

SPICES

As every one can testify who handles them,

NORTHROP SPICES are the BEST and PUREST

goods manufactured. Although inferior

brands may comply with the pure food laws,

they in no way compete with this brand.

Ask your jobber or the manufacturers,

Northrop, Robertson & Carrier,
Lansing, Michigan.

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.

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.



IT'S A TROTTER, STANDARD BRED AND REGISTERED
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

Talk about your **STOGIES** Ours are the

Genuine Dutch Results. They are the best on earth.

And as to **CHEROOTS** we have all

the leaders and a fine assortment of Special Brands.

Full line of **CIGARETTES** at Lowest Prices.

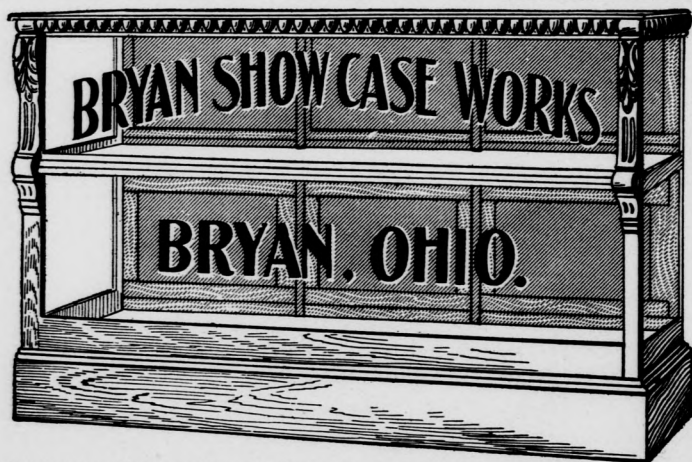
PHELPS, BRACE & CO., Detroit, Michigan

LARGEST CIGAR DEALERS IN THE MIDDLE WEST

F. E. BUSHMAN, Manager.



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.

HEMLOCK BARK



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

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

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

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
1,000.....	15 00

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

TRADESMAN COMPANY,
GRAND RAPIDS.

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, JUNE 28, 1899.

Number 823

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 July 10 to 13, 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.

Commercial Credit Co. Ltd.

Private Credit Advances
Collections and Commercial Litigation

GRAND RAPIDS, MICH.

We guarantee prompt payment of all money collected by our representatives.

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.

THE MERCANTILE AGENCY
Established 1841.
R. G. DUN & CO.
Widdicombe Bld'g, Grand Rapids, Mich.

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

THE Grand Rapids FIRE INS. CO.

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

Tradesman Coupons

Save Trouble.
Save Money.
Save Time.

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The Grocery Market.

Sugars—Raw sugars have not been very active during the past week, only a small number of sales having been made at the basis of 4½¢ for 96 deg. centrifugals and 4¼¢ for 89 deg. test muscovadoes. The consumptive demand is very heavy and some grades are oversold a week to ten days. The lower grades from No. 10 down were reduced Wednesday 1-16@½¢.

Canned Goods—Advices from Baltimore state that everything in the canned goods line is on the boom, with advances so rapid that it is difficult to keep pace with the market. On the other hand, it is said that trade in futures is rather quiet just at present. Packers are fearful of making contracts which they may be unable to fill and buyers are rather cautious about taking further supplies until they see what the probable output of the various crops will be. Baltimore packers are said to be searching for peas in New York State to help fill contracts booked before they knew what the crop would be. Owing to the short pack of peas, there is an unprecedented demand for string beans and higher prices are expected. The demand for pineapples is larger than the supply and canners have scoured the markets to find fresh fruit to fill orders already booked, but have found it almost impossible to get sufficient quantities and prices have advanced 15¢ per dozen. There is much uneasiness among tomato packers, because of the unfavorable prospects of the growing crop. The Middle West, according to present reports, promises abundant yield; but, so far as known, the Eastern part of the country is likely to yield comparatively small, even with the most favorable weather conditions from now on. The dry weather of the past five weeks stopped all growth on newly set vines, and those which were growing have been so retarded that the fruit will not mature for two or three weeks later than usual. Packers are refusing orders, and say that they are most probably sold short already, and some have advanced their prices on futures 2½¢ per dozen. Meanwhile spot trading is small. As a rule, quotations are firm and holders refuse to make any concessions. Reports from the corn growing

sections are so far distinctly favorable. Corn appears to be about the only product for canning which has escaped the effects of the hot weather, the ravages of insects or early injury from the cold. It seems that a large crop has been planted and that the pack promises to be larger than that of any previous year for some time. Stocks are very small and prices on spot goods are firm and the tendency is upward. The Baltimore market for gallon apples is very strong and packers there have advanced their price for futures 25¢ per dozen. It is stated that there have not been enough fish taken in the weirs on the Maine coast this season to keep five out of the fifty sardine factories in operation, but the run is improving a little now. The demand for spot goods is excellent at unchanged prices. Stocks of oysters are very light. The prices, however, are high enough to keep them from going into consumption too rapidly. They will all be sold out, however, before the fall packing and there may be a further advance over to-day's prices. The salmon market remains firm, with a good demand. Latest advices from the Columbia River confirm the previous reports of the small run of fish, but no anxiety is expressed regarding supplies as yet, for a better run is expected a little later.

