

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.

The Story Has Been Told

Results have demonstrated what we say regarding the
good qualities of our products—

NORTHROP SPICES

QUEEN FLAKE BAKING POWDER

We feel that the case has been sufficiently argued from our
standpoint, and merely desire the trade to look around and
see for themselves what a positive hit has been made by
our goods. Manufactured and sold only by

NORTHROP, ROBERTSON & CARRIER, Lansing, Michigan.

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.**



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.**

L. PERRIGO CO., Mfg. Chemists,
ALLEGAN, MICH.

Perrigo's Headache Powders, Perrigo's Mandrake Bitters, Perrigo's
Dyspepsia Tablets and Perrigo's Quinine Cathartic Tablets are
gaining new friends every day. If you haven't already a good sup-
ply on, write us for prices.

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES



Vicente Portuondo
CIGARS
ARE THE BEST ON EARTH
Phelps, Brace & Co., DISTRIBUTORS,
DETROIT, MICHIGAN.
Largest Cigar Dealers in the Middle West.
F. E. BUSHMAN, Manager.

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.

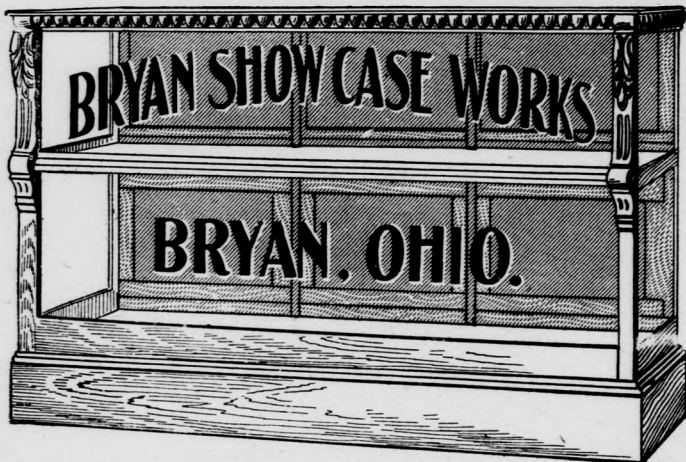
J. F. Eesley Milling Co.

Mills at Plainwell and Constantine, Mich.



This Showcase only \$4.00 per foot.

With Beveled Edge Plate Glass top \$5.00 per foot.



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

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.

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.

Important Notice!



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

Bay Shore Lime Co.,

By E. M. Sly, Secretary.

Bay Shore, Mich., April 1, 1899.

SMOKE Banquet Hall Little Cigars

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

MUSSELMAN GROGER CO., Grand Rapids, Mich.

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 Widdicombe Bldg., Grand Rapids, Michigan.



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

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, JUNE 14, 1899.

Number 821



PERSONAL ATTENTION

of our attorneys to claims throughout Michigan. Bonded representatives in every city in the United States and Canada.

If You Hire Over 60 Hands

Don't write to
BARLOW BROS.
GRAND RAPIDS, MICHIGAN

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

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

FALL AND WINTER CLOTHING

Of every kind and style for Men's and Youths' wear, manufactured by the oldest firm in U. S.,
KOLB & SON,
Rochester, N. Y.
Closing out balance of our spring goods cheap. Write our representative, William Connor, P. O. Box 346, Marshall, Mich., to call on you or meet him June 23 to 27, inclusive, at Sweet's Hotel, Grand Rapids, Mich. Purchaser's expenses are allowed. Mail orders have quick attention.

The Preferred Bankers Life Assurance Company of Detroit, Mich.

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

Insurance in Force.....	\$3,299,000 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 Beneficiaries.....	1,030 00
Death Losses Paid During the Year.....	11,000 00
Death Rate for the Year.....	3 64

FRANK E. ROBSON, President.

TRUMAN B. GOODSPEED, Secretary.

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicombs Bld'g, Grand Rapids, Mich.

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



Tradesman Coupons

Save Trouble.
Save Money.
Save Time.

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The Grocery Market.

Sugars—Raw sugars have advanced 1-16c and sales this week have been made on the basis of 4 11-16c for 96 deg. test centrifugals and 4 3-16c for 89 deg. test muscovadoes. This advance in the raw sugar market caused an advance in the refined sugars of 1/8c on all grades and the market is very strong at the advance. On Friday Howell shaded his price on granulated 1-16c on sugar bought for prompt shipment from the refinery, but none of the other refiners made any changes in price.

Canned Goods—The new packing season so far has proved to be one of an exceptionally unsatisfactory nature. Not only was the pea crop two weeks late and the crop very poor, but now insects are destroying the vines in Maryland and are gradually working their way northward toward the pea section of New York State. This insect is a new one and has puzzled the most learned professors. It is exceedingly destructive and, as its origin is yet a mystery, the farmers have not learned to cope with it. There will probably be only about half an average crop of peas and it will be the lightest crop in that section for years. This state of affairs has been a great blow to the Maryland packers and growers and prices have advanced 5c per dozen and there will probably be further advances soon. Pineapples are the most active article in the canned goods line. Prices are strong with the tendency upward. All grades and sizes are in good demand and the trade is constantly increasing. Unless there is an increase in receipts of the green fruit within the next two weeks, an advance will be necessary. The United States agents for Johnson's pineapple have sold the entire pack and orders are turned down every day because they are afraid that they will not be able to fill them. The pineapple pack is quite likely to end very abruptly because of the impossibility of securing fresh fruit. Everything looks favorable now for a large pack of corn this year. Jobbers and commission men are looking toward the corn pack with a view of making up the deficiency in the supply of canned peas. In New

York State the acreage of corn planted is in excess of last year and, so far as can be learned, the drought that has affected the eastern part of the country during the past few weeks has not injured the corn crop and, on account of the shortage in the pea pack, most packers will increase their pack of corn. Canned beets are coming into more general use and the pack will be larger this year than ever before. The 1898 pack is entirely cleaned up and has been for some months. Packing of string beans is just beginning. Future sales of this article were large this season and so far the crop outlook promises a satisfactory yield. Very few of last season's output are left and prices are held firm on substantially all varieties. California will produce the bulk of the peaches grown in this country this season, according to the present outlook. The Maryland, Delaware, New Jersey and Michigan crops will be small. As the California packers are offering much better prices than the driers, it is probable that there will be a large pack this year. The tomato crop in some of the Eastern States is in danger of being ruined by the continued warm weather and the ravages of insects. Spot stocks of tomatoes are getting very well cleaned up and good trades are hard to find. The apple crop in some sections of the country promises to be large and, in order to make up for the deficiency in other fruits, the pack will probably be large. However, reports from Indiana are that the crop will be smaller than last year and in New York State the crop of Baldwin apples will be very small, and this one variety forms a large part of the average crop. The lobster market remains very stiff indeed. There are no spot goods and the new pack is coming in lighter than last year. Sardines are slightly higher, an advance of 5@10c per case having taken place.

Dried Fruit—The dried fruit business is exceedingly dull. Most crop reports are favorable, which has a tendency to weaken the market somewhat. Raisins are quiet and the demand is limited. The quantity left on the Coast is only about 300 cars, as compared with 1,000 to 1,200 cars last year. There are no cheap raisins, the nearest approach being Pacific three crowns. Advices just received from California are to the effect that, although there has been a good deal of talk about damage by frost and rain, there will probably be about the same sized crop as last year. Seeded raisins are fast growing in popularity and it is estimated that the output this year will be fully three times that of last year and seeders find it difficult to supply the increasing demand. There will be nine plants in operation in Fresno this season, as against three last year, and the number of seeders in other sections of the State will be increased also. The total yield of apricots will be larger than last year, but, owing to the increased demand, prices are likely to rule higher. Stocks of prunes are larger than of any other dried fruit, but prices remain unchanged, as it is expected that these stocks will be disposed of at full prices before the new crop comes

in. Recent reports from Oregon indicate that the Italian prune crop in that State will be unusually short this season. The California crop promises well, but until after the June drop is over it will be impossible to determine what the season's yield will be. Peaches are unchanged. There is still quite an active demand for evaporated apples and prices are unchanged. Reports from Greece are that the growing crop of currants is doing well. Expectations based on the present outlook are favorable to an average crop. The demand is fair, with no change in prices. Dates are steady, but trading is small. Figs are easy at about previous range of prices.

Fish—Reports from the domestic mackerel fisheries continue to be discouraging and, while a few fish are being caught, the demand for the fresh fish absorbs most of the supplies. It is claimed that the ill success which has attended the domestic fishery this season places it among the least productive of any in the history of the business.

Lima Beans—Careful estimates as to the output this year, based upon reports from the various sections of California, place the yield at about 100 carloads, or 250 carloads short of the normal crop. Jobbers state that one cause for the shortage this season is found in the fact that packers of beans on the Coast are canning more of the product than heretofore, although a considerable portion of the shortage is due to the smaller yield and short crop acreage. There has been no disposition yet to advance prices in this market, although the market is firm.

Nuts—There are no new developments in nuts. Prices on most varieties remain steady, but the demand is weak and business confined to small orders. The peanut market shows no change in prices, but is hardening steadily.

Rice—The situation in rice is not materially changed. The demand is small, but all sales are at full prices and stocks are being gradually reduced.

Green Fruits—There appears to be a decreasing demand for bananas, due to the active competition of berries. The war between the banana importers is now on in earnest and local dealers will probably be benefited by the cutting of prices. The demand for lemons continues good and prices have advanced 50c per box.

Vinegar—The cider vinegar market is very strong and has advanced another 1/2c per gallon.

One of the toasts at the class supper of the Mount Holyoke College seniors the other evening was: "The Recognition of the Divine in Man." That comes easier to a girl graduate than it does after she has had a few years' experience with a hard, cold world.

It is a man's bad luck that makes him lose his appetite at a fine table d'hôte dinner and makes him ravenous for food when he is in an expensive place and must order by the card.

The trouble about licking Aguinaldo is in catching him.

Dry Goods

How to Increase Trade During the Dull Season.

Written for the TRADESMAN.

Special sales in dry goods stores will do much to help out dull seasons. They attract trade which otherwise would not be received at such times. These special sales should be well advertised. It pays to advertise them. In fact, good advertising is the one thing which can make them successful after arrangements inside the store have been correctly completed. Many dry goods people are careless about their advertising. The advertising is often the last thing thought of. It is then dashed off hurriedly and very poorly done. Right here is a lesson to be learned from the larger retailers in other lines. They employ persons to give their whole time to advertising. The advertising receives as careful attention as any other branch of the business. While the average dry goods merchant can not afford to employ a person solely for this work, he can profit by adopting a part of the plan. He can set aside certain hours to attend to this work. He can insist upon doing the work at this time. If he has a clerk who is trusted to do it, that clerk should make some such arrangement and he should not be interrupted. Good advertising is news. It should be good news, well written and edited. The fact is, people read other news during times of excitement, but many of them do not read it so carefully. It will be seen, then, that it pays to keep on advertising. At such times advertising should be plainer and straighter to the point than ever, if it is possible to make it so. People must live; they must have many articles of merchandise greatly varying in nature. This is so, no matter whether the times are exciting ones or otherwise. The man who advertises best is going to fill the most of these wants in his line, other things being equal.

The public should be told all about the goods and the prices. If the goods are shopworn, say so, and let the public know that otherwise they are exactly as useful as they ever were. Let people know what can be saved by buying them. If a job lot has been purchased at a low figure, the public should know that it was done for the benefit of the people. If a broken line is being closed out, tell that and explain why it is to the advantage of the store to close it out at reduced prices. People can see by the prices that it is to their advantage to buy. Honest reasons should always be given for reduced prices. The public have faith in honest advertising. People will respond to it. Price reductions without apparent reasons may be honest enough so far as the merchant is concerned, but the public is skeptical. People have very often been deceived by low prices.

Business during dull times can also be improved by window displays, card signs, etc. To lay gold leaf successfully on attractive tickets for window use requires skill. A good mordant is necessary and next to it is the preparation of the surface to be gilded, so that the gold will not "bang" to parts where they have not been sized. To prevent this the surface should be covered with a very thin coat of whitening dabbed on by a brush or with a pounceball or pad. If the surface to be pounced is of a light color the whitening should be colored before being put into the pounce bag,

by mixing some dry, fine colored powder with the whitening. After pouncing, dust off lightly with a feather duster.

A fall for window purposes is made of a piece of duck canvas with one ply of buckram pasted well together. The space for the broad lace must be carefully marked on the rough lining for a guide to fit the carpet to between the lace lines; after the carpet has been correctly fitted to the lace lines shave the edge off evenly and paste the carpet firmly onto the rough lining. When the paste becomes dry the edge of the carpet is neatly bound with cloth. Take a strip of cloth $1\frac{1}{2}$ inches wide and sew it onto the carpet by hand $\frac{1}{4}$ inch from the edge with a light thread, keeping a straight line with the stitches, apply paste to the cloth and turn the binding over the edge of the carpet onto the rough lining and carefully work the cloth down along the edge of the carpet. Bind the out edge of the rough lining with cloth. Be very particular in mitering the broad lace so it will fit close to the binding edge of the carpet. Apply paste to the lace and work the edge down evenly along the binding edge of the carpet. When the paste is dry first stitch the edges of lace on the machine, and then the folded edge of the cloth binding.

In window ticket work for advertising purposes, maroon lake used over an Indian red ground is a beautiful lake, showing to good effect under the ordinary dressing of ornamental work, barring aluminum leaf and white. For real elegance in coloring for these tickets, claret lake of the best quality should not be overlooked. A deep Tuscan red gives a good ground for claret lake. Coming to such reds as crimson, vermilion red, and other variously titled reds, including, as a matter of course, the vermilions, we find panel and card colors in such variety that the clerk can not well go amiss in his search for something vivid and sprightly. Ground colors for these reds are now regularly supplied ready prepared by the manufacturer. The permanency of lakes and reds depends in large measure upon the preparation of the ground color and the foundation coats leading up to it. First there should be a fine degree of surfacing, with absolute freedom from gritty substances, foreign matter, etc. Make the ground coat smooth and clean, and, so far as possible, flawless; and use enough varnish in it to prevent it from drying "dead." For a dark, rich and smoothly brilliant lake, glaze Munich lake over a deep shade of Tuscan red; gold or aluminum leaf for the striping and ornamental effects gives particularly rich and aristocratic looks over Munich lake. Cramoisie and crimson lakes applied as glazing coats over deep Indian red grounds, offer dark and engaging colors for panel work. Aluminum leaf, however, does not show as effectively over these as over the lighter and more reddish lakes. A decidedly pleasing panel color to be used now and then as a novelty is English Tuscan red. This color takes kindly to aluminum leaf decoration. Black lines also show handsomely upon this color. Some very brilliant wine colors, served in three shades, are at present in vogue. Gold and aluminum leaf are very showily displayed upon the wine colors. Gold bronze striping, as a substitute for leaf work, gives tasty, dressy effects. High grade wine colors bought of reliable manufacturers have a lasting brilliancy and permanence highly desirable. If the tickets are to be used at night,

Another New Lot

Of those Sun Bonnets has arrived, both for Ladies' and Misses' wear. Six colors to select from: Pink, Light Blue, Dark Blue, Scarlet, Cardinal and Black. Send us your orders by mail. They will receive prompt attention.

VOIGT, HERPOLSHEIMER & CO.,

Wholesale Dry Goods, Grand Rapids, Mich.

A CLUB NOT NECESSARY



to impress upon your customers the fact that you have the "right stuff" if Ley Bros. Neckwear is what you are showing. 90 cents to \$2.00 per doz. \$2.00 to \$4 50 per doz. Drop a postal for sample assortment. Make selection at your leisure and return the balance.

LEY BROTHERS,

Manufacturers of Neckwear

for Men and Women.

1818 Milwaukee Avenue,
Chicago, Ill.

WRAPPERS



We have just received a new line of light and medium shade wrappers, and have also a complete line of dark colors in stock. Also fresh line of light blues just received.

They are bright patterns and good sellers.

The original price of these goods was \$13.50. Our price now \$9.00.

P. Steketee & Sons,

Wholesale Dry Goods,
Grand Rapids, Mich.

obviously your colors must be tried by artificial light, and make your experiments by that kind of light which is to be adopted. If for day and night use, you must use those colors which look well by day and night. The design thought out, you must first try the colors you are proposing to use. This trial of colors upon the spot is of the first importance, as many are the changes that take place, and what looks well in one place looks bad in another. The experiments may be in color only, without any design upon them, or you may, better still, put up full-sized, colored tickets, and judge of the effect. It is a good plan to leave them up for a day or two; frequently it happens that after an interval you come upon the designs with fresh mind, and can form a better judgment than at first, and decide in what points you think they need amendment, and whether, as is very probably the case, you may omit some of the detail, strengthen and accentuate those parts which require it, and send back or bring forward others. B. F. FELS.

The Dry Goods Market.

Staple Cottons—Are quiet, principally because there is nothing to be found at anything like near-by delivery. Some fair business has come to hand by mail, but not enough to have any influence on the market one way or another. Heavy brown sheetings are quiet, as far as home consumption is concerned, but for export it has been a little better. However, with the well sold up condition of the market this is of little consequence. Lightweight brown and gray goods are in the same condition. Prices are all firm. Bleached cottons are finding a moderate business in nearly all grades, and the advanced prices appear to be no impediment. Ducks, brown osnaburgs and cotton flannels show a moderate business.

Hosiery—There has been a most satisfactory and steady business accomplished by the prominent importers of hosiery, and this business is continuing in a way that has surprised the agents. It was expected a couple of weeks ago that their business was at an end, but it has continued in a most remarkable manner, and fancies are not the least important part of the business. The reason for the latter lines being good is because the importers used a great deal of care in making their selections for this season, and brought over only what was really good, discarding all else. All fine lines are very short now, and prices are exceptionally strong. Extracted goods, particularly in blue and black, have been received very favorably, although the selling is largely confined to the small polka dot effects.

Dress Goods—Activity is lacking in the woolen and worsted dress goods lines, yet the aggregate of business done since last writing shows an improvement over the past few weeks. Buyers have in some instances supplemented their early purchases, but only in a moderate way. With buyers not ready as yet to come forward and make their supplementary selections, and sellers not in the least inclined to force things, the market must of necessity show a rather dull exterior. The buyer who is looking for concessions on desirable goods may as well save himself the trouble, for agents are not taking that kind of a view of the situation where concessions are under consideration. On the contrary, agents are basking in a feeling of confidence which

promises well for sustained values, and indicates a settled belief in a satisfactory run of supplementary purchases. There appears to be a growing belief that the rough faced wool fancy, such as the zibeline plaid, etc., will become more prominent as the season progresses, and late orders have embraced this class of goods, including mohair and camel's hair stripes, plaids, etc., to a very fair degree. Homespuns are also attracting a very fair proportion of the incoming business, and look well for the balance of the season. The hold attained on the market by the crepon is very strong indeed, and agents are confident of a large business yet to come.

Carpets—Agents for large carpet mills in the Middle States have notified the trade of an advance of 2½¢ per yard on tapestries, to go into effect July 1. From all over the country reports are coming in of a very favorable condition of the carpet business. Large jobbers in the West who ordered early have found such a large demand for carpets that their stocks were quickly taken up, which shows that the retailers in that section have sold out old stocks, and are also willing to anticipate future requirements, as the demand at the close of last season plainly indicated that delays in placing orders would cause a loss of business. As the manufacturers became more generally employed, they would have their entire season's production booked in advance, and late buyers would run a great risk in obtaining deliveries. Even at the present time some manufacturers have duplicate orders for spring goods uncompleted. The new goods are very attractive, which shows

that the manufacturers have had the courage (on account of improved business conditions in general) to make a stronger effort than for some seasons preceding to make a better and more attractive fabric, believing that with the increased demand for goods would come the opportunity to advance prices. With raw material and yarn higher than last season, there is certainly some foundation to work on.

Lace Curtains—The Nottingham lace curtain manufacturers report the spring season as having been a good one, and while it is a little early yet to consider the fall season, there has already been quite a general opening of samples, in-

cluding the popular bobbinet curtain, which has had such a favorable reception in the past. Velours and corduroys are still popular with a certain line of trade, although some jobbers have found the better class of goods receiving more attention as business improves. Cotton tapestry curtains and covers continue in favor, and the designer has utilized the mercerized yarn with good effect in setting off the new designs. Mercerized yarn, it is claimed by some manufacturers, has come to stay as long as the price is placed within the reach of manufacturers so that they can produce a fabric at prices sufficiently below the price of silk to attract buyers.

We can make your advertising effective—make it different from the every-day run of advertising matter. We can write ads, booklets, folders, circulars, mailing cards—anything in the line of advertising literature—that will help you to increase your trade.

We have issued a little booklet, "Advertising That Pays," that tells what we do and what it costs. We'll send it to every business man who asks for it on his business letter-head. Write for it to-day.

THE ROBT. N. SHAW
ADVERTISING AGENCY
Copy Department
Grand Rapids
Michigan

Do You Know

Uneeda Biscuit?

It's time you got acquainted.

It'll be a tie of friendship that dyspepsia will never sever.

Uneeda Biscuit will agree with you and you'll agree with them.

You will find them as good to-morrow as they are to-day, as good next week as they are to-morrow.

Royal purple and white. That's the package.

Five cents. That's the price.

You should know

Uneeda Biscuit

Around the State

Movements of Merchants.

Bellevue—Ray E. Stevens has opened a new grocery store here.

Centerville—Bryant Weed has sold his drug stock to Frank E. Lehr.

Delta Mills—W. Lazelle has engaged in general trade at this place.

St. Johns—Samuel Heller has sold his bazaar stock to Aaron Rosenthal.

Decatur—Roberts & Ball continue the meat business of Orris A. Roberts.

Saranac—M. B. Wilkinson has sold his meat market to A. P. Lowrey & Co.

Downington—Mercer & Welch succeed Henry A. Welch in general trade.

Marshall—Arthur C. Jandell, meat dealer, has sold out to Ford & Greenman.

Pontiac—Edward P. Fisher has purchased the grocery stock of A. B. Herick.

Cassopolis—Geo. McCabe succeeds McCabe & Hayden in the grocery business.

Clio—Romain Putnam succeeds Putnam & Mauk in the produce and elevator business.

Detroit—Albert W. Schultz has purchased the hardware stock of Herman W. Meinke.

Willis—John Rosenwirth has purchased the hardware stock of Jos. H. Rosenwirth.

Detroit—Quimby Bros. have sold their grocery stock and meat business to Chas. Frankel.

Kalamazoo—Buurma & Vandenberg succeed Samuel Buurma in the coal and wood business.

Detour—T. H. Watson has opened a new store here, carrying lines of general merchandise.

Woodmere—Jos. S. Flammer has disposed of his grocery and crockery stock to Chas. M. Smith.

Cedarville—C. Y. Bennett, dealer in general merchandise and cedar, has removed to St. Ignace.

Lansing—The Lansing State Savings Bank has reduced its capital from \$200,000 to \$150,000.

Berrien Center—Rutter, Miller & Patterson succeed Ford & Patterson in the shoe and implement business.

Detroit—The style of the merchant tailoring firm of Fred Wettlaufer & Sons has been changed to Wettlaufer Bros.

Ovid—Chas. Farmer, formerly engaged in general trade here, has returned to Ovid and engaged in the grocery business.

Ann Arbor—Homer C. Cady has purchased the grocery stocks of Herman Walters and John H. Maynard and consolidated them.

Sturgis—S. Holiday has sold his stock of boots and shoes to the Billings Mercantile Co., of Bronson, which will remove the stock to that place.

Lansing—B. S. Taylor & Co. have embarked in the grocery business at 513 Ionia street, West, having purchased the stock of W. S. Wright & Son.

Carson City—Fred Holmden has sold his bakery business to Mrs. M. H. Jenner, of Howard City, and will re-engage in the same business at Petoskey.

Montague—The Muskegon Circuit Court having set aside the mortgage on the Morse drug stock, uttered to the father of the assignor, Mr. Morse was permitted to select his exemptions, after which the remainder of the assets were sold to Paul Kling, who will continue the business at the same location.

Union City—The dry goods firm of Rowley & Snyder has been dissolved, M. J. Rowley having purchased the interest of his partner, W. W. Snyder.

Macatawa—John Louckes is erecting a new store building, 25x50 feet in dimensions, with a 10 foot verandah on each side. Mr. Louckes will carry lines of meats and groceries.

Jackson—The John B. Gilson shoe stock was bid in at chattel mortgage sale by Paxton, Layton & Williams, who have consolidated the stock with their wholesale stock at Detroit.

Fennville—W. E. Shiffert, who has been identified with the general store of his father for several years, will embark in the dry goods and grocery business here on his own account about July 1.

Ovid—G. D. Beebe has sold his drug stock to Angus Stewart, the Fenwick druggist, and Chas. W. Hurd, traveling representative for the Hazeltine & Perkins Drug Co., who have formed a co-partnership for the purpose of continuing the business at the same location, under the management of Mr. Stewart.

Chelsea—Alton Fletcher has severed his connection with the dry goods and clothing firm of W. P. Schenk & Co. and purchased the interest of Mrs. Wm. Chadwick in the mercantile firm of Chadwick & Hall, at Stockbridge, which will hereafter be known as Fletcher, Hall & Co. Mr. Fletcher will assume the active management of the business.

