4 x 4	inches	per gro.	24
No. 4	4 1/4 x 7 1/4	inches	per gro.	34
No. 5	6 x 9 1/2	inches	per gro.	60
No. 5 1/2	7 x 10 1/2	inches	per gro.	80
No. 6	8 x 14	inches	per gro.	1 20
No. 7	11 x 18	inches	per gro.	1 80
No. 7 1/2	12 x 22	inches	per gro.	2 30
No. 8 A	14 x 24	inches	per gro.	2 05
No. 8	18 x 27 1/2	inches	per gro.	3 75
No. 9	20 x 30	inches	per gro.	6 50
No. 10	27 x 43	inches	per gro.	9 25
No. 11	30 x 50	inches	per gro.	12 00
No. 11 1/2	30 x 50	inches	per gro.	14 50
No. 12	40 x 66	inches	per gro.	23 00
No. 12 1/2	40 x 72	inches	per gro.	28 00

Sewed Wool Standard Bunting.

These bunting flags are superior to any in the market. Sewed throughout and finished in a first class manner, the best of workmanship guaranteed. Small sizes with canvas heading and grommets. Large sizes, from 10x15 feet, with ropes and strong canvas headings.

U. S. Ensigns—Full Number of Stars.

Sewed on both sides on all except the two smallest sizes.

Length	Each	Length	Each
3 feet	70	12 feet	3 75
4 feet	95	14 feet	4 75
5 feet	1 15	16 feet	5 75
6 feet	1 25	18 feet	7 50
7 feet	1 65	20 feet	8 75
8 feet	1 90	22 feet	11 00
9 feet	2 60	24 feet	12 75
10 feet	2 80	30 feet	18 00

LYON BROTHERS

IMPORTERS AND JOBBERS IN

GENERAL MERCHANDISE

246-252 EAST MADISON STREET, CHICAGO, ILL.

WRITE FOR FIREWORKS CATALOGUE NO. 243.



Fireworks, 1899
Fireworks, 1899
Fireworks, 1899

Fireworks, 1899
Fireworks, 1899
Fireworks, 1899

Fireworks, 1899
Fireworks, 1899
Fireworks, 1899

Fireworks, 1899
Fireworks, 1899
Fireworks, 1899



DIPLOMATIC DRUMMING.

How a Clever Salesman Improved His Opportunity.

"Laketown! All out!" shouted the brakeman, as the train rolled into the terminal station of a branch road in New Hampshire a few minutes after seven on a pleasant morning in July, 1896.

The passengers slowly filed out through the narrow aisle of the day coach, while from without came the cries of the rival hotel porters: "This way to the Arlington; free 'bus and free baggage;" and "Here you are for the Tontine; carriage going right up."

The crowd rapidly melted away, as they were, for the most part, employes—men and women—of a large woolen mill close by. The station was left deserted, except for the railroad employes, a few loungers and the two 'bus drivers, each doing his best to persuade a dapper young man, unmistakably a drummer, who stood between them.

After a few sharp questions, he finally decided in favor of the Arlington, which, being nearer the business center, was better suited to his purpose. Handing to the driver checks for the two large trunks which had in the meanwhile been put off the baggage car, he climbed into the old-fashioned getting, remarking to himself: "This getting up at 5 o'clock is one of the delightful features of a life on the road."

After ten minutes' ride the hotel was reached. There he registered, in a bold hand: "Robert Littleton, New York."

The drummer was shown in to breakfast, which was hurriedly dispatched. Then, after a rapid glance outside to assure himself of the presence of his trunks, a "bee-line" was made for "Dennison's Dry Goods Emporium." Speculation as to the probability of booking a good order occupied his thoughts the meanwhile.

Entering the store with a cheery "Good morning" to the young lady whom he encountered near the door, he enquired if Mr. Brown, the buyer, had yet arrived, the hour being still early.

"Oh, no, indeed; Mr. Brown is at the lake and will not return until evening."

Bob had been on the road for several years and, having had his share of disappointments, had tried to cultivate a philosophical disposition, but this was a poser for him. He had risen at 5 o'clock in order to take the only train "up the branch," and there was none down the line until 8 at night. For this reason he had never "made" this town before, and at this disclosure inwardly swore he never would again.

"Too bad," he remarked to the young lady. "Our line of cloaks this year is such a good one that I am sure had he been here I could have sold him."

"Yes, no doubt," she replied. "I have heard him say that Addeberg's garments have not pleased him lately and he thinks it time to make a change."

This rejoinder added poignancy to the salesman's disappointment and increased his desire to see Mr. Brown.

Bob was nonplussed. What was he to do? If he waited over it meant two whole days. Not such a terrible matter if he succeeded. But what if Brown had decided to go to the market for his line? Follow Brown to the lake? No; that would not do. He did not know him—in fact, had never seen him.

These thoughts and others were interrupted by the young lady, who, no-

ting his chagrin, and seeking to cheer him up, exclaimed: "Oh! well, you won't find it so awfully dull here. You can enjoy yourself by spending the day at the lake."

Poor girl! Little did she realize that beneath the suave and pleasant surface of the commercial drummer there were often much anxiety and trouble. How could she know of the stern "old man" in the office, of his contemptuous sniffs over small orders or his anger when none were forthcoming? Had she ever read one of those crisp, sharp, bitter epistles, dictated from a comfortable office between puffs of a "Henry Clay," to the unfortunate knight of the grip she would have known what a day at the lake might involve.

After a few desultory remarks on matters in general and disappointment in particular, the drummer said "Good day." Stepping into the street, he lighted a cigar and proceeded toward the hotel, feeling quite dejected. He had not gone very far when he encountered the 'bus porter, who politely asked if he would have his trunks brought over to the store.

"Guess not," said Bob laconically. "Brown is at the lake. By the way," he enquired suddenly, "how far is this lake?"

"Six miles," was the answer. "But you'll have to drive. The train's gone."

"How much for a rig?" interrogated Bob.

"Four dollars," replied the porter.

A swift calculation on the score of averages and a mental inventory of cash on hand determined Bob's course. Telling the man to have a "rig" at the hotel as quickly as possible, he threw away his cigar, and, hurrying back to the store, asked the young lady for a description of Mr. Brown.

"Be sure and ask which camp he's stopping at," she called after him as he was hurrying away. Bob did not then realize the full import of this admonition. Had he done so this story might never have been written.

Driving along the road through a beautiful stretch of country, his spirits rapidly rose under the influence of his surroundings, and when, at the end of an hour or so, the lake came into view he had begun to feel himself again.

"Lucky thing the 'old man' can't see me now," he soliloquized. "He'd call me down in great shape."

Arriving at the lake, he turned his horse into the hotel shed, and, making his way to the office, enquired for Brown. The clerk politely informed him that Brown was at one of the camps, but he really didn't know which.

Bob's face fell at this news, whereat the clerk told him he might find out on the boat, remarking at the same time that he had better make haste, as it would leave in a few minutes.

Hurrying down to the wharf, he found the men on board in the act of hauling in the gang plank, and, realizing that his chances of finding the elusive Brown were better afloat than ashore, he quickened his pace and sprang aboard, landing in the arms of the burly captain simultaneously with the noise of the falling plank.

"That's what we call a 'crash note,'" said the captain as he gently released Bob from his bear-like embrace.

This remark caused the drummer to gaze with considerable curiosity upon the massive figure of the speaker. He was at a loss to reconcile the latter's apparent rusticity with the expression

"crash note," which is rarely heard outside theatrical circles.

"Pshaw! it can't be," he said to himself. "The idea is preposterous. Imagine Richard Harlowe—Queen of 1492—captain of a lake steamer!"

At the very thought he began to laugh so heartily that the captain stood and regarded him in amazement until finally his own jovial nature got the better of his astonishment, and he, too, broke into a loud guffaw.

"I'll tell you what a funny thought struck me," said Bob, when he finally succeeded in controlling himself. "I was thinking what a dandy substitute you would make for Harlowe as the Queen of Spain."

"Not far out," quickly responded the captain. "I played the part during his vacation."

It was now Bob's turn to stare in astonishment, and, explanations being in order, it developed that the lake was a favorite resort for actors during the summer season, and serving as captain on the little lake steamer was the way this particular actor chose to spend his vacation.

Together they sat down and discoursed of things theatrical until the first landing was reached, and, duties calling the captain away, Bob was left to recall that his chief mission on earth was to sell cloaks, and in order to do so he must bestir himself and find Brown, the search for whom had by this time assumed the tragic importance of a man hunt.

When the boat was once more under way the captain rejoined Bob, and, hearing from him the object of his visit to the lake, expressed his sympathy and regretted the fact that he, too, was unacquainted with Brown.

"But hold on," he suddenly cried. "I think I saw Dennison, the owner of the store, on the rear deck. He can help you, surely. Come with me and I'll introduce you."

Bob jumped to his feet, exclaiming: "Old man, you're a brick!"

Together they went aft, where the captain, stopping before an elderly gentleman who was seated with two ladies, presented Bob, saying: "Mr. Dennison, this is Mr. Littleton, of New York." Bowing himself off, he left Bob standing, bat in hand, hardly knowing what to say.

"My wife and daughter," said Mr. Dennison, with a kindly smile. "Be seated, sir, and tell us what you think of our lake. You know, you New Yorkers travel so much that we prize your opinions highly."

Bob drew up a camp stool and proceeded to extol the beauties of the lake, thankful for the opportunity of doing a little preliminary skirmishing before avowing his real purpose in seeking the acquaintance.

The ladies joined in the conversation and, passing from one topic to another, it soon became evident from the tenor of their remarks that they regarded Bob as a "tourist." He felt the awkwardness of his position and was on the point of declaring himself when Mr. Dennison arose and, excusing himself, remarked: "I expect Mr. Brown and his wife to come aboard at the next landing. I will leave you with the ladies while I go forward to meet them."

"Ye gods!" quoth Bob to himself. "Was there ever such luck? Brown, actually Brown in the flesh, and coming aboard the boat!"

The landing was soon made, and shortly afterward Mr. Dennison returned

accompanied by the interesting and, to Bob much-sought, Mr. Brown, followed by his wife. The ladies exchanged greetings and Bob was formally introduced. The hearty handshake may have surprised Brown, but he made no comment.

The unsuspected salesman was all smiles now, and, feeling that no power on earth could remove Brown from his sight, he determined to carry out the comedy, trusting to some lucky chance to set him right in the end. He told really funny jokes and related amusing stories, keeping the party in lively spirits, the boat meanwhile making the circuit of the lake and landing shortly after one o'clock at the dock from which it had started. Disembarking, the party slowly wended their way toward the hotel, Bob placing himself beside the ladies, Mr. Dennison and his buyer strolling on ahead.

Arriving at the house, luncheon was next in order, and could the element of doubt as to the successful outcome of the adventure have been removed Bob would have voted it a most enjoyable affair. Nevertheless, the excitement of the occasion kept his spirits at a buoyant pitch, and all declared him a first-rate entertainer.

Luncheon over, they all repaired to the porch, and Bob fell to wondering what the next move would be. After a time Mr. Dennison remarked jokingly: "I say, Brown, when you and Mr. Littleton go in on the train this evening you must make a note of some of his stories and repeat them to us when you come out next week."

Bob held up his hand deprecatingly, exclaiming: "You flatter me, sir; and, besides, I am driving back. I was too late for the morning train, therefore had to drive over. But," he added, with a well-assumed air of innocence, "if Mr. Brown would like to drive back with me I'll try to entertain him."

"I should be delighted," said Brown, "and as soon as Mrs. Brown goes back to camp—the boat leaves at 3 o'clock—I propose we start and take the east road, which is the longest."

It was thus arranged, and at the appointed time the party broke up. After many urgent invitations to come again, Bob at last found himself alone with Brown.

After they had been driving some time, and while Brown was convulsed with laughter over the last story, Bob nerved himself for the final effort, the coup d'etat, or, as it might be termed, the "commercial hold-up." Gently working his hand into his pocket, he swiftly extracted a card and, before Brown had quite recovered himself, held it toward him, squaring around in his seat at the same time to better observe the effect, and saying: "Allow me, Mr. Brown."

It would be drawing it mildly to say that Brown was astonished when his eye lighted on

HERKELMAN & FELSENBIND,
Cloaks and Suits.
R. LITTLETON, Representative.

He was dumbfounded.

"Why," he gasped, "I thought you were a tourist! How do you come to know Dennison, and what were you doing at the lake?"

Bob was somewhat startled at this outbreak, but, not waiting to answer Brown's question directly, he proceeded at once to make a clean breast of the whole affair, the humor of which tickled his listener so immensely that at the end he shook Bob's hand heartily and fully exonerated him.

"The old man wanted me to bring back some stories!" chuckled Brown. "Ha! ha! I'll give him this one, and the joke is on him, too, for he introduced me to you."

When Bob said good-bye to Brown at the train that night he had, besides the renewed assurance of his friendship, a nice fat order in his inside pocket, the duplicate of which was in the mail pouch bound for New York.

Fruits and Produce.

Observations by a Gotham Egg Man.

The situation of the storage egg deal has continued to attract wide attention, and coming in contact with many egg men in my daily travels, I hear a wide variety of opinions expressed as to the soundness or unsoundness of the position. In this market, however, there are very few operators who regard the egg situation with favor, the great majority being of opinion that the relation of cost to quantity is, and has been from the start, out of all reasonable proportion. Now and then I run up against an optimist who thinks values are all right and that the spring accumulations will make money. "Why," he will say, "we are on a higher plane of values for all sorts of produce; the country is in prosperous condition throughout; labor is well employed, and the purchasing power of our people is better than it has been for years; consumption can not now be estimated on the old basis and we can sell as many eggs nowadays at 15c as we used to sell at 11c or 12c. Higher prices must prevail throughout the season and the relative advance compared with former seasons may be expected to continue throughout the year." Another, of similar bullish tendency, may say: "The higher prices are the natural result of a late spring, an exceptionally severe winter, a lighter production and a short storage season; the country is short of spring packed eggs; look at the decrease in Eastern houses and you will find ample justification for the higher prices!"