Dried Fruits—The demand for all varieties of dried fruits at this season is naturally limited, but, so far as can be learned, is up to the average of previous years. According to the California Fruit Grower, old stocks were never so closely cleaned up as at present. There are only about 475 carloads of raisins on hand in California, as against in all probability about 1,200 last season. There is no doubt but what these goods will all be cleaned up before the arrival on the market of the new crop, and new crop goods will have a cleaner market to enter upon than at any period since California has become a factor in the raisin producing industry. At the present time, as is generally the case, there are not many raisins being sold, but a brisk trade is expected during the latter part of July and the month of August, as markets throughout the United States are then almost bare and in good position to take the balance of last year's crop, to furnish the early fall trade. Just at present trade is quiet and orders for every variety are limited. A firm feeling continues, however, and there is no disposition to shade prices. It is estimated that the total crop of apricots this year will be about 700 cars, twice what it was last year, but not more than half what it was the previous year. Drying has already begun in California and the new crop will be in the market inside of two weeks, unless something unforeseen prevents. This year's prune crop in France will be comparatively light. The shortage, appears by late advices to be more serious than was anticipated earlier in the season. The effect is already seen in stronger enquiry for prunes from the other side and unquestionably the result will be a better demand for export than for several years. There is very

little demand for prunes at present and prices are the same as previously quoted. In sympathy with the Grecian market, currants are stronger and prices have advanced ¼¢. Figs and dates move out slowly at unchanged prices. It is reported that the quality of the Smyrna figs this year will be better than usual.

Molasses and Syrups—The molasses market is firm but quiet, with only small sales. Owing to the starting up of the can factory at Maywood, Ill., and the consequent increase in the supply of tin cans, a slight reduction on corn syrup in cans has been made, which brings them more in proportion with the price of barrels, upon which there is no change.

Tea—The tea market is a little firmer, with a slightly improved demand.

Fish—Late advices from Gloucester state that, contrary to the report given last week regarding the mackerel catch, it has proved almost a failure and that prices have advanced considerably and will undoubtedly go still higher. The demand for codfish is very good. Stocks in first hands in Gloucester are from 50 @75 per cent. smaller than at the corresponding date in 1898, and it is considered highly probable that there will be a rapid advance in quotations on all descriptions of cured cod, hake and haddock before the fall buying season opens in August.

Green Fruits—Bananas are dull and the market inclines to weakness, although there has been no change in prices. Receipts have been very liberal for some time past and it is very likely that they will continue so. Large sales of lemons have been made during the past week in anticipation of the large Fourth of July trade. There is no quotable change in prices, although the market is slightly easier.

Nuts—Peanuts are easier, with a reduction of ¼¢ in price.

Rice—Trade in rice is small, but prices remain firm and stocks are being well cleaned up.

Bank Notes.

Alpena Pioneer: George J. Robinson, of this city, and C. H. Osgood, of Rogers City, are arranging to establish a banking business at Onaway. There is only one bank in Presque Isle county, at Rogers City, of which Mr. Osgood is at the head, but the rapid development of business at Onaway demands immediate banking facilities, and the above named gentlemen will supply them as soon as the necessary arrangements can be made.

Noble & Benedict, who conducted the banking business at Brown City, under the style of the Brown City Bank, are succeeded by the Brown City Savings Bank.

The matter of establishing a bank at Marion is being considered by E. Barber and E. I. VanLuan, of Mt. Pleasant, who visited Marion last week to look up the prospects for a profitable business in that line there.

France is making history for the world and a sensational book for Zola.

Dry Goods

The Dry Goods Market.

Prints and Gingham—There has been a good business during the past week in printed calicoes, covering almost the entire field. Spot business has been supplemented by good sized mail and wire orders, and orders by the last named mediums have been in greater volume than during previous weeks, but it is now thought that the first ordering has been finished by the largest buyers, and they will do no more until deliveries are made and they re-assort their stocks. There is a little business still coming to hand in the way of orders for light fancies to piece out the season, but the volume is too small to be considered of much importance, and furthermore there is very little in the way of stocks at first hands to draw from. There were a few new styles put on the market late, in the light goods, that have found good business. These we have described in earlier issues. They were designed and put on the market to meet a demand for a large assortment of styles and, coming at a time when the original offerings were pretty well sold up, were very welcome to the trade. Indigo blues, turkey reds and such lines are securing a moderate business at previously reported prices. Staples and dress styles of gingham are in moderate demand.

Underwear—This is the jobbers' season, and the jobbers are in full swing in the trade, furnishing lots to make up depleted lines. Gauze, lisle and merinos are in the greatest demand. Balbriggans are very scarce, and are sold up for some time to come, both in staples and fancies. It remains for the knit goods people to keep the upper hand in the trade now that they have got it, and not allow it to fall back into its old rut. The demand has caught up to the supply, and the business is in a good condition. Naturally, with this the case, we shall see new mills start up, and perhaps assist in demoralizing the trade again, but this can be overcome if all will work to some extent together, and not try to cut each other's throats.