Vernon—A very slick confidence game on a small scale has been worked very successfully on a number of merchants at this place and the neighboring towns in Shiawassee county. The game is played by a man about 60 years old, who first secures the names of the different storekeepers of the towns he wishes to work, and then greets them with a hearty handshake and a reminder that he was formerly one of their old customers, but adverse circumstances had compelled him to request a small loan. In most cases he is successful and is reaping a good harvest from the unsuspecting ones.

Manufacturing Matters.

Detroit—The Hicks Gas Engine Co. has removed its plant to Buffalo, N. Y.

Onaway—The Barry & Finnan Lumber Co. has been incorporated, with a capital stock of \$10,500.

Detroit—The Hamilton Acetylene Gas Co. has been incorporated, with a capital stock of \$25,000.

Perry—The style of the Lamb Globe & Mitten Co. has been changed to the Perry Glove & Mitten Co.

Saginaw—The Palmerton Woodenware Co., whose factory was destroyed by fire April 28, has resumed operations in its new factory.

Detroit—The Commercial Adding Machine Co. has been incorporated, with a capital stock of \$100,000. The incorporators are all Cleveland gentlemen.

Saranac—Arnold & Stebbins have opened a harness shop in connection with their carriage and agricultural implement business. This department will be in charge of C. A. Brown.

Bay City—The alterations and improvements now being made on the Michigan sugar factory will increase its capacity from 350 to 450 tons of beets every twenty-four hours. The cutting capacity of the mill has been greater than the other machinery. Automatic labor-saving devices will be installed in time for the next campaign.

Coldwater—E. R. Root, manufacturer of cigar boxes, has sold out to Newton Thompson.

Hastings—W. H. Johnson, of Grand Rapids, has purchased an interest in the foundry and machinery business of Green & King, the style of the firm being changed to Green, King & Johnson.

Detroit—The United States Potash Co., Limited, has been incorporated, with a capital stock of \$100,000, of which \$45,600 is paid in. The directors are Wm. T. Degraff, President; Wm. M. Curtis, Secretary; Stewart A. Curtis, Treasurer; H. Green, Jr., James Stringham, Jr., and Robert McMillan.

The Boys Behind the Counter.

Benton Harbor—Shearer Bros. have a new clothing clerk in the person of Chas. Francis.

Grand Ledge—Wm. Hall succeeds B. W. Courts as clerk in the drug and grocery store of A. B. Schumaker.

Marshall—Otto Esche, who has been manager of the grocery department in S. E. Cronin's store for several years past, has resigned. Mr. Esche contemplates going into business for himself.

Saginaw—Ed. Potter has entered the employ of L. J. Richter, the Gratiot street druggist.

Flint—Jacob Zimmerman, who has clerked in the drug store of C. L. Bartlett for nearly twenty years, was married recently to Mrs. Emma Burlingame, of Corunna.

St. Johns—Spaulding & Co. have engaged Allie Butler, of Grand Ledge, to clerk in their drug store.

Saugatuck—D. C. Heath has engaged a new prescription clerk in the person of Ed. Follett, who has lately been employed in the drug store of H. M. Gibbs, of Howard City.

Owosso—Arthur J. Tillson, formerly clerk in J. S. Haggart's drug store in this city, now dispensing clerk at the Pontiac asylum, was married last week to Miss Effie Ricker, of Pontiac.

Ionia—A. M. Wright has a new grocery clerk in the person of B. W. Courts, of Grand Ledge.

Montague—Nicholas Mindrop has taken a clerkship in the drug store of Paul Kling.

Middleville—Cornelius Crawford has changed drug clerks with Wm. J. Henwood, of South Haven—C. G. Putnam coming to Middleville and Wm. J. Remus going to South Haven.

Harbor Springs—Foster & Burke have engaged G. W. Washburn, of Eaton Rapids, to take charge of their shoe department.

Ann Arbor—M. D. Duke has resigned his position at Schairer & Millen's and taken a clerkship in the Steinberg clothing house at Traverse City.

Marriage of a Lake City Merchant.

Lake City, June 12—James Berry and Miss Anna Cotter, both of Lake City, were married in Grand Rapids June 7. Mr. Berry established a general store here in 1896 and, in spite of the general business depression and the fact that the town was at that time thought to be already overstocked with business houses of all kinds, the enterprise was a success from the start. Miss Cotter is a popular and much respected young lady. She was Deputy County Clerk of Missaukee county two terms. Both have wide circles of acquaintances and friends in different parts of the State.

The Tradesman offers for sale the shafting, hangers and pulleys which were formerly used to drive its presses. These are in good condition and are suitable for printing office work or for any light machinery requiring variable speed and moderate power. Tradesman Company, Grand Rapids, Mich.

Failure to Pass the Township Peddling Act.

The general peddling law, which has not been of any particular credit to the State for the past quarter of a century, will remain a law for two years, unless a special session of the Legislature is called by Governor Pingree and the effort to secure the enactment of a new law meets with more success than was the case at the present session of the Legislature.

It will be remembered that the statute was amended by the adoption of the so-called township peddling act four years ago, but a defect in the title rendered the law inoperative. Two years ago, a similar measure was espoused by Representative Mayer, of Holt, but while the bill was in the House some of the farmer members injected into the draft prepared by the attorney of the Michigan Retail Grocers' Association several features which caused the Supreme Court to declare the measure class legislation, which necessarily rendered it null and void.

Careful preparation was made to prevent a recurrence of the former mistakes at this session of the Legislature. A measure was carefully prepared by Judge Hatch and passed upon by the Legislative Committee of the Michigan Retail Grocers' Association, after which it was placed in the hands of Representative Wheeler, who introduced it in due season and did all in his power to secure a favorable report thereon from the House Committee on Judiciary, whose chairman is Judge Shepherd, of Cheboygan. The Tradesman is informed that the chairman refused to permit the bill to be reported out as drafted, but was subsequently prevailed upon to report a substitute measure, which embodied the identical features which had been declared unconstitutional by the Supreme Court. Every effort was put forth to induce Judge Shepherd to eliminate the illegal provisions, but for reasons which the Tradesman is unable to understand he refused to take the matter up a second time. Under the circumstances, there was nothing for Representative Wheeler to do but to ask the House to strike out the enacting clause, which was done, and the measure died a natural death.

Judge Shepherd is a gentleman of wide experience and great legal ability, and the Tradesman believes that if the matter is presented to him in the proper light, in the event of a special session of the Legislature, he will not only undertake to undo the wrong he has done the merchants of Michigan at the present session of the Legislature, but that he will give the measure the weight of his influence in the work of accomplishing its enactment.

It is greatly to be regretted that the old law must stand for the present, because it is equivalent to no law at all on account of the non-enforcement of the statute. The proposed law would undoubtedly be an advantage to all concerned, because it would be enforced, thus placing every peddler on an equality with every other peddler.

In Warsaw, Mo., a business man named Green has a book-keeper named Simmons. During his employer's absence not long ago he signed a letter "Green, per Simmons." The result has been an unexpected increase in Mr. Green's business, owing to newspaper comment on the odd signature.

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

Grand Rapids Gossip

H. E. Storms has purchased the grocery stock of the estate of the late John H. Vandermade at 700 Cherry street.

G. E. DeGolia, grocer at 3 Robinson avenue, has sold out to Noel Jubinville, late of Butte City, Mont.

A. McDonald & Son have embarked in the grocery business at Newaygo. The stock was furnished by the Ball-Barnhart-Putman Co.

Thomas Whalen has opened a grocery store at the corner of Butterworth avenue and Straight street. The stock was furnished by the Lemon & Wheeler Company.

Eugene Turner has removed his saw and shingle mill from Lake City to Strong Siding, Upper Peninsula, where he has sufficient timber in sight to last him several years. He has opened a grocery store at his mill, purchasing the stock of the Lemon & Wheeler Company.

O. A. Ball, who probably devotes as many hours a day and as many days each year to his business as any man in the wholesale grocery trade, is taking a fortnight's respite from business cares and responsibilities as a guest at the Greenwood Inn, at Evanston, Ill. Mr. Ball is accompanied by his wife and had his bicycle sent over a day or two ago.

Jas. E. Granger, formerly identified with the wholesale grocery trade here, but for the past dozen years buyer for the Stone Ordean-Wells Co., at Duluth, is the leading spirit in a new wholesale dry goods house at the Zenith City, which will be known as the Patrick & Granger Co. Mr. Granger is a gentleman of unusual business ability and will undoubtedly achieve the same measure of success in the dry goods business that he scored in the wholesale grocery trade.

No action has yet been taken by Michigan bankers in the direction of adopting a rule regarding charges to be made for the collection of out-of-town items, similar to that put in force in New York some time ago. There is a wide difference of opinion as to the advisability of any such move. Quite a number of bankers are in favor of following the example set by New York, but the opposition to it is still so strong as to make any agreement at this time highly improbable. At the convention of the Michigan State Bankers' Association, to be held in Port Huron next month, there will be a discussion of this matter by bankers representing several sections of the country. The Detroit Clearing House seems to be responsible for this feature of the proceedings. The bankers there are anxious to put the New York plan in force, provided they can get the co-operation of several other important cities, and with this end in view they have extended invitations to bankers in various parts of the United States to be present and take part in the discussion. Among those who have agreed to be present is Isaac G. Lombard, of Chicago, who is said to favor strongly the collection scheme designed by Frank Brown of the First National Bank, of Chicago, and it is possible that at the Port Huron convention this will be put forward as a substitute for the New York plan. Mr. Brown's idea is for each clearing house city in the country to make itself the center of a

series of circles taking in the entire territory of the United States. The first circle is to extend out a distance of say fifty miles, the next 100, the next 150, and so on. The collection charges are then to be graded according to these circles. For instance, the banks in the city forming the center will make all collections embraced in the territory covered by the first circle at par, in the next at 50 cents per \$1,000, in the next at 75 cents, in the next at \$1, and so on. This scheme is a simple one and is based on the principle that the man living 100 miles from a city on which a check is drawn should pay a higher rate of exchange than the one living only fifty miles away. Furthermore, the collection charge would be placed just where it belongs, on the maker of the exchange. A wholesale merchant in Grand Rapids selling goods in territory 150 miles north of here would simply require the purchaser to add the collection charge fixed by the banks for the circle in which he lives, a requirement to which there should be no more objection than there is to the making of a greater charge by the railroads for carrying goods 100 miles than for carrying them fifty miles. The principle in both cases is exactly the same. To say that a bank is not entitled to some compensation for the trouble and loss of interest attaching to the collection of items on distant points is absurd, but one of the troubles heretofore has been in making the collection charges equitable for all parts of the country. The New York plan does not do it, the charge for Iowa points, for instance, being greater than that made for Missouri, although Missouri is farther away from New York than Iowa, and the sales of merchandise in the former State are much below those made in the Hawkeye State.

Hides, Pelts, Tallow and Wool.

Hides are firm, with little fluctuation. The demand is fully up to the supply, with no speculation entering into price or deals.

Pelts are in good demand for all grades—the short wool skins for Klondike goods and the long wool for pullers' use. Tanners are now making fine kid from sheep's skin.

Tallow is extremely quiet, with no extra demand.

Wools are firm at seaboard, with considerable looking around. Our manufacturers are wondering where supplies are to come from, if desired, and what price must be paid. Country buyers in the West believe in that long-looked-for advance and are paying accordingly. There are as many beliefs in wool futures as there are buyers. The outlook is strong for a dealer's market.

WM. T. HESS.

Although the three promoters who are at work on the proposed soap trust insist that the deal will be consummated in the course of a couple of months, the Tradesman has good reasons for believing that it is farther off than some of those who are anxious to see the deal go through are willing to admit. While it is claimed that the Proctor & Gamble people are leaders in the movement, the Tradesman has the assurance of a gentleman who is very near to the management of that establishment that the Cincinnati soapmakers have no idea of turning their plant over to a trust; in fact, that it would be impossible for them to do so because of the manner in which the preferred stock of the company is widely scattered all over the country.

The Produce Market.

Beans—Wax beans have declined to \$1.75 per bu. box. Home grown will begin to come in next week, probably fetching \$2 per bu.

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

Butter—Receipts are large and goods which do not go into immediate consumption are placed in storage. 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. The consumption of butter this season has increased much in the Eastern markets on account of the fact that butter is at present about as cheap as oleo, which gives to butter much of the trade which would otherwise go to oleo. Besides this, oleo has very poor keeping qualities in the summer season, and this, too, diverts the demand to butter.

Carrots—20@25c per doz.

Celery—New crop has begun to arrive, commanding 20@25c per doz. The receipts so far have been small in size.

Cheese—Prices have declined fully 1c since a week ago and have apparently not reached bottom yet. So long as the rains continue and grass continues to grow rank, the supply of milk and the yield of cheese will be large.

Cherries—Sweet command \$1.50@2 per bu. Sour fruit is coming in freely, commanding \$1.25@1.50 per bu. The crop is large and the quality of the fruit is fine.

Cucumbers—Homegrown now supply the demand on the basis of 40@50c per doz.

Eggs—Local dealers have not reduced their nominal quotations, but are paying 11c delivered, instead of 11c on track. The four hot days last week—June 4 to 7—had a demoralizing effect on eggs, in consequence of which the loss is about one dozen to the case. Considering the large number of eggs in storage, the market is likely to have a weak tone during the summer months. The trade do not look for much advance before July.

Gooseberries—75@85c per crate of 16 qts.

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

Honey—8c for dark and 10 for light. New crop was expected last week, but has not yet put in an appearance. The crop is said to be large and fine in quality, owing to the effect the rain has had on the flowers and the clover.

Lettuce—50@60c per bu for both head and curly stock.

Onions—Bermudas are in limited demand at \$1.60 per crate. Louisianas are in fair demand at \$2.25 per sack.

Peas—Home grown are coming in freely and finding an active demand at 75c per bu. The quality is fine. There is some likelihood of the price going lower.

Pieplant—\$1.25 per 100 lbs.

Pineapples—Floridas have advanced to \$2 per doz. Havanas are entirely out of market.

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 40c for old and \$1.10 per bu. for new stock from Missouri, with the probability of a \$1 market before the end of the week.

Poultry—Broilers are more plentiful and have declined to 22c per lb. Chickens are in good demand at 8@9c and fowls are in fair demand at 7½@8c. Ducks are dull at 5@6c. Geese are not in demand at all. Turkeys are in limited supply and have advanced to 10@12c.

Radishes—Round 10c, long 12c.

Spinach—40@50c per bu.

Squash—75c per bu. box for summer. Strawberries—Home grown are in their glory this week, commanding an average of 75c per crate. With cooler weather—which is foreshadowed at this writing—the crop is likely to last a

couple of weeks yet. The crop is large in size and is standing shipment better than it did a week ago.

Tomatoes—1.75 per crate of 4 baskets. Watermelons—As predicted last week, quotations have declined nearly 50 per cent., local dealers holding at 35c. All reports from Georgia and Indiana indicate a larger acreage than ever before and in the event of the Michigan peach crop proving a failure, the watermelon growers will be likely to reap a rich harvest.

The Grain Market.

Wheat has been rather quiet during the week, no special fire rocket displays, neither any startling slumps. The Government Crop Report came out on the 10th inst., which gave wheat at 67.3 per cent., against 76.2 per cent. May 1 and 77.9 per cent. for April 1, and 90.8 per cent. for June 1, 86.5 per cent. May 1 and 86.2 per cent. April 1, 1898. Spring wheat showed up 91.4 per cent. June 1, against 100.9 per cent. for corresponding time 1898, which was considered very strong, and the market gained 1½c on this report, but extraordinarily large receipts in the Northwest, amounting to 986 cars in Minneapolis and Duluth, against 180 cars same day last year, also the visible increasing 1,416,000 bushels and amount in sight being 27,600,000 bushels, against 19,682,000 bushels last year, rather put a quietus on the bullish sentiment and markets closed rather tame. The fact remains undisputed that the winter wheat is short and, with the spring wheat with less acreage and conditions not up to last year, the shortage will amount to what has been stated before in these reports. We may say that our exports from the United States will be 220,000,000 bushels for the current year; while the continent will not need as much of our wheat, they will need more than we can spare, especially at present low prices.

Corn remains very steady; would probably decline on the large acreage planted were it not that the weather is rather too damp for it at present. Much replanting has to be done because the seed rotted in the ground and prospects for a large crop are not the best at present.

Oats are weak, owing to fine stand, which assures, barring accidents, a good full crop.

Rye is in good shape and futures are selling 15c below cash.

Flour trade is good, owing to the small stocks on hand among the dealers, both local and domestic, while foreign bids are coming in higher, as they begin to realize that they underestimated our damage in wheat.

Milk feed keeps up very well, taking the fine pasturage into consideration. The fact is we are having quite a large number of dairies around Grand Rapids and they must be fed something besides pasturage to keep up.

Receipts for the week were 70 cars of wheat, 25 cars of corn, 12 cars of oats and 6 cars of hay.

Mills pay 72c for wheat.

C. G. A. VOIGT.

About thirty-five years ago Chauncey Depew deposited \$100 in a Peekskill savings bank. The President of that institution joked Senator Depew about having forgotten this small account, and was astonished to hear Mr. Depew reply: "Forgotten it? Well, I guess not. It amounts to about \$400 with interest now, and it's going to keep right on growing. That was the first \$100 I ever owned and I've kept my eye on it."

Woman's World

Drawbacks Incident to a Summer Vacation.

When you meet a woman nowadays who looks worn and weary, you know without being told that she is going through the trying ordeal of getting ready for her summer outing, and you wonder if the game is worth the candle and if any subsequent pleasure can pay for so much present trouble.

"Oh, dear," said one of these victims recently to a group of women who were discussing the summer exodus question. "Oh, dear, isn't it awful? Every year it drives me into a spell of nervous prostration. I think I might have health and strength to stand going off for the summer if I didn't have to get ready, or I might be able to get ready if I didn't have to go and could stay at home and rest up after the labors of preparation, but the two combined are too much for me. And what do we get out of it? It's like going through death on the hopes of heaven, and then, nine times out of ten, finding we have struck the other place.

"To begin with, there is the agony of making up one's mind where to go, and trying to decide between a quiet farm house, with freedom and flies, and the regulation summer hotel, where you sleep in a closet and display your gowns for the criticism of your sex. And whichever you choose, you will be dead sure to wish you had taken the other. Then there are weeks of misery, in which you haunt dressmakers and prostrate yourself before them and when seamstresses harry the life out of you by doing those things to the children's clothes that should not be done and leaving undone the things that should have been done. In addition, your house has to be gotten in order to shut up, and you lie awake at night wondering what on earth you can do with the cat and are haunted by a conviction that your husband will leave the windows open so it can rain in on the new wall paper and ruin the matting. So you worry along until finally, in sheer despair, you commend your house to the protection of fate and your husband to the mercy of Providence and pack your trunk and leave without being ready.

"Of course, we always say we don't like to keep the children in town in hot weather and go away for their sake. If one has a summer cottage of one's own that may be well enough, but if one hasn't, it seems to me that it is time to be honest with ourselves and admit what we all know, and that is that there is no other spot on earth worse for a child than a summer hotel. Just recall what we have all seen a thousand times: Pert little girls hanging around a group of gossiping and scandal-talking women and hearing things that blast their white innocence like a hot wind scorches up the petals of a lily. Don't you recall mere girl babies who were already making eyes at men and who were pitiless little snobs, valuing and estimating other children by their clothes? Think of how it made you shudder and wonder what their mothers could be thinking about, when you saw the persistence with which the little boys hung around the bar-room and pool-room and you imagined the coarse stories and jokes they must be hearing? It is just as possible to touch pitch and not be defiled as it is to keep a child uncorrupted in such an atmosphere."

"Well," put in another woman, "having a cottage of your own is another fallacy, as far as any pleasure and rest to the woman is concerned. Of course, it sounds attractive, but in reality it means that the mistress has to install a new home and get it cleaned and furnished and refurbished up. She has to bribe and cajole her old servants into going with her and be down on her knees in gratitude to them or else she has all the agony of breaking in new ones. Heaven knows housekeeping is trying enough in town, where you have all sorts of conveniences and markets and corner groceries on every block, but it has a million unforeseen complications when you are ten miles from a lemon and have to think ahead and provide like the commissary of an army; and then things always give out at the critical moment. In town you entertain when you want and whom you want. In your summer home visitors come down like the wolf on the fold and people rise up from the dead to come to see you. It is a season of work and worry, and the idea of regarding it as a 'vacation' for the mistress is an exquisite and delightful piece of sarcasm."

"You don't go away in the summer often, do you, Mrs. Blank?" asked one of the women, turning to the matron of the party.

"No," she replied, "I got a little lesson on the subject once that I have never forgotten. I had always been in the habit of going, you know, and, like the rest at the beginning of summer, I proceeded to get the house into the proper shape for leaving. I stripped it of carpets, and rugs and draperies and curtains, I pinned sheets over the pictures and tissue paper over the chandeliers, and put covers over the furniture, until everything looked as hideous and awful and unhomelike as a funeral. It positively never struck me how unutterably selfish it was not to leave a single comfort or thing of beauty for my husband to enjoy while I was disporting myself at summer resorts, and that, in effect, I was making his stay at home just as miserable as was in my power. Being a man, John never complained of what he endured, and year after year I went light-heartedly off, leaving him to live in one room and eat what the cook chose to give him.

"It might have gone on that way to the end of the chapter, except that one day I had a warning—nothing tangible, but just that 'feeling' that a woman has and that tells you something is wrong. I wrestled with it through one long night and then I took the next train for home. I got in early one morning and John was pathetically glad to see me. He was worn and thin and said he was well, but hadn't seemed to have much appetite. Pretty soon we went in to breakfast. A soiled cloth, greasy chops, muddy coffee—enough to take the appetite of a Comanche. No fruit, no ice, nothing that ought to have gone into a Christian stomach in hot weather. I choked right up. 'John,' said I, 'have you been eating stuff like this all these summers when I was away?' 'Nothing tastes good unless you are across the table from me,' he said gallantly, and I replied: 'Well, it won't have to again.' After he was gone I sent for a man and I overhauled that house and did penance for my selfishness. More than that, I made it into a summer house, with filmy draperies that swayed in the wind everywhere and suggested coolness, and I instituted a summer menu that brought back John's appetite and strength, and,

as if virtue is its own reward, the balance of that summer was the happiest and most comfortable I ever spent."

The young girl who had been thoughtfully fingering the bangles on her bracelet broke in: "Well, let me tell you one thing," she said: "the girls who leave home in the summer are regular chumps who don't know a good thing when they see it. Mama used always to take me somewhere and it was always the same old story: forty-seven dozen girls wearing out their pretty clothes, sitting around hotel verandahs and fighting over the poor, miserable little counter-jumper man who was taking his vacation. Why, I have seen girls almost come to hair pulling over a thing they wouldn't have looked at at home. At night the only amusement was wabbling round the ballroom with some other girl, and if there's anything more forlorn and ghastly than two girls dancing together I hope and pray I may be spared the sight of it. Finally, papa gave me what he called a dead straight tip. 'My child,' he said, 'even the best sportsman must pick his location if he expects to bag anything. There's no use in fishing for deep-sea trout on the top of a mountain. If you want beaux, stay where they stay. All the men who are worth marrying are holding down good positions in town, and they haven't got any time to be gallivanting around summer resorts. Here's a check for your summer outing, but I advise you to invest it in white frocks and cold drinks.'

"I did. I got me a lot of fluffy muslins and the girl who can't look sweet in them in the moonlight ought to make an assignment and retire to a convent. I fixed up the side porch with comfortable wicker chairs and hammocks piled full of cotton-covered cushions and I served an apprenticeship in the concoction of cooling beverages and savory sandwiches. A lot of houses at which men usually call are closed in the summer, and in consequence, as papa says, the market is long on beaux and I played to standing room only from the start. Anybody who called was sure of finding a cool seat on our side porch and a glass of something iced, and it was all jolly and easy and comfortable, and I put in the best time of my life. We made up parties and went trolley riding, and to the lake, and the park, and up and down the river, and where there was one thing at a summer resort to amuse you, there were forty at home. Thanks, no more leaving home for me in the summer. The summer girl who knows her business stays at home now. She has a cinch."

"The vacation theory is all right," said the first speaker, "we all need rest, and change, and pleasure, but we want to learn how to do it more rationally. We have been committed too long to the idea that pleasure was only to be found in gadding about, and I trust that the time will soon come when we will know enough to know that the breaking up of a home and nervous prostration are not necessary forerunners of a successful summer vacation."

DOROTHY DIX.

Kindness Which Is Cruel.

No thoughtful person can have failed to observe that much of the injustice under which women suffer is merely the result of injudicious kindness, and this never has a more forcible illustration than in the attitude which parents assume towards their children who are about to leave the schoolroom. Having, as we humorously put it, "finished

their education," the father's first care is to have his son taught some business or profession, by which he may secure for himself the comforts of life and be independent. No one, though, thinks of giving the girl an equal chance, and providing her with a way in which she can earn her bread and butter should occasion require it. Her future, surely as important as her brother's, is left entirely to chance.

Of course, this is intended in all kindness, but it does look like the united experience of the ages would have taught us some better way of showing our love for a girl than by making her helpless. It might be justifiable if we knew that we would always be by her side to shield and protect her, to ward off from her the blows of fate. Unhappily this is impossible. She must walk the path of destiny alone. She must succeed or fail, stand or fall as her own strength is, just as in the case of a man. Misfortune is no respecter of sex.