* * *

These arguments cover most of the reasons advanced by those who regard the egg situation as sound and healthy. But they are disputed by a majority of our egg men, partly as to the facts and partly as to the deductions drawn therefrom. It is generally admitted that the prosperity of our people is greater than for some years past and many consider that this difference is sufficient to give sound basis for a slightly higher level of values under equal supplies. But that it is enough to warrant speculation upon so great an advance as has been maintained is seriously disputed; so also is the statement that the late season will have resulted in any large decrease of egg holdings when we shall reach the end of the storing season. Everybody believes, and with abundant reason, that Western holdings of stored eggs are larger than last year at this time; and while the Eastern shortage was certainly very large at the beginning of May it has been reducing rapidly since then. The Boston shortage, which was no less than 67 per cent. on May 1, had fallen to 26 per cent. by May 22, and was steadily being decreased; the New York shortage, which doubtless amounted to 60@70 per cent. May 1, is now estimated at 35@40 per cent.; Buffalo, Syracuse and Albany are reliably reported to have reached last year's figure at even date; and the shortage in Philadelphia and other Pennsylvania houses is probably no greater than in New York. We have no doubt that the total stored accumulations, taking the country through, are now very nearly if not quite up to last year at this date, and that with reasonably favorable weather the first of July will find an excess compared with July 1, 1898.

* * *

It is true that consumptive demand in this market has been, apparently, about

as large this year as last in spite of the higher prices, and this is taken by some as a result of improved business conditions which are expected to maintain a higher level of values continuously. But it must be remembered that an advance of 3 or 4 cents, starting from 10 or 11c, has very much less effect on consumption than an equal advance starting from 15c and the test as to the ability to maintain large trade on a relative improvement compared with former years will come in the fall. It will then very likely be found that ice house eggs at 15c wholesale move a heap sight better than they do at 17 or 18c.—N. Y. Produce Review.

* * *

There is no economy in the use of a thirty-six dozen case. As a rule eggs will reach the market in better shape when packed in thirty dozen cases, and will bring increased returns to more than pay the extra packing expenses. Buyers do not like the larger case, and even on the butter and egg boards considerable preference is often given to the smaller size, sales being frequently made with stipulations for thirty-dozen cases. They have grown in popularity principally because they carry eggs in better shape, the number of cracked and broken ones being greatly reduced both when eggs are sold at mark and during the loss-off season. In hot weather broken eggs soon decay, and a few spoiled ones rapidly contaminate a whole case. The thirty-dozen case has the preference of the commission man and the buyer, and brings better returns to the shipper.

Maine Chewing Tobacco.

Since the price of plug tobacco went up, a good many farmers in Maine have been making their own chewing tobacco just as their grandfathers did. Tobacco seed is bought in Virginia or Kentucky and planted in hotbeds or boxes early in the spring. After danger from frost has passed, the seedlings are transplanted to rich ground and allowed to grow until September 1. The stalks are cut off near the ground on a dry day and the whole plant with leaves attached is hung in a loft to cure. In May the dry leaves are stripped off, and when the leaf ribs are taken out the mass is wetted with sweetened water containing an infusion of licorice root. As soon as the flow of maple sap diminishes, the spigots are taken from the trees and the auger holes that held the spigots are crowded full of the prepared tobacco leaves. A tapering pine plug is then driven into the hole on top of the tobacco, and sawed off flush with the tree. In midsummer, when the maple flavoring has had time to permeate the mass and the wad of leaves has turned dark and shrunken to half its original bulk, the plug is bored out, and a solid cylinder of excellent chewing tobacco is found. Nearly all the farmers in Northern and Western Penobscot county are making their own chewing tobacco this year.

No Wet Goods Need Apply.

A meeting of evaporated apple men was held at Rochester, N. Y., last week and an agreement was made not to accept any wet goods this season. There was a good deal of trouble last year, owing to the large output of such goods. This agreement is intended to obviate the difficulty.

His Way of Advertising.

Charles—I don't see how Blank can make any money out of that tobacconist's business of his. He's always smoking the best cigars himself.
Fred—Ob, that's his method of advertising.
Charles—How so?
Fred—Puffing his own goods.

Men are like chickens; they always want to get on the highest spot.

POTTLITZER BROS. FRUIT CO., COMMISSION MERCHANTS

IN FRUITS OF ALL DESCRIPTION

Also

POTATOES, CABBAGE, ONIONS AND APPLES

In Carload Lots.

Our motto: Quick sales and prompt remittance.

LAFAYETTE, IND.

FT. WAYNE, IND.

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.

If you ship

Butter and Eggs to Detroit

Write for prices at your station to

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

BUTTER WANTED

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

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

EGGS

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

WE MAKE A SPECIALTY OF FIELD SEEDS LOWEST VALUES

MOSELEY BROS., GRAND RAPIDS.

MILLER & TEASDALE POTATOES

CAR LOTS ONLY. ST. LOUIS, MO.

Paris Green Labels

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

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

Labels sent postage prepaid where cash accompanies order. Orders can be sent through any jobbing house at the Grand Rapids market.

TRADESMAN COMPANY, Grand Rapids.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, June 3—The coffee market has its ups and downs very frequently just now, for some reason; but at the close of the week there is a steadier feeling and holders are evidently determined to grant no concession. For a large lot of Rio No. 7 5/8c was refused and 6 1/4c stubbornly insisted on. Advices from abroad up to this morning indicate a firmer coffee situation in the great European markets and this, of course, strengthens the faith of dealers here. The decrease of the world's supply during May is estimated at from 100,000 to 130,000 bags. In store and afloat the stock aggregates 1,233,739 bags, against 939,967 bags at the same time last year. The demand has seemingly been for only enough to keep assortments complete and no stock, to speak of, is taken for future use. Mild coffees move in about the usual manner, with prices generally pretty firmly maintained, with good Cucuta at 8@8 1/4c. Padang interior, 24 1/2@25 3/4c.

The tea market is decidedly dull. Prices are unchanged and purchasers are taking only enough to last until tomorrow. No invoice sales are reported and both seller and buyer appear to be waiting future developments.

The sugar market shows steady improvement and orders are beginning to come with freedom from all points, some jobbers placing orders on time contracts, thus showing faith in the future. Prices are firm and, as the canning season is upon us, increased activity in the sugar market may be confidently expected right along. Raw sugars are firm, but no particular change is to be noted in quotations.

Rice dealers generally report a growing improvement in trade and orders come with more freedom than for some time. The call is chiefly for Japan sorts, fancy grades of which are steady at 4 3/4c. Patna is steady at 5@5 1/2c. Domestic grades rather lag behind the foreign. No changes have occurred in quotations, head rice being worth 7@7 1/2c.

While pepper and cloves have both sold with some freedom—although at unchanged rates—other lines have been quiet and buyers show no disposition to make purchases beyond current wants.

While the demand has been quiet, molasses dealers appear to be satisfied with the general situation and, as it is generally thought the coming crop will be light, higher prices may prevail. Quotations are practically the same as have prevailed for some weeks.

Lemons have met with an improving demand, especially from out-of-town dealers, although quotations as yet show no particular change. Sicily lemons sell from \$2.50 through every fraction up to \$4@4.20 for extra fancy 300s. Oranges are unchanged. Californias—which have been reported all gone for several days—sell from \$3.75 up to \$4.50 for fancy navels. Seedlings, \$2.90@3.50.

Supplies of dried fruit are light, but nevertheless sufficient to meet current wants. Prices are about unchanged. Some exporters are looking for offers of new goods, but seem to meet with indifferent success.

The weather has been very dry in the East, and undoubtedly the effect will be felt in the pack of early vegetables. Baltimore reports that only about one-third as many have been packed to date as was the case last year. Packers there have paid this season \$3 per barrel, against \$1.75 in 1898. California packers are keeping the wires hot withdrawing prices, giving as a reason that they want to await the crop developments. Others think the "combine" of fruit growers may have something to do with it. Salmon are very firm and it is said that banks will make a liberal advance of cash to packers to enable them to hold their stocks. This shows a good degree of confidence in the future. No matter what happens it is certain that canned goods are going to be good property for the dealer to have in stock

this fall, and if he can spare the money to buy ahead, so much the better.

The butter market is rather quiet. Arrivals are not very large and a good deal of stock is going into cold storage, as holders think they will meet with better returns a little later in the season. Extra Western creamery is worth 18 1/2c; firsts, 17 1/8@18c; seconds, 16 1/2@17c; imitation creamery is worth from 13@16c, as to grade; Western dairy, 12@14c; Western factory, 12@13 1/2c.

A good share of the cheese arriving is in rather bad shape and the market generally is demoralized; in fact, full cream cheese is hardly quotable at 8 3/8c, although in some cases, perhaps, 1/8c more might be obtained.

Arrivals of eggs are quite liberal and prices have declined. Western selected, 14@14 1/2c. A large part of the stock coming to hand is going into cold storage and the situation just at present is not especially encouraging.

How the Customer Caught the Grocer Napping.

From the Philadelphia Enquirer.

"There are tricks in all trades but ours," remarked one member of a group seated in the lobby of a hotel last night, "and I might add there are a few in ours."

The speaker is the head of a well-known firm of grocers.

"Not so long ago," he continued, "when I was still in the retail trade, we had a shrewd Irish woman for a customer. One day she ordered a barrel of a certain brand of flour. We happened to be out of the brand, but I told her we would send her a barrel of another brand equally as good.

"A week or so afterward she came into the store and declared that she didn't like the flour, and insisted on having it taken back and the brand she wanted sent instead. Well, we hauled the flour back to the store, and being still out of the brand wanted, filled up the returned barrel, put in a new head and carted it back to the woman again.

"We heard nothing more about the matter for three weeks, when one day she came into the store in a highly indignant frame of mind.

"I want you to send up to my house and haul that flour away," she exclaimed. "I told you it was no good."

"No good," I replied. "Why, you know it is the brand you ordered."

"The woman glared at me. "It is no such thing!" she blurted out. "You sent me back the same barrel I had."

"Of course, I denied it, laying particular stress on her value to us as a customer, and how we would not risk losing her trade on account of a measly barrel of flour. 'Why, madam,' I ejaculated, eloquently, 'how could you think of such a thing? Ours is too honorable a house to cheat its customers or to ask them to accept a substitute for something they liked!'"

"Then the woman grinned at me.

"'Huh!' she retorted, 'that's all very fine. But I had two bakin's out of the first barrel before I sent it back.'

"'Yes,' I assented, 'and you got a full barrel in return. Doesn't that prove—'"

"'Prove nothin',' she interrupted. 'The first two bakin's I got out of the barrel the second time were all right. But I want you to know that I always take my flour out of the barrel with a saucer. When I got down to the third bakin' out of that barrel I—'"

"'Yes,' I interposed, weakly, 'what did you do?'"

"'I found my saucer,' was the answer. Then she swept out, and it was well she did, for I came near falling in a faint. It was months before that woman would condescend to trade with us again."

Does Him Credit.

Bramble—So that's your son? Well, he looks as if he might do you credit, some day.

Fowler—He's doing my credit now—doing it to the Queen's taste every time he drops into any place where they know me.

**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

Michigan Strawberries

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,
Grand Rapids, Mich.

Ready for Business

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

EGGS, BUTTER AND POULTRY

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

Grand Rapids Cold Storage Co.



**BEANS, HONEY AND POPCORN
POULTRY, VEAL AND GAME**

Consignments Solicited.

Quotations on Application.

98 South Division St., Grand Rapids



**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.

PASSED INTO HISTORY.

Disappearance of the Old-Fashioned Country Store.

From the Springfield Republican.

Kate Kip's description of a department store is not much overdrawn, and it is amusing to everyone who is familiar with these modern Pandora boxes, in which it is alleged one may purchase everything from a paper of pins to a pulpit. This institution had a close parallel in the country "general" store in which I spent my boyhood days. Many men of my day and generation will recognize the description as true to life. My father's "department" store was also the general postoffice and the town telegraph station. The other departments were many and small, and could not be strictly classified and separated. For instance, paint and hardware were handled over one little counter back in a dark corner of the store. Sugar, crackers, spices, tobacco, periodicals, telegrams and the morning's mail, confectionery, bread, shot and gunpowder, soap and washing soda occupied the east side of the store. Dry goods, boots and shoes, nails, screws, paints and oils, crockery, kerosene, rope and twine, clam-rake handles and woodenware occupied the west side. These were the principal divisions. On our grocery counter was a glass show-case for cigars, and on the dry goods counter a case for notions. In a convenient place on a third counter was an old-fashioned cheese case, which furnished many free samples of cream cheese to the lounging clammers, fishermen and farmers, who regarded the store something in the light of a Bishop Potter clubroom. At the rear of the room was a drug department inclosed in glass doors, where we supplied all proprietary and patent medicines and drugs. This contained a complete stock of soothing syrup, cordials and porous plasters, and in fact everything but a prescription counter. Once some advertising matter for a certain "German syrup" cough medicine fell into the hands of a neighboring German cobbler. He thought he would like to try some German syrup on his buck-wheat cakes, so came in with a pail and asked for "halluf a gallon" and was much disappointed at finding it to be cough medicine. The space in the middle of the store was pretty well filled with barrels of apples and potatoes, smoked meats, hoes, shovels and unpacked boxes of soap and dry goods.

The scope of the store was the more remarkable because we supplied many sailing vessels as well as the resident fishermen and farmers with groceries and other commodities. A back room contained a large stock of flour and feed, and the cellar was used for storing and retailing lard, butter, molasses, vinegar and salt pork and fish. A fair specimen order for ship's stores might begin with sugar, salt, tobacco and spices, and wind up with a coil of rope of marline and a gallon of cider, with a few articles of ready-made clothing and tarpaulins or rubber goods included.