Hosiery—The end of the season's hosiery business is here, and with one or two exceptions the only business being done is in clearing out odds and ends. This has been going on for about a week, but, as a matter of fact, there is really very little of this "odds and ends" business to do. Stocks both with the importers and domestic agents have been reduced to a very small compass, and this business is correspondingly small. There are some moderate stocks of certain staple lines that are to be found, but these are barely large enough to take care of the "sizing up" trade throughout the season; not, in fact, as much as have been seen almost every other year. Fine grades of half hose for fall have excited considerable interest, particularly some of the cashmere lines. The fancies that are shown are superb, if such a term can be used for them. The colors and patterns are handsome and neat; very little that is over flashy is to be found. In the domestic lines of these goods the same nice taste is displayed, but the variety is not as large. There is still a good business doing in both domestic and imported golf hosiery. Desirable styles are light in stock, and advices from the foreign mills show that supplies are well taken care of. For this season a

number of styles that were placed on this market as "bargain sales" have been withdrawn, and regular or even slightly advanced prices put on them.

Carpets—The carpet mills are now beginning to assume their old-time activity. As the season more fully develops, with the prospect of higher prices, buyers have been quick to avail themselves of present opportunities to place orders before the more general advance on tapestries, velvets and other lines July 1. From this fact it will be seen that many mills will be quite well supplied with orders before the advance takes effect, and it will be mainly on any duplicates later on that the advance will benefit the manufacturer. Ingrains, while active, have been forced one side by velvets and tapestries, and if any advance is obtained this season on extra supers, it will have to come after the buyers have taken all the tapestries and velvets they want, and when the full advance on the goods is in force. With the price of wool yarn firmer, the spinners are not so willing to make concessions this season, although they realize that the increased demand from the goods market is the best help towards higher prices they can have, and later on anticipate such a large demand for yarn that they can then afford to refuse low offers, discriminating in favor of the weavers who will pay higher prices.

The Dry Goods Clerk.

Written for the TRADESMAN.

I chanced to read in a trade paper the other day an article entitled, "La Conversation," in which was given a detailed account of a conversation carried on by a couple of salespeople while the writer of "La Conversation" was kept waiting. It may have been provoking enough to the writer of the article to be obliged to wait and at the same time to listen to talk in which he was not interested; yet in his article he makes the broad statement that these two people are a fair sample of dry goods clerks in general.

I have no fault to find with him for being provoked nor yet with his account of the conversation; but I take strenuous exception to his statement that these people are a fair sample of the dry goods clerk. He depicts their speech as that of ignorant, uneducated vulgar people. These two persons may have been such; but that dry goods people in general are ignorant, uneducated, and vulgar is not true. I have the good fortune to have many friends and acquaintances who earn their living by selling dry goods, and, if the writer of "La Conversation" could meet some of them, I have not the least doubt he would find them equally cultured and refined as himself.

Such articles as "La Conversation" should not be passed by without a protest. They are read by the public in general and they create an entirely erroneous impression. Life to the people behind the counter is by no means a bed of roses, and such statements as are contained in "La Conversation" are only added thorns.

That there are many people behind the counter who are in no way qualified to be there I do not deny; but there are thousands upon thousands of young men and young women all over the country who work in stores who are an honor to their chosen calling. Many of them are high school graduates and not a few have had the advantage of a collegiate education. They come from Christian homes where they have been taught to fear God and keep his commandments; where Christian love and purity of life have been their daily example. That these people should be represented to the public in the light of the "La Conversation" idea is not only wrong, it is unjust. MACDONALD.

A Few Simple Recipes.

The Small Boy—Take equal parts of noise, dirt, and four-horse power steam-engine; mix with bread and butter to the taste (the boy's taste), and set the mixture to cool in the middle of a 10-acre lot. If you find you have put in too much noise (which you undoubtedly have) turn over and knead with the hand or split shingle.

The Saleslady—This is a very easy dish. All that is required is a little giggle, brass to season, and a garnishing of frizzes, bangs and cheap jewelry. Mix in an empty skull and serve.

The Politician—Tact, one part; two eyes for the main chance; one tongue, well oiled, and as much cheek as possible. If you have a little brain handy, it may be added sparingly; but it does not matter much, and most housekeepers consider any use of brain in this connection as extravagant. Bake in a slow oven, so that it need not be done brown. If it be more than half baked it is ruined.

The Poet—To make a poet, take liberally of shimmering sunshine, strain through a rhyming dictionary, and add equal parts of love-sick adjectives, archaic adverbs, and such other words as you may never have heard of. Set in a warm place, where the whole may become intimately mingled, and garnish with long hair, seedy clothing and an empty stomach.

A Kiss—This is composed of equal parts of honey, sugar, ice cream, soda with four kinds of syrup, love in a cottage and supernal bliss. It can be made in the dark just as well as in the light. Bake in an elliptical dish and serve warm.

Charity—This is usually served cold. When warm it is very apt to spoil, and must therefore be used at home. Take one part heart and 100 parts talk, and stir together until the heart is dissolved, and add sufficient policy and worldly wisdom to give it a flavor. Charity made by this recipe will keep a long time in any climate.



Fans

to retail from one to twenty-five cents. We have the Folding, Japanese and Palm Leafs.