Our excuse is always that we expect girls to marry. We speak of matrimony as a kind of haven in which a woman drops anchor and rides at ease the balance of her life. In reality, it is a career requiring the most complicated training, and the fact that girls rush into it illy fitted for its duties and responsibilities explains why there are so many unhappy marriages, just as lack of knowledge and training explains why many men fall in business.

It is not argued, of course, that every girl should study law, or medicine, or typewriting, or trained nursing. Still less that any one who does not need the money should enter the ranks of women bread-winners, but it is certainly every father's duty to teach his daughter the rudiments of book-keeping, and enough about investments and securities to enable her to know how to care for the money he is to leave her some day. It is this ignorance of money that accounts for much of the extravagance of women, and it is what makes them the victims of sharpers and people with gold bricks and wild-cat mines.

So far as a profession for women is concerned, we come back at last to the fact, strange as most women regard it, that women's success has been greatest along eternally feminine lines. No girl can be taught a better trade than house-keeping or sewing. Every year the price of plain sewing gets fancier and fancier, and dressmaking climbs up into the clouds. The world is hungry three times a day three hundred and sixty-five days a year, and has to be fed. The whole human race is on a still hunt for a good cook and a good place to board. These professions, carried on intelligently, are never over crowded. "Ah," but you say, "look at the poor sewing women crying for work? Look at the boarding-house keepers being sold out by the sheriff?" True, but how did they do their work? Didn't you have to take your frock back time after time to get it fixed so you could wear it? Was there ever anything fit to eat on the other woman's table? Incompetent, incompetent, no wonder they failed.

As a matter of fact—and the sooner they recognize it the better—inefficiency or lacking of training is at the bottom of every woman's failure, and this, more often than not, is simply the result of the cruel kindness that, in seeking to shield them, deprives them of the means by which they might win their way to happiness and prosperity.

CORA STOWELL.

The Value of Brass.

Written for the TRADESMAN.

I ain't much hand to moralize, but I was just thinking the other day what hypocrites some of us mortals are anyway. I was looking over a box of old books and I came across a paper copy of the "Gospel Hymns." One cover was gone and the back had been double stitched with black to keep the worn, begrimed, dog-eared pages in place. It brought back precious memories. Not a score of years ago we never thought of singing out of any other book at Sunday School. Every summer, when we went on the annual picnics, we beguiled the tedious long drives of a dozen miles or so by delivering "Hold the Fort" and "Pull for the Shore" so lustily as to make the natives hold their ears, and I believe if young America had been present she would have been shocked beyond redemption. Yes, and in the twilight just as it was time to put the little ones to bed, Mother used to sit down at the parlor organ and play the chords while we did the concert act. I remember we used to take turns in choosing the hymns for the evening. Why, even the lisping baby would try to join in the chorus and grandfather in the chimney corner would put in his oar, although not always on time nor in tune.

But what I was going to say was with regard to one particular hymn. You all know it and remember what a favorite it was in those days. I think it runs thus:

O to be nothing, nothing,
Only to lie at his feet
A broken and emptied vessel, etc.

Now I call that doctrine pernicious. Do you suppose we youngsters believed at heart a word we were singing? Why, such sentiment is fit only for the beggar, the tramp or the paralytic, who can not manage to turn up trumps if they try. Now if I had been consulted about the words I would have suggested something like this:

O to be something, something,
With vim to work and achieve.

Most of us human creatures are not so exhausted with ambition that we need to be encouraged to be passive.

Did you ever stop to consider who are the people who go ahead in the world? Is it the timid child, the bashful youth, the retiring man? It is all very well after one has won the Battle of Manila to be modest, but success seldom comes to those who are always willing to take a back seat. There never was a hero who did not dare to grasp more than he could hold, to try to bear more than he could carry. You know who learns to ride the bicycle the quickest, and that is a simple example of all undertakings in life. It is a verified fact that country children make the best scholars. Why, our greatest people began life on a farm, and the clerkships and other routine positions are filled from the ranks of our city chaps. Is it because the first have natural ability, or because they have self-assurance enough to undertake whatever anybody else has ever attempted? Think of the army of raw country boys and girls who press to the city, and they seldom fail to make their way. If there are any plums on the tree they get hold of them every time. Their modesty does not keep them from pushing and making their claims felt.

It reminds me of a country fledgeling I once met. His father was a small farmer who was always digging. His mother was the simplest of the simple rural folk. He himself was tall, raw-boned, uncouth and awkward and silent among strangers as a mute. He worked

on the farm from dawn to twilight and then burned the midnight oil over his books. Winters he taught district school. But he would be a minister; and he managed some way to go to divinity school and to-day, a man under 30, he has a large and flourishing church and is the pet of the congregation. Yet his preparation was of the meagerest and gained by the hardest, and if he had consulted anybody he would probably have been told to stick to the farm, for which he seemed especially fitted.

Yes, and there is our own Hon. William, our member of Congress who used to be "Billy, the popcorn boy." Do you suppose he was perfectly prepared for the positions he has sought to fill? Or do you suppose any of the numerous positions came to him unsolicited? He had to learn as he went ahead, he had to make grievous mistakes before he learned, but he had the nerve, or brass, or whatever you wish to call it, to push and make other people get out of his way. How far would he have gotten on the road if he had been diffident and required encouragement to put each foot forward?

In the business world the same rule holds. Only the born genius can dare to be modest. Few people are born with genius, but must acquire it by hard work and the audacity to seek the seeming unattainable. There is nothing that succeeds like success, and few people stop to question the methods.

Did Not Prosecute.

One of Detroit's citizens, who has plenty of this world's goods and likes to cut just as wide a swath as he can while going through the world, spends a part of every summer up in the Northern Michigan village where his wife used to live. He dazzles the eyes of the natives with his magnificence and is a big-voiced oracle on every subject receiving attention from the townspeople. Last summer, while up there, he had a suit of clothes badly damaged in a swamp he foolishly attempted to cross, and ordered a new outfit from the village tailor. The citizen found cloth to his liking, gave the tailor measurements as taken by a Detroit artist in this line, went over fashion plates with him, and was so generally fussy over the whole affair that every man, woman and child in the place knew that the Detroiter was having a mighty particular piece of work done by the local knight of the goose. The suit completed was so tight that the wearer couldn't wink without parting a seam. He hurried to the tailor's with blood in his eye, and talked so loud that he soon had half the town for an audience. He demanded damages, that were indignantly refused. Then he fumed the more ferociously and wound up by announcing that he would commence suit at once. "Go ahead," shouted the angry tailor. "Sue away. You give me them Detroit measurements, didn't you?" "Of course I did, but you're too much of a farmer to understand." "Fire away," whooped the tailor. "All I'm achin' for is to git you into court. I kin bring a hundred witnesses to prove that you're a durned sight bigger man up here than you ever was in Detroit." There was no lawsuit, and the citizen has been in a comparatively suppressed state ever since.

Wanted an Antidote.

Johnny—I'd like to be a doctor, mama.
Mama—Why?
Johnny—I might find out something you could take to keep candy from hurting your teeth.

Fans For Warm Weather



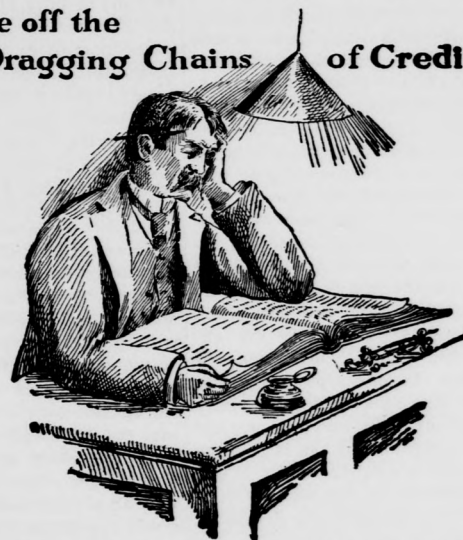
Nothing is more appreciated on a hot day than a substantial fan. Especially is this true of country customers who come to town without providing themselves with this necessary adjunct to comfort. We have a large line of these goods in fancy shapes and unique designs, which we furnish printed and handled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

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

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

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - JUNE 14, 1899.

EVIDENCES OF INSINCERITY.

Nobody will be surprised to learn that the Peace Conference, now sitting at The Hague, Holland, has refused to assent to naval disarmament. This was one of Russia's proposals, that power not only advising the abandonment of improvements in naval ordnance, but the retiring of all vessels now in commission, with a few exceptions. The proposition included the prohibition of the ram, the abolition of submarine boats, and other equally drastic retrenchments in naval armaments.

One can readily understand that Russia should desire the disarmament of the navies of the world, because such an arrangement would reduce to harmlessness her leading rival, namely, Great Britain. It is the British navy that is the stumbling-block in Russia's path, and it is this power of restraint that the Czar is anxious to remove. The provision against submarine boats earned France's enmity to the whole proposition, as that country looks for great results from the submarine vessels recently constructed.

It is difficult to believe that naval disarmament was ever seriously contemplated by any of the powers. No one but an extreme enthusiast believes that the time of universal peace has arrived, and naval warfare has come to be considered as the most effective and economical method of settling international disputes. Owing to the expansion of the colonial possessions of the principal European powers, armament on the high seas has become vastly more important than was formerly the case. The control of the sea is now the deciding factor in modern wars. It was the sea victories of Japan over China that caused the overwhelming defeat of the latter country, and in our own war with Spain it was the famous victories in Manila Bay and off Santiago that so quickly decided the conflict. The easy victories achieved by our fleets convinced the Spaniards of the hopelessness of the struggle, for it must be admitted that our achievements on land were not on a parity with our victories at sea.

Warfare on the sea is undoubtedly not only more economical, but also more humane. Our great victories over Spain were achieved with a small loss of life as far as our own service was concerned, and the Spanish loss was comparatively small when contrasted with the average land engagements. The same is true of all great naval engage-

ments of the past. The results have been of momentous importance, out of all proportion to the loss of life and property. More was accomplished by Nelson's victory at Trafalgar than was achieved in the whole peninsular campaign.

The Peace Conference, therefore, acted wisely in refusing to assent to naval disarmament. Not even this country could have agreed to such a proposition, because nowhere is the belief stronger that a large navy is conducive to peace than in the United States.

THE COMING CONFLICT.

It is difficult to see how the British government can longer refrain from enforcing the reforms which President Kruger refuses to grant. It would no doubt lead to a sharp conflict, as the Boers are no mean fighters; but it is not probable that the British government will again repeat the blunder of fifteen years ago and send a small force against the Transvaal. This time a large army will be used, which, aided by the large number of Englishmen in the Rand district, can not fail to bring the stubborn Boers to terms, although the contest will probably cost considerable in blood and treasure.

The obstinacy and conservatism of the Boers have proved serious stumbling blocks in the path of British development and enterprise in South Africa, and this obstacle must be brushed aside, sooner or later. The Boers themselves, by their unbending and unyielding attitude, have courted the disaster which must surely overtake them, and, although they will probably make a hard fight, they can not hope to prevail against the power and wealth of a mighty empire with its present facilities for concentrating men and supplies. The British plan contemplates sending an army of fully fifty thousand men into the Transvaal should circumstances make hostilities inevitable. Against such a force President Kruger could not hope to make a successful stand. Defeat would mean the loss of independence for the Transvaal, as it is not likely that the British will again permit the erection of such a barrier to progress as the Boer republic has proven.

Those of the Tradesman's readers who were so unfortunate as to be victimized by the Sulter failure, which occurred at Cleveland about a year ago, will be interested to note the effort now being made by the family of the assignor to secure an assignment of the claims held by the creditors. Considering the fact that within a few months after the elder Sulter failed the sons were able to organize a stock company with an alleged capital of \$1,000,000, it would appear as though an offer of 33 1/3 per cent. in yeast is somewhat meager, especially in view of the fact that the yeast is a new article, totally unknown to the buying public, thus compelling the dealer to create the demand for an article which is pretty likely to deteriorate on his hands while the demand is being created. Perhaps there are merchants in Michigan who would be attracted by such a proposition, but the Tradesman very much doubts whether any considerable number will be found willing to accept cats and dogs in lieu of cold cash.

Cuba is becoming Americanized fast enough. Santiago has a longshoremen's strike, and Havana has a cabmen's strike.

WHY TRUSTS ARE DANGEROUS.

The existence of monopoly has always been odious to a free people, because the system seeks to restrict the profits arising from the people's necessities or luxuries to a privileged few who, by the use of accumulated wealth, have succeeded in crushing out less fortunate competitors. The whole tendency of monopoly is to increase the cost of products to the masses, diminish at the same time the earning capacity of the people, while excluding all but a favored few from participation in the gains. Trusts, which represent modern monopolies, have been very properly described as "conspiracies in restraint of trade," because their general effects, is to hamper a country's industries, discourage its producers by restricting the number of buyers, and eliminating competition, which is the real life and vigor of commerce.

The success of the trusts must eventually have a most harmful effect upon the political future of the country. Their existence is a direct encouragement to socialism and anarchy, and the truckling of officials and legislators to these monopolies is calculated to arouse the temper of the people to a degree which must eventually lead to drastic legislation.

There is another danger inherent to the trust system which claims less attention than it is entitled to. The Tradesman refers to the financial workings of these vast monopolies. The trusts, unlike ordinary corporations, are not capitalized in a way to represent the actual value of their assets. Every dollar of actual value owned by a trust is represented by three, four or more dollars of securities which the credulous public are expected to purchase. Their capital not being represented by actual property and cash, they can not be expected to pay dividends and interest on any legitimate basis. The time must come when the trusts will no longer be able to squeeze enough out of the people to meet the dividends and interests on their stocks and bonds. When that time comes, and hundreds of millions of inflated capital shrinks to its proper proportions, there is likely to be an upheaval which will shake the financial world, honest and legitimate enterprises being adversely affected in the general upset. The trusts are, therefore, a menace to the general financial stability of the country because they are dishonest, their securities never at any time representing actual values.

The campaign against the trusts is sure to bring some of the weaker among them to grief, thus exposing the whole system of financial juggling on which the fabric is based. If the agitation does nothing more than this, it will have done good, as it will have warned the unsuspecting public against investing in the watered stocks and bonds of these combinations.

BUSINESS CONDITIONS.

The prospect for a continued recovery in the prices of stocks has so far been realized, although the changes have not been radical in any lines. The average of the transportation list for last week rose \$1.57 and trusts \$2.31 and the movement still continues upward. The fact that changes are slow tends to confirm the conclusion that the movement is based on the average improvement of industrial conditions everywhere. The continued movement of gold to Europe in the face of conditions which would seem to warrant its coming the other

way still excites comment; but, when it is considered that the accumulation in this country has been going on until the quantity of the metal in its various forms exceeds any known in history in any country, it is perhaps not strange that at the season of its usual outflow there should be such a movement.

While the approach of midsummer brings a slight lessening of the volume of business in April and May, it exceeds that of last year, which was considered very large, by 36.6 per cent. and that of the high tide year preceding the panic by 54.2 per cent. Railway earnings were especially satisfactory during the latter part of May and for the month thus far on United States roads show a gain of 7.4 per cent. over last year, and 24.8 per cent. over 1892. The returns of tonnage at some important points indicate that an unusual share of the business is still in west-bound freight, although somewhat smaller in such high-class freights than in past weeks.

It is a surprise that the export of wheat for the season thus far exceeds the phenomenal outgo for the corresponding portion of last year, 213,139,951 bushels, against 207,129,787. The present movement, however, is much less than for the corresponding week of last year; but it is not probable that the decline in outgo will prevent the breaking of last year's record. There was a slight decline in price last week, but the latest change is again upward.

In the clothing and allied industries the general tendency of prices has been toward improvement, with continued activity. The change has been most marked in cotton products, and although less in woollens there is yet a pronounced upward tendency. The recent advance in boot and shoe prices seems to exert a restraining tendency on sales, especially in view of the weakening in the prices of both hides and leather.

The iron industry eclipsed all previous performances in price changes last week, and, while 75 to 85 cents was added to prices of anthracite, Grey Forge, Bessemer and Western pig, the advance in finished products was \$1 on rails, \$2 on bars and sheets, \$5 on structural forms and wire nails, and 15 cents a keg on cut nails, with important advances in various products quoted by discounts from price lists. It is stated that the average advance for this single week was 8.82 per cent. on products of iron, and 4.8 per cent. on pig iron, and after the notable rise in May such changes would warrant a suspicion that a turn could not be far off, if the markets were subject to normal influences. Several more furnaces are about to go into blast, but their output has been largely covered by contracts before they are ready to work, and the entire output of the Mahoning and Shenango Valleys is said to have been covered by contracts for the rest of this year.

The Tradesman resumes this week the publication of a regular advertising department, which will appear under the former caption of Getting the People. The subject matter will be prepared by W. S. Hamburger, who was formerly identified with the advertising agency of N. W. Ayer & Son and has had ample experience to render such a department interesting and profitable to the readers of the Tradesman.

It is not necessary to believe all one hears, and it is not necessary to be always hearing about what one already believes.

THE MISUSE OF CHARITY.

From time to time stories are told of street beggars who are owners of property and of others who die leaving fortunes. There are very many more who, while accumulating nothing, live in idleness on the people who do work.

Hon. Bird S. Coler, Comptroller of the City of New York, declares, in an article in the June Popular Science Monthly, that 10 per cent. of all the human beings who die in New York City are buried in the potter's field at public expense, although the record shows that less than 1 per cent. of the living are paupers or dependents.

The 1 per cent. of paupers and dependents are those in public asylums. The other 9 per cent. who fill paupers' graves are, during life, idlers and loafers of every sort, who subsist on the body politic in one way or another. They are mostly utterly unworthy of any consideration or pity, for they do not make the slightest exertion to support themselves in any honest manner, but consume the earnings of those who work for a living. Some of them have started at the top of the social scale, but by evil practices and intemperate indulgences they descend to the bottom and become a part of the 10 per cent. of the population that fill paupers' graves.

Mr. Coler says New York has become the Mecca of the chronic idlers and tramps of the entire country. They go there because it is easier for a shrewd professional beggar to live in luxury in New York than to barely exist in any other city in the world.

The City of New York gives annually to public charity more than \$5,000,000, and contributes indirectly \$2,000,000 more.

The New York Department of Public Charities, for the maintenance of which the sum of \$1,941,215 is appropriated for the year 1899, is controlled entirely by the city. The balance of the \$5,000,000 appropriated annually for the same general purpose is divided among more than two hundred societies and institutions managed by corporations or private individuals.

The city pays for the support of a child in a private institution the sum of \$110 a year, and the average allowance for the maintenance of an adult is \$150. The percentage of children among the dependent persons is almost three to one, so the \$5,000,000 public charity fund would feed and clothe more than forty thousand persons each year if applied directly to that purpose. In the distribution of this great sum of public money, however, fully \$2,000,000 of the amount is absorbed in the payment of salaries and expenses.

If the City of New York spends of public money the enormous sum of seven million dollars in charity, how much is given by the people to worthy and unworthy objects which never finds its vast aggregate stated in any account book. There must be many millions more money spent in so-called charity, and it is extremely doubtful if it accomplishes any good. Much of it goes to maintain people in idleness and vice.

What is true in these matters in New York is true in a way in every other city of the Union, and there is good reason to believe that a very great part of the money spent in so-called charity is wasted or worse, and encourages idleness and vice. The only true and wise charity is that which enables people to support themselves by giving them opportunities to work and thereby maintain their self-respect. Any dis-

bursement of money that makes confirmed beggars of people who could work if they would is little less than encouraging crime and worthlessness.

Mr. Coler does not blame the city officers for the money wasted in such societies, but declares "the fault seems to rest primarily upon that condition of public opinion that is cheerfully tolerant of any fraud committed in the name of charity." "The chief abuses of the present system of public charity," he adds, "are the expenditures for salaries and the steady increase of pauperism, due to the misdirected efforts of the inexperienced persons who control so many of the smaller societies that receive city money."

As to the remedy for existing conditions, Mr. Coler is as much at sea as are those who are engaged in charitable work elsewhere. He knows of the abuses, and he looks for a remedy only when charity will cease to be a valid excuse at the bar of public opinion for the reckless expenditure of money. As the case stands, charity is regarded as the pastime of the rich and not as a business matter.

FIGHT AGAINST THE TRUSTS.

The very active campaign which is being waged against trusts and combinations all over the country is beginning to produce satisfactory results. It is true that the great trusts have not been destroyed, nor even materially crippled; but it is equally true that their stocks and securities have depreciated in value, and the smaller combinations have met with serious difficulties in their financial transactions. Some very promising combinations have failed of success simply because the hue and cry raised against them prevented the successful financing of the enterprises. In a word, the alarming tendency to an unlimited multiplication of trusts which prevailed some time since has been checked.

The floating of so many large industrial combinations was made possible only by the avidity with which the investing public recently absorbed all securities placed on the market. Investors have now been turned against the combinations, and the trust promoters are no longer able to float stocks and bonds with ease. This defection of the investing public has put a stop to the new trusts, and has made the success of many of those recently organized problematical in the extreme.

The fear of adverse legislation in the various states, as well as by the National Government, has discouraged the trust promoters. The adoption of anti-trust legislation in several states, and the certainty that similar laws will be adopted by other states when their respective legislatures meet, have made the holders of trust securities uneasy, and their value has declined considerably in the great market for such securities, namely Wall Street.

The stoppage of the development of new trusts, and the decline in the shares of the older monopolies, should greatly encourage the anti-trust agitation which has become so formidable throughout the country. In Michigan there has arisen quite a pronounced sentiment against the trusts, and the most ardent opponents of the monopolies are to be found among the business men who have felt the effects of the repressive tactics adopted by the monopolies, and have been compelled in self-protection to inaugurate a stout fight against them.

MORE SHIPS NEEDED.

Admiral Sampson has an article in the New York Independent, in which he declares that it is a more powerful navy, and not a larger army, that the country needs. He points out with much force that, unless this country determines to enter upon wars of aggression against foreign powers, there is no necessity for maintaining a large standing army; whereas a large navy is needed as a purely defensive measure to protect our extensive coast line and properly look after our growing commerce and widely scattered possessions. He also holds that land batteries and torpedoes at the leading ports are also very essential to a scheme of defense.

The country will be disposed to agree with Admiral Sampson that it is a large navy, and not a large standing army, that is needed. There is a strong popular undercurrent against any material increase in the regular army; but there is no opposition whatever to any increase in the naval establishment which the requirements of the country demand. The question is: What additions are needed to fully meet all requirements?

Admiral Sampson claims that just twice as many ships as we now possess are required to place the navy on a proper footing to meet the country's actual needs. He holds that our easy victories over Spain's fleets will prove veritable disasters to us if they should persuade our people that our existing naval strength is sufficient to cope with a really important power. The Admiral holds that we especially need a number of swift armored cruisers of the type of the New York and Brooklyn.

Admiral Sampson's views will be generally indorsed by all thinking people, who will at the same time realize the difficulty of securing from Congress the authorization of all the vessels that seem to be needed. There is another thing which Admiral Sampson has apparently overlooked, but which is quite as necessary as a larger number of ships, and that is an increase in the personnel, both officers and men. The Navy Department is at the present moment embarrassed to find sufficient officers to man vessels now in service and at the same time supply the absolutely necessary requirements of the shore stations. There is not a ship in the service but what is under-manned, as well as under-officered. It is, therefore, necessary, in calculating upon doubling our present force of fighting ships, to make provision for a proportionate increase of officers and men. This is quite as serious a problem as the increase in the number of ships; but it must be ultimately faced if we are to have a really powerful navy.

REGAINING ITS EQUILIBRIUM.

Notwithstanding the special war taxes levied by Congress, the country's expenditures for the present fiscal year have greatly exceeded the receipts, the demands of the war with Spain and the resulting occupation of Spain's former possessions having exerted a great strain upon the Treasury.

Some idea of the extent of the drain upon the country's resources caused by the war can be had by an examination of the Treasury's statistics for the eleven months of the fiscal year ending May 31 ultimo. The expenditures for the eleven months amounted to \$573,709,972, which represented an increase of over \$178,000,000 as compared with the disbursements for the like period

of the fiscal year preceding. The reasons for this large increase, of course, lie upon the surface. They are strikingly reflected in a single item, the expenditures on account of the war department alone showing an increase of not far from \$150,000,000.

It should be remembered that this increase in expenditures over receipts does not represent an increase merely over the same receipts which could be counted on during the preceding year, but over and above receipts which represented a gain of not far from \$100,000,000 over the receipts of the same period in the preceding fiscal year.

Notwithstanding this showing of excess of expenditures over receipts, there are indications that from now on the two sides of the ledger will balance more evenly. For the first time in a long while the receipts exceeded the disbursements during the month of May just closed. The receipts for the month amounted to \$44,786,014, which represented an increase of over \$3,100,000 as compared with the preceding month and of over \$14,700,000 as compared with the corresponding date last year. The expenditures, on the other hand, amounted to \$40,513,005, which represented a decrease of over \$25,400,000 as compared with those for the preceding month, although it should not be forgotten that the \$20,000,000 payment for the Philippines was included in the expenditures for April. As will be seen by comparing the figures on both sides of the account for the month, the receipts exceeded the expenditures by over \$4,200,000.

This is a most gratifying showing and it is to be hoped that it may be accepted as an indication that affairs are rapidly returning to a normal basis, and that from now on the Government may be able to get along on its present income without the necessity for additional taxation. While the continuation of the war in the Philippines absorbs considerable money, and must continue to be an expense for some time to come, it must be remembered that the islands are beginning to produce some revenue, and will soon bring in more as affairs become more settled.