The farmers bought everything, including grain and feed, for in that part of the country—which was on an arm of the Atlantic ocean along the New Jersey coast—they raised very little grain, most of them raising truck and produce for the New York market. They came from a radius of perhaps ten miles to ship their vegetables and fruit to market on a little steamboat which was described on her time-cards as being large and commodious. She sailed once a day at high water. The trucks and fruit wagons would extend in several directions, sometimes for half a mile from the wharf, and from many of these we had orders to be put up, which were called for after the farm produce had been placed aboard the steamer, which had a considerable carrying capacity for her size.

In the vicinity were half a dozen fish-oil and fertilizer factories, where many boatloads of menhaden were used daily in manufacturing these articles. Some of the grades of fish-oil are suitable for mixing paint for outbuildings, and the

finer grades are sold in large quantities for mixing with linseed oil for medium grades of paint oil. The fertilizer is put up perfectly dry and clean and sold to the large agricultural goods warehouses, as well as to the farmers in the neighborhood. The process of manufacture consists in boiling the fish to a pulp by turning steam into the large wooden vats containing them. The cooked fish is then subjected to hydraulic pressure to extract the oil, and the mass that is left is spread out on a board surface acres in extent, to be dried by the heat of the sun. The oil is then secured and graded by skimming the refuse off the top and drawing off the water at the bottom of the tanks and the oil at different levels for the various grades of purity. To these manufactories we sold large quantities of groceries and ship stores, and they supplied the greater part of our telegraph business. It was here I did my first work at the key, at the age of 11 years.

The departments of our store were not all confined to the store building. We always had for sale good Jersey pine cordwood, baled hay, coal by the carload, and usually one or two breeds of choice pigs. The store was always brightly lighted at night, and some remarkable men were among our so-called loungers. One man, a Scotchman, was much admired for his ready wit and his propensity for practical joking. He would sit and hold a man in conversation and at the same time be tying a dinner pail to the rear end of the man's dog, then protest his innocence of having touched the canine. This was only one specimen of the horseplay we might expect for an evening's entertainment. A little after lamplight one of the star boarders, usually a thrifty Norwegian clam digger of intelligence, would begin and read laboriously all the news of interest in the New York papers. After this was over and the news had been discussed, we might be entertained by one of the clammers telling of his last trip to the "city" to sell clams, of his narrow escape from William Bunco, or of an evening spent in the then notorious Bowery, to which the stay-at homes would listen in open-eyed wonder.

An Italian fisherman would bring in his violin once or twice a week, and we were sometimes well entertained by sweet singing by 20 Virginia negroes who were employed in the factories.

A commercial traveler would tell us the stories of the day in an attractive way. An itinerant dentist who was also a ventriloquist created much fun by calling the names of unsuspecting loungers and getting them to search for the source of the call. On one occasion we had a visit from four New York newspaper reporters who had been detailed to look up a sea-serpent story which had been coined from the raw material by our most accomplished liar, and in their disappointment they wrote up the store and its occupants most picturesquely.

This little market place was the center of local political thought and discussion, and owing to its telegraphic connection with the metropolis, we were in touch with the outside world, and at election time we received the returns by wire. In later years the postoffice and telegraph station were removed, and with them the center of trade, and the busy store has now passed into history.

Was Sold With the Coal.

A new driver was engaged at a coal yard and he went off to deliver his first load. He failed to return, and a search was thereupon instituted. The missing man was found at the house where he had put the coal in the cellar, and had taken up his quarters in the kitchen.

The cook said she could not get him to leave and the driver was asked what he meant by such conduct.

"Why," he replied, "I thought I was sold with the coal—I was weighed with it."

It was an Irishman who said that, "There are so many perils between the cradle and grave that it is a wonder that a man ever gets from one to the other."

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.

Millets

Seed Corn

Fodder Corn

**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.

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.

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.

Shoes and Leather

That Shoe Man Next Door.

In the close and harassing competition that is now practiced among retailers of shoes and their so-called adversaries, the department store men, many unworthy tactics are often resorted to, in the effort to preserve at least an equilibrium of patronage.

Some of the most common of these methods are the announcement that the "one-dollar-and-ninety-cent shoe we offer you is never sold elsewhere for less than three dollars a pair," and similar impossible claims upon the credulity of shoe wearers.

To the retailer who never indulges in such statements, the resort to them has no terrors nor to his trade.

He naturally gives the public credit for the possession of sufficient intelligence to reason out for themselves the absurdity of the offer, and he sells his own stock on its merits under truthful methods only.

And yet, that man next door, by his flourishing delusions and his well-worded temptations to the cupidity of buyers, is a thorn in his side, and an annoyance generally.

His peace of mind is frequently disturbed because he is called upon to expose the fallacy of such announcements to his own patrons, who are naturally anxious to secure the best bargains obtainable in this line.

Explanations of this character are always vexatious to the busy dealer because they are based upon enquiries that seem to imply that the man next door has been favored by Providence in some way to offer impossible bargains to buyers.

This is bad enough; but if the enterprising man next door were content to go no farther than the false representation of his own superiority in the ability to offer goods one-third less than all competitors, a little time and patience might suffice the other man to put himself right with customers.

Unfortunately, however, there is sometimes a man next door who will skulkingly reach for our moral scalp, and by nefarious representations attempt to rob us of our character as well as our customers.

Success, so-called, built upon such a rotten and dishonorable foundation can not be lasting or worth attaining.

The end, so far from justifying the means, must be, to any but the most depraved of men, a bitter and undesirable possession.

It is built upon fraud and deceit.

Of course, there are in our trade open wars, where rivals meet face to face in mercantile combat, without resorting to buccaneer or privateer methods.

Battles for supremacy of trade where honest goods are slaughtered in price by opposing rivals until one or the other goes under in the fray.

Such reckless warfare as this can bring but transient victory, because profit, being the very vitals of trade life, must be preserved, or its existence ceases.

But, after all, how much is there of real honest, open warfare even in this ostensible cutting of prices?

How much is really sacrificed by the rivals who cry down the scale of prices?

There is probably no article to-day more difficult for the novice to appraise than shoes.

A live horse is a staggerer to the uninitiated would-be buyer, and yet there

are certain outward points that we can all talk over and from them get some conception of his condition and probable worth.

But the modern shoe!

Well, if experts are puzzled frequently about its comparative value when placed side by side with another of quite different cost, where shall the novice be found in the competitive contest?

So the man next door who alleges that he has put his three-dollar shoes on sale at two dollars may have done nothing of the sort.

Certainly the average shoe buyer can not decide that question by looking at the shoe.

It would seem, then, that there is really no good reason why a retailer should resort to this cheapening method to sell shoes to people who can not tell within a dollar or so the worth of footwear.

It is the light that attracts the moth.

There is an instinct of humanity—deplore it though we may—which ever keeps people on the alert for things at reduced prices; and if they believe they are getting such bargains they will be tempted to quit us for the man next door who is less scrupulous about the statements he makes.

Now, if the man next door happens to be the department store dealer it would be well for the customer to weigh the matter carefully as to the probability of his being better served at a bona fide shoe store or in a place where everything is sold.

On the whole, it is better to buy shoes at a regular shoe store than at a department house.

An experienced shoe dealer can give a customer much valuable information about stock and quality and make, and he can more intelligently fit the feet than can the average clerk in a medley store.

In the latter you may possibly be waited on by a clerk who has but recently been promoted to the shoe department from the tinware counter, or has been transferred from the dry goods floor.

The so-called "bargain sales" in these stores comprise usually some very poor bargains in shoes.

Only transient custom is expected in the shoe line, and therefore there is apt to be but little of that feeling of after-responsibility which attaches to the trade of the shoe dealer with his regular customers.

The man next door may also be the one who ticket-prices show window samples falsely to draw customers to his net.

Now, the ticketing of apparent bargains in shoes in the show window which, on application, the dealer is unable to produce in the store is a fraudulent practice which no reputable dealer is ever guilty of.

It is a source of great vexation to would-be customers and with thoughtful buyers it destroys confidence in the dealer who resorts to it.

Whether this is done merely for a bait to draw people into the store, with the knowledge on the part of the dealer that such shoes can not be sold at the prices marked on them, or whether they are "last pairs," to be sold at a sacrifice, the result is disappointing in nine cases out of ten to the person who has been attracted by the display to go in and purchase a pair, because there are no other sizes on hand to select from.

And it does not mend matters with the disappointed seeker after this par-

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

LYCOMINGS are the best Rubbers made; 25 and 5 per cent. from list.

KEYSTONES are the best seconds made; 25-5-10 per cent. from list.

We sell them and want your orders.

We also have WOONSOCKET Rubbers; 25-5-5 per cent. from list.

RHODE ISLANDS 25-5-5-10 per cent. from list.

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

GEO. H. REEDER & CO.,

19 SOUTH IONIA STREET,

GRAND RAPIDS, MICH.

ticular kind and price to be told that "here is a shoe, now, just as good and just as cheap as the other one."

Meanwhile the fair-dealing shoe man prices his shoes at figures which they can be sold for according to samples exhibited.

One of these dealers who has much annoyance to contend with from the questionable methods of the man next door says:

"I keep only the very reliable grades of shoes, and I have a first-class, permanent trade in such goods.

"I am never ashamed to see these shoes or my customers again.

"I know that they have had their money's worth, and that the shoes are representatives of the best well-known makers of footwear.

"We don't have to waste any talk about the quality; it is only a matter of kind, fit and price here.

"Shoes are something that all must have from the cradle to the grave, and a reputable dealer who means to build up and retain a business, who wishes his customers to stand by him always, will see to it that their confidence in him is not misplaced by indulging in false representations about goods he sells.

"You can make an implacable enemy of a man by selling him a poor shoe and a bad fit; and you can make a friend and a permanent customer of him by exactly the opposite course.

"I may lose some sales by not keeping worthless footwear, but I retain the confidence and respect of my patrons; besides, the more intelligent among these cheap shoe buyers are gradually getting their eyes open to the fact that a pair of really good serviceable shoes is actually cheaper than the three pairs of low-priced ones they would have to buy to last as long as the one pair of good ones.

"Such converts to the ranks of sensible shoe wearers are slowly but steadily increasing my business, and I think good would accrue to the general public if other dealers also refused to handle shoddy goods."

Complaints about trashy footwear are certainly on the increase, and such a state of things must have its effect upon the sensitive, honest dealer.

A reform is sadly needed in this matter, but it must begin with the manufacturer, with the sanction and co-operation of the dealer.

But that man next door won't co-operate a little bit.

He wants the cheapest sort with the biggest margin of profit in them.

Anything that looks nice and shoe-

like, that will hold together until the customer gets home with them.

He has high button shoes, shiny and tipped, for ninety-eight cents for women's feet; men's "calf" shoes for a dollar and a quarter; children's shoes from eighty cents down, and fifteen-cent rubbers for women by the bushel.

He is very busy, too, which only proves that there are a great many foolish people among shoe buyers.

A good deal of his time is devoted to the task of pacification among a host of angry and dissatisfied patrons whose cheap shoes have fallen to pieces prematurely; whose "wonderful bargains" have tended to turn the milk of human kindness sour in their breasts.

Such is a glimpse of the man next door and his methods of doing business.

His best stock is not even up to medium; his best dealings with buyers are not above reproach.

He is having his innings now; but when the honest, upright dealer is finally gathered to his reward, and this freebooter follows, the latter will find his niche assigned him as the man next door.

As stated before, the kind of stuff that man next door deals in is usually the sort stigmatized as shoddy—worthless and cheap.

A noted writer on political economy says of cheap articles generally: "There is no such thing as a just or real cheapness."

"When you obtain anything yourself for half price, somebody else must always have paid the other half."

And, continuing, he says severely: "Whenever we buy, or try to buy, cheap goods—goods offered at a price which we know can not be remunerative for the labor involved in them—we are stealing somebody's labor."

"Don't let us mince the matter."

"I say in plain Saxon, stealing—taking from him the proper reward of his work, and putting it into our own pocket."

This will sound harsh to the buyer of goods that have been produced through the means of half-paid labor; but there is so much of truth in the indictment that it will naturally lead thoughtful buyers to avoid that type of dealers represented by the man next door.—E. A. Boyden in *Boots and Shoes Weekly*.

Week-End Excursion to Detroit.

On Saturday, June 10, the Michigan Central will run one of these popular excursions, leaving Union Station at 6:30 a. m. on special train. Tickets good to return in coaches on regular trains up to and including morning train leaving Detroit Monday, June 12. Phone 606 for parlor car reservations.

W. C. BLAKE, Ticket Agent.

We have the Best Leather Top Lumberman's Rubber Shoes made

Write for prices and illustrated catalogue and send your order in for them early, as our supply will be limited on this one shoe. We have a large stock of Tennis shoes. Order now.

STUDLEY & BARCLAY,

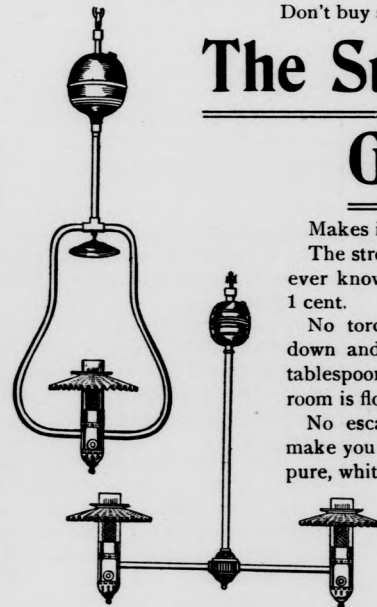
Jobbers in Rubber Boots and Shoes, Rubber Goods and Mill Supplies.

4 Monroe street, Grand Rapids, Mich.

Lamps to Burn!

Don't buy something that wont burn.

The Sunlight Gas Lamp



Makes it 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

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.

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. KYTES; 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. WILSON, Marquette.

Ethics of the Road.

The term ethics has a broader significance than I care to give it to-day in presenting my subject, for I desire merely to treat of the customs of conduct as in use by commercial travelers.

It is sometimes said, in unreflecting and superficial mood, that the "old-time drummer" has passed away and that he has given place to the modern commercial traveler.