If your stock is low send us a postal card stating quantity and price. The goods will reach you on the next express.

Voigt, Herpolsheimer & Co.,

WHOLESALE DRY GOODS,

GRAND RAPIDS, MICH.

Hot Weather Goods

Light weight underwear is still in good demand. Our line of Gents' Balbriggan Underwear is complete; also Ladies' Jersey Ribbed Vests we have in all styles and prices. We have just received a new assortment of Ladies' Shirt Waists to sell for 50 and 75 cents. And as for Gents' Negligee Shirts, our line can't be beat as to quality, style and price; we have them in all grades. You may need some decorations for the Fourth; we can supply you with Bunting and Flags.

P. Steketee & Sons,

Wholesale Dry Goods,

Grand Rapids, Mich.



Eesley's Sunshine Self-Rising Pastry Flour

Prepared on an entirely new formula. Makes the best Biscuits, Cakes and Pastry of all kinds, by the addition of milk or water. Put up in 2 lb. cartons and 6 and 9 lb. sacks. 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 household use.

J. F. Eesley Milling Co.

Mills at Plainwell and Constantine, Mich.

Clark-Rutka-Weaver Co.

Jobbers of Hardware



Only Exclusive Wholesale Hardware House in Western Michigan

Headquarters for Builders and Heavy Hardware

38-40-42-44-46 South Ionia Street, Grand Rapids, Mich.

Around the State

Movements of Merchants.

Maple City—Johnson & Young have opened a new meat market.

Gilford—John W. Cragg has sold his general stock to Edwin Parrish.

East LeRoy—Henry Knox, general dealer, has sold out to Hall & Co.

Bay City—Mrs. L. A. Wood has sold her jewelry stock to C. S. Graves.

Girard—Myron Bidwell has engaged in the drug business at this place.

Falmouth—Lucas Smith has engaged in the grocery business at this place.

West Bay City—Amedee J. Jean succeeds V. Jean in the jewelry business.

Luther—F. G. Swanson has purchased the Crandall & Gregg dry goods stock.

Alpena—Jos. L. Reinke succeeds Reinke & Lyon in the grocery business.

Kalamazoo—Hosea Henika succeeds Carder & Henika in the undertaking business.

Ann Arbor—C. Homer Cady has purchased the grocery stock of John H. Maynard.

Algodon—Milton Lambert has engaged in the general merchandise business at this place.

Ann Arbor—Blaitch & Gates continue the grocery and crockery business of Geo. Blaitch.

Galesburg—Little & Mack, grocers and meat dealers, have dissolved, Jas. Little succeeding.

Bay City—F. B. Phillips & Co. have purchased the hardware and paint stock of D. B. Martin & Co.

Quincy—Frank H. VanDorsten, of Litchfield, will open a department store at this place on Sept. 1.

Escanaba—J. T. Wixon, dealer in photographers' supplies and picture frames, has removed to Petoskey.

Barryton—Samuel Rosenberg, of Casnovia, has opened a dry goods and men's furnishing goods store here.

Millbrook—T. W. Preston has shipped his drug and grocery stock to Elk Rapids, where he will re-engage in business.

Shelby—L. D. Allen has sold his stock of shoes to L. P. Hyde, who has removed the same to his Hart establishment.

Hemlock—C. F. Shulte has purchased the interest of his partner, Wm. Pohl, in the drug and grocery business at this place.

Hastings—Frank Kurtz has sold his meat market to Andrews & Besemer, who will continue the business at the same location.

LeRoy—Frank Smith has discontinued the general merchandise business at Manton and shipped the remainder of the stock to this place.

Owosso—Goodspeed Bros., of Grand Rapids, will shortly open a boot and shoe store here, with Fred Conklin and Roy Oldfield in charge.

Cassopolis—The grocery firm formerly known as Thomas & Nysewander has been reorganized under the style of J. L. Thomas & Co., Mr. Nysewander retiring.

Port Huron—The machinery supply depot of Carleton & Cole was closed Monday, and the stock taken charge of by H. G. Barnum and F. D. Carleton, mortgage trustees. The firm has been unable to meet its obligations, and the business will likely be closed out at once. April 28 last the firm executed a chattel mortgage in favor of Messrs. Barnum and Carleton in trust for their creditors. The liabilities are placed at \$5,000, while the assets inventory at a higher figure.

St. Joseph—B. Josephs, representing a Chicago concern, has leased a store building and will open a general merchandise and clothing store July 4.

Manton—R. C. Ballard, the hardware merchant, who has been ill for a long time, is again able to give his business personal attention, having nearly recovered.

Manton—Lambert DeVries, the former manager of the Smith store, has secured the Ballard warehouse and will put in a stock of feed, hay, and grain this fall.

Union City—Will Snyder has purchased the stock of dry goods sold last week to his former partner, M. J. Rowley, and will continue the business in his own name.

East Jordan—A. Poustie has leased the store building recently occupied by the dry goods stock of Mrs. S. Cohen, and will fill the building with a stock of general merchandise.

Bauer—L. Cook, who has been engaged in general trade here for fourteen years, has sold his stock to his son, Chas. W. Cook, who will continue the business at the same location.