The great State of New York, expecting to make a million dollars on the Dewey reception exhibition which the United States navy will give for New York City, has subscribed only \$2,422.75 for the Dewey Home Fund, evidently believing that Dewey is able to buy his own home, and that it will not be in New York when he buys it.

Child abductors must feel disgusted when they find they have stolen the child of poor people instead of an offspring of millionaires; but so many poor people dress their children expensively that child stealers are liable to make mistakes and take property that will bring no ransom.

Working for a living is a continuous performance, and the actors sometimes get tired of the grind.

A baldheaded man is not straining his intellect over the problem of parting his hair.

If it is true that the clothes make the man, some men ought to change their clothes.

The man who thinks he owns a political party should pay for bringing it up.

A real man is much better than a real king.

Fruits and Produce.

Observations by a Gotham Egg Man.

There has been a good deal of talk about keeping more of the sales of eggs at mark in this market this spring. Some shippers have been very insistent upon having their stock sold on that basis, regardless of the general rule, and we have heard several receivers say that they were going to sell their receipts at mark, some qualifying their intention, however, by adding "as long as possible." Up to the beginning of last week the general situation of the market was such as to give sellers some advantage on fine grades of eggs and it was not very difficult, even after the Exchange loss off rule went into effect, to move really fancy grades of eggs at mark or with a light fixed allowance. But of late the general position of the egg market has been generally less favorable, leading to some decline in prices, and as buyers have had the advantage it has shown itself in the fixing of loss terms as well as in prices, and the insistence upon sales at mark has become altogether a difficult matter.

We are strongly in favor of Exchange rules being made to give a distinctive name—"extras" for instance—to a grade of eggs worthy of sale at all seasons on a case count basis. And it is to be hoped that the establishment of such a grade, and recognition of its market value at all seasons, may lead to an improvement in the quality of many packings so as to meet the requirements. But while it is desirable that eggs should be sold at mark as largely as possible, it would seem unwise for any egg seller to take the stand at present that he would sell his egg receipts "at mark," only in spite of market conditions, for it would undoubtedly result in a sacrifice of value in some instances. It takes two to make a bargain and when buyers can get more eggs than they need and holders are seeking for outlets the question of loss must be decided in favor of the party who, by reason of existing market conditions, has the advantage of fixing the terms of the sale.

As a matter of fact there are some grades of eggs which can be sold to better advantage loss off than at mark—and vice versa. Stock which shows moderate loss, but of which the quality is fine otherwise, will generally realize more money if sold loss off to a good buyer than if sold at mark; but eggs which lose heavily or in which the stock is defective realize more money when sold at mark to cheap trade than when sold to a better class of customers loss off. In order to secure favorable results by case count sales to regular egg dealers it is necessary that the conditions of the sale shall be in sellers' favor. There is one grade of eggs which is nearly always in this condition, but it has never been plenty enough during the summer season to be a ruling factor in the market; we refer to that superlative quality of stock which is always sought for—large, fresh, full, strong meated and showing very little defect of any kind. For eggs of this character the terms of sale are nearly always in sellers' favor and for them only can full prices be realized "case count."

Speaking of case count egg business, attention has heretofore been called to the fact that, under the New York Mer-

cantile Exchange egg rules, storage packed eggs must be of quality to pass as fresh gathered firsts at mark. Since buyers have gained the advantage in our egg market they have been able to buy so many goods loss off that they are refusing to take eggs as storage packed on a case count basis unless they come fully up to requirements. Comparatively few of the so-called storage packings will really pass inspection to be sold at mark. It takes more than clean new cases and a few cork shavings to make storage packed eggs in the meaning of the rule; the eggs must be large and clean, free from heat, and must not lose to exceed 1 doz. to the 30 doz. case, counting checks as half loss.

One sees some funny things in the egg market at times. Last week a receiver here had a lot of eggs inspected which promised to grade high from all outward appearances. The first case opened by the inspector was as fine a looking case of eggs as one might find in a day's journey—big brown eggs, as clean as a new dollar and handsomely packed; but they showed queer before the candle and all of these big brown eggs were found to be par-boiled. Searching for an explanation, the receiver ventured the opinion that these handsome eggs came from some poultry fancier who raised fancy eggs for setting purposes. It seems that some of these breeders, when they have a surplus to sell to local storekeepers, dip them in hot water so they can not be sold for hatching in competition with those sold by the breeder himself. But this genius left the eggs in a little too long.—N. Y. Produce Review.

Effect of High Cost on Canadian Egg Exports.

From the Montreal Trade-Bulletin.

The prospects for our export egg trade are not as bright as they might be, and our exporters are beginning to wonder where the profits are to be made on the surplus stock, which will have to find a foreign market. Very few sales of pickles have as yet been made for fall shipment, for the reason that they cost too much to admit of their being placed at a profit. There is quite a lot of eggs in this city that cost 12c in the vats, and some even above that figure, which means 1½ to 2c above what parties on the other side are prepared to bid for future delivery. From very reliable sources of information we learn that Liverpool, Bristol and Glasgow are willing to give Canadian pickles the preference over other foreign stock with the exception of Danish. Canadian cold storage eggs did very badly last season in England, a number of shipments meeting with most disastrous results, and we have been asked to caution our shippers against exporting this class of eggs to Great Britain, as they are not wanted there. Sales of Canadian cold storage eggs were made on the other side at 2s. to 2s. 6d. per long hundred. One firm is said to have lost £1,000 on this class of eggs, and another house lost £500 on 100 cases. American cold storage eggs also lost heavily last season in England. A Philadelphia firm had 1,800 cases shipped back to it from England rather than accept the low prices offered. What the English market requires is either choice, large, fresh eggs or good pickled. Regarding fresh eggs, large quantities of Irish have recently been received in Liverpool and Glasgow, and have sold as low as 4s. 2d. and 4s. 4d. per long hundred, or about \$1 per dozen. At present there is no encouragement to ship Canadian stock to the other side, but should the Continental supply fall off there might be a chance for our eggs yet. Some of our large Western firms never sell their pickles to arrive, but ship them as they are wanted to their English agents. At the present the export egg trade is awaiting developments.

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.

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.

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.

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.

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 10—The heat has been simply unbearable during nearly all the week. Buyers who have arrived after traveling from twelve to thirty-six hours have entered an oven and have not sufficient vitality left to take any interest in business, so have sought the seashore or mountains. The weather is also having its effect on vegetation and must inevitably shorten the pack of many things. We have not had a good rain for three months and, of course, this sort of thing is going to count pretty soon.

The coffee market is very quiet indeed. There seems to be no stability to the market and both buyer and seller are apparently waiting to see what will turn up. Rio No. 7 is quotable at 67c. The total amount of coffee here in store and afloat aggregates 1,213,550 bags, against 914,316 bags at the same time last year. Mild coffees continue very quiet, neither jobbers nor roasters manifesting a disposition to take stock ahead of current requirements. Good Cucuta is worth 8c. East India sorts are as quiet as other grades. Padang Interior, 24½@25c, with fancy ½c higher. Mochas, 16@19c.

The auction sale of teas on Thursday gave a fair indication of the market, prices generally being steady. Formosa teas of the better grades went freely, but grades not really up to standard were not much sought for and went off at a decline. Oolongs generally were sold on a lower basis. The next sale will be quite large and the "street" will be quiet until then. Little has been done in a private way, prices remaining practically without change.

There has been an active trade in sugars, comparatively speaking, all the week. An advance to 5½c was made on the list card for granulated, due rather to the better demand than from any apparent scarcity of stock. The Howell shop announce the selling of granulated at 5.44c, but they are alone, as all others made the same rate as the American. Raw sugar is firm and the American Co. is taking about all the supplies they can find.

The call for rice has been mostly for foreign sorts and the market generally is firm. Prices are practically unchanged. Fancy Japan stock is held at 4¼@5c—the latter for a fancy article. There is little movement of domestics.

Spices are dull. Buyers want supplies at figures which seem to offer no attraction to sellers and altogether the outlook is one of "tediousness." Cloves, 7¼@7½c for Zanzibar.

Prices for molasses are practically unchanged. There has been very little business going forward, owing to the extremely hot weather, which has made molasses a difficult article to handle. Some few sales of grocery grades were reported at prices which show practically no change. Syrups have met with a little enquiry from exporters, but, as a rule, this article sympathizes this week with molasses and there is very little call from the home trade.

The canned goods market is firm and the outlook for the coming pack is all that could be desired in nearly everything. Canned beets seem to be the latest aspirant for honors and large sales of the same have been reported. Future New York corn is worth 60@70c, as to quality and brand. While the Maryland pack of peas is promising to be short, it is said there will likely be a very good yield in New York. Champion of England are offered at 85c. Tomatoes are suffering—as they do every year—and the crop will be—well, good, bad or indifferent. No. 3 Maryland standards are worth 60@67½c here.

The dried fruit market is somewhat unsettled. Holders profess no great anxiety to dispose of holdings on present basis, nor do buyers seem to care for more than enough to sort up with. Future prices as given out seem to be rather high for the buyer of to-day, and not much is doing.

Lemons have been "booming," of

course, and the demand has been sufficient to keep the market well cleaned up; in fact, some have found it difficult to fill orders. At the sales prices advanced at least 50c a box and extra fancy Sicily are worth \$4.50@5 per box for 300s. Oranges have met with fair demand within a range of \$4@6 per box—latter for fancy Rodis.

Choice marrow beans, \$1.45; medium, \$1.30; pea, \$1.25@1.27½. Red kidney, \$1.75. Market barely steady.

The butter market is steady. A good deal of stock is going into cold storage and holders seem to feel confident that the future will soon bring an advance. Extra Western creamery will fetch 18½@19c, although the latter is rather extreme. Grades other than extra are not so much sought for, although the general situation is not discouraging. Extra Western imitation creamery, 15½@16c; firsts, 14@15c; Western factory, 13@14c and firm.

The hot weather has seriously affected the cheese market and a good share of the arrivals show the effects of the sun. The market exhibits a lifeless appearance and altogether the situation is not encouraging. Large size full cream State cheese is worth 7@7½c.

Fancy Western eggs will bring 14@15c. There is a good demand and desirable stock is pretty closely cleaned up.

SULTER'S SON

Makes a Proposition to the Creditors of His Father.

The Tradesman is in receipt of several letters from its Michigan and Indiana patrons, enclosing a proposition recently received from the Noonday Yeast Co., of Cleveland, which purports to have a capital stock of \$1,000,000, with an office in one part of the city and a factory in another. All of the letters are substantially alike, as follows:

Mr. R. B. Sulter, who is a son of the late A. Sulter who, until his death, was in the commission business in this city, is the discoverer of a yeast made by a process entirely new, and he has often expressed to me, as his attorney, a desire to pay off his father's debts, if he ever became able to do so.

The estate has been mostly consumed in litigation and will, I believe, pay nothing to creditors.

Mr. Sulter offers you the following proposition which he thinks will enable you to realize 40 or 50 per cent. of your claim and, at the same time, gratify his desire to discharge his father's debts, and also assist in putting this yeast on the market.

The company will ship you enough yeast to equal 33⅓ per cent. of your claim, or as near that amount as can be obtained without dividing a box of the yeast, you to assign to him your claim against the estate of A. Sulter.

The yeast is put up in boxes of 36 cans to the box, and the price to the trade is \$3 per box.

Kindly let me hear from you at an early date. J. C. HEALD.

The Tradesman has taken steps to ascertain why the son of Mr. Sulter is so anxious to secure an assignment of the claims against the estate of his late father and hopes to be able to give its readers some light on the subject in the course of a week or two. It is possible that some of the investments in timber and mineral lands which it was claimed the elder Sulter held at the time of his death have turned out well, so that the Sulter family find it desirable to secure an adjustment of claims against the estate. A peculiarity of the proposition is that it is signed by J. C. Heald, who states that he is the attorney of the younger Sulter, while his name also appears on the letter head as the Vice-President of the Noonday Yeast Co., showing that the entire deal is a family affair.

More men have been self-undone than have been self-made.

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



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.

SEASONABLE SEEDS

MILLETS HUNGARIAN
FODDER CORN CRIMSON CLOVER
BUCKWHEAT DWARF ESSEX RAPE

Best Grades and Lowest Prices.

ALFRED J. BROWN SEED CO., Grand Rapids, Mich.
Seed Merchants, Growers and Importers.

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.

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

Clerks' Corner.

Unfortunate Experience With Nosey Clerks.

"I have just got through with one week's experience with a nose clerk," said Young Proprietor when Mr. Old Timer sauntered into his market, "and for a downright nuisance and trade loser I think the clerk who endeavors to pry into other people's affairs takes the palm." With that he gave his head a firm nod which the old gentleman interpreted to mean that there was no question about the correctness of the decision at which he had arrived.

"I quite agree with you in that," assented Mr. Old Timer. "I had an experience myself with one of them when I was in business, and before I became aware of what was the cause of it I had lost two good customers and several fair ones. He was the sleekest, pleasantest looking chap I ever saw, but for seeking to gather information which should not interest him I never saw his equal. And his tongue! You know those prying fellows have awfully long tongues and get themselves and everyone else in trouble. I got rid of him so quickly when I 'got onto his curves,' as they say, that he was staggered, and threatened to make public all he knew about me. Then I fired him out, and learned afterward that he had actually been making a close investigation of my life. For what reason I don't know—but I never heard from him again and never will."

"Were it not for the fact that by this time your nose clerk must have lost his nice appearance, for age is no respecter of persons," pursued Young Proprietor, "I would think I had been under the same man's watch for the past week. He came to me one morning early and asked for work. His appearance made me favor him, and I said he could start right in on trial. Before the first day ended I thought I had a jewel—a better butcher I never saw. I noticed, though, that he was very communicative with my customers, especially the ladies, and thought of speaking to him about it, but they seemed to like his attentions from the way they smiled, so I kept silent. At the end of the third day one of my regular daily customers failed to visit the market, and as it was her first non-appearance since I opened the place, I enquired if she was sick. No one knew. Then I was informed by a grocer friend that he had seen her going into another shop. That made me blue—not so much because I had lost her trade, as because she had never said anything about being dissatisfied. Two days later I missed three other customers the same way. Where there was this effect, I reasoned, there must be some cause. Then I started a little investigation. I called on the lady whom I had heard was buying at another shop. 'Madam,' I said, 'as we have always got along so well together, and as I have never failed to give you satisfaction so far as I know, I am somewhat anxious to learn why you have left me. If there is anything wrong I will try to make it right.' The way that woman blushed made me sorry I had asked her the question. She told me, in explanation, that someone in my shop had taken an interest in her affairs, which was obnoxious to her, and had gained knowledge respecting her that could not have been acquired without some effort, and that inasmuch as she did not wish those things to be known

and did not desire to come in contact with strangers having such knowledge, she had decided to absent herself from the place where she would be compelled to see or speak to such persons. There was a decided air of mystery about all this, for I knew nothing about the woman, had never tried to, didn't want to, and supposed she was hitting at me. I disclaimed any guilt, and said she was evidently laboring under a mistake. Then she told me the person she referred to was the new clerk, who, she said, had had the nerve to mention to her certain instances of which she thought only herself and a few intimate friends were aware. I learned afterward that she was a divorced woman, and it was on this ticklish subject the nose clerk had spoken to her. How he found it out I never learned. Well, to make a long story short, he had insulted the other customers by becoming confidential and letting them know he knew a few things about their private affairs. When I returned to the market I discharged him, and told him why. At first he claimed I was mistaken, but when I confronted him with indisputable evidence he wilted and confessed. He went away in a huff and threatened to make things interesting for me. From the other clerks I found that the fellow had actually been making enquiries about me and had told them about my foolish elopement. How he became possessed of that piece of ancient history I don't know nor care. But my first experience with a nose clerk has been profitable in one way: I never had much business fear of that class of freaks before, but hereafter I will look out for them."

—Butchers' Advocate.

Personal Peculiarities of Prominent People.

Wm. M. Robinson, who has been taking life easy for the past half dozen years, collecting rents and delving in old books and ancestral records in search of information pertaining to the early history of the Robinson family in this country, once hung a sign in his office in the Houseman building, announcing that his office hours were from 10 to 11 o'clock a. m. The sign happened to be brought to the attention of Fred Aldrich, who takes as much delight in playing pranks on his friends now as he did when a schoolboy, a dozen years ago, and those who had occasion to visit Mr. Robinson's office about that time noted that underneath the lettering on the sign referred to some one had ingeniously added: "Every other Wednesday."

In talking with a friend the other day he threw a side light on the character of Samuel Rosenthal, the veteran Petoskey clothier, which I am delighted to relate. Mr. Rosenthal, it appears, came to Petoskey with a pack on his back. He established himself in the clothing business in a small way and made money from the start. It so happened that my friend owned a lot which adjoined Mr. Rosenthal's store buildings at right angles, which would enable him to secure an entrance to his premises from the main street. He was importuned to purchase the property, but steadily declined to do so. My friend happened to be in his store a little later and noted that Mr. Rosenthal kept tab on every sale that was being made and that, whenever the circumstances indicated that a clerk was losing ground with a customer, the proprietor would excuse himself for a moment and go to

the assistance of the clerk. My friend then realized why Mr. Rosenthal had declined to purchase the lot that would place a portion of stock where he could not see all that was going on in every department of his store. To such minute supervision of the business and its clerks and customers, Mr. Rosenthal undoubtedly owes much of the remarkable success which has come to him during the years of his mercantile career in Petoskey.

* * *

Another man who has achieved success along certain well-defined lines is Wm. J. Clarke, the Harbor Springs general dealer. I hear through mutual friends that it is a very unusual thing for Mr. Clarke to be absent from his store after 5 o'clock in the morning during the summer and that it is a very usual thing for him to be at his store until 10 o'clock in the evening. He is not simply staying there, either. He is at work every moment of the time, encouraging his sons to form the work habit which has rendered the father so successful and influencing the clerks in his employ to form habits of usefulness which will serve them to good purpose later on. Mr. Clarke learned his trade on the other side of the water, serving a faithful apprenticeship to a mercantile establishment in the North of Ireland, and to the habits thus acquired and the methods thus established he attributes in great part his subsequent success.

"Can dogs find their way home from a distance?" is a question frequently asked. It's according to the dog. If it's one you want to get rid of he can find his way back from Africa. If it's a good one he's apt to get lost if he goes around the corner.

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."



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

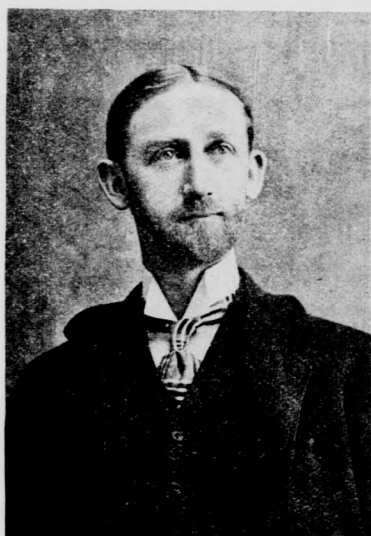
Sell the salt that's all salt and give your customers the means by which they can learn to make gilt-edge butter and furnish them with the finest and most profitable salt to put in it.

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

MEN OF MARK.

C. H. Green, Manager of the Michigan Chemical Co.

Charles H. Green was born at Albion, in 1867, whence he removed with his parents to Homer, attending school until 14 years old, and learning the shoemaker's trade, at which he worked until 16. He had long wished to enter the drug business, but no opportunity presented itself until 1883, when he entered the drug store of C. M. White, of Homer. He remained but a short time, when he went to Chicago and secured a position with Thos. Whitfield & Co., with whom he remained for three years, working up through the various positions until he became head prescription clerk. After passing the examination



required for registration to practice pharmacy in Michigan, he made an engagement with A. S. Parker, druggist at 747 Woodward avenue, Detroit, with whom he remained for some time. He then accepted a position with Foote & Jenks, manufacturers of perfumes, and introduced their goods through the West. After a year's travel with them he made an engagement with the old and well-known perfumery house of Lazell, Dalley & Co., with whom he continued for three years. January 1, 1893, he accepted a position as manager of the sundry department of Williams, Davis, Brooks & Co., Detroit. It was during this year that Mr. Green's services were found exceptionally valuable, as through his efforts Dabrooks' perfumes were put on the market. By January 1, 1894, the perfume business had

assumed such proportions that it was decided to separate this from the other business of the firm. This department was placed under the management of Mr. Green, he discontinuing his relations with the sundry department. By enterprise, push and free use of printers' ink, a large perfume business was built up in a short time.

Owing to the depression in general business, the demand for more economical business management and a contemplated consolidation—which took place soon after—the position made so valuable by Mr. Green was needed by one of the firm and in the spring of 1897 he severed his connections with that house.

Attracted by the wonderful development of the soda industry in and about Detroit, Mr. Green organized the Michigan Chemical Co., of which he is General Manager. The name of this company is familiar to nearly every reader of the Tradesman as proprietor of Sodio. The superior quality of goods, original name and package, together with that push and energy so visible in his every undertaking, have placed the business of this company on the royal road to success.

Mr. Green is a thorough believer in advertising, and that "only live fish swim up stream," a characteristic easily detected by the success of this business. He is well known to the drug trade of the country and is rapidly making the acquaintance of the grocery trade through the medium of his product. He is a veteran of the Detroit Light Guard, Company A, Fourth Regiment, M. S. T., and a member of the Michigan Pharmaceutical Association. He is married and has two boys. Genial in disposition, upright in his dealings, original in his methods and enterprising in whatever he undertakes, Mr. Green has every reason to look forward to a long and successful career.

His Brief History.

Full of the enthusiasm of youth, he started out to see the world.

But his cash gave out, and he had to hunt for work.

The only opening he could find was a coal mine.

So he who had started out to see the world gave it up.

And started in to see it.

Division of Labor.

Close-Fisted Parent—I tell you, my son, it is a great deal harder to spend money with good judgment than it is to make it.

The Young Man (not so close-fisted)—Well, father, let me take half the burden off your hands. You make it and I'll spend it.



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.

Lamps to Burn!

Don't buy something that won't burn.

The Sunlight Gas Lamp

Makes it own gas.

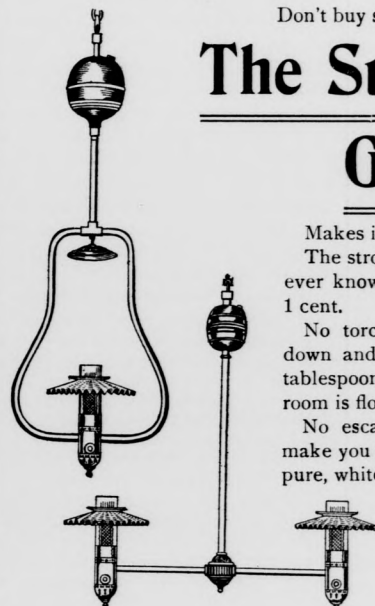
The strongest light for the weakest price ever known. 100-candle-power 5 hours for 1 cent.

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.

Shoes and Leather

Value of Window Display in the Shoe Store.

Some of the larger cities in the country are reporting a more common use of the sandal, and in some places this use is approaching the nature of a fad. These sandals are somewhat similar to those spoken of in Bible history. They have become quite popular among a number of ladies, especially those who have much inside or home work to do. Those who court the muses or the arts are said to be falling into the fancy quite rapidly. It is a great rest to tired and sore feet to slip on a pair of sandals, which allow freedom to the feet and at the same time protect the sole. In localities in which this fad has taken hold, or even in places in which it has not, a few sandals in the window will attract a great deal of attention from their novelty. An appropriately worded window card, calling attention to them and making some kind of reference to their use in Biblical days, might serve to popularize them in the public favor. They are said to retail for an average of a dollar and a half a pair.

* * *

Not less important than a good window display is to have the window panes always spotlessly clean. In these days, when the festive fly is crawling over the window and spotting it until it looks like a railroad map of the state with all the stations picked out, the cleanliness of the window must be closely looked after. Professional workmen who wash the windows of stores and public buildings use a muslin bag filled with whiting and two chamois skins for the purpose. The glass is first wiped with a dry cloth to free it from dust. Then the whiting is dusted thickly over the window pane. After that the whiting is wiped off with one of the chamois skins, which is dampened but not wet. Then the dry chamois skin is used for polishing. Another excellent method is to take a sponge and dip it in alcohol, rub the glass over quickly with this, wipe with a newspaper and then polish with a chamois skin. Wood alcohol can be used instead of pure alcohol. It is cheaper and it answers the purpose just as well. A little turpentine dissolved in warm water is also excellent for washing windows, mirrors or glass globes.

* * *

Good reasons are had in abundance for the use of show cards, both in the window and for interior displays. Many persons will stop to look at a neatly trimmed window and admire the goods shown without any thought of buying, but the show card will call their attention to some particularly attractive quality of the goods or make some well worded comment on them that they can not forget. Then the price cards, which are generally used in connection with the show cards, will clinch the argument with a statement of the price for which the goods can be bought. A salesman would be considered worthless who would simply hold up goods for the customer to look at and say nothing about them. The show window and the interior display do not serve their purpose unless they are salesmen. It is a good idea to have the store look well, but it is a better idea to cause people to buy the goods which are used for beautifying the place of business. After you have succeeded in getting the attention of

the people by means of a salesman or a window display you must make the most of your time and tell all the attractive things about your goods and your prices. Make your displays enthusiastic, cause them to talk in a pleasing and convincing manner about the superiority of your store. Have good goods, show them well and then tell the people about them. If you are not already using show cards try them and watch the effect they have on your possible customers. Even if they do no good at all, and that is a hardly possible supposition, the cost of them is so slight that no harm can be done by their general use.