If by this is meant that the nobility of soul and great heart sympathy of the pioneer commercial traveler of twenty-five or more years ago have gone, never to return, that his honest handshake and hearty laugh, his indifference to danger and discomfort, his cheerfulness in enduring hardships, his willingness to help a younger or less experienced or acquainted craftsman and his splendid spirit of comradeship, his store of amusing experiences are departed forever, I am grieved, deeply grieved, to know it; for the world was better and brighter for his presence in it, and I am moved to repeat,

O for the touch of a vanished hand
And the sound of a voice that is still.

If the assertion means that the grand and noble character I have described has been replaced by the bedecked and perfumed dude, with cigarette and big-headed cane, society's curled darling, the pet of schoolgirls, the wearer of the cap and bells in the court circle of modern commerce, then in our affliction I am still more deeply grieved and can but sympathize with good old Job when he bemoaned his many troubles.

But neither of these inferences is correct, for when it is said by thoughtful and observant men that the old-time drummer is gone and that he has been succeeded by the modern commercial traveler, it is as if one had said that the rumbling but comfortable old stage-coach has been succeeded by the express train, that the good old brace of candles in brass candlesticks upon the mantelpiece has been succeeded by the incandescent electric light, that the man of war in its old-time might and majesty has been succeeded by the modern battleship with all its grandeur and power.

The ethics of the road is sometimes aptly illustrated by the anecdotes of the road.

The pomposity of the new man, puffed up with self-importance and an inflated opinion of his house, is set forth in the story about the traveler who entered a retail merchant's office who was engaged in finishing an important letter for the outgoing mail. The visitor on

tendering his card was asked to "take a seat." He did not like the unconventional reception and, remaining standing, presented his card again, and said: "I apprehend that you do not realize that I represent Jones & Brown, the largest house of its kind in the world."

The merchant replied: "Ah, indeed; take two seats."

If one were to write a volume on undue self-inflation the lesson could not be more impressively taught.

The lesson of patience and forbearance and the depth of true sympathy, when aroused, which commercial travelers are justly credited with, are illustrated by the old story of a sleepy commercial traveler who, annoyed by the cries of a young child, thrust his head out of the curtain of a sleeping berth and said to the man who was trying to quiet it:

"How do you expect any one to sleep in here? Why does the child's mother not quiet it?"

The reply was: "I am sorry to annoy you, sir; I am doing my best to quiet the little one, but I am very awkward. The child's mother is in the baggage car in her coffin."

Whereupon the commercial traveler arose, dressed himself and, with tears in his voice and eyes and pain in his heart, walked with the child until morning while its father got some rest and sleep.

Some gay young fellows were seated around the office fire of a hotel out West and were disposed to chaff one of their number who appeared to be in more serious mood. The porter came from the postoffice and the landlord handed the quiet man a small letter, written upon tinted and scented paper. He immediately became the center of curiosity and fun, and all kinds of questions were asked him as to "how his best girl was," and whether she had concluded to shake him, and other jocular enquiries.

He said: "Yes, boys, the letter is from my best girl—in fact, my only girl," and, handing the letter to one of the jokers, he said, "Read the concluding paragraph aloud."

He did so and it read:

I miss you so much, dear papa, and now that I have no mamma, I am so lonesome when you are away that I cry nearly all the time. I want you to come home and stay with me. I pray every night to God to keep you safe and bring you back soon to your little girl.

And the spirit of the occasion changed, and every man there envied the quiet man the love of his best girl more than if it had been learned that she was a belle of society.

I could not in a volume more impressively describe to you the trials and tribulations of the occupation of a commercial traveler, and his enforced absence from those who are dearest to him, than are painted in that old story.

To-day the conditions of evolution are applied to the ethics of the road as well as to all other conditions of progress.

The man who formerly expectorated large streams of tobacco juice and swore resounding oaths because he thought it dignified to do so now refrains from both for a stronger reason—because he knows it is dignified to do so.

The man who formerly crushed and crowded up to the hotel register, eager to secure the best room, no matter whether or not older and feebler men might thereby be inconvenienced, is yielding to the dictates of public opin-

ion, which has made that characteristic one of the accepted indications of an undesirable acquaintance.

The fellow who bases his qualifications upon an ability to tell filthy stories finds but few patient listeners, either among customers or other salesmen, and is frequently puzzled to know why his sales are falling off and his society is being shunned.

The clean, bright, neat, moral, cheerful man, who not only impresses you as a gentleman on first acquaintance, but who on a better acquaintanceship convinces you that your first impressions were correct, is the man who to-day sells the goods on the road and who is the typical modern commercial traveler.

He is the type of business in motion and of motion in business, the force in the commercial chronometer which makes the wheels go around, the soul of the song of industry, the evangel of that great power which in the world's progress precedes even the influence of education and religion. JOHN A. LEE.

Four Death Losses Ordered Paid.

The regular meeting of the Board of Directors of the Michigan Knights of the Grip called to order at Hotel Normandie, Detroit, Saturday morning, at 8:30. Present—President Stevens, Secretary Saunders, Treasurer Gould, Directors Converse, Schram, Smith, Mills, Thorn and Randall.

Printing bills amounting to \$61.50 were allowed.

The following deaths were reported, proofs examined and claims allowed: Hiram Concaul, Holy, N. Y., died March 8; Julius Haefner, Grand Rapids, died April 8; H. S. Seage, Lansing, died April 9, and Wm. L. Hunter, Detroit, died April 24.

The Treasurer reported as follows:

GENERAL FUND.	
Balance on hand March 2	\$ 573.61
Received since	209.00
	Total, 782.61
Disbursements	\$ 147.17
Balance on hand	635.44
DEATH FUND.	
Balance on hand March 3	\$ 765.59
Received since	2,662.00
	Total, 3,427.59
Disbursements	1,000.00
Balance in death fund	2,427.59
Total amount of cash in bank	3,092.28

The following bills were audited:

Postage for Secretary	\$ 17.46
Salary of Secretary for past quarter	156.60
Salary of Treasurer for past quarter	57.42

Assessment No. 2 was ordered issued July 15.

The Board adjourned to meet at Lansing in September.

Expenses of Owosso board meeting were	\$ 31.75
Expenses of Detroit board meeting were	48.22

Anxious to Cross Bats With Grand Rapids.

Kalamazoo, June 3—The traveling men of Kalamazoo would like to play a game of base ball with the Angels of Commerce of Grand Rapids, and hereby issue a challenge to that effect, the game to be played any Saturday after June 10, the teams to be made up only of traveling men.

E. F. ZANDER, Manager.

Mr. Zander accompanies the above challenge with a list of his players, as follows:

- B. Aldrich, pitcher.
- Sam Goldberg, catcher.
- H. E. Rice, first base.
- L. Verdon, second base.
- A. S. Cowing, third base.
- Carl Ihling, short stop.
- W. D. Watkins, left field.
- F. L. Nixon, right field.
- Will Ryder, center field.
- L. Nason, pitcher.
- Sig Folz, substitute.
- John Hoffman, fan.

J. D. Mapes, of Olivet, has taken a position as traveling salesman for Walter Buhl & Co., of Detroit,

Gripsack Brigade.

Herbert Baker—better known as Hub—was recently married to Miss Olive Darling, of Fountain. The happy couple will reside at 744 Jefferson avenue.

Port Huron Times: C. M. Rowley, of this city, for many years past the traveling representative of Walter Buhl & Co., of Detroit, has taken a similar position with A. L. Bassett, of Cleveland. Mr. Rowley will still continue to reside in Port Huron.

The Michigan Accident Association of Kalamazoo, which was recently wound up by the State Insurance Commissioner, should not be confounded with the Michigan Commercial Travelers' Mutual Accident Association, which is a prosperous institution.

Kansas City Journal: John Peverly, a commercial traveler, whose home is in Wichita, enjoys the peculiar distinction of being a second cousin to both Abraham Lincoln and Jefferson Davis. Mr. Peverly's grandfather was first cousin to Lincoln's father, and his grandmother was first cousin to Davis' father. Thus, while these great chieftains were in no wise related, Mr. Peverly has blood kinship with both. He is as tall and angular as Lincoln.

L. E. Sage has engaged with A. B. Gates, Michigan representative of the Standard Tobacco and Cigar Co., of Cleveland, and is making a northern trip with his father, George A. Sage. Louis has the energy and education and is showing the older cigar men how it is done. Mr. Gates has known Mr. Sage from his cradle up and appreciates the advantage he has had in having a father who is able to give him valuable pointers on the inside workings of the traveling man's career.

P. E. Dowe, President of the Commercial Travelers' National League, writes the Tradesman from New York that he has been summoned to appear before the Industrial Commission at Washington next Monday to give testimony as to the effect of trusts upon commercial travelers. He would like to have any commercial traveler who may be in possession of information that would fortify his position send it to him at once. He says he has already heard from 3,000, but wishes to hear from 300,000, so that he may voice the sentiments of a majority.

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Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

	Term expires
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1899
GEO. GUNDRUM, Ionia	Dec. 31, 1900
L. E. REYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HEIM, Saginaw	Dec. 31, 1902
WIRT P. DOTY, Detroit	Dec. 31, 1903

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

Examination Sessions.
Houghton—Aug. 29 and 30.
Lansing—Nov. 7 and 8.

STATE PHARMACEUTICAL ASSOCIATION.

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

Little Economies in the Drug Store.

Great things are the aggregate of little things; little profits added together make one large one; little economies make little savings which added together make fortunes. The whole business of a drug store is made up of a succession of small, unimportant sales; only one now and again can really be called great or large in itself. Sales so small as scarcely to leave a remembrance in the mind of the druggist are the rule in the average drug store, but produce in the total summing up a profitable business.

Success, in all departments of human effort, is won by attention to little things. The details of all kinds of business demand the closest attention; especially is this true of the drug business. The cents must be saved as well as the dollars. Indeed, it is the hundred cents that make the dollar.

Many young druggists make the fatal mistake at the beginning of their business life of not looking after the little things, not believing or seeing that the stopping of a lot of little leaks or losses will produce a great saving. They practically commit themselves to failure at the outset of their business career by this neglect of little economies.

Did you ever realize how many little things might be economized on in the average drug store? Apparently insignificant things in themselves, and too small to be worthy of consideration, when kept track of for a year make a total which is no small item in the expense of running a drug store. I need only to suggest that although paper and twine are both cheap, there is no necessity to waste it or use more than is necessary. I desire to enumerate some of the little economies that may be exercised in every drug store, and to give some practical suggestions on how these little economies may be profitably practiced, and first I will mention economy in the use of paper.

Paper is a very important item in the expenses of the druggist. It is necessary that he use a good quality, pure white, not too brittle, but just tough and pliable enough to form a neat parcel with. But how much of this paper may be wasted thoughtlessly by himself and his clerks! Every piece of paper may be used for some purpose; if a piece of paper is taken too large for a bottle or article to be wrapped, the piece that you tear or cut off should not be thrown carelessly to the floor, but should be placed in a drawer or box kept for the purpose, to be sorted out at leisure and cut into small sizes to be used for wrapping very small articles, such as single boxes of pills, single seidlitz powders, etc.

When drugs and patent medicines are received from your wholesaler, the white, blue and manila paper wrapped

around the various parcels should be carefully removed, the folds and wrinkles all smoothed out, and placed away in some convenient receptacle especially reserved for this purpose. This paper can all be used again in wrapping up the larger and heavier packages in a drug store, or for the first paper in doing up small parcels of Paris green, extract of logwood, etc.

Do not waste the pieces of twine of different sizes and colors that come tied around packages of drugs and patent medicines that you receive from the jobber or patent medicine manufacturer. When you remove the string from a package, cut it near the knot with which it is tied, fold it up in a neat little bundle and tie it around itself and put it away in a small box reserved for this purpose. These pieces of twine can all be used in different ways. The stronger and heavier pieces can be used when a large package is being sent out; for example, five or ten pounds of Epsom salts, or a half-dozen lot of some dollar patent medicine. The smaller and thinner pieces can be used at your leisure for tying up any small parcels, such as senna leaves, sublimed sulphur, etc., that are usually kept ready done up so as to be convenient to hand out quickly to customers in cases of a "rush," which sometimes does occur in drug stores.

In the cellars of many drug stores may be found collections of dirty bottles, of all shapes and sizes, which have gradually accumulated as the years go by because the apprentice was not made to wash the dirty bottles as they came in. Instead, every week the boy would, perhaps, add a few more to the increasing collection in the cellar. These bottles can all be cleaned as they come in by various means, which it is not the province of this article to discuss, placed in some drawer or on some shelf which can be kept for this special purpose, and when a customer, without a bottle, comes for a small lot of turpentine, or wants a recipe for a liniment dispensed, one of these second-hand bottles can be used, and the new ones saved. Your own ingenuity will devise many ways to make use of such bottles.

In two drug stores that I have bought I found in the cellar of each a wagon-load of dirty bottles. I disposed of them by having the boys clean them all. Those that we could return to our wholesale druggist were shipped to him, and a credit note secured to apply on future purchases of drugs. The collection of other bottles when cleaned was shown to our veterinary surgeons and offered to them to make their own selection at the uniform price of fifteen cents per dozen. We used as many as we could in the drug store and by degrees disposed of the entire lot.

In most drug stores I believe that old corks are all thrown away. By using the term "old," I mean corks that have been used one or more times. These once-used corks, in most cases, can all be used again. A box can be kept on a shelf in the back shop near the sink in some convenient place, or an unused drawer may be reserved for this special purpose, and all corks that have been used and are not fit to use again for first-class purposes can be thrown into this box or drawer, as the case may be, and preserved for future use. These old corks can be used oftentimes in bottles containing oils, mixtures for horses and cattle, or unsightly liniments, and thus save your new corks.

If packing cases are properly taken

care of and returned to the wholesale druggist he will usually allow the price charged, less 25 per cent. and the cost of freight for returning the empty boxes.