Ithaca—The general merchandise firm of A. S. Barber & Co. has been dissolved. Mr. Barber will continue the mercantile business under the same style, and Wilbur Nelson will continue the elevator business under the style of the Nelson Grain Co.

Menominee—Ramsey & Jones will build a \$15,000 business block for the Northern Hardware and Supply Co. The block will be erected opposite the big Leisen & Henes building near the National Hotel. The store is expected to be ready for occupancy by winter.

Dollarville—C. D. Danaber has merged his general store business into a stock company under the style of the Dollarville Grocery Co. The corporation has a capital stock of \$6,000. The incorporators are Cornelius D. Danaber, Wm. H. Krempel and Bert Bell.

Sylvester—J. H. Loucks, who has conducted a general store here for fifteen years, has sold his stock to John Streeter and Henry Winter, who will continue the business under the style of Streeter & Winter. Mr. Loucks will remove to Mecosta, where he will re-engage in general trade.

Cadillac—Stone & Nilsen have leased a new store building now in process of erection and will engage in the dry goods business Sept. 1. Both gentlemen have had years of experience in the dry goods business, Mr. Stone coming from Bay City and Mr. Nilsen being a resident of Big Rapids.

Kalamazoo—E. A. Welch, of the grocery firm of Welch & Russell, has about decided, upon advice of his family physician, to remove to California for the benefit of Mrs. Welch's health. It is expected that his interest in the grocery store will be purchased by Mr. Russell. Mrs. Welch is at present in Minneapolis and late reports regarding her health were more encouraging. The family will probably start West in about a month.

Stanton—John Hansen, proprietor of the Stanton House and a member of the grocery firm of Hansen & Jorgensen in this city, and Miss Emma Ek were married at the home of the bride's parents, Mr. and Mrs. Nels Ek, in Sidney township Wednesday afternoon. The ceremony was performed by Rev. Ole Amble, of Gowen, in the presence of about fifty relatives and friends. A reception was given the young couple in the evening by a large company of friends.

Kalamazoo—J. Fisher has severed his connection with the Kalamazoo Retail Grocers' Association. He states that at present there are no hucksters doing business without a license, with one exception, and in that case the man is an invalid and Mr. Fisher declines to press the case against him. The license has done its work thoroughly, says Mr. Fisher, in keeping out peddlers from out of town, who formerly proved such an annoyance to the regular traders.

Dowagiac—Business circles are wrought up over the adoption of a resolution by the Common Council authorizing the City Attorney to draft an ordinance enforcing the closing of all places of business in the city on Sunday. The proposition went through the Council unanimously and is the outcome of a recent organization of a clerks' society for the purpose of getting the business men to sign a petition to close on Sundays. The petition provided that drug stores and soda fountains might remain open, but the city legislators went even further and decreed that all places of business should remain closed on the Lord's Day. City Attorney C. W. Hendryx states that he will enforce the new ordinance to the letter and impose the extent of the penalty. The business men do not propose to be forced and many of them declare that their stores will remain open on Sunday hereafter and that if molested they will require that livery stables and other institutions of the kind shall be taken into account under a State provision regulating the keeping open of the same.

Manufacturing Matters.

Big Rapids—The Big Rapids Furniture Co. has sold its retail furniture stock to Joseph Falardeau.

Thompsonville—J. B. Trowbridge has removed to Breedsville, where he will take charge of the flouring mill recently purchased by Geo. Hawley.

St. Clair—The St. Clair Creamery Co. has been organized by J. F. Ruff, C. H. Otter, A. M. Ruff and T. S. Otter with a capital stock of \$10,000.

Battle Creek—The Knox Chemical Co. has been organized with a capital stock of \$30,000, to engage in the manufacture and sale of drugs and chemicals.

Onaway—The Barry & Finan Lumber Co. has begun the erection of a store building at Tower, 22x60 feet in dimensions, which will serve as the base of supplies for its mill and camps on Ocqueoc River, as well as its timber camps in Forest township.

Hides, Pelts, Tallow and Wool.

The hide market does not change values, but has settled down to a solid basis, with little strife to disturb it. The supply is not what is wanted, yet it answers the demand. There is no inducement from any point to advance prices to obtain more goods.

More pelts are wanted than are offered. Prices remain strong, with a slight advance.

Tallow is a weak commodity. Water is plenty at resorts now and people do not require much soap.

Wool seems to catch the push, as it is so far behind in value of other articles of commerce that money seeks it for investment. Quite a speculative feeling has developed East and West, which creates a new value, and handlers are ready to push it higher, where they know it must go. It is a good purchase that was made during the past month, as grades that sold at 18c are now bringing 20c, with 21c or above asked.

WM. T. HESS.

The Boys Behind the Counter.

Allegan—Frank B. Mix, of Marcellus, has been engaged to take C. B. Thomas' place as pharmacist in the drug store of L. L. Thompson & Co. He is a graduate of the Chicago school of pharmacy and has had thirteen years' experience as a pharmacist and manufacturing chemist.

Manton—W. Elivier has a new clerk in his general store in the person of Lissie Truman.

Reading—Chas. Stone has transferred himself from Cook's shoe store to Branch's drug store, where he was formerly employed.