* * *

Many merchants do not seem to appreciate the advantages to be derived from the use of window cards. The time was when an equal number of merchants paid no attention to window decoration of any sort, but keener competition and the prevalence of more up-to-date methods have forced them into line. The use of show cards and neat price tickets has not been forced on them yet, but they probably soon will be, and they will accept them, as they have accepted other changes in business methods, with a protest, and will then tell about the good old times when they were not compelled to put forth so much effort and when they could double their money on all the goods they sold. This is all true, but we must accept things as we find them, and the man who is hanging back, trying to stop the onward march of the times, will never get the good things that those do who are always in the lead. People like progress, they want to be going ahead even although they travel in a circle, and the merchant who appreciates this fact and is always seeking to gratify that desire will get the cream, while the laggard must be content with the skimmed milk.—Shoe and Leather Gazette.

The Sign of the Boot.

The sign of the boot seen hanging in front of the shoemaker's shop may be made of wood, zinc or copper. Of these three the wooden boot is the cheapest, copper the dearest. Such boots have been made also of chalk and of iron. Sign boots are made in two or three standard sizes. They are most commonly seen gilded, but are occasionally finished in some bright color. The boot signs may be bought in the establishment of the dealers in emblem signs, and they may also be bought of the dealers in leather and findings who make a specialty of shoemakers' supplies. Besides these gilded or painted smaller boots there is occasionally seen a giant boot, with the foot part perhaps three or four feet in length and the leg in proportion, four or five or six feet tall. These great boots, of which the number used is limited, are made of sheet iron or tin and painted. They are not kept in stock. The dealer who wants a boot of this kind gets it made to order.

Trading Stamp Muddle in Utica.

Seldom has any catch penny scheme run its course so speedily and so certainly as has the trading stamp. When it was first introduced it was talked up by a lot of glib-tongued people, whose only interest in the matter lay in the amount of their rake-off. Finally it penetrated into the craniums of the business men using these stamps that they were paying some one else for the privilege of conducting their own business and the trading stamp was doomed. Within the past few months reports from all sections of the country have indicated the waning popularity of this scheme. The latest report of this sort comes from Utica, N. Y., where five of the seven trading stamp companies operating there are preparing to go out of business.

FOR SALE—ONE MEDIUM SIZED safe with burglar proof chest. Also, one 20-horse power "Otto" gas engine. For further particulars and prices enquire of Rindge, Kalmbach, Logie & Co., 12-16 Pearl St., Grand Rapids, Mich.

GET THE BEST



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

HIRTH, KRAUSE & CO., Grand Rapids

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.

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.

FANCY GOODS.

Why the Merchant Lost Faith in the Community.
Written for the TRADESMAN.

A few days ago, in a small city in Michigan, I entered a grocery where I used to sell high grade goods in quite large quantities, but where trade in these lines had been rather slack for the last few trips. Having learned by enquiry that the merchant was not buying these goods of some other house, I set out to learn the reason for his sudden change from the best goods to cheap goods.

"You must be pretty well out of fancy groceries," I said, after booking a small order for sugar and the cheaper grades of tea and coffee. "You haven't bought anything fine in several months, and I know that you have a gilt-edge trade."

"I've got a lot of that stuff on hand now," said the grocer, pointing to a row of dusty, sagging shelves at the rear end of the store. "Somehow it doesn't go off as it used to."

"What seems to be the trouble?" I asked, making a mental note that my old customer didn't look as prosperous as formerly. He was not well dressed, and his general appearance was not as neat and tasty as in the days of larger orders. The store, too, needed sweeping, and the goods in the cracked show-cases were in a mixed and tumbled condition.

"My customers don't want that kind of stuff any more," he replied. "Times are too hard, I guess, or something of that kind. Anyway, I don't have much call for fancy goods."

Just then a neatly dressed lady entered the store and he stepped forward to wait upon her, leaving the marks of greasy fingers on the order book as he wrote down the items of her order. I saw that the lady noticed this and also that she glanced disdainfully at his soiled linen and untidy neckwear.

"The people of your city must buy fancy groceries somewhere," I began, as the grocer came back to where I stood, "and they used to buy them of you. If you will tell me what the trouble is, I may be able to suggest a remedy."

"Oh, I don't think there's anything wrong with the goods," was the reply. "I never hear any kicks. They just don't come here to buy them, and that's all there is of it."

"Yes," I said, "but the sort of people who buy fancy groceries do not kick. When they become dissatisfied, they go to some other store for their goods."

"I guess you're about right," replied the grocer, with an embarrassed smile. "I don't talk much about it, but the fact is that the kind of people we are talking about are buying their goods at some other store, and it makes me blue, I can tell you."

"But there must be some reason for the change," I said, "for you had the finest people in the town on your books a year ago."

"I've studied and studied over it," was the gloomy reply, "and I can't figure out why they left me."

He turned away to wait on a customer who wanted some cheese and I noticed that his fingers were stained with tobacco when he carried the slice from the cheese safe to the scales—and the customer noticed it, too. The mystery the grocer had talked about was to me a mystery no longer. A child might have

solved it then, with one glance at the expressive face of the customer.

Leaving the merchant to attend to a number of children who wanted candy and small school supplies, I walked about the store. One of the first things to attract my attention was a haze of tobacco smoke in the vicinity of the stove. I walked back there and found two roughly clad men sitting tipped back in rickety chairs with their feet perched high on the heater, which contained no fire, the day being warm and pleasant. They were planning a fishing trip and at the same time filling the store with the fumes of very bad tobacco. And all about them were open barrels of crackers, uncovered crocks of butter, and unprotected boxes of raisins, figs and dates. The flavoring these goods were receiving was certainly not conducive to their consumption as articles of food.

"No," said the grocer coming back to the stove, "I can't for the life of me understand why I lost that gilt-edge trade I had a year or so ago. I sell the same grade of goods, and do business just as I used to. No, I can't understand it."

"By the way," I said, noting the absence of a bright-faced young clerk who had been quite a favorite of mine, "what has become of Charley? I don't see him here to-day."

"He got a job in a Chicago wholesale house and went away," was the reply. "I miss him a good deal, too, for he used to keep things looking ship-shape. I must get at it before long and clean up."

"Of course I hope the boy will do well in Chicago," broke in one of the men at the stove, "but he's got to get rid of some of his hifalutin' notions if he does."

"That's so," said the other chair-warmer, "fer he got too big fer this town. It got so we couldn't take no comfort sittin' here a-smokin' when we just dropped in, he kep' hus'lin' things about so. I just took my trade away until he left."

I thought that Charley would have been justified in turning the hose on his critics by the stove, but, of course, I could not say so.

"Charley had his faults," said the grocer, "but he was a good boy. The store didn't look so when he was here. I'm

too discouraged to do much cleaning up," he added in an aside to me. "I try to use everybody white, but I've lost my best trade. I really can't understand it. Where did you say you got that big bass, Hi?" he called out to one of the men at the stove.

"Right there at the bend," was the drawling reply, and then the fellow went on to explain the details of the capture, the size of the fish and what the neighbors said when he took it home. And all this time two lady customers were waiting at the front end of the store.

I called the grocer's attention to the fact and he finally went forward, lighting the stub of a cheap cigar as he walked and looking back over his shoulder at the fisherman sitting by the stove. One of the ladies wanted a peck of potatoes and the merchant opened the cellar door to get them. As he did so the odor of decaying vegetables swept out of the cellar on a gust of damp and musty air.

"I must get at it some day and clean out this cellar," he said, putting another lighted match to his cigar. "No," he added, turning back from the top step, "I don't think I'll order any of the fancy stuff this time. There don't seem to be any sale for it in this poverty-stricken town any more. I don't know what's got into the people. I can't understand it at all."

I think I could have explained the matter, but, fearful of giving offense, I remained silent. And I think a good many readers of the Tradesman might give him a hint regarding his loss of trade. The class of grocers here referred to are dying out, being crowded out of the ranks by more competent business men who realize that neatness and courteous attention are demanded by modern buyers, but there are, I am sorry to say, a few of the old kind left.

A man's body may be an earthly tenement, but he objects to being called a flat.

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.

The Grand Rapids Paper Box Co.

Manufacture

Solid Boxes for Shoes, Gloves, Shirts and Caps, Pigeon Hole Files for Desks, plain and fancy Candy Boxes, and Shelf Boxes of every description We also make Folding Boxes for Patent Medicine, Cigar Clippings, Powders, etc., etc. Gold and Silver Leaf work and Special Die Cutting done to suit. Write for prices. Work guaranteed.

GRAND RAPIDS PAPER BOX CO, 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.

Getting the People

Some Underlying Principles of Good Advertising.

Written for the TRADESMAN.

Advertising has grown to be such a factor in the development of modern business success that no live business man can afford to overlook its importance. "Of the making of books there is no end," and advertising is no exception. The amount of matter that has been written and is still being written about advertising is something inconceivable, but its chief drawback is that the majority of it is theory.

Theory is a good thing in some places—it is useless so far as advertising is concerned. Advertising is the most thoroughly practical subject in the world. It is the study of human nature in the mass—it is the science of salesmanship—only the salesmanship is done by means of paper, type and ink, instead of by spoken words. No one can be taught salesmanship, unless he has certain necessary qualities—a keen insight into human nature, the ability to point out the strong features of his goods, untiring patience, unflinching courtesy, and a good presence. No merchant can become a successful advertiser unless, in addition to these qualities, he is able to write good, forcible, clear English, unless he knows the principles underlying the use of type, paper and ink, and unless he has sufficient capital to advertise persistently and continuously.

So far as possible, this department will be kept clear of theorizing. The advertising literature and advertising plans that come in for criticism will be judged in comparison with other literature and other plans which the writer knows from experience to have been successful. Where a principle is announced it will be on the strength of this experience.

An ounce of practice is worth a ton of theory.

* * *

Many business men who are doing intelligent advertising are not reaping results from it. The reason does not lie in the advertising, but in the store itself. An inattentive salesperson can do more to neutralize the effect of good advertising than any other means in the world. I know of one store in particular whose trade the best advertising in the world can not increase. It is a large store, nicely arranged, its windows are trimmed several times a week, its goods are attractive and its prices are right, but it is hard work to get waited on. I happened to be in that store one day when a lady entered. She walked up to a counter where two or three salespeople were standing, engaged, apparently in the most engrossing of conversations. Nobody paid the slightest attention to her. The floor manager was nowhere in sight. She waited patiently enough for several minutes, and then asked one of the salespeople where the ribbon counter was. An indignant stare was the only reply she received and she turned and left the store, undoubtedly with a mental resolution never to return. I know of another lady who waited over three-quarters of an hour while a saleswoman was finding out if a certain article was ready to be tried on. In cases like these advertising is powerless. It can bring people to the store—it can not sell them goods, nor can it offset the impression created by inattentive and discourteous salespeople.

Honesty is all-important in advertising. Glowing statements in advertisements which are not borne out by facts when the people come to the store will, in time, react most injuriously. Two things it is well to bear in mind are that you can rarely deceive the same person twice, and that one disappointed customer can keep away at least five possible purchasers. Tell the truth and the whole truth in your advertising. When the people come to know that they can rely upon every statement you make in your advertising you will have built up a foundation of good will for your business that all the assaults of competition can not shake. The man who advertises shoes at 98 cents, reduced from \$4, while he may apparently thrive for a while, will soon reach the end of his tether. After he has fooled everybody once the limit is reached, and he must either close his store or let the sheriff do it for him.

Honesty, absolute and unvarying, is the only method yet discovered for the making of a successful business—and successful business depends upon successful advertising.

* * *

Don't attempt to write advertising matter at the end of the day or late at night, when you are tired out. Make it a point to set aside a time near the beginning of the day's work, when you are fresh and your brain is unclouded. It requires a clear head to write successful advertising—to make it interesting and chatty and forcible. How can you expect to do this when you are dead tired and feel like a wilted collar?

If business men would only come to a realization of the importance of good advertising and the necessity of giving it their best thought, the papers would contain fewer poorly-worded, ineffective advertisements. Not every man can write first-class advertising, but nine-tenths of the advertisers could do better than they are doing if they gave the matter more serious thought.

W. S. HAMBURGER.

* * *

(Readers of the Michigan Tradesman are invited to send to this department samples of their advertising matter, details of their plans for advertising, and enquiries regarding same, for criticism and comment. Names and places will be omitted when desired. Criticism and advice will be given without fear or favor and entirely free of charge. The expense is borne by the Tradesman. Address all communications to W. S. Hamburger, care of the Michigan Tradesman, Grand Rapids.)

Where Man Would Be.

"Where," asked the female suffrage orator, "would man be to-day were it not for woman?" She paused a moment and looked around the hall. "I repeat," she said; "where would man be to-day were it not for woman?" "He'd be in the Garden of Eden eating strawberries," answered a voice from the gallery.

A man can borrow trouble without putting up any security.

AMERICAN CARBIDE CO., Ltd.

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

Calcium Carbide

and all kinds of

Acetylene Gas Burners

Orders promptly filled.
JACKSON, MICH.



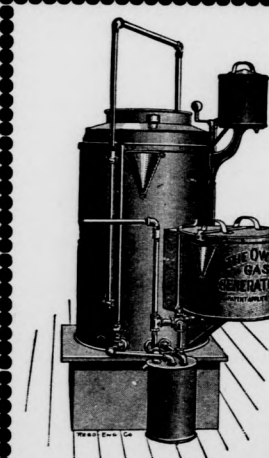
Acetylene Gas

Makes the BRIGHTEST,
PUREST,
CHEAPEST,
SAFEST and most
CONVENIENT
Light when made by the

Crown Acetylene Gas Machine

Write us for Catalogue and full particulars. Agents wanted.

Crown Acetylene Gas Machine Co.,
Detroit, Mich.



THE Owen Acetylene Gas Generator

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

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

Write for Catalogue and particulars to

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

Also Jobbers of Carbide, Gas Fixtures, Pipe and Fittings.



Here It Is!

The Holmes Generator

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

Holmes-Bailey Acetylene Gas Co.
Manton, Michigan.

WE ARE THE PEOPLE

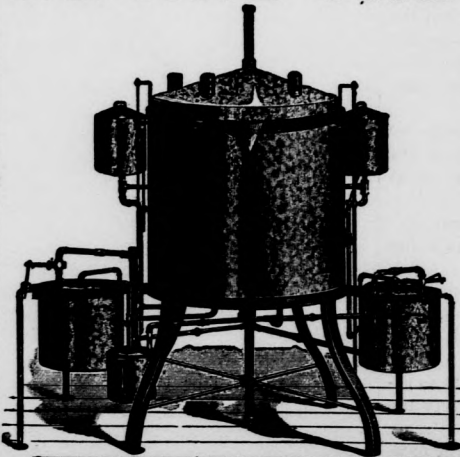
Profiting by the experience of the numerous generators which have been put on the market during the past two years, we have succeeded in creating an ideal generator on entirely new lines, which we have designated as the

TURNER GENERATOR

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

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

State rights for sale.



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. KRYER, Secretary-Treasurer, L. F. BAKER. Regular meetings—First Saturday of each month in Council Chamber in McMullen block.

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

Grades in Lying.

Among the prejudices which a fair-minded man would like to see modified is the sweeping condemnation under which all liars exist and ply their vocation. In the public mind every variety of lie is lumped in the same category and all are classed as unequivocally bad. Nothing could be more unjust or a greater mistake. There is, of course, the cruel and malicious liar who makes mischief in families and who is one of the greatest curses of society, and there is the man who willfully misrepresents his wares and lies for profit, who is equally obnoxious; but between these and the white light of perfect truth there are a vast number of well-meaning and agreeable liars who add enormously to the ease and pleasure of life. Diatribes have been written about the white lies of society; but where would we be without them? Who would like to be told, when she called, that Mrs. White was in the house, but didn't want to see her, instead of the pleasant euphemism, "not at home?" Who would enjoy the candor of a host who yawned in his face and said, "You are boring me to death and I feel like you had been here a year; won't you ever leave?" As a matter of fact, white lies are the polite subterfuge of civilized people who prefer to risk their own souls rather than needlessly wound a fellow-creature. Then there is the complimentary liar. Consider what a boon he is and how much indebted we are to him for cheering words of praise. How invigorating is his declaration that we are looking splendid, when we crawl out into the sun for the first time after an illness. How inspiring his always expressed opinion that he has just read our last article and that it is the best thing we have ever done. What a sweet morsel to roll under our tongue is his cheerful prophecy that fame and fortune are waiting for us just around the corner. It has been said that the best loved youth or maiden in a community would die with chagrin if they could know the secret opinion their friends entertained of them. Nothing but the presence of the complimentary liar prevents us from arriving accurately and definitely at this information. He is the buffer that stands between us and the painful truth. The bragging liar is another interesting type. There isn't an atom of harm in him, since he is as transparent as a bit of crystal and asks nothing of you except to listen to his own stories of his own achievements. Still another, and a delightful speci-

men of the liar, is the man who romances for mere love of it. To this type belong the fish liar and the wonderful shot liar and the traveled liar and the men who have met with strange adventures, and last, but not least, the parental liar whose children say and do phenomenal things. Anyone can see at a glance what a blessing these people are to bored humanity. Suppose all stories were related exactly as they occurred, without any doctoring up and the addition of any little effective touches in the way of denouement; suppose there were no witticisms of children related except the bonmots they really perpetrated; suppose that all fish stories and hunting stories were censored until merely the bare truth remained, wouldn't we be deprived of a great deal of innocent pleasure? It is the cheerful liar to whom we look to furnish us with the spice of existence, and throw the halo of romance over the commonplace.

Gripsack Brigade.

Barney E. Stratton, who has acted as house salesman for the Ball-Barnhart-Putman Co. for the past six months, succeeds to the territory relinquished by Samuel R. Evans.

Don P. Cushman now has a monopoly on the hotel business at Union City, having obtained control of both hotels—the Union City House and Brown's hotel. The new combination has been appropriately christened "The Union."

During the rush at the Kent Hotel the other day, H. C. Booth undertook to hurry up some of his girls who were late in getting down to the dining room and accidentally fell downstairs. Then it was known that he is no Sunday school superintendent.

Samuel R. Evans has engaged to cover Central Michigan for W. F. McLaughlin & Co., of Chicago, succeeding Judd E. Houghton, who retires of his own volition, to devote his entire time to his wife, who has become a confirmed invalid. Mr. Houghton's employers speak in the highest terms of his success as a salesman and his fidelity to his house and deplore the circumstances which necessitate their parting company.

Phelps, Brace & Co. have changed Sol Berger from the city (Detroit) trade to Ohio territory, where he will represent the cigar department exclusively. Two gentlemen have been engaged to take his place in the city—Daniel McKercher, who was formerly salesman for Geo. T. Warren, and F. A. Remington, formerly on the road for John P. Hemmeyer and Wells, Stone & Co.

A. H. Saur, of Kent City, donned the traveling man's air and dignity and started out last Monday to sell A. H. Saur & Co.'s full cream cheese. This factory turns out about 700 pounds each day of the finest grade and Eugene O'Connor is the man who squeezes the curd and "comes back from the South with a black vest front." Mr. Saur was out four days and will send another man next time. He says the road work is not what it is cracked up to be and that in the future he will attend to business at home.

Have the Grand Rapids Boys No Sand?

Kalamazoo, June 13.—We wish you would notify some of the boys at Grand Rapids who are interested in baseball that the traveling men here are quite anxious to get up a game and will play either in Grand Rapids or here. If you will please put the matter in the proper hands you will oblige your many Kalamazoo friends. E. F. ZANDER.

Mutual Protective Anti-Flirt Society.

"As a general thing," said Cholly, thoughtfully contemplating his white duck trousers and shoes, "I am opposed to trusts and combines, but there's one been organized lately down in Illinois that I hope will have an office in every town in the land, and a billion dollars capital. It's called the 'Anti-Coquette Trust,' and its object is to protect the helpless and guileless youth of the country against the machinations of the girls, and to insure them against the inconstancy of woman. You don't understand? Well, it's like this. When a fellow is in love with a girl he wants to do something to please her, doesn't he? That's right, and it has always been that way. But anybody that's been along the path of courtship knows that it's a mighty hard road to travel, and full of pitfalls and dangers. Woman is uncertain, coy and hard to please; and never more so than during the days when she halts between 'I will' and 'I won't.' Adam is probably the only man who had a dead sure thing from the start, with no other entries in the race. With Eve it was he or nothing, and she took him; but from that time on down, every mother's son of us have lain awake nights wondering what we could do to make ourselves solid with some girl. In the old romantic days of chivalry a fellow used to pin his sweetheart's colors on his arm, put on his armor and go out and fight some other tin-clad, the gate receipts and the lady going to the winner. At another time, before the laws against public nuisances were so stringent, it was the correct thing to get your light guitar, and go out and serenade your girl until they scattered you away. Now we lay siege to a girl's heart by means of presents. It isn't so romantic as the other ways; but it works. We begin by a bunch of violets. Angelina smiles. We follow it up with chocolate creams. Angelina's smile contains 40 degrees of warmth. Then we reach the sentimental book passage. Angelina's smile chases the thermometer for warmth and wins. The days go by, and the courtship is marked by silver trifles for her dressing table, bangles for her bracelet, theater tickets, ice cream, little suppers, not to mention the heavy tragedy part, where it begins to call for engagement rings and subsequent tokens of affection that mean good hard dollars, for 'I don't want no cheap man' is the burden of the modern Juliet's song. If the engagement ends in matrimony, no man would, of course, regret the outlay. It's been in the line of business; but every sympathetic soul must see that it's pretty hard to blow in your salary, as happens nine times out of ten, on a girl who hasn't had at any time the slightest idea of doing anything but amusing herself with you, and finally gives herself to 'another.' It is to reimburse those of us who have spent money on girls, and then gotten left, that the 'Anti-Coquette Trust' has been formed. You pay in a fee for membership, and then when your girl gives you the throw-down you go around and collect back the price of your ice cream sodas and Christmas gifts. It's a great scheme, and, coming right at the beginning of summer, it is nothing short of providential. So long. I'm going down the street to organize a Grand Rapids branch."

Episode Omitted From the Biography.

LeRoy, June 12.—In writing up A. B. Gates' biography in your issue of May 17 you left out some very important

parts. Some years ago he dressed himself in his new suit of light clothes, light Fedora hat and new tan shoes and hired a rig of Frank Smith to drive to Luther and back. On his return trip he got a late start and, when he reached the pine slashing, the shades of inky darkness had covered the black and burned logs and roots, ashes and dirt and the horse got lost. Mr. Gates was not lost. He was in the buggy. He had sympathy for the horse and got out to sell a bill of cigars and help the horse, which he led until the small hours of the night. In the course of time he reached LeRoy, changed his clothes, but he never said a word. Ask him about it and he will blush, as he is very bashful, and you will doubtless get a Thurlow Weed or a Night Hawk. OBSERVER.

Expert Estimate of the Peach Crop.

Edwy C. Reid, editor of the Allegan Gazette, who as Secretary of the Michigan Horticultural Society is in a position to form accurate and expert conclusions as to the condition of growing fruits, thus refers to the prospective peach crop in the current issue of his newspaper:

Edward Hutchins, whose fruit farm is in the northeastern portion of Ganges township, brought to the Gazette office this week branches of three varieties of peaches, all heavily loaded with healthy young fruit. He expects to have about a quarter of a full crop, and a few of his neighbors will have more or less. The fruit is mainly in the tops of the trees. Mr. Hutchins says, however, that there will not be a thousand bushels of peaches in all Ganges township, which is capable of yielding at least 250,000 bushels in favorable seasons. In Casco, the next township south, there are a few orchards in condition similar to that of Mr. Hutchins, but the instances are rare. Practically, the peach crop of Allegan county was entirely destroyed, and the same is true of all the State to the northward, but Berrien county and a part of Van Buren will have a fractional crop.

B. P. O. E. Convention at St. Louis.

Grand Rapids Lodge, No. 48, will attend the reunion and grand lodge meeting at St. Louis, June 20 to 23, leaving Grand Rapids at 2 o'clock p.m., Monday, June 19, going via G. R. & I. and Wabash Railroad, arriving at St. Louis at 7:15 a. m., Tuesday. Through chair cars will be provided free and sleeping car service can be reserved on application to G. R. & I. ticket agent at Union station. Other lodges and friends of the order are invited to accompany our lodge. Rate, \$11.50 for the round trip. Tickets good returning on all regular trains until June 25. For further information apply to E. M. BARNARD, Chairman Committee.

An Arkansas printer, in making up the forms in a bury, the other day, got a marriage notice and a grocer's advertisement mixed up so that it read as follows: "John Brown and Ida Gray were united in the holy sauer kraut by the quart or barrel. Mr. Brown is a well known young codfish at 10c per pound, while the bride, Miss Gray, has some nice pigs' feet which will be sold cheaper than at any store in town."

REMODELED HOTEL BUTLER

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

HOTEL WHITCOMB ST. JOSEPH, MICH.