If the druggist will keep close watch on his stock he will often save himself the unnecessary expense of small amounts for freight or express. Some druggists might be more calculating to their own advantage. That is, by keeping a "Want Book" in some convenient place and noting down items of stock when low or exhausted, the druggist, knowing the demands of his own business, may anticipate his wants and thus buy a quantity of such goods to come by freight that will last until the next quantity order is ready. But if the druggist does not keep a "Want Book," if he does not calculate how much of the different wants he should order at one time to last him until he can again order by freight—if he does not anticipate what the demands for certain goods may be at certain seasons of the year, then he may often have extra expenses to pay for small freights or express.

Some druggists say that they can not afford to pay the subscription price of two or three drug journals. I say that it is not only an economy, but also a paying investment to subscribe for two or three of the best drug journals published. Often an idea or hint may be obtained from these periodicals which, when put into practice, may result in dollars and cents enough to pay the price of subscription many times over.

It is economy to take a vacation occasionally, travel a little, and learn what the world is doing beyond the four walls of your own drug store. Call on other druggists in other places, make yourself acquainted and also agreeable, and often in conversation ideas may be dropped which will prove mutually beneficial.—J. T. Pepper in American Druggist.

Holding Up the Hands of the National Association.

The report of the eighteenth annual meeting of the Indiana Pharmaceutical Association, which is just being issued from the Secretary's office, contains the following:

The National Association of Retail Druggists stands for the principle that the business of selling drugs and medicines to the consumer belongs exclusively to the retail drug trade. Its one aim in life is to secure for them this right. It stands for the principle, also, that the public owes the conscientious druggist remuneration suited to his skill, energy and business ability. It believes that the selling of proprietary medicines belongs to the retail drug trade; that these goods ought to be sold under such conditions as will make the handling of them profitable; that if proprietary goods can not be sold under these conditions, after painstaking effort to secure the co-operation of the manufacturers, a full understanding of this fact ought to be possessed by the retail drug trade in order that a definite policy may be agreed upon by it with reference to these goods.

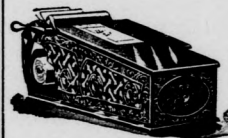
It is not claimed that the plans upon which the organization is now working are perfect, but it is claimed that the existence of the organization will enable druggists to force, by concert of action, compliance with their just demands. The present plans of the Association comprehend the three-cornered co-operation of manufacturers, jobbers and retailers. It is assumed that the American people are able to pay reasonable prices for the medicines they use and that there is no reason the three branches of the drug trade should not work in harmony to give them the privilege. Under existing circumstances nobody is being adequately compensated; the manufacturer loses the bene-

fit of his advertising; the jobber's profit is lessened by the manufacturer's doing business with the aggressive cutter direct; and the retailer's prospects of success are ruined because he is compelled to sell proprietaries at cost or else have his patrons go to the department stores for other supplies because he can not adopt the methods employed by these stores.

There are good reasons for believing the manufacturers and jobbers are as much dissatisfied with existing conditions as the retailer, but they lack the moral courage and confidence in each other necessary to put satisfactory business methods into execution. It is believed the N. A. R. D. will be enabled to bring about better conditions by acting as a mediator; the respect and confidence the organization has uniformly commanded give promise of its accomplishing much in this direction. The officers and the Executive Committee of the Association can do nothing without the cordial, enthusiastic support of the retail drug trade of the country. The Indiana Pharmaceutical Association owes itself the duty of holding up the hands of the N. A. R. D. because it is working directly in their interest. The history of the retail drug trade proves conclusively that acting independently we can do little that is worth doing to improve our condition. It has been demonstrated already by the National Executive Committee that the united support of the entire drug trade will enable them to accomplish the objects for which the organization was formed.

There are many abuses a national business association can correct, many benefits its united efforts can secure. Up to the present the Association's attention has been directed principally to securing full prices for proprietary medicines, because this question, more than any other, has given concern to the rank and file of the drug trade in the last few years. Repeal of the Internal Revenue law, or such a modification of it as will work the minimum of hardship to the retail drug trade, will be taken up at the next session of Congress, and it is believed the political influence wielded by the drug trade of the country will secure desired relief. The status of pharmacists in the service of the United States, a modification of such provisions of the present copyright and trade-mark laws as work needless hardship, and other questions of vital importance will come up for consideration at the proper time.

The N. A. R. D. is a business organization for business purposes. It can not succeed without the combined effort of the entire retail drug trade in its behalf. From its inception the I. P. A., as a body, has been active in supporting the national association; the individual members should now go to work to build up the organization and make its plans effective. Its success will be in direct proportion to the earnestness and enthusiasm of individual druggists. Its success means for you more satisfaction in doing business, more money in your pocket. It is deserving of your best efforts.



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You

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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 EgrY 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.

WHOLESALE PRICE CURRENT.

Table of wholesale prices for various goods, including Acetum, Benzolium, Boracae, Carbolium, Citricum, Hydrochlor, Nitrosum, Oxalicum, Phosphorium, Salicylicum, Sulphuricum, Tannicum, Tartaricum, Ammonia, Aqua, Carbones, Chloridum, Aniline, Black, Brown, Red, Yellow, Baccae, Cubese, Juniperus, Xanthoxylum, Balsamum, Copalba, Peru, Terabin, Tolutan, Cortex, Abies, Cassia, Cinchona, Euonymus, Myrica, Prunus, Quillaja, Sassafras, Ulimus, Extractum, Glycyrrhiza, Hamatox, Gentiana, Hydrastis, Ferru, Carbonate, Citrate, Ferrocyanidum, Solut, Sulphate, Rhei, Fiora, Arnica, Anthemisi, Matricaria, Folia, Barosma, Cassia, Salvia, Ura Ursi, Gummi, Acacia, Aloe, Ammoniac, Assafoetida, Benzoinum, Catechu, Camphora, Euphorbium, Galbanum, Gualacum, Kino, Mastice, Myrrha, Opium, Shellac, Tragacanth, Herba, Absinthium, Eupatorium, Lobelia, Majorana, Mentha, Rue, Tanacetum, Thymus, Magnesia, Calcined, Carbonate, K. & M., Carbonate, Jennings, Oleum, Absinthium, Amygdale, Anisi, Auranti, Bergamini, Cajuputi, Caryophylli, Cedar, Chenopodii, Cinnamomi, Citronella, Conium, Copalba, Cubebe, Ezechthitos, Erigeron, Gaultheria, Geranium, Hedera, Juniper, Lavandula, Lemnites, Mentha, Myrica, Olive, Picea, Ricina, Rosmarini, Rosa, Succini, Sabin, Santal, Sassafras, Sinapis, Thymus, Theobromas, Potassium, Bi-Carb, Bichromate, Bromide, Carb, Chlorate, Cyanide, Iodide, Potassa, Potass Nitras, Prussiate, Sulphate, Radix, Aconitum, Althaea, Anchusa, Arum, Calamus, Gentiana, Glycyrrhiza, Hydrastis, Inula, Ipecac, Iris, Jalapa, Maranta, Podophyllum, Rhei, Spigelia, Sanguinaria, Serpentaria, Senega, Similax, Scilla, Symplocarpus, Valeriana, Zingiber, Semen, Anisum, Apium, Bird, Carui, Cardamon, Coriandrum, Cannabis, Cydonium, Chenopodium, Dipterix, Foeniculum, Fenugreek, Linum, Linum, Lobelia, Phalaris, Rapa, Sinapis, Sinapis, Spiritus, Frumenti, Juniperis, Saacharum, Spt. Vini, Vini, Sponges, Florida sheeps, Nassau sheeps, Velvet extra sheeps, Extra yellow sheeps, Grass sheeps, Hard, Yellow Reef, Acacia, Auranti, Zingiber, Ipecac, Ferru, Rhei, Smlax, Scilla, Tinctures, Aconitum, Aloes, Arnica, Assafoetida, Auranti, Benzoin, Benzoin, Barosma, Cantharides, Capsicum, Cardamon, Castor, Cinchona, Cinchona, Columba, Cuba, Cassia, Digitalis, Ferru, Gentian, Guaiaca, Hyosciamus, Iodine, Iodine, Kino, Lobelia, Myrrh, Nux Vomica, Opil, Opil, Opil, Quassia, Rhatany, Rhei, Sanguinaria, Serpentaria, Stramonium, Tolutan, Valerian, Veratrum, Zingiber, Miscellaneous, Ether, Alum, Annatto, Antimoni, Antipyrin, Antifebrin, Argenti, Arsenicum, Bala, Bismuth, Calcium, Cantharides, Capsici, Capsici, Caryophyllus, Carme, Cera, Cera, Coccus, Cassia, Centaria, Cetaceum, Chloroform, Chloroform, Chloral, Chondrus, Cinchonidine, Cinchonine, Cocaine, Corks, Creta, Creta, Creta, Crocus, Cudbear, Cupri, Dextrose, Ether, Emery, Ergota, Flake, Galla, Gambier, Gelatin, Gelatin, Glassware, Glue, Glue, Grana, Humulus, Hydrag, Hydrag, Hydrag, Iodine, Iodoform, Iodine, Iodine, Lycopodium, Macis, Liquor, Liquor, Magnesia, Magnesia, Mannia, Menthol, Morphia, Moschus, Myristica, Nux Vomica, Os Sepia, Pepsin, Picea, Picea, Picea, Piper, Piper, Plumbi, Pulvis, Pyrethrum, Pyrethrum, Quassia, Quinia, Quinia, Rubia, Saccharum, Sanguis, Sapo, Sapo, Siedlitz, Sinapis, Sinapis, Sntuff, Soda, Soda, Soda, Soda, Soda, Spts, Spts, Spts, Strychnia, Sulphur, Sulphur, Tamarinds, Terebenth, Theobroma, Vanilla, Zinc, Linseed, Neatsfoot, Spirits, Paints, Red Venetian, Ochre, Putty, Vermilion, Green, Lead, Whiting, White, Universal, Varnishes, No. 1 Turp, Extra Turp, Coach Body, No. 1 Turp, Extra Turk, Jap. Dryer.

Continuation of the Wholesale Price Current table, listing items like Sinapis, Morphia, Moschus, Myristica, Nux Vomica, Os Sepia, Pepsin, Picea, Picea, Piper, Piper, Plumbi, Pulvis, Pyrethrum, Pyrethrum, Quassia, Quinia, Quinia, Rubia, Saccharum, Sanguis, Sapo, Sapo, Siedlitz, Sinapis, Sinapis, Sntuff, Soda, Soda, Soda, Soda, Soda, Spts, Spts, Spts, Strychnia, Sulphur, Sulphur, Tamarinds, Terebenth, Theobroma, Vanilla, Zinc, Linseed, Neatsfoot, Spirits, Paints, Red Venetian, Ochre, Putty, Vermilion, Green, Lead, Whiting, White, Universal, Varnishes, No. 1 Turp, Extra Turp, Coach Body, No. 1 Turp, Extra Turk, Jap. Dryer.

We Are Advertised By Our Friends
The following fac-simile letter is self-explanatory.
OFFICE OF
A. DE KRUIF,
DRUGGIST.
Zeeland, Mich. Mar 2 1899
Hazeltime & Perkins Drug Co
Grand Rapids
Gents. Please accept my
thanks for the promptness &
dispatch in filling my order
of yesterday, & telephoned
in the order after 7 a.m.
train leaves for place at
7.30 a.m. & the goods arrived
here at 8.12 a.m. & were
nicely packed in a box,
I think that's beats the
record "Star Pointers" or
any other cracker jobs
included. again thanking
you I am
Yours Resp.
A. De Kruij

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.

Table of Groceries including Axle Grease, Baking Powder, Canned Goods, Bath Brick, and various oils and fats.

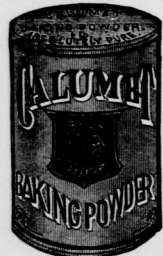


Table of Groceries including Condensed Pearl Bluing, Broofs, Candles, Catsup, Cheese, Coffee, Chocolate, Raisins, and various household items.

Table of Groceries including Clothes Lines, Cocoa, Cocoa Shells, Cream Tartar, Condensed Milk, Coupon Books, Dried Fruits, Raisins, and various beans and grains.

Table of Groceries including Farinaceous Goods, Flour, Beans, Hominy, Maccaroni, and various pasta products.

Table of Groceries including Flavoring Extracts, Herbs, Indigo, Gunpowder, Jellies, and various oils and vinegars.

Table of Groceries including Imported goods, Saleratus, Soda, Soap, and various specialty items.



Table of Groceries including Soap, Syrups, and other household goods.

SPICES. Whole Sifted. Allspice, Cassia, China in mats, Cassia, Batavia in bund, Cassia, Saigon in rolls, Cloves, Amboyna, Cloves, Zanzibar, Mace, Batavia, Nutmegs, fancy, Nutmegs, No. 1, Nutmegs, No. 2, Pepper, Singapore, black, Pepper, Singapore, white, Pepper, shot.

Pure Ground in Bulk. Allspice, Cassia, Batavia, Cassia, Saigon, Cloves, Zanzibar, Ginger, African, Ginger, Cochin, Ginger, Jamaica, Mace, Batavia, Mustard, Nutmegs, Pepper, Sing., black, Pepper, Sing., white, Pepper, Cayenne, Sage.



Kingstons' Corn, Kingstons' Silver Gloss, Diamond, Common Corn, Common Gloss, 1-lb packages, 3-lb packages, 6-lb packages, 40 and 50 lb boxes, Barrels.



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

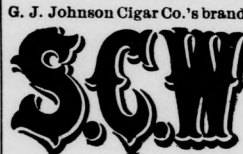
SUGAR. Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight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

Domino, Cut Loaf, Crushed, Powdered, XXXX Powdered, Cubes, Granulated in bbls., Granulated in bags, Fine Granulated, Extra Fine Granulated, Extra Coarse Granulated, Mould A, Diamond Confec. A, Confec. Standard A, No. 1, No. 2, No. 3, No. 4, No. 5, No. 6, No. 7, No. 8, No. 9, No. 10, No. 11, No. 12, No. 13, No. 14, No. 15, No. 16.

TABLE SAUCES. LEA & PERRIN'S SAUCE. The Original and Genuine Worcestershire.

Lea & Perrin's, large, Lea & Perrin's, small, Halford, large, Halford, small, Salad Dressing, large, Salad Dressing, small.