Montague—Melvin Chapman, of Whitehall, has taken a position as clerk in the general store of Walter Nelson & Co.

Sterling—This place can boast of the oldest clerk in a store in the world. Mrs. Russle, who is 104 years old, looks after her house and still has time to sell goods in her son's store.

Ypsilanti—Arthur Cluff has entered the employment of H. G. H. Gilmore & Co. for the summer. Clarence Knisley has taken the place of Cleveland Stevenson with C. W. Rogers & Co.

Sault Ste. Marie—Arthur Bailey, prescription clerk in F. R. Price's drug store, has resigned his position in that pharmacy to accept a similar one in the Hall & Munson drug store at Bay Mills. His place will be taken by Joseph Maltas, of Pickford, a former clerk for Mr. Price.

Owosso—Charles Graham, for five years a clerk for H. W. Mann, has resigned his position and will leave in a few days for a trip West for his health.

Nashville—Fred White has entered the employ of J. C. Furniss at the Central drug store.

Bronson—W. H. McKinney has taken a position as clerk in A. J. Ashbreck's drug store.

Petoskey—David H. Tennent, of Olivet, will clerk in the Central drug store this summer.

Sault Ste. Marie—John E. Krafft has taken a position with Burnham, Stoepel & Co., wholesale dry goods dealers of Detroit.

Hancock—The early closing movement has reached Portage Lake's places of business and after July 4 clerks will have some time for recreation or to spend with their families in the evenings. The move in favor of the earlier closing of stores meets with what might be said to be the unanimous endorsement of the business element. The petition was signed by all the merchants but one at Houghton and his sympathy has always been in favor of the new movement, as is evidenced by the fact that no store is closed at an earlier hour than his and that he will conform with the new custom even to closing every evening at 6 o'clock should the rule become general. After July 4 the stores of Hancock and Houghton will be closed Mondays, Wednesdays and Fridays at 6 o'clock. Tuesdays and Thursdays the closing hour will be 8 o'clock and Saturday evening each merchant will close whenever he may see fit. The change will work no hardship on customers, once the arrangement becomes familiar, and that the clerks will appreciate the change and show it by giving better service goes without saying.

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

A politician will shake your hand one minute and pull your leg the next.

Grand Rapids Gossip

The Produce Market.

Apples—Southern stock in $\frac{1}{2}$ bu. crates commands 50@75c according to quality.

Beans—Mediums are firm and the market is strong.

Beet Greens—35c per bu.

Beets—15c per doz.

Butter—The receipts are decreasing and the quality is running much poorer than was the case a couple of weeks ago. The lessening of receipts is due to the curtailment of the milk supply and the fact that many farmers have ceased making butter and are now sending their milk to the cheese factory. Dealers find no difficulty in obtaining 13c for fancy dairy and creamery has begun to move more freely on the basis of 17c.

Cabbage—40@60c per doz., according to size.

Carrots—15c per doz.

Celery—20c per doz.

Cherries—Sour fruit commands \$1.50 @1.60. The high price is due primarily to the action of the canners in entering the market. It was supposed that canners had to have their supplies at low values, without much regard to quality, but the experience of the past two weeks has demonstrated that the canners want quality, price being a secondary consideration.

Cucumbers—25@35c per doz.

Currants—60c for 16 qt. crate.

Eggs—Dealers still pay 11c on track, case count, but are compelled to candle all receipts, finding no difficulty in marketing the stock on the basis of 12 $\frac{1}{2}$ c. The proportion of loss has increased to a dozen and a half per case.

Gooseberries—It is the unexpected that is always happening, and such has proved to be the case this year with gooseberries, which have been a drug on the market for several years—so much so that many growers have pulled up their bushes altogether. This year the canners are entering into active competition for the berry, paying \$1 @1.20 per bu. in bulk, which price affords the grower a handsome margin of profit, especially in a year like this when the size of the berry is large. The action of the canners is likely to stimulate the replanting of gooseberry bushes to a considerable extent in this part of the country.

Green Onions—10@15c for Silver Skins.

Honey—Amber stock is in fair supply and demand at 10c. Dark honey is in rather limited demand at 8c.

Lettuce—35@40c per bu.

Musk Melons—\$1.25 per doz. for Little Gems.

Onions—Californias, \$2.50 per sack. Louisiana, \$2 per sack. Bermudas, \$1.25 per crate.

Peas—Marrowfats command 75c per bu. The crop is large and the quality fine.

Pieplant—\$1 per 100 lbs.

Pineapples—On their last legs. There are a few Floridas still in market, commanding \$1.50@1.75 per doz.

Potatoes—Triumphs from Arkansas command 60c and are fairly firm at that figure. Home grown are beginning to come in, but Southern stock is generally preferred, on account of being larger and riper. Early Obios are expected in next week.

Poultry—The resort demand for broilers is now at hand and local dealers are unable to secure enough stock to fill all their orders, although they offer 16@18c per lb. Chickens are in good demand at 8c and fowls are in fair demand at 7c. Spring ducks are active at 8@10c. Old ducks are dull and slow sale at 5@6c. Geese are not wanted at any price. Turkeys are scarce and are grabbed up as fast as they arrive at 10 @12c. Squabs are in good demand at \$1.25 per doz. Pigeons are in fair demand at 50@60c per doz.