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Patents Obtained. Patent Litigation
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Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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HENRY HEIM, Saginaw	Dec. 31, 1902
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Unpleasant Features Incident to the Drug Business.

Written for the TRADESMAN.

When I entered a Michigan drug store, the other morning, I found the proprietor making a close examination of the morning paper.

"Have you kept track of the bill requiring druggists to pay a \$500 tax, the same as retail liquor dealers?" he asked.

I told him that I had not.

"I wish the law would pass," he said.

"Then we would have a good excuse for dropping whisky out of stock. There is no money in it and it's an awful nuisance."

"There is a popular notion that it is the best paying part of the drug business," I said.

"Well, it is not true," said the druggist. "We have to keep the stuff to accommodate people who are customers in other lines, and it is a continual source of annoyance. Just as sure as we get a store full of lady customers, some old soak who has been here before trots in and darts behind the prescription case. Sometimes he makes some thin excuse, but he usually goes right along as if he owned the place. We might just as well hand him a drink over the counter, for the ladies all know what he goes back there for, and the way they turn up their pretty noses is a caution. I think I'll set the dog on the next man that tries it. If they wouldn't come in wobbling like a rail fence it wouldn't be so bad. I wonder how it would do to doctor the whisky in that bottle back there, just as a mild sort of protest against the practice?"

"You'd probably have a sick man here, and perhaps the patrol wagon," said I.

"I might put a couple of stuffed snakes in it," said the druggist, thoughtfully, "only some frightened bloot might raise the shingles off the roof some morning."

The merchant pondered a moment and then resumed.

"There's another kind of customer I'd like to get rid of," he said. "That is the man who knows all about drugs. I think he'd look well with a harp and a damp cloud, don't you? I believe I will let him have his way some day and give the undertaker a chance. This morning a fellow came in here and asked for an ounce each of nitric and muriatic acid, mixed. The thing being a rank poison, I asked him what he wanted of it. He said his stomach felt bad and he wanted to take half a teaspoonful of it. I explained, in my weak and timid way, that we didn't care to have customers drop dead in the store, and suggested that if he wanted to end his worthless life he'd better go to Manila and give the natives a chance."

"He insisted that the remedy was

harmless, and that he knew all about drugs. Said he put up his own prescriptions at his home town. What he wanted, of course, was diluted nitromuriatic acid, a drop or two of which is good for a weak stomach. I couldn't make him understand the difference and he went away mad.

"Only a week or two ago," continued the druggist, "a stranger walked in here and stepped back to the prescription counter. We were all busy at the time, but I watched him, perhaps because of the nerve he exhibited. When I got back there, he had a lot of sulphate of zinc in a glass and explained that he wanted to take a dose of epsom salts. I almost wish I had let him take it."

"Would it have killed him?" I asked.

"It might," was the reply, "and it might have made him mighty sick for a few hours. Such fools ought to be taught a thing or two. Even if he knew all about drugs, he had no business trying to wait on himself. If it wouldn't muss up things in the store, I'd turn the hose on such chaps. Sometimes good customers do such things, but I can overlook it in them."

"I cured one customer of being gay last spring," he added, with a smile. "He was one of our regular whisky customers. There being people he knew in the store, he bated to ask for the real thing. The bottle had been hidden that day. After waiting around a little while, he asked for a dose of whisky and quinine. He said he knew where the quinine was, and he'd get it himself. The ladies in the store began to smile and it made me angry, so I went back and put it up for him. I put up one ounce of whisky and five grains of quinine."

"And he drank it in the store?" I asked.

"Oh, no, I put it up in a bottle in the regular way, and he went off with it. In about half an hour he came back. He was too good-natured a man to roar about it, but he said that when I wanted a fresh cargo of quinine I might just put him in a water tank and dilute him. He said he'd been trying to make arrangements to go over to Cuba as a sort of portable medical department; but the sons of statesmen had all the desirable jobs and so he had been turned down. He said he didn't object to taking the quinine, but he wanted the next dose extended over about a month, so it wouldn't take the flavor of the whisky away."

Just then a little girl entered the store and asked for a postage stamp. The druggist waited on her and came back to where I stood.

"That business transaction reminds me of a thing that took place here last summer," he said. "I had a lot of stuff on hand, such as toilet articles, that I wanted to get rid of, and I advertised that I would give a glass of soda water to every person whose purchases at one time amounted to a dollar or more. It worked all right for a time, but one day a lady came in and bought a dollar's worth of postage stamps. She asked me for an envelope to put them in and then demanded a glass of soda water. You could have knocked me over with a two-for-a-cent sponge."

"Did you give it to her?" I asked.

"I told her that there was a law against selling postage stamps at bargain rates or giving premiums with them, but she wouldn't leave the store. She said she always thought I was a

fraud and that my wife was the shabbiest woman that came to the Baptist church and that if I didn't give her the soda water I'd regret it to the last day of my life. What can you do when you strike a female cyclone like that in full blast and ready to do business regardless of results? I told her that I had just been joking and gave her the nicest drink I could manufacture. I suppose I ought to have poisoned her, but her nerve was too elaborate a thing, frills and all, to lose."

"And you kept her trade, of course?"

"Indeed I did not," was the disgusted reply. "She told all about the neighborhood that I tried to cheat her, and that I never did as I agreed. Oh, we have a few nice, cheerful things to contend with."

And the druggist went forward to wait on a woman who wanted 2 cents' worth of mustard.

The Prices Didn't Agree.

A dudish specimen of humanity presented last week to the clerk of a certain St. Louis drug store a prescription reading as follows:

Sodii chloridum 1 ounce.
Aqua pura 4 ounces.

The weights were written in the ordinary conventional style. The clerk looked smilingly at the prescription for salt and water and asked the customer what he wanted to use the medicine for. "I am afraid that every hair will fall out, and my doctor gave me that as a prescription," was the answer. The clerk filled the prescription and charged 75 cents. He put on the bottle a red label with the word "Poison!" and told the dude to be careful, as the "sodii chloridum" was particularly dangerous.

Two days later Mr. Dude brought back the bottle to be refilled. The clerk was absent, and the druggist himself waited on him. This gentleman found the prescription on file, but the price had been omitted. He knew he had to deal with a fool. Therefore he fixed the salted water and thought that 25 cents would be an honest compensation.

"How is that?" asked the customer. "Last time I paid 75 cents."

The druggist went back to the prescription enclosure to investigate. In a few minutes he returned and explained that the duty on "sodii chloridum," which was enormous, had been declared unconstitutional by the Supreme Court of the United States. As to "aqua pura," the price had fallen 100 per cent. on account of the absence of yellow fever this year in Central and South America.

The dude went away satisfied with his hair restorer, but the clerk will be discharged if he fails to write prices on the prescriptions in the future.

A Rich Lemon-Soda Syrup

One of the best drinks at the fountain is a fresh lemon soda, and it is very refreshing when made with the fresh fruit.

A lemon syrup flavored from fresh fruit without the use of alcohol or extract makes a much better drink with

soda than a syrup flavored with lemon extract. The oil of lemon from the rind is fresh and rich and the juice is appetizing.

To make a rich lemon syrup select eight or ten bright yellow, ripe, juicy lemons and grate off into a large mortar the yellow part only. Cover the grating with about a half-pound of granulated sugar, and with the pestle rub thoroughly together. If the mixture is allowed to stand for three or four hours the result is better, but this is not necessary. When ready to finish, cut the lemons and extract the juice. Add the juice to the grated rind and sugar and stir until it is all, or nearly all, dissolved. Now take a one-gallon bottle and with a funnel and piece of cheese-cloth strain the liquid into the bottle, agitating with a spoon until all the syrup has passed through. Now pour over the residue about eight ounces of boiling hot water. This will carry through any surplus of sugar and will soften the rind, which should now be thoroughly squeezed to extract the oil and yellow color as much as possible. Add a good heavy syrup to nearly fill the bottle and shake up thoroughly. The syrup should be a rich lemon color and of fine flavor. No coloring, acid, or foam extract should be added. It is a good idea to set the bottle on the counter where customers can see it, and paste on one side a label marked, "Fresh Lemon Syrup." If the syrup is served in a small bottle, the label may be used on this, or if from a tank in the apparatus, paste the label on the name-plate. It attracts attention.

This syrup should be used up inside of two days if possible, and it is better to make it every day. It can be used in a number of drinks, and will go quickly. Use this lemon syrup in sweetening your lemonades and see how it will improve their flavor.

RICHARD FOY.

The Drug Market.

There are very few changes to note this week.

Opium—Is a little firmer, but not notably changed.

Morphine—Is steady.

Quinine—Is unchanged.

Cinchonidia—Is very firm at the advance noted. The article is very scarce and higher prices are looked for.

Cocoa Butter—Has advanced.

Ipecac Root—Continues scarce and another advance has taken place.

Canary Seed—Is higher, on account of reports of damage to growing crop.

When We Plant the Tree.

What do we plant when we plant the tree?
We plant the ship which will cross the sea;
We plant the masts to carry the sails,
We plant the plank to withstand the gales,
The keel, the keelson, and beam and knee;
We plant the ship when we plant the tree.

What do we plant when we plant the tree?
We plant the houses for you and me;
We plant the rafters, the shingles, the floors,
We plant the studding, the laths, the doors,
The beams, the siding, all parts that be;
We plant the house when we plant the tree.

What do we plant when we plant the tree?
A thousand things that we daily see;
We plant the spire that out-towers the crag,
We plant the staff for our country's flag,
We plant the shade, from the hot sun free;
We plant all these when we plant the tree.

HENRY ABBEY.

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.

Advanced—
Declined—

Acidum		Conium Mac.		Scilla Co.		Os Sepia		Paints	
Aceticum, German	70 2 8	Copaiba, Mac.	1 15 1 25	Tolutan	50 2 50	Pepsin Saac. H. & P.	182 20	Soda Borax, po.	9 11 11
Benzolcum, German	70 2 8	Cubaiba	1 15 1 25	Prunus virg.	50 2 50	D. Co.	1 100	Soda et Potass Tart.	26 2 28
Boric	16 16	Ezechthios	1 00 1 10	Aconitum Napellis R	50 00	Picls Liq. N.N. 1/4 gal.	2 2 00	Soda, Carb.	1 14 2 2
Carbolicum	20 2 41	Erigeron	1 00 1 10	Aconitum Napellis F	50 00	doz.	2 2 00	Soda, Bi-Carb.	3 3 2 5
Citricum	40 2 50	Geranium	1 40 2 45	Aloes	50 00	Picls Liq. quarts.	2 2 00	Soda, Sulphas.	3 3 4 2 4
Hydrochlor	30 2 5	Geranium, ounce.	1 40 2 45	Aloes and Myrrh.	50 00	Picls Liq., pints.	2 2 00	Spts. Cologne.	2 2 80
Nitrosum	80 2 10	Giossippi, Sem. gal.	1 25 2 35	Arnica	50 00	Piper Hydrag. po. 80	2 2 00	Spts. Ether Co.	50 2 55
Oxalicum	120 2 15	Hedema	1 25 2 35	Assafoetida	50 00	Piper Nigra po. 22	2 2 00	Spt. Myrcia Dom.	2 2 00
Phosphoricum dil.	120 2 15	Juniper.	1 25 2 35	Atropa Belladonna.	50 00	Piper Alba po. 35	2 2 00	Spts. Vini Rect. bbl.	2 2 00
Salicylicum	50 2 60	Lavendula	1 25 2 35	Aurant Cortex	50 00	Plix Burgun	2 2 00	Spts. Vini Rect. 10gal	2 2 00
Sulphuricum	1 13 2 40	Limon.	1 25 2 35	Benzoin Co.	50 00	Plumbi Acet.	10 2 12	Spts. Vini Rect. 5gal	2 2 00
Tannicum	1 25 2 40	Mentha Piper	1 60 2 20	Barosma Co.	50 00	Pulvis Ipecac et Opi	1 10 2 120	Strychnia, Crystal.	1 20 2 35
Tartaricum	30 2 40	Mentha Verid.	1 50 2 10	Catechu	50 00	Pyrethrum, boxes H.	2 2 00	Sulphur, Subl.	2 2 4 10
Ammonia		Morruum, gal.	1 00 2 15	Castor	50 00	& P. D. Co., doz.	2 2 00	Sulphur, Roll.	2 2 3 4
Aqua, 16 deg.	40 2 6	Myrra	4 00 2 45	Cinchona	50 00	Pyrethrum, pv.	2 2 00	Quassia	2 2 3 4
Aqua, 30 deg.	60 2 8	Oliva	70 2 30	Cinchona Co.	50 00	Quassia S. P. & W.	4 2 00	Quinia, S. German.	3 2 48
Carbonas	12 2 14	Picls Liquida	10 2 12	Columba	50 00	Quinia, N.Y.	3 2 48	Terebenth Venice.	2 2 00
Chloridum	12 2 14	Picls Liquida, gal.	10 2 12	Cubaiba	50 00	Rubia Tincturum	12 2 14	Theobroma.	4 2 48
Anilino		Ricina	2 2 2 100	Cassia	50 00	Saccharum Lactis pv	18 2 20	Vanilla.	9 00 2 16 00
Black.	2 00 2 25	Rosmarini.	2 2 2 100	Cassia Acutifol	50 00	Salacin	3 00 2 10	Zinc Sulph.	7 2 8
Brown	30 2 100	Rose, ounce.	6 50 2 85	Cassia Acutifol Co.	50 00	Sanguis Draconis	4 00 2 30	Oils	
Red	45 2 50	Succini	40 2 45	Digitalis	50 00	Sapo, W.	12 2 14	Whale, winter.	70 2 70
Yellow	2 50 2 300	Sabina	90 2 100	Feet Chloridum	50 00	Sapo, M.	10 2 12	Lard, extra.	55 60
Bacca.		Sassafras	55 2 60	Gentian Co.	50 00	Siedlitz Mixture.	20 2 22	Lard, No. 1.	40 45
Cubese, po. 18	13 2 15	Sinapis, ess., ounce.	1 70 2 180	Gulaca	50 00				
Juniperum	25 2 30	Tigil.	1 70 2 180	Gulaca ammon.	50 00				
Xanthoxyrum	25 2 30	Thyme	40 2 50	Hyoscyamus	50 00				
Balsamum		Thyme, opt.	40 2 50	Iodine	50 00				
Copaiba.	50 2 55	Theobroma	15 2 20	Iodine, colorless.	50 00				
Peru.	45 2 55	Potassium		Kino.	50 00				
Terabin, Canada.	50 2 55	Bi-Carb.	15 2 18	Lobelia.	50 00				
Tolutan.	50 2 55	Bichromate	13 2 15	Myrrh.	50 00				
Cortex		Bromide.	52 2 57	Nux Vomica.	50 00				
Abies, Canadian.	18 18	Carb.	12 2 15	Opi, camphorated.	50 00				
Cassia	12 12	Chlorate, po. 17/18	16 2 18	Opi, deodorized.	50 00				
Cinchona Flava.	12 12	Cyanide.	35 2 40	Quassia	50 00				
Euonymus atropurp	30 30	Iodide.	2 40 2 50	Rhatany.	50 00				
Myrica Cerifera, po.	30 30	Potassa, Bitart, pure	26 2 30	Rhel.	50 00				
Prunus Virgin.	12 12	Potassa, Bitart, com	15 2 15	Sanguinaria	50 00				
Quillaia, gr'd.	12 12	Potass Nitras, opt.	10 2 12	Serpentaria	50 00				
Sassafras, po. 18	12 12	Potass Nitras.	10 2 12	Stromolium	50 00				
Ulmus, po. 15, gr'd	15 15	Prussiate	20 2 25	Tolutan.	50 00				
Extractum		Sulphate po	15 2 18	Valerian	50 00				
Glycyrrhiza Glabra.	24 2 25	Radix		Veratrum Veride	50 00				
Glycyrrhiza, po.	25 2 25	Aconitum	20 2 25	Zingiber.	50 00				
Hematox, 1b box.	13 2 14	Althea	22 2 25	Miscellaneous					
Hematox, 1s.	13 2 14	Anchusa	10 2 12	Aether, Spts. Nit. 3 F	30 2 35				
Hematox, 1/4s.	14 2 15	Arum po.	10 2 12	Aether, Spts. Nit. 4 F	34 2 38				
Hematox, 1/8s.	14 2 15	Calamus	20 2 40	Alumen	24 2 30				
Ferru		Gentiana, po. 15	12 2 15	Alumen, gro'd. po. 7	32 2 4				
Carbonate Precip.	15 15	Glycyrrhiza, pv. 15	16 2 18	Annatto, po.	40 2 50				
Citrate and Quinia.	2 25	Hydrastis Canaden.	2 85	Antimoni, po.	40 2 50				
Citrate Soluble.	75 75	Hydrastis Can., po.	2 85	Antimoni et PotassT	40 2 50				
Ferrocyanidum Sol.	40 40	Heliozore, Alba, po.	18 2 20	Antipyrin	2 35				
Soluto. Chloride.	15 15	Inula, po.	15 2 15	Antifebrin	2 20				
Sulphate, com'l.	2 2	Iris plox, po. 35/38	4 50 2 45	Argenti Nitras, oz	2 50				
Sulphate, com'l, by	50 50	Jalapa, pr.	25 2 30	Arsenicum	10 2 12				
bbl, per cwt.	50 50	Maranta, 1/4s.	2 35	Balm Gilead Bud.	38 2 40				
Sulphate, pure	7 7	Podophyllum, po.	22 2 25	Bismuth S. N.	1 40 2 150				
Flora		Rhel	75 2 100	Calcium Chlor., 1s.	2 9				
Arnica	12 2 14	Rhel, cut.	75 2 100	Calcium Chlor., 1/4s.	2 10				
Anthemis	22 2 25	Rhel, pv.	75 2 100	Calcium Chlor., 1/8s.	2 12				
Matricaria	30 2 35	Spigelia.	35 2 38	Calcium Chlor., 1/16s.	2 15				
Folia		Sanguinaria, po. 15	40 2 45	Capsici Fructus, s.f.	2 15				
Barosma.	25 2 30	Serpentaria	40 2 45	Capsici Fructus, B. po.	2 15				
Cassia Acutifol, Tin-	18 2 25	Senega	40 2 45	Caryophyllus, po. 15	12 2 14				
nevely.	18 2 25	Similax, officinalis H	2 25	Carmines, No. 40.	3 00				
Cassia Acutifol, Aix.	25 2 30	Scilla, po. 35	10 2 12	Cera Alba.	50 2 55				
Salvia officinalis, 1/4s	12 2 10	Symplocarpus, Foti-	2 25	Cera Flava.	40 2 42				
ura Ursi.	8 2 10	us, po.	2 25	Coccus	40 2 40				
Gummi		Valeriana, Eng. po. 30	15 2 20	Cassia Fructus	2 33				
Acacia, 1st picked.	2 65	Valeriana, German.	15 2 20	Cetaceum	2 10				
Acacia, 2d picked.	2 45	Zingiber a.	12 2 16	Chloroform	50 2 53				
Acacia, 3d picked.	2 35	Zingiber j.	25 2 27	Chloroform, squibbs	2 10				
Acacia, sifted sorts.	2 28	Semen		Chloral Hyd Crest.	1 65 2 100				
Acacia, po.	60 2 80	Anisum.	2 12	Chondrus.	20 2 25				
Aloe, Barb. po. 18/20	12 2 14	Apium (grapeleons)	13 2 15	Cinchonidine, P & W	32 2 42				
Aloe, Cape, po. 15	2 12	Bird, 1s.	4 2 6	Cinchonidine, Germ	30 2 40				
Aloe, Socotri. po. 40	2 12	Carul.	10 2 12	Coclea, liq. dis. pr. ct.	3 80 2 400				
Ammoniac.	55 2 60	Cardamon.	1 25 2 175	Croosotum.	2 35				
Ammoniac, po. 30	55 2 60	Corianrum.	8 2 10	Creta, bbl. 75	2 2				
Benzoinum	50 2 55	Cannabis Sativa	44 2 50	Creta, prep.	9 2 11				
Catechu, 1s.	2 13	Cydonium.	10 2 12	Creta, precip.	9 2 11				
Catechu, 1/4s.	2 14	Chenopodium	10 2 12	Crocus.	18 2 20				
Catechu, 1/8s.	2 16	Dipterix Odorate.	1 40 2 150	Cudbear	20 2 24				
Camphora	55 2 60	Foeniculum	2 10	Cupri Sulph.	64 2 8				
Euphorbium, po. 35	2 69	Poenigreek, po.	7 2 9	Dextrine.	10 2 12				
Galbanum	2 100	Lini, gr'd. bbl. 3 1/4	34 2 44	Ether Sulph.	75 2 90				
Gamboge po.	65 2 70	Lobelia	35 2 40	Emery, all numbers	2 8				
Gualacum.	2 100	Phalaris Canarian.	34 2 45	Emery, po.	2 8				
Kino.	2 30	Rapa.	44 2 50	Ergota.	30 2 35				
Mastic	2 60	Sinapis Albu.	9 2 10	Flake White.	12 2 15				
Myrrh.	2 40	Sinapis Nigra.	11 2 12	Galla.	2 23				
Opi., po. 4.00/4.80	3 00 2 30	Spiritus		Gambier.	8 2 9				
Shellac.	25 2 35	Frumenti, W. D. Co.	2 00 2 250	Gelatin, Cooper.	2 60				
Shellac, bleached.	40 2 45	Frumenti, D. F. R.	2 00 2 25	Gelatin, French.	35 2 60				
Tragacanth	50 2 80	Frumenti, 1 25/1 50	1 25 2 150	Glassware, flint, box	75 2 10				
Herba		Juniperis Co. O. T.	1 65 2 200	Less than box	70 2 10				
Absinthium, oz. pkg	25 25	Juniperis Co.	1 75 2 350	Glue, brown.	9 2 12				
Eupatorium, oz. pkg	25 25	Saacharum N. E.	1 90 2 210	Glue, white.	13 2 25				
Lobelia, oz. pkg	25 25	Spt. Vini Galli.	1 75 2 650	Glycerina	14 2 30				
Majorum, oz. pkg	25 25	Vini Oport.	1 25 2 200	Grana Paradisi	25 2 25				
Mentha Pip. oz. pkg	25 25	Vini Alba.	1 25 2 200	Humulus.	25 2 55				
Mentha Vir. oz. pkg	25 25	Sponges		Hydraag Chlor Mite	2 90				
Rue, oz. pkg	25 25	Florida sheeps' wool	2 50 2 275	Hydraag Chlor Cor.	2 80				
Tanacetum V. oz. pkg	25 25	carriage.	2 50 2 275	Hydraag Ox Rub'm.	2 100				
Thymus, V. oz. pkg	25 25	Nassau sheeps' wool	2 00 2 225	Hydraag Ammoniat	2 115				
Flagnesia.		carriage.	2 00 2 225	Hydraag Unguentum	45 2 55				
Calcined, Pat.	55 2 60	Velvet extra sheeps'	1 150	Hydrargyrum.	75 2 75				
Carbonate, Pat.	30 2 32	wool, carriage.	1 150	Ichthyobolla, Am.	65 2 75				
Carbonate, K. & M.	30 2 32	Extra yellow sheeps'	1 125	Indigo.	75 2 100				
Carbonate, Jennings	35 2 36	wool, carriage.	1 125	Iodine, Resubl.	3 60 2 370				
Oleum		Grass sheeps' wool,	2 100	Iodoform.	2 420				
Absinthium.	4 50 2 475	carriage.	2 100	Lupulin.	2 225				
Amygdala, Dulc.									