TOBACCOES. Cigars. Clark-Jewell-Wells Co.'s brand, New Brick, H. & P. Drug Co.'s brands, Fortune Teller, Our Manager, Quintette, G. J. Johnson Cigar Co.'s brand.



S. C. W., Phelps, Brace & Co.'s Brands, Vincente Portuondo, Ruben Bros. Co., The Hilson Co., T. J. Dunn & Co., McCoy & Co., The Collins Cigar Co., Brown Bros., Banner Cigar Co., Bernard Stahl Co., Banner Cigar Co., Seidenberg & Co., G. P. Sprague Cigar Co., The Fulton Cigar Co., A. B. Ballard & Co., E. M. Schwarz & Co., San Telmo, Havana Cigar Co.

VINEGAR. Malt White Wine, 40 grain, Malt White Wine, 80 grain, Pure Cider, Red Star, Pure Cider, Robinson, Pure Cider, Silver.

WICKING. No. 0, per gross, No. 1, per gross, No. 2, per gross, No. 3, per gross.

WOODENWARE. Pails. 2 hoop Standard, 3 hoop Standard, 2 wire, Cable, 3 wire, Cable, Cedar, all red, brass bound, Paper, Eureka, Fibre.

Tubs. 27-inch, Standard, No. 1, 18-inch, Standard, No. 2, 18-inch, Standard, No. 3, 20-inch, Dowell, No. 1, 18-inch, Dowell, No. 2, 16-inch, Dowell, No. 3, No. 1 Fibre, No. 2 Fibre, No. 3 Fibre.

Crackers. The National Biscuit Co. quotes as follows: Butter, Seymour XXX, Seymour XXX, 3 lb. carton, Family XXX, Salted XXX, New York XXX, Wolverine, Boston.

Soda, Soda XXX, Soda XXX, 3 lb. carton, Soda, City, Long Island Wafers, L. I. Wafers, 1 lb. carton, Zephyrette, Oyster, Saltine Wafer, Saltine Wafer, 1 lb. carton, Farina Oyster, Extra Farina Oyster.

SWEET GOODS—Boxes. Animals, Bent's Water, Coconut Taffy, Coffee Cake, Java, Coffee Cake, Iced, Cracknells, Cubans, Frosted Cream, Ginger Gems, Ginger Snaps, Graham Crackers, Graham Wafers, Grand Ma Cakes, Imperial, Jumbles, Honey, Marshmallow, Marshmallow Creams, Marshmallow Walnuts, Mich. Frosted Honey, Molasses Cakes, Newton, Nic Nacs, Orange Gems, Penny Assorted Cakes, Pretzels, hand made, Sears' Lunch, Sugar Cake, Sugar Squares, Vanilla Wafers, Sultanas.

Candies. Stick Candy. Standard, Standard H. H., Standard Twist, Cut Loaf, Junco, 32 lb, Extra H. H., Boston Cream, Mixed Candy, Competition, Standard, Conserve, Royal, Ribbon, Broken, Cut Loaf, English Rock, Kindergarten, French Cream, Dand Pan, Hand Made Cream mxd, Nobby.

Fancy—in Bulk. San Blas Goodies, Lozenges, plain, Lozenges, printed, Choc. Drops, Choc. Monumentals, Gum Drops, Moss Drops, Sour Drops, Imperials, Ital. Cream Buns, 35 lb pls 11, Molasses Chews, 15 lb. pails 13, Jelly Date Squares.

Fancy—in 5 lb. Boxes. Lemon Drops, Sour Drops, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dk. No. 12, Gum Drops, Licorice Drops, A. B. Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Creams, Cream Buttons, Pep. and Want., String Rock, Burnt Almonds, Wintergreen Berries, Caramels, No. 1 wrapped, 2 lb. boxes, No. 1 wrapped, 3 lb. boxes, No. 2 wrapped, 2 lb. boxes.

Fruits. Oranges. Seedlings, Medt Sweet, Lemons. Strictly choice 300s., Strictly choice 300s., Fancy 300s., Ex. Fancy 300s., Ex. Fancy 300s., Bananas. Medium bunches, Large bunches, Foreign Dried Fruits. Figs. Californias Fancy, Choice, 10 lb boxes, Extra choice, 10 lb boxes new, Fancy, 12 lb boxes, Imperial Mikados, 18 lb boxes, Pulled, 6 lb boxes, Naturals, in bags, Dates. Fards in 10 lb boxes, Fards in 60 lb cases, Persians, P H V, Ohio, new, Sals, 60 lb cases.

Nuts. Almonds, Tarragona, Almonds, Ivaca, Almonds, California, soft shelled, Brazil new, Filberts, Walnuts, Granobles, Walnuts, Calif No. 1, Walnuts, soft shelled, Calif, Table Nuts, fancy, Table Nuts, choice, Pecans, Med., Pecans, Ex. Large, Pecans, Jumbos, Hickory Nuts per bu., Ohio, new, Coconutnuts, full shells, Chestnuts per bu., Peanuts. Fancy, H. P., Suns, Fancy, H. P., Flags, Roasted, Choice, H. P., Extras, Choice, H. P., Extras, Rersted.

Grains and Feedstuffs. Wheat. Winter Wheat Flour. Local Brands. Patents, Second Patent, Straight, Clear, Graham, Buckwheat, Rye, Subject to usual cash discount, Quaker in bbls., 25c per bbl. additional.

Spring Wheat Flour. Clark-Jewell-Wells Co.'s Brand, Pillsbury's Best 3/4s., Pillsbury's Best 3/4s., Pillsbury's Best 3/4s. paper, Pillsbury's Best 3/4s. paper, Ball-Barnhart-Putman's Brand, Duluth Imperial, Duluth Imperial, Lemon & Wheeler Co.'s Brand, Gold Medal, Gold Medal, Parisian, Parisian, Olney & Judson's Brand, Ceresota, Ceresota, Worden Grocer Co.'s Brand, Laurel, Laurel, Meal. Bolted, Granulated, Feed and Millstuffs. St. Car Feed, screened, No. 1 Corn and Oats, Unbolted Corn Meal, Winter Wheat Bran, Winter Wheat Middlings, Screenings, Corn. New corn, car lots, Less than car lots, Oats. Car lots, Carlots, clipped, Less than car lots, Hay. No. 1 Timothy carlots, No. 1 Timothy, ton lots.

Fish and Oysters. Fresh Fish. Whitefish, Trout, Black Bass, Halibut, Ciscoes or Herring, Bluefish, Live Lobster, Boiled Lobster, Cod, Haddock, No. 1 Pickerel, Pike, Perch, Smoked White, Red Snapper, Col River Salmon, Mackerel, Shell Goods. Oysters, per 100, Oysters, per 100.

Oils. Barrels. Eocene, XXX W. W. Mich. Hdt, W W Michigan, Diamond White, D., S. Gas, Dec. Naphtha, Cylinder, Engine.

Hides and Pelts. The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows: Hides. Green No. 1, Green No. 2, Bulls, Cured No. 1, Cured No. 2, Calfskins, green No. 1, Calfskins, green No. 2, Calfskins, cured No. 1, Calfskins, cured No. 2, Pelts, each, Tallow. No. 1, No. 2, Washed, fine, Washed, medium, Unwashed, fine, Unwashed, medium.

Provisions. Swift & Company quote as follows: Barreled Pork. Mess, Back, Clear back, Short cut, Pig, Bean, Family, Dry Salt Meats. Bellies, Briskets, Extra shorts, Smoked Meats. Hams, 12 lb average, Hams, 16 lb average, Hams, 20 lb average, Ham dried beef, Shoulders (N. Y. cut), Bacon, clear, California hams, Boneless hams, Cooked ham, Lards. In Tierces. Compound, Kettle, 55 lb Tubs, 80 lb Tubs, 50 lb Tins, 20 lb Pails, 10 lb Pails, 5 lb Pails, 3 lb Pails, Sausages. Bologna, Liver, Frankfort, Pork, Blood, Tongue, Head cheese, Beef. Extra Mess, Boneless, Rump, Pigs' Feet. Kits, 15 lbs, 3/4 bbls, 40 lbs, 3/4 bbls, 80 lbs, Tripe. Kits, 15 lbs, 3/4 bbls, 40 lbs, 3/4 bbls, 80 lbs, Casings. Beef rounds, Beef middles, Sheep, Butterine. Rolls, dairy, Solid, dairy, Rolls, creamery, Solid, creamery, Canned Meats. Corned beef, 2 lb, Corned beef, 14 lb, Roast beef, 2 lb, Potted ham, Potted ham, Deviled ham, Deviled ham, Potted tongue, Potted tongue, Fresh Meats. Beef. Carcass, Fore quarters, Hind quarters, Loins No. 3, Ribs, Rounds, Chucks, Plates, Pork. Dressed, Loins, Shoulders, Leaf Lard, Mutton. Carcass, Spring Lambs, Veal. Carcass.

Tomato Jugs. 1/2 gal., per doz., 1 gal., each, Corks for 1/2 gal., per doz., Corks for 1 gal., per doz., Preserve Jars and Covers. 1/2 gal., stone cover, doz., 1 gal., stone cover, doz., Sealing Wax. 5 lbs. in package, per lb., LAMP BURNERS. No. 0 Sun, No. 1 Sun, No. 2 Sun, No. 3 Sun, Tubular, Security, No. 1, Security, No. 2, Nutmeg, LAMP CHIMNEYS—Seconds. Per box of 6 doz., No. 0 Sun, No. 1 Sun, No. 2 Sun, Common. No. 0 Sun, No. 1 Sun, No. 2 Sun, First Quality. No. 0 Sun, crimp top, wrapped and labeled, No. 1 Sun, crimp top, wrapped and labeled, No. 2 Sun, crimp top, wrapped and labeled, XXX Flint. No. 0 Sun, crimp top, wrapped and labeled, No. 1 Sun, crimp top, wrapped and labeled, No. 2 Sun, crimp top, wrapped and labeled, CHIMNEYS—Pearl Top. No. 1 Sun, wrapped and labeled, No. 2 Sun, wrapped and labeled, No. 2 Hinge, wrapped and labeled, No. 2 Sun, "Small Bulb," for Globe Lamps, La Bastie. No. 1 Sun, plain bulb, per doz., No. 2 Sun, plain bulb, per doz., No. 1 Crimp, per doz., No. 2 Crimp, per doz., Rochester. No. 1, Lime (50c doz.), No. 2, Lime (70c doz.), No. 2, Flint (80c doz.), Electric. No. 2, Lime (70c doz.), No. 2, Flint (80c doz.), OIL CANS. Dos. 1 gal tin cans with spout, 1 gal galv iron with spout, 2 gal galv iron with spout, 3 gal galv iron with spout, 5 gal galv iron with spout, 3 gal galv iron with faucet, 5 gal galv iron with faucet, 5 gal Tilling cans, 5 gal galv iron Naocofs, Pump Cans. 5 gal Rapid steady stream, 5 gal Eureka non-overflow, 3 gal Home Rule, 5 gal Home Rule, 5 gal Pirate King, LANTERNS. No. 0 Tubular side lift, No. 1 B Tubular, No. 13 Tubular Dash, No. 1 Tub. glass fount., No. 12 Tubular, side lamp, No. 3 Street Lamp, each, LANTERN GLOBES. No. 0 Tubular, cases 1 doz., each, box 10 cents, No. 0 Tubular, cases 2 doz., each, box 15 cents, No. 0 Tubular, bbls 5 doz., each, per bbl, bbl. 00., No. 0 Tubular, bull's eye, cases 1 doz each.

Use Tradesman Coupon Books

Hardware

Competition of Range Peddlers.

Among the many articles which are hawked about over the country in peddling wagons ranges occupy a prominent place. Dealers in other lines occasionally offer complaints relative to this form of competition, but so far as we know the retail merchants of stoves and ranges have registered the most vigorous kicks—and they have repeated their protests more frequently. Range peddlers are a source of great annoyance to retail dealers in this line of goods, and in some states these peddlers are regarded as being among the greatest evils in the trade. Nearly all the state associations of retail stove and hardware dealers have adopted strong resolutions at their annual conventions, setting forth the great injury sustained from range peddlers and the vital need of legislation that will prohibit them from engaging in their illegitimate practice. A few states have enacted laws which have practically driven the peddlers outside of their borders. In most states, however, the evil remains, and retail merchants are devoting much time to the study of methods for meeting this obnoxious competition.

Where the retail trade has been unable to secure the necessary state legislation, there seems to be but one alternative left the dealer in combating the evil of range peddling, and that is to carry in stock a superior line of goods and understand their merits better than the range peddler. If peddlers infest a dealer's territory, the fight to secure sale will be won by the more skillful. In other words, the matter sifts itself down to a question of hustle largely. No one can deny the fact that the average range peddler understands his business, and understands it thoroughly. Even although he handles an inferior line of goods and sells them from 20 to 50 per cent. higher than the dealer, so skillful is the peddler in the art of salesmanship that he manages to make sales. Now if the dealer will devote more time to selecting a better line of goods and study their meritorious features until he can expatiate upon them more eloquently than the range peddler, it is reasonable to believe he will get the business. The dealer with his larger stock and established business would then have much the advantage of the peddler, and we venture to say there would be a noticeable difference in his record of sales at the end of the year. In any event the experiment is well worth a thorough trial.—Stoves and Hardware Reporter.

Keep the Aisles Open.