Radishes—7@10c per doz. bunches.

Raspberries—Black are coming in freely, commanding about \$1 per 16 qt. case. Red are also coming in rapidly and finding a market on the basis of about \$1 per 12 qt. case. Of course,

extra lots command fancy prices, while arrivals which are off in quality are compelled to seek a lower level. All reports indicate a large crop, but not so large as last year.

Spinach—40c per bu.

Squash—90c per bu. box.

Tomatoes—\$1@1.25 per 4 basket crate.

Watermelons—Georgia continue to decline, 22s and 24s commanding 20@25c when shipped in packages. Dealers are quoting lower prices where the melons are shipped loose, but in such cases the transportation companies charge 1 $\frac{1}{2}$ first class rate, instead of first class.

Wax Beans—\$1.25@1.50 per bu. The crop is large and the quality is fine.

The Grain Market.

Wheat has been somewhat depressed during the past week. Receipts have been enormous in the Northwest, while shipments have been of only ordinary amount, but with the large amount received the visible only showed an increase of 920,000 bushels, where 2,000,000 bushels was expected. Cash as well as futures suffered a sharp decline in wheat centers, while at initial points in the winter wheat belt this decline has not followed, because the farmers are not selling their wheat and elevator men, getting no fresh receipts, are holding for higher prices, which they expect to get, and the outlook seems to favor them. There is no use in reiterating at this time that the bull news which is received daily at the great wheat mart of the world—Chicago—is the controlling factor in prices and that the bears control the market. Were it not for them, prices would not have slumped, but we presume they would rather have the farmer receive 10c less and give it to the foreign grain buyer than have the difference in price remain at home, which fact can not be gained, as Liverpool follows Chicago.

In corn things seem changed, as the price is stronger than last report. It looks now as if, with the large acreage of over 82,000,000 acres, the crop will only reach, according to present estimates, about 200,000,000 bushels, which seems a very small amount.

Oats have been very strong, as the visible showed a decrease of 1,344,000 bushels and prices will remain about stationary, especially as the wet weather is hurting oats where most are raised.

No change in cash rye yet. However, as the rye crop is fine all over the rye growing districts, except in Russia, prices will drop as soon as new rye moves.

The first car of new wheat was received in Chicago June 27, which only graded No. 3 red soft.

Receipts during the week were 60 cars of wheat, 6 cars of corn, 9 cars of oats and 3 cars of hay. Rather small receipt of corn.

Millers are paying 70c for wheat.

C. G. A. VOIGT.

John W. Simmons, who recently sold his interest in the Globe Knitting Co. to his partners in the business, has undertaken the organization of another corporation to embark in the same line of business.

L. A. Scoville has arranged to open a drug store in the building at Clarks-ville recently vacated by R. C. French. The Hazeltine & Perkins Drug Co. has the order for the stock.

J. A. Goldman has opened a grocery store at 59 East Leonard street. The Musselman Grocer Co. furnished the stock.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at the office of the Michigan Tradesman Tuesday evening, June 27, President Dyk presided.

Noorman & Huizenga, grocers at 36 Grandville avenue, applied for membership in the Association and were accepted.

Chairman Dyk announced the following Picnic Committees:

General Arrangement and Finance—Homer Klap, Peter Braun, Chas. W. Payne.

Programme—B. S. Harris, F. W. Fuller, John Witters.

Badges—John Smyth, Jas. E. Campbell, C. W. Mulholland.

Sports—Fred W. Fuller, Peter Braun, John Witters, F. L. Merrill, Chas. W. Payne, Homer Klap.

Judges—Julius J. Wagner, E. C. Jenkins, H. C. Wendorff, D. S. Gray, John Braun, J. Frank Gaskill.

Reception—Carl Voigt, Arthur Plum, Louis Kusterer, S. P. Cooper, Floyd Payne, Peter Lankester, J. Geo. Lehman, M. H. Barber, L. D. Blackford, J. C. Coad, Wm. Pettit, Richard Rinevelt, John Roessink, Richard Rademacker, Chas. H. Sack, David E. Keyes, M. C. Viergever, L. M. Van Heulen, Cornelius Seven, C. C. Shay, Richard Warner, Jr.

The Vice-Presidents for the various outside towns will be announced later.

The Secretary reported that the sentiment in favor of closing all day July 4 was very general, the only objection being from those grocers who keep open Sundays and evenings.

President Dyk gave his reasons why he would like to see the half holiday movement adopted, at least during the summer months. He preferred closing his store on Saturday afternoons, but would be willing to join in any action looking toward the curtailment of the hours of labor at any time of the week.

J. Geo. Lehman thought the subject under discussion a very interesting one, but the question in his mind was whether unanimous support could be secured. The dry goods dealers were successful in closing their stores last year, but he thought it would be more difficult to get the grocers in line, on account of the larger number. He would like to see it adopted, and thought it would be more apt to be brought about in the middle of the week, but it would be difficult to accomplish such a result unless the butchers would close at the same time, as a great many grocers handle meats in connection with groceries.