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

Hazeltine & Perkins Drug Co
Grand Rapids

Gents. Please accept my
thanks for the promptness &
dispatch in filling my order
of yesterday, I telephoned
in the order after 7 A.M.
train leaves your 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 Pointer" or
any other cracker jack
included. Again thanking
you I am
Yours Resp.
A. De Kniff

We are naturally gratified to receive such unsolicited testimonials to our promptness in filling orders, which are a matter of every day occurrence.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 4 00 Fraser's.....75 9 00 IXL Golden, tin boxes 75 9 00 Nica, tin boxes.....75 9 00 Paragon.....55 6 00 BAKING POWDER. Absolute. 1/2 lb cans doz.....45 1 lb cans doz.....85 1 lb cans doz.....1 50 Acme. 1/2 lb cans 3 doz.....45 1 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk. 6 oz. Eng. Tumblers.....85  6 oz. cans, 4 doz case.....80 9 oz. cans, 4 doz case.....1 20 1 lb. cans, 2 doz case.....2 00 2 1/2 lb. cans, 1 doz case.....4 75 5 lb. cans, 1 doz case.....9 00 El Purity. 1/2 lb cans per doz.....75 1 lb cans per doz.....1 20 1 lb cans per doz.....2 00 Home. 1/2 lb cans 4 doz case.....35 1 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90 JAXON 1/2 lb cans, 4 doz case.....45 1 lb cans, 4 doz case.....85 1 lb cans, 2 doz case.....1 60 Jersey Cream. 1 lb. cans, per doz.....2 00 9 oz. cans, per doz.....1 25 6 oz. cans, per doz.....85 Our Leader. 1/2 lb cans.....45 1 lb cans.....75 Peerless. 1 lb. cans.....85 Queen Flake. 3 oz., 6 doz. case.....2 70 6 oz., 4 doz. case.....3 20 9 oz., 4 doz. case.....4 80 1 lb., 2 doz. case.....4 00 5 lb., 1 doz. case.....9 00 BATH BRICK. American.....75 English.....80 CANNED GOODS. Tomatoes.....80 90 Corn.....80 1 00 Hominy.....80 1 00 Beans, Lima.....70 1 30 Beans, Wax.....90 Beans, String.....85 Beans, Baked.....75 1 00 Beans, Red Kidney.....75 85 Succotash.....95 1 20 Peas.....50 85 Peas, French.....2 25 Pumpkin.....75 Mushroom.....15 22 Peaches, Pie.....1 00 Peaches, Fancy.....1 40 Apples, gallons.....@3 25 Cherries.....90 Pears.....70 Pineapple, grated.....1 75 2 40 Pineapple, sliced.....1 35 2 25 Pineapple, Farren.....1 70 Strawberries.....1 10 Blackberries.....80 Raspberries.....85 Oysters, 1-lb.....85 Oysters, 2-lb.....1 50 Salmon, flats, key.....1 70 Salmon, 1/2 lb. flats.....90 Salmon, Red Alaska.....1 25 Salmon, Pink Alaska.....4 00 Lobsters, 1-lb. Star.....3 20 Lobsters, 2-lb. Star.....3 90 Mackerel, 1-lb. Mustard.....10 Mackerel, 1-lb. Soused.....1 75 Mackerel, 1-lb. Tomato.....1 75 Shrimps.....2 00 Sardines, 1/2 domestic.....3 1/2 @ 7 1/2 Sardines, mstrd, dom. 5 1/2 @ 7 1/2 Sardines, French.....8 @ 22	BLUING. CONDENSED PEARL BLUING Small, 3 doz.....40 Large, 2 doz.....75 BROOMS. No. 1 Carpet.....2 3/4 No. 2 Carpet.....2 1/2 No. 3 Carpet.....1 85 No. 4 Carpet.....1 45 Parlor Gem.....2 50 Common Whisk.....95 Fancy Whisk.....1 00 Warehouse.....2 70 CANDLES. 8s.....7 16s.....8 Paraffine.....8 Wicking.....20 CATSUP. Columbia, pint.....2 00 Columbia, 1/2 pint.....1 25 CHEESE Acme.....@ 8 1/2 Amboy.....@ 9 Carson City.....@ 10 Elsie.....@ 8 1/2 Emblem.....@ 9 1/2 Gem.....@ 9 Gold Medal.....@ 8 1/2 Ideal.....@ 9 1/2 Jersey.....@ 8 1/2 Riverside.....@ 9 Brim.....@ 12 Edam.....@ 7 Leiden.....@ 17 Limburger.....@ 13 Pineapple.....50 @ 75 Sap Sago.....@ 17 Chicory. Bulk.....5 Red.....7 CHOCOLATE. Walter Baker & Co.'s. German Sweet.....23 Premium.....35 Breakfast.....46 COFFEE. Roasted. Rio.....9 Good.....10 Prime.....12 Golden.....13 Peaberry.....14 Santos. Fair.....14 Good.....15 Prime.....16 Peaberry.....18 Maracabo. Prime.....15 Milled.....17 Java. Interior.....26 Private Growth.....30 Mandehling.....35 Mocha. Imitation.....22 Arabian.....28 Clark-Jewell-Well's Co.'s Brands Fifth Avenue.....29 Jewell's Arabian Mocha.....29 Wells' Mocha and Java.....24 Wells' Perfection Java.....24 Sancelbo.....21 Breakfast Blend.....18 Valley City Maracabo.....15 1/2 Ideal Blend.....14 Leader Blend.....12 1/2 Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1/2 c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbuckle.....10 50 Jersey.....10 50 McLaughlin's XXXX. McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract. Valley City 1/2 gross.....75 Felix 1/2 gross.....1 15 Hummel's toll 1/2 gross.....85 Hummel's toll 1/4 gross.....1 43 CLOTHES PINS. 5 gross boxes.....40	CLOTHES LINES. Cotton, 40 ft. per doz.....1 00 Cotton, 50 ft. per doz.....1 20 Cotton, 60 ft. per doz.....1 40 Cotton, 70 ft. per doz.....1 60 Cotton, 80 ft. per doz.....1 80 Jute, 60 ft. per doz.....50 Jute, 72 ft. per doz.....50 COCOA. James Epps & Co.'s. Boxes, 7 lbs.....40 Cases, 16 boxes.....38 COCOA SHELLS. 20 lb bags.....2 1/2 Less quantity.....3 Pound packages.....4 CREAM TARTAR. 5 and 10 lb. wooden boxes.....30 Bulk in sacks.....29 CONDENSED MILK. 4 doz in case. Gail Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....5 35 Dime.....8 35 COUPON BOOKS. Tradesman Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Economic Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Superior Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Credit Checks. 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75 Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50 DRIED FRUITS—DOMESTIC Apples. Sundried.....@ 7 1/2 Evaporated 50 lb boxes.....@ 10 1/2 California Fruits. Apricots.....@ 15 Blackberries.....@ 15 Nectarines.....@ 10 1/2 Peaches.....@ 11 Pears.....@ 7 1/2 Pitted Cherries.....@ 7 1/2 Prunelles.....@ 7 1/2 Raspberries.....@ 7 1/2 California Prunes. 100-120 25 lb boxes.....@ 4 80-100 25 lb boxes.....@ 5 1/2 60-80 25 lb boxes.....@ 6 1/2 40-60 25 lb boxes.....@ 7 1/2 30-40 25 lb boxes.....@ 8 1/2 1/4 cent less in 50 lb cases Raisins. London Layers 2 Crown.....1 50 London Layers 3 Crown.....2 00 Cluster 4 Crown.....5 Loose Muscatels 3 Crown.....6 Loose Muscatels 4 Crown.....7 L. M. Seeded, choice.....8 L. M. Seeded, fancy.....9 1/2 Leghorn. Corsican.....@ 11 Citron. Leghorn.....@ 11 Corsican.....@ 12 Currents. Patras bbls.....@ 5 1/2 Cleaned, bulk.....@ 6 Cleaned, packages.....@ 6 1/2 Peel. Citron American 10 lb bx.....@ 13 Lemon American 10 lb bx.....@ 10 1/2 Orange American 10 lb bx.....@ 10 1/2 Raisins. Ondura 28 lb boxes.....@ Sultana 1 Crown.....@ Sultana 2 Crown.....@ Sultana 3 Crown.....@ Sultana 4 Crown.....@ Sultana 5 Crown.....@ Sultana 6 Crown.....@ Sultana package.....@	FARINACEOUS GOODS. Farina. 24 1 lb. packages.....1 25 Bulk, per 100 lbs.....3 00 Grits. Walsh-DeRoo Co.'s Brand.  34 2 lb. packages.....1 80 100 lb. kegs.....2 70 200 lb. barrels.....5 10 Hominy. Barrels.....2 50 Flake, 50 lb. drums.....1 00 Beans. Dried Lima.....5 1/2 Medium Hand Picked 1 20 @ 25 Maccaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....1 75 Chester.....2 0 Empire.....2 50 Peas. Green, Wisconsin, bu.....1 00 Green, Scotch, bu.....1 10 Split, bu.....2 50 Rolls Oats. Rolled Avena, bbl.....4 00 Monarch, bbl.....3 75 Monarch, 1/2 bbl.....2 00 Monarch, 90 lb sacks.....1 80 Quaker cases.....3 20 Huron cases.....2 00 Sage. German.....4 East India.....3 1/2 Eesley's Self Rising Flour. Pastry. 2 lb. cartons, 2 dz. in case.....1 80 6 lb. cartons, 2 dz. in case.....4 80 Entire Wheat. 2 lb. cartons, 2 dz. in case.....1 80 Graham. 2 lb. cartons, 2 dz. in case.....1 80 Tapoca. Flake.....5 Pearl.....4 1/2 Pearl, 24 1 lb. pkgs.....6 1/2 Wheat. Cracked, bulk.....3 1/2 24 2 lb packages.....2 50 SALT FISH. Cod. Georges cured.....@ 5 Georges genuine.....@ 5 1/2 Georges selected.....@ 6 Strips or bricks.....6 @ 9 Herring. Holland white hoops, bbl.....9 25 Holland white hoop 1/2 bbl.....5 25 Holland white hoop, keg.....70 Holland white hoop mchs.....80 Norwegian.....70 Round 100 lbs.....3 10 Round 40 lbs.....1 40 Scaled.....14 Flackeral. Mess 100 lbs.....15 00 Mess 40 lbs.....6 30 Mess 10 lbs.....1 35 Mess 8 lbs.....1 35 No. 1 100 lbs.....13 25 No. 1 40 lbs.....5 60 No. 1 10 lbs.....1 48 No. 1 8 lbs.....1 20 No. 2 100 lbs.....11 50 No. 2 40 lbs.....4 90 No. 2 10 lbs.....1 30 No. 2 8 lbs.....1 07 Trout. No. 1 100 lbs.....5 25 No. 1 40 lbs.....2 40 No. 1 10 lbs.....68 No. 1 8 lbs.....57 Whitfish. No. 1 No. 2 Fam 100 lbs.....7 00 6 50 2 75 40 lbs.....3 10 2 90 1 40 10 lbs.....85 80 43 8 lbs.....71 68 37 FLAVORING EXTRACTS. Perrigo's. Van. Lem. doz. doz. XXX, 2 oz. obert.....1 25 75 XXX, 4 oz. taper.....2 25 1 25 XX, 2 oz. obert.....1 00 No. 2. 2 oz. obert.....75 XXX D D pitchr. 6 oz.....2 25 XXX D D pitchr. 4 oz.....1 75 K. P. pitcher, 6 oz.....2 25 Pure Brand. Lem. Van. 2 oz. Taper Panel.....75 1 20 2 oz. Oval.....75 1 20 3 oz. Taper Panel.....1 35 2 00 4 oz. Taper Panel.....1 60 2 25	FLAVORING EXTRACTS.  Jennings's. D. C. Vanilla.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....2 00 No. 8 4 00 No. 10 6 00 No. 2 T 1 25 No. 3 T 2 00 No. 4 T 2 40 D. C. Lemon.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....2 00 No. 8 4 00 No. 10 6 00 No. 2 T 1 25 No. 3 T 1 25 No. 4 T 1 50 FLY PAPER. Tanglefoot, per box.....36 Tanglefoot, per case.....3 20 Holders, per box of 50.....75 Perrigo's Lightning, gro.....2 50 Petrolatum, per doz.....75 HERBS. Sage.....15 Hops.....15 INDIGO. Madras, 5 lb boxes.....55 S. F., 2 3 and 5 lb boxes.....50 GUNPOWDER. Rifle—Dupont's. Kegs.....4 00 Half Kegs.....2 25 1 lb. cans.....1 25 1/2 lb. cans.....18 Choke Bore—Dupont's. Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb. cans.....34 Eagle Duck—Dupont's. Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb. cans.....45 JELLY. 15 lb pails.....35 30 lb pails.....65 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....20 Calabaria.....25 Sicily.....14 Root.....10 PATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 70 Export Parlor.....4 00 Wolverine.....1 05 No Brand.....95 MOLASSES. New Orleans. Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 @ 35 Half-barrels 20 extra. MUSTARD. Horse Radish, 1 doz.....1 75 Horse Radish, 2 doz.....3 50 Bayle's Celery, 1 doz.....1 75 PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 8.....85 POTASH. 48 cans in case.....4 00 Babbitt's Penna Salt Co.'s.....3 00 PICKLES. Medium. Barrels, 1,200 count.....4 00 Half bbls, 600 count.....2 50 Small. Barrels, 2,400 count.....5 00 Half bbls, 1,200 count.....3 00 RICE. Domestic. Carolina head.....6 1/2 Carolina No. 1.....5 Carolina No. 2.....4 Broken.....3 1/2	Imported. Japan, No. 1.....5 1/2 @ 6 Japan, No. 2.....4 1/2 @ 5 Java, fancy head.....5 @ 5 1/2 Java, No. 1.....5 @ 5 Table.....@ SALERATUS. Packed 60 lbs in box. Church's Arm and Hammer.....15 Deland's.....3 00 Dwight's Cow.....3 15 Emblem.....3 50 L. P.....3 00 Sodio.....3 15 Wyandotte, 10 1/2 @ 3 00 SAL SODA Granulated, bbls.....75 Granulated, 100 lb cases.....90 Lump, bbls.....75 Lump, 145 lb kegs.....85 SALT Diamond Crystal. Table, cases, 24 3-lb boxes.....1 50 Table, barrels, 100 3-lb bags.....2 75 Table, barrels, 40 7-lb bags.....2 40 Butter, barrels, 280 lb. bbls.....2 25 Butter, barrels, 20 14-lb bags.....2 50 Butter, sacks, 28 lbs.....25 Butter, sacks, 56 lbs.....55 Common Grades. 100 3-lb sacks.....1 95 60 5-lb sacks.....1 80 28 10-lb sacks.....1 65 Worcester. 50 4 lb. cartons.....3 25 115 2 1/2 lb. sacks.....4 00 60 5 lb. sacks.....3 75 22 14 lb. sacks.....3 50 30 10 lb. sacks.....3 50 28 lb. linen sacks.....32 56 lb. linen sacks.....60 Bulk in barrels.....2 50 Warraw. 56-lb dairy in drill bags.....30 28-lb dairy in drill bags.....15 Ashton. 56-lb dairy in linen sacks.....60 Higgins. 56-lb dairy in linen sacks.....60 Solar Rock. 56-lb sacks.....21 Common. Granulated Fine.....60 Medium Fine.....70 SCALES. Per doz. Pelouze Household.....12 00 Weighs 24 lbs. by ounces. SEEDS. Anise.....9 Canary, Smyrna.....3 1/2 Caraway.....60 Cardamom, Malabar.....6 Celery.....11 Hemp, Russian.....4 1/2 Mixed Bird.....4 1/2 Mustard, white.....5 Poppy.....10 Rape.....4 1/2 Oatle Bone.....20 SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....48 French Kappes, in jars.....48 SOAP. JAXON Single box.....2 85 5 box lots, delivered.....2 70 10 box lots, delivered.....2 75 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd.....2 66 Dome.....2 75 Cabinet.....2 20 Savon.....2 50 White Russian.....2 35 White Cloud, laundry.....6 25 White Cloud, toilet.....3 50 Dusky Diamond, 50 6 oz.....3 10 Dusky Diamond, 50 8 oz.....3 10 Blue India, 100 1/2 lb.....3 00 Kirkoline.....3 50 Kos.....2 50 Scouring. Sapolio, kitchen, 3 doz.....2 40 Sapolio, hand, 3 doz.....2 40 SODA. Boxes.....5 1/2 Kegs, English.....4 1/2 SYRUPS. Corn. Barrels.....17 Half bbls.....18 1 doz. 1 gallon cans.....2 75 1 doz. 1/2 gallon cans.....1 65 3 doz. 1/4 gallon cans.....1 65 Pure Cane. Fair.....16 Good.....20 Choice.....35
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SPICES.

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

Pure Ground in Bulk.

Allspice	17
Cassia, Batavia	30
Cassia, Saigon	40
Cloves, Zanzibar	14
Ginger, African	15
Ginger, Cochlin	18
Ginger, Jamaica	23
Mace, Batavia	65
Mustard	12@18
Nutmegs	40@50
Pepper, Sing. black	15
Pepper, Sing. white	22
Pepper, Cayenne	20
Sage	15

STARCH.



Kingstons' Corn.	
40 1-lb packages	6
20 1-lb packages	6 1/2
Kingstons' Silver Gloss.	
40 1-lb packages	6 1/2
6-lb boxes	7
Diamond.	
64 10c packages	5 00
128 5c packages	5 00
32 10c and 64 5c packages	5 00
Common Corn.	
20 1-lb packages	5
40 1-lb packages	4 1/2
Common Gloss.	
1-lb packages	4 1/2
8-lb packages	4 1/2
6-lb packages	4 1/2
40 and 50 lb boxes	3
Barrels	3

STOVE POLISH.



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

SUGAR.

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

Domino	5 75
Cut Leaf	5 88
Crushed	6 00
Powdered	5 63
XXXX Powdered	5 75
Cubes	5 63
Granulated in bbls.	5 75
Granulated in bags	5 50
Fine Granulated	5 50
Extra Fine Granulated	5 63
Extra Coarse Granulated	5 63
Mould A	5 75
Diamond Confection	5 50
Confection Standard A	5 38
No. 1	5 00
No. 2	5 00
No. 3	5 00
No. 4	4 91
No. 5	4 88
No. 6	4 81
No. 7	4 75
No. 8	4 69
No. 9	4 63
No. 10	4 56
No. 11	4 50
No. 12	4 44
No. 13	4 38
No. 14	4 38
No. 15	4 38
No. 16	4 38

TABLE SAUCES.

LEA & PERRINS' SAUCE



The Original and Genuine Worcestershire.

Lea & Perrins', large	3 75
Lea & Perrins', small	2 50
Halford, large	3 75
Halford, small	2 25
Salad Dressing, large	4 55
Salad Dressing, small	2 75

Cigars.

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

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

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



S. C. W.

Phelps, Brace & Co.'s Brands.

Vincente Portuondo	35@70 00
Rube Bros. Co	25@70 00
The Hilton Co.	35@110 00
T. J. Dunn & Co.	35@70 00
McCoy & Co.	35@70 00
The Collins Cigar Co.	10@35 00
Brown Bros.	15@70 00
Banner Cigar Co.	30@70 00
Bernard Stahl Co.	35@90 00
Banner Cigar Co.	1@35 00
Seidenberg & Co.	55@125 00
G. P. Sprague Cigar Co.	10@35 00
The Fulton Cigar Co.	10@35 00
A. B. Ballard & Co.	35@110 00
E. M. Schwarz & Co.	35@110 00
San Telm.	35@70 00
Havana Cigar Co.	18@35 00

VINEGAR.

Malt White Wine, 40 grain..	5
Malt White Wine, 50 grain..	11
Pure Cider, Red Star	12
Pure Cider, Robinson	12 1/2
Pure Cider, Silver	12 1/2

WICKING.

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

WOODENWARE.

Pails.	
2-hoop Standard	1 35
2-hoop Standard	1 50
2-wire, Cable	1 35
3-wire, Cable	1 60
Cedar, all red, brass bound	1 25
Paper, Eureka	2 25
Pine	2 25

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

Crackers.

The National Biscuit Co. quotes as follows:

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

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

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

SWEET GOODS—Boxes.

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

Candies.

Stick Candy.

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

Mixed Candy.

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

Fancy—in Bulk.

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

Fancy—in 5 lb. Boxes.

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

Caramels.	
No. 1 wrapped, 2 lb. boxes	25 @ 25
No. 1 wrapped, 3 lb. boxes	25 @ 25
No. 2 wrapped, 2 lb. boxes	25 @ 25

Fruits.

Oranges.	
Seedlings	4 @ 25
Medt Sweet	4 @ 50

Lemons.	
Strictly choice 300s.	2 @ 1 50
Strictly choice 300s.	2 @ 1 50
Fancy 300s	2 @ 50
Ex. Fancy 300s	2 @ 50
Ex. Fancy 300s	2 @ 50

Bananas.	
Medium bunches	1 00 @ 1 25
Large bunches	1 50 @ 2 00

Foreign Dried Fruits.

Figs.	
California Fancy	13 @ 13
Choice, 10 lb boxes	12 @ 12
Extra choice, 10 lb boxes new	12 @ 12
Fancy, 12 lb boxes	22 @ 22
Imperial Mikados, 18 lb boxes	2 @ 2
Pulld, 6 lb boxes	2 @ 2
Natural, in bags	7 @ 7
Dates.	
Fards in 10 lb boxes	10 @ 10
Fards in 60 lb cases	6 @ 6
Persians, P H V	6 @ 6
lb cases, new	6 @ 6
Sairs, 60 lb cases	6 @ 6

Nuts.

Almonds, Tarragona	2 @ 16
Almonds, Ivaca	2 @ 14
Almonds, California	2 @ 15
soft shelled	2 @ 15
Brazil nut	2 @ 10
Filberts	2 @ 13
Walnuts, Granobles	2 @ 13
Walnuts, Calif No. 1	2 @ 11
Walnuts, soft shelled	2 @ 11
Calif	2 @ 11
Table Nuts, fancy	2 @ 11
Table Nuts, choice	2 @ 10
Pecans, Med.	2 @ 7 1/2
Pecans, Ex. Large	2 @ 9
Pecans, Jumbos	2 @ 12
Hickory Nuts per bu.	2 @ 60
Ohio, new	2 @ 50
Cocoanuts, full sacks	2 @ 50
Chestnuts per bu.	2 @ 7
Peanuts.	
Fancy, H. P., Suns	2 @ 7
Fancy, H. P., Flags	2 @ 7
Roasted	2 @ 7
Choice, H. P., Extras	2 @ 5
Choice, H. P., Extras	2 @ 5
Roasted	2 @ 6

Grains and Feedstuffs

Wheat.

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

Ball-Barnhart-Putman's Brand	3 85
Daisy, 1/2s	3 85
Daisy, 1/4s	3 85
Daisy, 1/8s	3 85
Worden Grocer Co.'s Brand.	3 65
Quaker, 1/2s	3 65
Quaker, 1/4s	3 65
Quaker, 1/8s	3 65

Spring Wheat Flour.

Clark-Jewell-Well's Co.'s Brand.	
Pillsbury's Best 1/2s	4 55
Pillsbury's Best 1/4s	4 55
Pillsbury's Best 1/8s	4 45
Pillsbury's Best 1/4s paper	4 45
Pillsbury's Best 1/8s paper	4 45
Ball-Barnhart-Putman's Brand.	
Duluth Imperial, 1/2s	4 40
Duluth Imperial, 1/4s	4 30
Duluth Imperial, 1/8s	4 20

Lemon & Wheeler Co.'s Brand.	
Gold Medal 1/2s	4 60
Gold Medal 1/4s	4 50
Gold Medal 1/8s	4 40
Parisian, 1/2s	4 60
Parisian, 1/4s	4 50
Parisian, 1/8s	4 40
Olney & Judson's Brand.	
Ceresota, 1/2s	4 50
Ceresota, 1/4s	4 40
Ceresota, 1/8s	4 30
Worden Grocer Co.'s Brand.	
Laurel, 1/2s	4 75
Laurel, 1/4s	4 65
Laurel, 1/8s	4 55

Meal.	
Bolton	1 90
Granulated	2 10

Feed and Millstuffs.

St. Car Feed, screened	16 00
No. 1 Corn and Oats	15 50
Unbolted Corn Meal	14 10
Winter Wheat Bran	11 00
Winter Wheat Middlings	15 00
Screenings	14 00

Corn.	
New corn, car lots	35 1/2
Less than car lots	37 1/2

Oats.	
Car lots	30
Car lots, clipped	32
Less than car lots	34

Hay.	
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Hardware

Two-Story Carpet Tack—Misapplied Door Spring.

Written for the *TRADESMAN*.

I went into a hardware store, the other day, to make a small purchase, and, recognizing an old traveling man in the proprietor, I sat down by the stove for a chat. We were busy telling old-time stories of life on the road when a pale, nervous-looking man came in and asked for carpet tacks.

"Cleaning house?" asked the dealer, handing out a package of the best tacks in stock.

"That's what the women folks up at my place call it," was the reply, "but it appears to me that I am the one that's been cleaned—all cleaned out of pocket."

He glanced at the tacks on the counter, but did not seem satisfied with them.

"This all the kind you've got?" he asked.

"We have several kinds," was the reply. "What kind do you want? Those with leathers on?"

"I've used them," said the pale man, "and I can't say that I like them. Have you got any two-story carpet tacks?"

"Any what?"

"Two-story carpet tacks," repeated the customer.

"I don't know what you mean," said the dealer. "I never heard of such a thing as a two-story carpet tack."

"I never did, either," said the pale man, "but I had an idea there might be such a thing in the market. A two-story tack would come mighty handy up at my place just now."

"It might be a seller," said the merchant, with an encouraging smile. "If you aren't going to patent your idea, you might explain the scheme to me."

"It's just this way," explained the customer. "My wife takes up the carpets and I put them down. Fair division of labor, eh? See what I'm getting at? Well, by the time I've lugged the coal stove and the piano and all the heavier articles of furniture about the house for a week, and come to nailing down the carpets I'm strong enough to pull down the gates of a city, like Solomon, or Joseph, or whoever it was that went after things over at Gaza, and I'm mad, too."

"I don't doubt it," said the merchant.

"And the consequence is that I land right and left when I get an opening on a tack-head. And my wife stands behind me and encourages my efforts by telling me what a gentle disposition I used to have and how brutal some men become when things begin to go a little hard. 'Cause, you see, she's got to go tunneling into the floor after them tacks when it comes time to clean house again, and she's got to sew up the little three-cornered holes in the carpet made by the tack-hammer when it up and slid around through the fabric."

"Why doesn't she get you to take up the carpets?" suggested the dealer. "You ought to know the combination, you see."

"If she waited for me to take up the carpets, they'd never come up—not in a hundred years," was the reply. "I'm too foxy for that. But about these two-story tacks. My idea is to have a double-decker—a tack with a coarse, ignorant head to pound on, and a lower deck, as it were, to keep the tack from

getting too enthusiastic and going into the floor too far. Catch on? Wouldn't that be a winner?"

My friend admitted that it might be a winner, if properly worked.