The writer has observed that there is a great tendency on the part of hardware dealers to crowd up their stores and barely leave enough room for people to get through the aisles. This fact is accounted for partly because many of the dealers' goods, such as stoves, take up a great deal of room, and economy, whether forced or not, causes the merchant to neglect providing a store room for them so that all this crowding will be avoided. It is a great hinderance to customers to be obliged to squeeze in and out while passing down the aisles, and in the case of women brushing up against the stoves they are apt to get their clothing soiled. Besides causing a serious inconvenience in this way, there is also an important consideration which must not be forgotten, and

that is goods retain their original value much longer if they are not put into stock until it is absolutely necessary. Goods in the store must inevitably become nicked, grimy and worn from being handled, moved about and knocked against each other. If left carefully wrapped up in the store room this will not occur. Of course it is not intimated by this that a sufficient quantity of goods shall not be put in the stock to represent the different designs, makes and styles. What is meant is that overloading and jamming things together in a heterogeneous mass should be avoided as far as possible. It has been noticed that establishments which are considered first-class in every respect keep their aisles free and clear for customers to pass up and down. Provision is made for placing the reserve stock elsewhere rather than in the store, so that passageways will be left free and open. Anyway, goods can not be displayed to the best advantage when they are so close together. Give clerks, customers and goods all possible leeway.

Two New Diseases.

The doctors have discovered a new disease. They call it the "silk-petticoat wrist," and with all kinds of enthusiasm are looking for its germ. The "silk-petticoat wrist" attacks only young women. It is felt as a stiffness or cramp in the affected part. What causes it is the habit young women have of holding up the skirts of their dresses. Why they do this is not known, for, although the doctors whom they consult always ask them why, they seem unable to give any reason. But as by an odd coincidence they are invariably wearing petticoats of silk when taken sick, that garment has become associated with the name of the malady. Young women resent this association, for it is senseless, they say, and it serves in a manner to reflect on them, but the doctors answer that no reflection is intended. Some specialists hold that there is a subtle kinship between the "silk-petticoat wrist" and the "ankle cold." The latter disease confines itself to young men. It attacks them when, on sitting down, they thoughtlessly pull up their trousers very high, forgetful of the fact that their extremities are thinly clad in low patent-leather shoes and very brilliant and expensive silk stockings.

Expensive Fish.

"How much did those fish cost you?" asked the friend who met him at the pier.

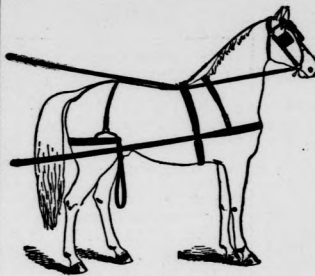
"They have cost me a dollar and a half in boat hire, half a dollar for minnows, half a dollar for the fish, a quarter for hush-money to the chap who sold them to me, a suit of clothes, and probably my church membership," replied the Sunday fisherman, with a hunted look in his eye.

BICYCLE SUPPLIES

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

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Grand Rapids, Mich.



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**LIGHT AND HEAVY HARNESS
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**SADDLERY HARDWARE, ROBES,
BLANKETS, COLLARS, WHIPS, ETC.**

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CARRIAGES AND FARM IMPLEMENTS.

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Dilution Process.

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

(Please mention where you saw this advt.)

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

DRUGGISTS AND DOCTORS.

The Doctors Do Not Grant All the Favors.

Written for the TRADESMAN.
I was standing at a cigar case in a city drug store, not long ago, when a little bit of a man came rushing in with an air of great importance and made for the phone.

"Connect me with my residence," he shouted, as soon as a gentle voice from the central office assured him that he had some one to talk to.

"What's that?" he asked, after a pause. "I'm Doctor Pulse. Give me my office."

There was a longer pause, and then the little man at the phone asked:

"Is my assistant there?"
The answer seemed to be unsatisfactory, for the little man rung off in an impatient manner and called up central again.

"Give me my residence," he said, angrily.

Another long wait.

"Oh, it's Doctor Pulse again," he said, finally. "Sorry to bother you. I've got two telephones and I should think you'd know me by this time. Connect me with my residence."

A shorter wait this time.

"Hello! hello! This is Doctor Pulse. Is my assistant there?"

I wish I could convey to paper the mighty importance the little man gave to the word "doctor." If he had been President of the United States he could not have placed greater stress on the title he gave himself.

"Not there, eh?" the little man shouted, after half a minute spent with his ear at the receiver and his eyes roving around the store. "If he comes in directly, tell him to wait until I get there."

He hung up the receiver and rushed out, as important as ever.

"That's a new doctor," said the druggist, "and he comes in here and goes through that little performance about twice a day. I presume he does the same thing at other drug stores."

"Do you have much of that sort of thing?" I asked.

"Lots of it," was the reply, "but the physicians send us a good deal of business and we do not like to offend them, so we laugh in our sleeves and remain silent."

"The young doctor seems to be an amusing creature," I remarked.

"It is not only the young physicians who make trouble for the druggist," was the reply. "The old ones are equally bad in this regard. For instance, there is the convivial physician who has very little practice and, consequently, has to practice economy in his expenditures. We have one of that sort in this part of the city. We have to keep whisky for medicinal purposes, of course, and we have to pay this kind of a practitioner about four times what his trade is worth if we leave him alone with the spirits bottle for a minute every time he comes in. It's a caution, the size of that man's drinks."

"Doesn't it unfit him for business?" I asked.

"Of course it does," was the reply, "and he'll make a mistake some day and get into serious trouble."

"Are there many mistakes made?" I asked.

"Not so many as one would naturally suppose," was the reply. "Of course, the druggists make mistakes, now and then, but not nearly so many as the doc-

tors. Why, the other day, I was handed a prescription from a physician who just thinks he can't be matched anywhere. I saw that it was wrong, and so, as is usual in such cases, lied to the customer. I told her that it would take about an hour to prepare the prescription and offered to deliver it at her residence when ready. All this was to protect the doctor, of course. Well, after the departure of the lady I went to the phone and called up the doctor who had written the prescription."

"And he insisted that it was correct, didn't he?" I asked.

"You bet he did," was the reply. "He said that if I didn't know how to put up a plain order like that he'd send his patients to some other store. I asked him how he'd like to have the prescription I had just received shown around among the profession. He said that anything he sent me I could show around and print in the newspapers if I felt like it. The telephone poles must have trembled with fright as his fierce message passed over them."

I asked if it was a fatal prescription.

"A deadly poison," was the reply. "He had ordered two ounces of Fowler's solution in a four-ounce bottle of medicine. That would have fixed the patient, I reckon."

"What did the doctor say when you told him?"

"He said he meant two drachms," replied the druggist, "and asked me to keep mum about the matter."

The druggist lighted a cigar, stepped outside the door to smoke it, and began again.

"Yesterday," he said, "I got a prescription that gave the remedies required, but did not give the quantities. I called up the physician and called his attention to the matter. He said it was a dash dashed no such a thing and hinted that I had better go to night school somewhere and learn to read. I didn't make much of a reply, for I was too mad, but in a short time the doctor came bouncing into the store."

"Then there were two mad ones together," I suggested.

"Yes, but I kept my temper. The doctor was just at white heat. I kept him away from the back end of the store for fear he'd explode the gasoline or something. His first notion was that I ought to take some of my own pills and go off into a vacant lot somewhere and die. Then he changed his mind and wanted to help me over into the lake of fire and brimstone, where he assured me all druggists eventually brought up. He got madder and madder as he talked, and I began to fear that he'd vanish up the chimney and float in a thin vapor off the roof, he was so full of gas."

"And he hadn't seen the prescription?"

"No, he wouldn't look at it at first, but after he got done wanting to break my face and put mourning on my front door he picked it up to show me how right it was. Then he would have sold himself for a patent office report and paid the postage. He called himself everything he had called me and wanted to go out and buy something, but, of course, I wouldn't go."

"Queer doctors in this end of the city," I remarked.

"Oh, the doctors are about the same the world over," said the druggist. "As a rule they make few mistakes and are common sense men. The cases I have mentioned are exceptions—rare exceptions, I might say. Doctors could probably tell some queer stories about the druggists, if they chose," he added with a laugh, "but if there are such things to tell, I guess I'll let the doctors tell them."

ALFRED B. TOZER.

Hardware Price Current.

AUGURS AND BITS	
Snell's	70
Jenning 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	8 25
First Quality, D. B. Steel	10 50
BARROWS	
Railroad	14 00
Garden	net 30 00
BOLTS	
Stove	60&10
Carriage new list	65
Flow	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, #18; large, #26	30&10
Ives', 1, #18; 2, #24; 3, #30	25
FILES—New List	
New American	70&10
Nicholson's	70
Heller's Horse Rasps	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16	17
Discount, 65	
GAUGES	
Stanley Rule and Level Co.'s	60&10
KNOBBS—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 65
Wire nails, base	2 75
Base	
30 to 60 advance	06
10 to 16 advance	06
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	35
Finish 8 advance	45
Finish 6 advance	45
Barrel 1/2 advance	85
PLANES	
Ohio Tool Co.'s, fancy	250
Scotia Bench	60
Sandusky Tool Co.'s, fancy	250
Bench, first quality	250
Stanley Rule and Level Co.'s wood	60
PANS	
Fry, Acme	60&10&10
Common, polished	70& 5
RIVETS	
Iron and Tinned	60
Copper Rivets and Burs	45

PATENT PLANISHED IRON		
"A" Wood's patent planished, Nos. 24 to 27 10 20		
"B" Wood's patent planished, Nos. 25 to 27 9 20		
Broken packages 1/4c per pound extra.		
HAMMERS		
Maydole & Co.'s, new list	dis	33 1/2
Kip's	dis	25
Yorkes & Lamb's	dis	40&10
Wason's Solid Cast Steel	30c list	20
Blacksmith's Solid Cast Steel Hand	30c list	50&10
HOUSE FURNISHING GOODS		
Stamped Tin Ware	new list	70
Japanned Tin Ware		20&10
HOLLOW WARE		
Pots		60&1
Kettles		60&10
Spiders		60&10
HINGES		
Gate, Clark's, 1, 2, 3	dis	60&10
State	per doz. net	2 50
ROPES		
Sisal, 1/4 inch and larger		94
Manilla		11 1/2
WIRE GOODS		
Bright		80
Screw Eyes		80
Hook's		80
Gate Hooks and Eyes		80
LEVELS		
Stanley Rule and Level Co.'s	dis	70
SQUARES		
Steel and Iron		70&10
Try and Bevels		60
Mitre		50
SHEET IRON		
com. smooth. com.		
Nos. 10 to 14	\$3 21	\$3 01
Nos. 15 to 17	3 20	3 00
Nos. 18 to 21	3 31	3 20
Nos. 22 to 24	3 40	3 30
Nos. 25 to 26	3 50	3 40
No. 27	3 60	3 50
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.		
SAND PAPER		
List acct. 19, '86	dis	50
SASH WEIGHTS		
Solid Eyes	per ton	20 00
TRAPS		
Steel, Game		75&10
Onelda Community, Newhouse's		50
Onelda Community, Hawley & Norton's		70&10
Mouse, choker	per doz	15
Mouse, delusion	per doz	1 25
WIRE		
Bright Market		70
Annealed Market		70
Coppered Market		60&10
Tinned Market		60
Coppered Spring Steel		60
Barbed Fence, galvanized		3 75
Barbed Fence, painted		2 75
HORSE NAILS		
Au Sable	dis	40&10
Putnam	dis	5
Capwell	net list	
WRENCHES		
Baxter's Adjustable, nickled		30
Coe's Genuine		40
Coe's Patent Agricultural, wrought		75
Coe's Patent, malleable		75
MISCELLANEOUS		
Bird Cages		40
Pumps, Cistern		70
Screws, New List		85
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 & 1/4		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 10
20x14 IX, Charcoal		8 51
Each additional X on this grade, \$1.25.		
TIN—Allaway Grade		
10x14 IC, Charcoal		6 25
14x20 IC, Charcoal		6 23
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, 1 per pound		10
14x56 IX, for No. 9 Boilers, 1 per pound		10



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.
Churns, 2 to 6 gal.	5 1/2c gal	Jugs, 1/2 gal.	4c each
Jugs, 1/2 gal.	4c each	Pans, P'a-w., 1 to 2 gal.	4 1/2c each
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.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at the office of the Michigan Tradesman Tuesday evening, June 6, President Dyk presided.

The Picnic Committee reported progress, and the report was sufficiently satisfactory to justify the Association in adopting the recommendation of the Committee that the 13th annual picnic be held at Reed's Lake on the first Thursday in August.

Fred W. Fuller offered the following resolution, which was unanimously adopted:

Resolved—That the members of the Grand Rapids Retail Meat Dealers' Association be invited to join with the members of this Association in celebrating their annual picnic at Reed Lake.

Resolved—That the retail merchants of Muskegon, Grand Haven and Holland be urgently requested to join their Grand Rapids brethren in celebrating the event.

H. C. Wendorff moved that the chairman appoint a committee of three to arrange a program, which was adopted, and the chairman named as such committee, B. S. Harris, John Witters and Fred W. Fuller.

Mr. Dyk introduced the subject of closing the grocery stores on Saturday afternoon, stating that he would be satisfied with the adoption of an agreement to close on Saturday at 8 o'clock in the evening. He believed that the early closing movement inaugurated by the Association some years ago, which resulted in the stores closing five days a week at 6:30 o'clock, was the most beneficial result ever achieved by the Association.

Mr. Wendorff called attention to the fact that some people hesitated about buying berries Saturday morning, in the belief that the grocers received fresh supplies in the afternoon. In his opinion, it would take some time to disabuse the public of that supposition.

Mr. Fuller believed in the idea of a half holiday, but thought it should come in the middle of the week instead of on the afternoon of the busiest day of the week. He was so anxious to have the subject discussed at some length that he moved that it be made the special order at the next meeting, which was adopted.

B. S. Harris called attention to the fact that a grocer on South Division street not only keeps open until 10 o'clock in the evening, but seldom closes his doors on Sunday.

The disposition of a case of Rumford baking powder coming before the meeting, it was decided to divide it equally between the Charity Organization Society and the Woman's Home and Hospital Association.

Homer Klap related the circumstances connected with a visit of a committee of Grand Rapids grocers to Muskegon on Monday. The committee consisted of himself, M. A. Tuinstra, Chas. W. Payne, Peter Braun, F. H. Barnes and V. C. Schriver. Every possible courtesy was shown the Grand Rapids committee, in the shape of a carriage ride around the city and a visit to the most noted educational and manufacturing institutions, terminating in a meeting of local grocers at the parlors of the Occidental Hotel in the afternoon. The meeting was presided over by A. Towl, the veteran grocer, while D. A. Boelkins acted as Secretary. Addresses on the benefits of organization were made by the Grand Rapids grocers, and it is hoped that as a result of the visit a local organization will be formally inaugurated at a meeting of the Muskegon grocers to be held next Tuesday evening.

There being no further business, the meeting adjourned.

Contradictory Statements Regarding the Southern Peach Crop.

From the New York Commercial.

A man just from the South, who has been through the peach growing sections, including Georgia and some parts

of the Carolinas, contradicts previous reports regarding the peach crop this season. He says that the yield in Georgia promises to be one-half of last year's output. He says that ice dealers are expecting to sell as much ice as last year and that the railroad companies are sending refrigerator cars South as fast as they can get them to move the crop.

He explains the apparent discrepancy in statements by the fact that along some of the railway lines the trees are all dead, while in other sections they bloomed full and will bear an average crop. There will be a good crop in some parts of the Carolinas, and Florida is reported to be reasonably well favored.

Oldest Bottle in the State.

DeWitt, June 5—J. E. Jayne, our village druggist, is a collector of curiosities and has in his store one of the largest and best collections to be found in the State. It would pay lovers of such curiosities when passing through DeWitt to call on Mr. Jayne, who takes great pleasure in showing his very valuable collection. His last curiosity to collect is a glass bottle which will hold about one ounce made in the shape of a cross and has blown in the sides the following: "By the king's royal patient granted to Robert Turlington for his Vented Balsom of Life, London, January 26, 1754," which shows patent medicines were made in the last century. Mr. Jayne thinks it is the oldest bottle in the State; if there is one older he would like to hear from it.

Excursion to Detroit, Saginaw and Bay City.

Sunday, June 11, train leaves D. & M. depot 7 a. m., arriving at Detroit 11:45, Saginaw 11 a. m., Bay City 11:30 a. m. Round trip to Detroit, \$1.85; Saginaw and Bay City, \$1.50. Bicycles and baby carriages carried free. For particulars call at Grand Trunk City Ticket office, Morton House, or at depot.

C. A. JUSTIN, C. P. & T. A.

New Hotel at Central Lake.

Central Lake, June 4—The Tavern was opened to the public June 1 by Fisk & Carpenter. This house is a modern hostelry in all its appointments, which include steam heat and hot and cold water. The building is well furnished throughout, from basement to third floor, and the management is such that it ensures a popular patronage.

C. E. RAMSEY.

Salt Fish—John Pew & Son (Gloucester) write the Tradesman as follows: Receipts of codfish and other ground fish during the month of May were 7,000,000 pounds and 103 barrels fresh mackerel, an increase of nearly 2,000,000 pounds over the preceding month. Codfish remains materially unchanged. A few grades of the cheaper fish are a shade lower. The stock on hand of all kinds is moderate and we see no prospect for lower prices for some weeks to come. No large Cape Shore salt mackerel have arrived as yet. Some lots of fresh have been received. The bulk of the American fleet are off the Cape Shore, and our last accounts report no mackerel taken of any account. If none are caught this week and next week the Cape Shore catch will be a failure this year. The first arrival from there last year was June 4. The new salt mackerel that are arriving count about 220--250 to the barrel. Prices are liable to fluctuate suddenly one way or the other until something definite is known about the catch. Split herring are very scarce and not enough have been received this month to supply the trade. In a few weeks the dearth is expected to be over so that selections can be made. Smoked herring are low in price and any change will be in the way of higher figures.

Shifting the Argument.

"Trailing gowns should never be worn on the street, my dear; they are intended for women who ride in carriages."

"Well, Jack, you know very well that it isn't my fault that I haven't a carriage."

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 SALE—CLEAN GROCERY STOCK, INVOICE \$800, at Muskegon. Good trade. Business established five years. Snap for one with small capital. Will give liberal discount. Correspondence solicited. Address No. 970, care Michigan Tradesman. 970

TO RENT—TWO STORES IN NEW CORNER block in city of Belding—one of the best towns in Michigan. Has eight factories, all running; two silk mills, two refrigerator factories, basket factory, shoe factory, furniture factory, box factory; planing mill and flouring mill. Stores are located on Main street in good location. Size of corner store, 25x85 feet. Good basement, running water, electric lights. Rent to good parties reasonable. Address Belding Land & Improvement Co., Belding, Mich. 969

WANTED A \$15,000 STOCK OF GENERAL merchandise. All cash will be paid for the right thing. No old stocks wanted. Must be a hustling business in a hustling town. Don't wait, but write at once. Address Box 65, Rives Junction, Mich. 974

FOR SALE FOR CASH—BEST HARDWARE business in Michigan. Will sell the whole business or one-half interest and retain other half myself. Want to be relieved of active management. Stock inventories about \$13,000. Sales in 1898, 45,000. Address No. 973, care Michigan Tradesman. 973

WANTED—HARDWOOD TIMBER LANDS in Michigan in large or small quantities. Address Freeman Lathrop, Room 523, Michigan Trust Building, Grand Rapids. 972

FOR RENT—TWO BRICK STORE BUILDINGS—one suited for men's furnishings and the other for drugs and groceries. Centrally located in thriving town in Southern Michigan. Junction two railroads. Address Mrs. L. T. Long, Vicksburg, Mich. 971

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. 964

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 FLOURING mill building on the Huron River in the village of Dexter, Mich., known as the Peninsular Mills. For particulars address the undersigned at Dexter. Thos. Birkett. 966

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. 958

DRUG STORE FOR SALE—IN THRIVING city of over 10,000; pleasant competition; no cut prices; modern fixtures; invoices about \$5,000. No better opening in State. Address Box 541, Grand Rapids, Mich. 957

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

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

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

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. 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 304, Negaunee, Mich. 913

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

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—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

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."

Dwight's Cleaned Currants

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

Wolverine Spice Co.,
Grand Rapids.

Travelers' Time Tables.

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

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

DETROIT, Grand Rapids & Western
Apr. 10, 1899.

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

GRAND Trunk Railway System
Detroit and Milwaukee Div

(In effect May 1, 1899.)

	Leave	Arrive
GOING EAST		
Saginaw, Detroit & N Y.....	6:45am	9:55pm
Detroit and East.....	10:18am	5:10pm
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, Petoskey & Mack... † 7:45am † 5:15pm
Trav. City & Petoskey..... † 1:40pm † 10:15pm
Cadillac accommodation..... † 5:25pm † 10:55am
Petoskey & Mackinaw City..... † 11:00pm † 6:30am
7:45am train, parlor car; 11:00pm train, sleeping car.
Southern Div. Leave Arrive
Cincinnati..... † 7:10am † 9:45pm
Ft. Wayne..... † 2:00pm † 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 03pm *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 † 1:15pm † 5:40pm
Ar Muskegon..... 9:00am 2:25pm 7:05pm
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon 10:40am.
GOING EAST.
Lv Muskegon..... † 8:10am † 11:45am † 4:00pm
Ar G'd Rapids..... 9:30am 12:55pm 5:20pm
Sunday train leaves Muskegon 5:30pm; arrives Grand Rapids 6:50pm.
†Except Sunday. *Daily.
C. L. LOCKWOOD,
Gen'l Passr. and Ticket Agent.
W. C. BLAKE,
Ticket Agent Union Station.

DULUTH, South Shore and Atlantic Railway.

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

MANISTEE & Northeastern Ry.
Best route to Manistee.

Via C. & W. M. Railway.
Lv Grand Rapids..... 7:00am
Ar Manistee..... 12:05pm
Lv Manistee..... 3:30am 4:10pm
Ar Grand Rapids..... 1:00pm 9:55pm

MERCANTILE ASSOCIATIONS

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

Michigan Retail Grocers' Association
President, J. WISLER, 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 KLAP; Treasurer, J. GEO. LEHMAN.

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

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

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

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

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

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

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

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

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

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

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

Established 1780.
Walter Baker & Co. LTD.
Dorchester, Mass.
The Oldest and Largest Manufacturers of
PURE, HIGH GRADE COCOAS AND CHOCOLATES
on this Continent.
Trade-Mark. No Chemicals are used in their manufactures.

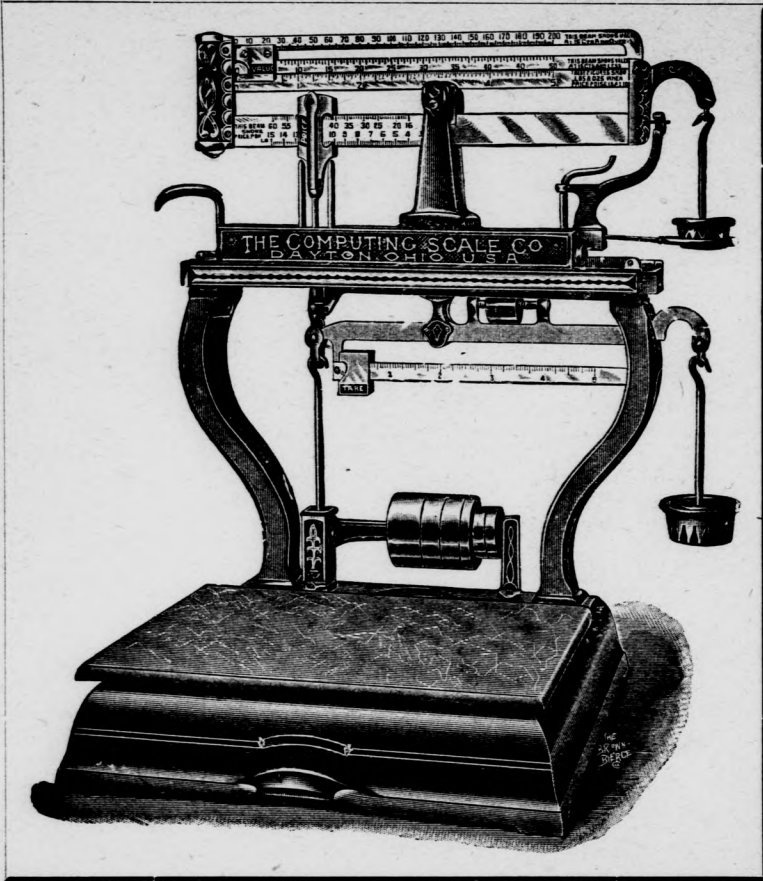
Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.
Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.
Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.
Buyers should ask for and be sure that they get the genuine goods. The above trade-mark is on every package.
Walter Baker & Co. Ltd.
Dorchester, Mass.

THE LAW OF 1899.
Section 1. That every druggist, grocer, peddler or other person who shall sell and deliver at retail any gasoline, benzine or naphtha without having the true name thereof and the words, "explosive when mixed with air," plainly printed upon a label securely attached to the can, bottle or other vessel containing the same, shall be deemed guilty of a misdemeanor and upon conviction thereof shall be subject to a fine not exceeding one hundred dollars or by imprisonment in the county jail not exceeding three months, or both such fine and imprisonment in the discretion of the court.
Section 2. The label provided for in this act shall have no other printing or writing thereon in letters more than one-quarter of the size of the words hereinbefore specified.
Section 3. It shall be the duty of the State Oil Inspector and his deputies to enforce the provisions of this act; and their compensation and expenses while so engaged shall be paid from the fund derived from inspection of illuminating oil.
Section 4. Act number one hundred forty-six of the laws of eighteen hundred and eighty-nine is hereby repealed.
We are prepared to furnish labels which enable dealers to comply with this law, as follows:
1 M. 75c 10 M. 40c per M
5 M. 50c per M 20 M. 35c per M
50 M. 30c per M
TRADESMAN COMPANY
GRAND RAPIDS, MICH.

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.



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.

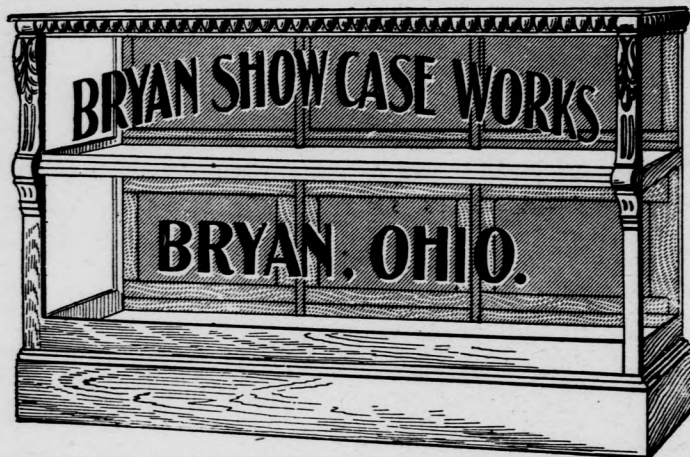
Seventeen clerks sold the goods and one young lady clerk operated the scale. (Write for particulars of this Weight Checking System.)

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

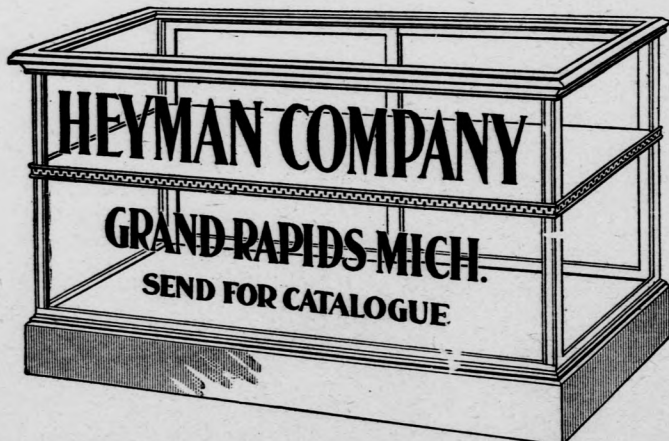
(Write for copies of the Resolutions.)

For time-saving and profit-making scales, write

THE COMPUTING SCALE CO., Dayton, Ohio.



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



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



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

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 Widdicomb Bldg., Grand Rapids, Michigan.