"Then," continued the customer, "I could whack away on the upper deck until I got relief and felt that I had done my duty, and filed a protest, so to speak, and the blooming tack wouldn't be dropping into the basement."

"Quite an idea," ventured the merchant.

"You bet it is," was the reply, "for there would be the upper deck all free and clear to meet the embrace of the hammer when you wanted to pull it up. I think I'll get the thing patented—so you needn't mention this talk."

"Not a bit of it," said the dealer. "When you get the patent through, I'll handle the tacks for you."

The pale man bought a dime's worth of common tacks and went away with a thoughtful look on his face.

"Do you often have experiences of that kind?" I asked, as my friend sat down again.

"Not exactly like that," was the reply, "but I have queer customers now and then; and I guess there's one coming in right now. I sold him a door spring this morning."

The man referred to stalked into the store and threw a broken door spring down on the counter.

"Where's your machinery?" he demanded. "Don't you give a ten-horse power engine or a yoke of oxen with these door springs?"

"What's the matter?" asked the merchant.

"Matter!" repeated the man. "That's a nice question to ask me. I worked an hour getting that thing on the door this morning, and a sweet mess I got into. You ought to send that over to Manila to keep the natives in subjection."

"Won't it keep the door closed?" asked the merchant.

"Yes, as a door-closer it is a howling success," said the man angrily. "After I got it on, my wife wanted to go out to the well, and she had to pry the door open with a stick of wood. When she got half way through, it shut up on her like a steel trap. Yes, sir, shut up on her, right on her back. On my wife's back, understand. You ought to give a span of mules as a premium with that door spring. Give me back my money."

"I guess you didn't know how to put it on," suggested the dealer.

"I followed directions," was the reply. "See here: This end goes on the casing, doesn't it?"

"Certainly."

BICYCLE SUPPLIES

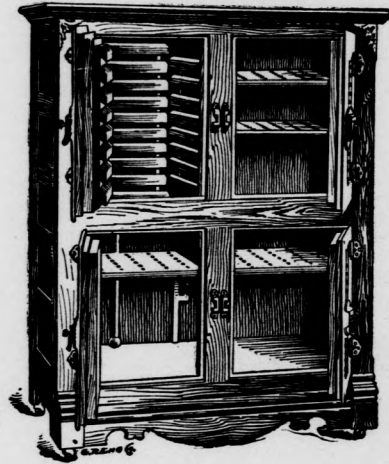
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We are selling agents in Michigan for WORLD, ARIEL, ADMIRAL and Soudan bicycles. Write us and we can probably interest you.

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12 W. Bridge St.,
Grand Rapids, Mich.

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YUKON AND CHILKOOT



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

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

PHILLIPS IDEAL CREAM SEPARATOR



Dilution Process.

Patented August 23, 1897.

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

Wm. Brummeler & Sons, 260 South Ionia St.,
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ROOFING

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

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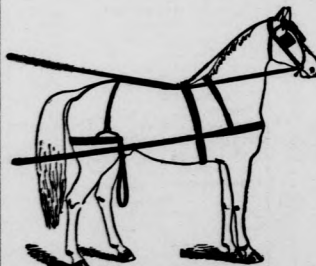
BROWN & SEHLER

WEST BRIDGE ST.
GRAND RAPIDS, MICH.

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

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

Also a full line of
CARRIAGES AND FARM IMPLEMENTS.



MAIL ORDERS GIVEN
PROMPT ATTENTION.

"And this end goes on the door?"
 "Of course."
 "And you tighten it up with this little bar, and drop this little nail in here to keep it from springing back? Just so. Oh, I know how to work it all right, but I don't propose to put water power into my residence just to make things easy for this old door spring."

"Was your wife injured?" asked the merchant.

"No; I got a sledge-hammer and pounded the thing until it reluctantly let go; and when it did yield to superior force it made a jump at a window and smashed a two-dollar pane of glass. But you needn't pay for the glass. Just give me my 15 cents and I'll go and tie that door up with a rope."

"Where did you attach this spring?" asked the merchant.

"On top of the door, where the other one was," replied the customer. "Don't think I put it on the chicken house, do you?"

"Well," said the dealer, "this spring goes on the side, like that one there," pointing to a similar spring on one of the store doors. "If you try it that way, you won't have any trouble with it."

The man looked puzzled for a moment, and then burst into a loud laugh.

"I guess I'm getting daffy," he said. "Come out and have something? This is on me."

The dealer shook his head.

"Well, here's 15 cents for a new spring," said the fellow, "and you needn't send any mule out to work it."

"It takes all sorts of people to make a world," said my friend, as the customer went out, and then we went back to our stories of road life.

ALFRED B. TOZER.

The Hardware Market.

The market is in such a state that advances are being constantly made, as one line after another responds to the general upward tendency, in sympathy with the course of iron and metals and the heavy demand. In a good many lines, manufacturers are revising costs and preparing for the announcement of new prices. The greatest trouble experienced with dealers at the present time is their inability to get orders filled for goods placed many weeks ago. It seems impossible in some cases to get goods without waiting at least one or two months. Advances are being made on nearly everything, and it is not believed by those who are familiar with the markets that any declines may be looked for this year.

Wire Nails—June 1 an advance of 25c per cwt. was made, which brings the price as follows: f. o. b. mill, in carlots, \$2.45; less than carlots, \$2.55; from stock, \$2.65.

Barbed Wire—Was advanced 25c per cwt. at the same time the advance was made on wire nails, which brings the price as follows: f. o. b. mill, painted barbed, carlots, \$2.55; painted barbed, less than carlots, \$2.65; painted barbed, from stock, \$2.80; galvanized barbed 50c advance on these prices. Plain wire was also advanced 25c per cwt., making the price in carlots \$2.35 for No. 9, less than carlots \$2.45 and from stock \$2.60, with the regular advances for the smaller sizes of wire.

Wire Cloth and Poultry Netting—There continues to be a serious scarcity on these goods and jobbers are compelled to pay much higher prices in order to keep their stocks well assorted and then find it difficult to do so. Wire cloth is now quoted at \$1.75 and poultry

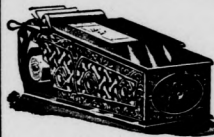
netting at 80 and 10 per cent. discount. Steel and Iron Squares—The manufacturers of these goods have been compelled to advance their prices. The discount now is 70 and 10 per cent. from list.

Shovels and Spades—A further advance of 60c a dozen has been made on all lines of shovels and spades, which makes the jobbing price as follows: common grade, \$7.50 per dozen; socket strap, \$8.10 per dozen.

Wrought Iron Gas Pipe—The market on wrought iron pipe continues very strong and the price at present, as quoted by jobbers, is 50 and 10 per cent. discount from the revised list. This is an advance of some 30 per cent. over the price ruling some few days ago and is firmly held by manufacturers, but in some instances jobbers are deviating from this price, especially where they had large stocks on hand.

Miscellaneous—We call the attention of the retail trade to the market price on the following goods and desire again to caution them against selling their stocks on hand at less prices than they can be replaced, as there is no prospect that prices will be lower during the coming year, but in many instances there will be still higher prices. The prices quoted below are such as are generally asked by the jobbing trade: Steel crowbars, \$4.25; picks and mattocks, 60 and 10 per cent.; stone hammers, 70 and 10 per cent.; harrow teeth, 3/4c; No. 27 sheet iron, \$3.50 per cwt.; No. 27 Wood's smooth iron, \$3.60 per cwt.; common side lift lanterns, \$4.50 per dozen; 3/8 inch common chain, \$4.60; sleigh shoe steel, 3c; toe calk steel, 3/4c; Truckee wedges, 4 1/2c; machine bolts, 60 and 10 per cent.; carriage bolts, 60 and 10 per cent.; Heller's horse rasps (from new list) 60 and 10 per cent.; grass scythes, 50 per cent.; grain scythes, 40 per cent.

The world may owe every man a living, but the majority of them are too lazy to hustle around and collect it.



NOW YOU SEE IT

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

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

NOW YOU DON'T

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

L. A. ELY, Sales Agent, Alma, Mich.
 G. R. salesman, S. K. Boiles, 39 Monroe St. 3d floor.

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NORTHVILLE, MICH.

FOR THE CURE OF

Alcoholism or Drunkenness

Established over seven years. Permanent and reliable. Remedies positively harmless. Cures positive and permanent. Send for pamphlet and terms to

DR. W. H. YARNALL, Manager
 NORTHVILLE, MICH.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings genuine.....	25&10
Jennings imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	6 00
First Quality, D. B. Bronze.....	10 00
First Quality, S. B. S. Steel.....	6 50
First Quality, D. B. Steel.....	11 50
BARROWS	
Railroad.....	14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	65
Plow.....	50
BUCKETS	
Well, plain.....	3 50
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 5
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 45
Musket.....	per m 75
CARTRIDGES	
Rim Fire.....	40&10
Central Fire.....	20
CHISELS	
Socket Firmer.....	70
Socket Framing.....	70
Socket Corner.....	70
Socket Slicks.....	70
DRILLS	
Morse's Bit Stocks.....	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, \$15; large, \$25.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heiler's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 65.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$17 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	2 65
Wire nails, base.....	2 75
30 to 60 advance.....	Base
10 to 16 advance.....	06
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	35
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	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
 Klip's.....dis 25
 Yerkes & Plumb's.....dis 40&10
 Mason's Solid Cast Steel.....30c list
 Blacksmith's Solid Cast Steel Hand 30c list 50&10

HOUSE FURNISHING GOODS

Stamped Tin Ware.....new list 70
 Japanned Tin Ware.....20&10

HOLLOW WARE

Pots.....60&1
 Kettles.....60&10
 Spiders.....60&10

HINGES

Gate, Clark's, 1, 2, 3.....dis 60&10
 State.....per doz. net 2 50

ROPES

Sisal, 1/4 inch and larger.....9 1/2
 Manila.....11 1/2

WIRE GOODS

Bright.....80
 Screw Eyes.....80
 Hooks.....80
 Gate Hooks and Eyes.....80

LEVELS

Stanley Rule and Level Co.'s.....dis 70
 Steel and Iron.....70&10
 Try and Bevels.....60
 Mitre.....50

SQUARES

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

SHEET IRON

com. smooth. com.
 Nos. 10 to 14.....\$3 20 \$3 00
 Nos. 15 to 17.....3 20 3 00
 Nos. 18 to 21.....3 30 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, '85.....dis 50

SASH WEIGHTS

Solid Eyes.....per ton 20 00

TRAPS

Steel, Game.....75&10
 Oneida Community, Newhouse's.....50
 Oneida Community, Hawley & Norton's 70&10

WIRE

Bright Market.....0
 Annealed Market.....0
 Coppered Market.....60&10
 Tinned Market.....60
 Coppered Spring Steel.....50
 Barbed Fence, galvanized.....3 20
 Barbed Fence, painted.....2 80

HORSE NAILS

Au Sable.....dis 40&10
 Putnam.....dis 5
 Capwell.....net list

WRENCHES

Baxter's Adjustable, nickel.....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.....55
 Casters, Bed and Plate.....50&10&10
 Dampers, American.....60

METALS—Zinc

600 pound casks.....9
 Per pound.....9 1/2

SHOT

Drop.....1 45
 B B and Buck.....1 70

SOLDER

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
 20x24 IX, Charcoal.....8 50
 Each additional X on this grade, \$1.25.

TIN—Allaway Grade

10x14 IC, Charcoal.....6 25
 14x20 IC, Charcoal.....6 25
 10x14 IX, Charcoal.....7 50
 14x20 IX, Charcoal.....7 50
 Each additional X on this grade, \$1.50.

ROOFING PLATES

14x20 IC, Charcoal, Dean.....5 50
 14x20 IX, Charcoal, Dean.....6 50
 20x28 IC, Charcoal, Dean.....11 00
 14x20 IC, Charcoal, Allaway Grade.....5 00
 14x20 IX, Charcoal, Allaway Grade.....6 00
 20x28 IC, Charcoal, Allaway Grade.....10 00
 20x28 IX, Charcoal, Allaway Grade.....12 00

BOILER SIZE TIN PLATE

14x56 IX, for No. 8 Boilers.....per pound... 10
 14x56 IX, for No. 9 Boilers.....per pound... 10



Standard Akron Stoneware

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

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.

Push Your Collections.

Those who give credit ought to know that they injure both themselves and the debtors by undue leniency. Exact fulfillment of the contract is essential to the well-being of both parties. The creditor is injured by delay, for it keeps him short of cash, and makes it necessary to pay more for interest, for it causes the loss of what could be made by discounting bills. He is also injured by the increased and constantly growing risk which delay brings, and further by the certain and costly demoralization which follows as the consequence of all wrong methods. Business demoralization is nowhere more apparent than in connection with this cause.

The debtor is injured by the false feeling of restfulness and confidence which the leniency of his creditor engenders. By this leniency he is taught to rely upon using what really belongs to another, but which has been left in his hands through a mistaken desire to accommodate. He is wronged by the demoralization which comes to him through false training. Further, he is injured by the temptation which is thus presented to be slack in pressing his own collections. Leniency upon his part toward debtors increases his business losses.

Many instances are in mind where loans and discounts have been refused simply because the banker has perceived that the applicant, instead of borrowing money, should push his collections. In some instances the would-be borrower has subsequently expressed his gratitude for the refusal, because the lesson thereby taught resulted in saving of money. I recall an instance of too easy loaning by a bank to a retail butcher, which resulted in the borrower deliberately permitting customers' bills to grow until they became so large that in many instances the temptation to default was too great to be resisted. The end was what might have been expected. The butcher lost heavily and finally failed. The bank lost its claim. It had loaned thousands where hundreds would have been a reasonable limit. Had it loaned only so much as was appropriate there would have been no failure upon the part of the butcher and no loss to the bank. A strong and firm adherence to contracts is essential to safety. Extreme leniency always means loss and often absolute ruin.

E. S. CAMPBELL.

Bermuda Onion Season Closing.

This season's crop of Bermuda onions has been one of the largest in the history of shipments from the island. The total to date, not including the quantity now on the way here and in the hands of shippers, aggregates 402,237 crates, against a total last year to date of 300,000 crates. The season has yet about three weeks to run, but it is not anticipated that later shipments will be large, owing to the low prices and the fact that Southern and Egyptian onions are competing factors in the trade. Early shipments from Bermuda, both of stock sold by the auction system and through the regular commission dealers, brought fairly good prices. In some cases the auction sales gave much better returns than did the commission offerings, but when shipments became heavy, as they did during May, the drop in prices was rapid and steady. Late sales have been from 55c to \$1 per crate, according to condition. The quality of the late-arriving stock is said to be uniformly poor, owing to delay in shipment and the extremely hot weather. It is reported that considerable stock spoiled in transit and that shippers in Bermuda have been prevented from making reg-

ular shipments owing to the difficulty in procuring crates. The early crop of onions in the Florida and Georgia sections is coming along finely and large shipments may be expected in about ten days.

Retail Meat Dealers' Association Gaining Ground.

Grand Rapids, June 13.—Last week we had election of officers. We are now in shape to do business. All indications point to smooth sailing. Attendance was good and everyone took an active part in what was doing. Here is the roster:

John Sluyter.
J. A. Van Zouren.
C. A. Bouman.
Wykes Market Co., Ltd.
C. C. Wagle.
C. Wagle.
Payne Bros.
A. Schuchardt.
D. J. Everett.
A. Danbee.
Leon Centille.
Phil. Graham.
L. M. Wilson.
J. DenHerder.
Gil Vogle.
J. DeHoop.
James McCool.
E. Laubengaver.
Adam Her.
Garet Demmick.
C. Bartel.
H. Meyering.
B. E. Kinney.
Sikkema & Mohrbardt.
Frank Padelt.
Frank Kliber.
John Rottier.
Lewis Hoelzley.
C. B. Dressler.
Frank Holzer.
Henry Erbrock.
Arthur Watkins.
L. J. Kaiz.
Albert Stein.
Hilber & Goetz.
Hufford & Geibe.
H. Schlichtig & Son.
James Wickham.
Braun & Hesse.
John Rausser.
F. J. Dettenhaler.
Thomasma Bros.
H. G. Hunderman.
Peter Salm.
Frank Vidro.
August Kischel.
Fred Conzelmann.
P. D. Mohrbardt.
C. Oosterveer.

Does your name appear on it? If not, don't miss the next meeting, Thursday, June 15. It will surely interest you. This will be the last open meeting. None but members will be entitled to a seat after Thursday. Be sure and come. All the members, including those who join this coming meeting, are expected to bring "one plunk" as dues for one year. Surely a small sum. We need the wherewithal, so bring the dollar along and settle up with the Secretary.

Committee are working hard to make this Association a success. Just received notice that we will be incorporated at our next meeting, therefore we expect every member to be present, and those who are not members should join at this very meeting. You will feel better. Try it. PHIL HILBER, Sec'y.

Among those who perished when the French steamer Bourgogne sank in collision last July were Mrs. Pauline Costa Langles, of New Orleans, and her daughter. Their estates represented about \$200,000. Both left wills, but the legatees of the mother were not the legatees of the daughter. In settling the estate the question arose as to which died first. A jury was unable to decide, as there were no witnesses who could tell. The matter was therefore left in the hands of Judge Righton. He has just decided that the younger woman, being the stronger, would naturally live longer, the presumption being that both were thrown into the water at the same time.

Consul General Mason, who is stationed at Berlin, has made an interesting report to the State Department relative to the department store evil. He shows that a movement against department stores began in Germany in 1896, and he describes in detail the various measures that were proposed in the Reichstag and elsewhere to restrict the growth of these octopi. A progressive tax was the basis of most of the suggestions, but the German government has been unable thus far to find any measure that does not violate the higher law of the empire. Incidentally, Mr. Mason gives a short history of French legislation on the subject. Reference is made to the organization of a retail league of 40,000 merchants to oppose the department stores. The founder of one of these stores is authority for the statement that it soon extinguished about 900 small retail shops and that it now does an annual business sufficient to maintain nearly 2,000 small stores.

If you'd sell it, talk it up;
If you'd buy it, talk it down.
And if from day to day
You continue in this way,
You may sometime own a town.

Every man is supposed to know his own business, but it is hard to convince some of his friends that he does.

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—THE GRANDEST, MOST PICTURESQUE, and greatest money-making summer resort in Michigan. Owing to failing health the owner has been obliged to place the famous Seven Islands resort on the market, including furniture, 75 new row boats, fine steamer carrying 150 passengers and making a 3-mile trip through the most lovely scenery beautifully shaded by forest trees growing upon the ledges of rocks 70 and 80 feet above the water. Must be seen to be appreciated. The grounds are well lighted by electricity; hotel and all buildings are of modern style; bowling alley 20 by 116 feet; artesian wells, city water, and everything nice. For particulars, address Townsend & Johnson or J. D. Derby, Lansing, Mich. 981

FOR SALE—LUMBER AND COAL YARD. desirably located on State street, Marshall, Mich. Well established business and good, clean stock that will invoice (yard and material) at about \$5,000. Reason for selling, box on application to C. S. Hamilton, Marshall, Mich. 982

THE SHAFTING, HANGERS AND PULLEYS formerly used to drive the Presses of the Tradesman are for sale at a nominal price. Power users making additions or changes will do well to investigate. Tradesman Company, Grand Rapids, Mich. 983

FOR SALE OR EXCHANGE FOR CLEAN Stock of Groceries or General Merchandise—58 acres best land in Emmet county; part timber, part improved. Address Box 28, Good Hart, Mich. 976

TO RENT—TWO STORES IN NEW CORNER block in city of Belding—one of the best towns in Michigan. Has eight factories, all running, comprising the following: Two silk mills, two refrigerator factories, basket factory, box factory, furniture factory, box factory, planing mill and flouring mill. Stores are located on Main street in good location. Size of corner store, 25x35 feet. Good basement, running water, electric lights. Rent to good parties reasonable. Address Belding Land & Improvement Co., Belding, Mich. 969

WANTED—A \$1,500 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

\$2,000 CASH; 10 ACRES, \$1,000; FIVE lots, \$600 each; modern home, \$2,800, for stock of merchandise. Address No. 975, care Michigan Tradesman. 975

WANTED—LUMBER YARD. LARGE PAT- ronnage here and around us. Good opening for somebody. Address President of Lawrence, Mich. 979

WANTED—WILL TRADE FIRST-CLASS fruit and stock farm—155 acres; one-half mile from depot; 60 rods from creamery, 20 rods from three stores; well watered, good buildings; 4,500 peach trees; 3,500 living bearing trees. The best location in Michigan. Never fails. Trade for mercantile stock in any good live town. Address Postoffice Box 137, Plainwell, Mich. 977

FOR SALE—GOOD BAZAAR STOCK. EN- quire of Hollon & Hungerford, Albion, Mich. 925

FOR SALE—CLEAN GROCERY STOCK, IN- volving \$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

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

FOR SALE—WATER POWER AND FLOUR- ing 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. 968

DRUG STORE FOR SALE—IN THRIVING city of over 10,000; pleasant competition; no cut prices; modern fixtures; invoices about \$5,000. No better opening in State. Address Box 541, Grand Rapids, Mich. 967

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

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

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

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

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 POUL- try; any quantities. Write me. Orrin J. Stone, Kalamazoo, Mich. 810

MISCELLANEOUS.

WANTED—REGISTERED PHARMACIST who is familiar with lines carried in a general store. State wages. E. E. Lessiter, Grattan, Mich. 980

WANTED—ACTIVE YOUNG MAN FAMIL- iar with school furniture business as assistant manager. State experience and salary. Address No. 978, care Michigan Tradesman. 978

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

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

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

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

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

GRAND Trunk Railway System Detroit and Milwaukee Div.

(In effect May 1, 1899.)

GOING EAST
Saginaw, Detroit & N Y..... 6:45am + 9:55pm
Detroit and East..... 10:16am + 5:07pm
Saginaw, Detroit & East..... 3:27pm +12:50pm
Buffalo, N Y, Toronto, Montreal & Boston, L't'd Ex..... 7:20pm *10:16am
GOING WEST
Gd. Haven and Int Pts..... 8:30am *10:00pm
Gd. Haven Express..... 10:21am * 7:15pm
Gd. Haven and Int Pts..... 12:58pm + 3:19pm
Gd. Haven and Milwaukee..... 5:12pm +10:11am
Gd. Haven and Milwaukee..... 10:00pm + 6:40am
Gd. Haven and Chicago..... 7:30pm * 8:05am
Eastbound 6:45am train has Wagner parlor car to Detroit, eastbound 3:20pm train has parlor car to Detroit.

*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 2:00pm *11:30pm
Ar. Chicago..... 2:30pm 8:45pm 6:25am
FROM CHICAGO.
Lv. Chicago..... 3:02pm *11:32pm
Ar. Grand Rapids..... 9:45pm 6:30am
Train leaving Grand Rapids 7:10am has parlor car; 11:00pm, coach and sleeping car.
Train leaving Chicago 3:02pm has Pullman parlor car; 11:32pm sleeping car.

Muskegon Trains.
GOING WEST.
Lv. G'd Rapids..... 7:35am +11:15pm +5:40pm
Ar. Muskegon..... 9:00am 2:25am 7:05pm
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon 10:40am.
GOING EAST.
Lv. Muskegon..... 7:10am +11:45am +4:00pm
Ar. G'd Rapids..... 9:30am 12:55pm 5:20pm
Sunday train leaves Muskegon 5:30pm; arrives Grand Rapids 6:50pm.

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

DULUTH, South Shore and Atlantic Railway.

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

MANISTEE & Northeastern Ry. Best route to Manistee.

Via C. & W. M. Railway.

Lv. Grand Rapids..... 7:00am
Ar. Manistee..... 12:05pm
Lv. Manistee..... 8:30am 4:10pm
Ar. Grand Rapids..... 1:00pm 9:55pm

MERCANTILE ASSOCIATIONS

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

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

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

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

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

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

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

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

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

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

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

Alpena Business Men's Association
President, F. W. GLICHIST; 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.

MONEY IN IT

It pays any dealer to have the reputation of keeping pure goods. It pays any dealer to keep the Seymour Cracker.

There's a large and growing section of the public who will have the best, and with whom the matter of a cent or so a pound makes no impression. It's not "How cheap" with them; it's "How good." For this class of people the Seymour Cracker is made. Discriminating housewives recognize its superior Flavor, Purity, Deliciousness, and will have it.

If you, Mr. Dealer, want the trade of particular people, keep the Seymour Cracker. Made by

NATIONAL BISCUIT COMPANY,
GRAND RAPIDS, MICH.

WORLD'S BEST

S.C.W.
50. CIGAR. ALL JOBBERS AND
G. J. JOHNSON CIGAR CO.
GRAND RAPIDS, MICH.

They all say

"It's as good as Sapolio," when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article. : : : : : : : : : :

Who urges you to keep Sapolio? Is it not the public? The manufacturers, by constant and judicious advertising, bring customers to your stores whose very presence creates a demand for other articles.

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.

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

60,000 Money Weight Scales

In use in the United States and Canada. The Money Weight System embodied in our scales insures the merchant who will use them and abandon the old pound and ounce method of handling goods a sure and just profit on every ounce of goods sold by weight. The profit on groceries is small enough, and if you are going to lose it, how do you hope to hold out?

We are a good-sized insurance company all by ourselves. Your insurance begins when you begin to use our Money Weight Computing Scales, and your policy matures immediately, in commencing to save losses.

For full information write to

The Computing Scale Co.,
Dayton, Ohio, U. S. A.