Peter Braun stated that the butchers were also agitating the matter of a half holiday on Thursday afternoon.

Mr. Lehman stated that changes would have to be made and sacrifices undertaken, all of which he thought could be overcome. In his opinion, there is not a city anywhere the size of Grand Rapids which has so good a class of dry goods merchants, but, of course, their attempts in the matter of closing are more successful on account of the smaller number as compared with grocery merchants.

Mr. Wendorff thought the only trouble would be that the grocers would not all fall in line. He was more in favor of closing early Saturday evening than half a day during the week. He advocated closing at 8 o'clock on Saturday evening, instead of at midnight. He voiced the sentiment of Mr. Lehman that the grocers and meat dealers should cooperate in this movement. It should also be remembered that many poor people have no refrigerators and that meat purchased Saturday morning will not always keep fresh until Sunday during the warm weather.

Mr. Fuller preferred Thursday afternoon. Some of the stores now keep open until 9 o'clock Wednesday evening, on account of Wednesday being pay day with a great many factories. He thought the butchers would fall in line on Thursday afternoons, and would like to make a test of the matter for two months, during July and August, the same as is done by the dry goods

stores. He thought closing at 8 o'clock Saturday p. m. would prove a fizzle. If a grocer has a case of berries on hand Saturday there is a strong temptation to keep open a few minutes longer in order to dispose of it. In his opinion, the grocery clerks would strongly advocate the Thursday closing scheme.

Mr. Lehman was of the opinion that if the stores were to close, those who remained open would get so little trade that they would soon fall into line.

Mr. Klap suggested that it be tried for one month, during August, and, if it proved a success, increase the closing period next season.

Mr. Wendorff thought four weeks too short a trial.

Mr. Lehman was of the opinion that four weeks was sufficient time to test the matter.

Mr. Fuller suggested that, in his opinion, three Thursdays to experiment on was quite time enough to demonstrate the success or failure of the movement.

Mr. Witters approved Thursday, instead of Saturday, and suggested the idea of closing at 12 o'clock. He moved that a committee of three be appointed by the chairman to attend the next meeting of the Retail Meat Dealers' Association and solicit their cooperation. The motion was adopted and Messrs. Witters, Klap and Lehman were appointed as such committee.

Mr. Wendorff moved that, inasmuch as the next meeting of the Association falls on the evening of July 4 and the following meeting would therefore occur on July 18, a special meeting be held on July 11, which was adopted.

There being no further business, the meeting adjourned.

Grand Rapids Retail Meat Dealers Association.

At a meeting of the Grand Rapids Meat Dealers' Association, held June 22, President Wilson presided. All of the officers were present and there was a large attendance.

Applications for membership were the first order of business, and John Snyder and L. Veyer & Son were accepted, making a total membership of 67.

The Committee on Wholesale Meat Boxes reported the result of an interview with the local representatives of Swift & Company and Nelson Morris & Co., terminating in a proposition from the wholesalers to cut off all consumers except the Morton, Livingston, Eagle and Kent hotels, Peninsular Club and Chapin's restaurant. The report was discussed at some length, culminating in its adoption and the Secretary was instructed to notify the wholesalers that the proposition was accepted and that a vote of thanks was tendered them for their courtesy to the Committee.

The next in order was to suspend Rule 4, Sec. 11, of the by-laws, so that drinks and cigars might be ordered. The Sargeant ordered the beverages and the members did the rest.

A bill was presented for \$5 to settle for incorporation fees, which was ordered paid.

A motion was made that the Secretary be instructed to invite the Bay City butchers to our picnic, which was adopted.

The President appointed the following picnic committees:

Arrangements—F. J. Dettenthaler, Phil. Hilber, C. B. Dressler, John Rottier, P. D. Mohrhard, G. Waltz, S. J. Hufford, John Rauser, John Elbe, A. Schuchardt.

Programme—L. J. Katz, S. J. Hufford, H. Schlichtig, W. Thomasma, F. J. Dettenthaler.

The Secretary was instructed to insert in the city papers during the week notice of closing all day July 4.

A motion was made by S. J. Hufford that the Treasurer give bonds. The motion was adopted and the amount was fixed at \$1,000.

The Treasurer reported \$67.87 on hand.

P. HILBER, Sec'y.

Wanted—Cigarmakers, rollers, bunch breakers, strippers and lady packers. G. J. Johnson Cigar Co., Grand Rapids.

Woman's World

Sensible Suggestions to the Summer Girl.

Your graduating day is happily over, my dear little girl. You have coaxed the last of your organdies and pineapple tissues into your overfull trunk, and you are about to start forth on your first summer campaign. To the ordinary observer, it seems a matter of no consequence at all that another girl is off for Charlevoix or Mackinac Island, but to you it is one of the important events of life. In a way you are to try your strength in a placid pool before you venture into the swim of society, and you are wondering whether you will be a success or failure—whether you will return laden with hat bands, and walking sticks, and stick pins, and photographs, and other summer-girl spoils, or whether you will have nothing but a lot of limp and bedraggled finery to show for your trouble.

Now, just what makes a girl popular is one of the Dundreary things that no fellow has found out, and if any woman knows she takes precious good care to keep it to herself. It isn't a question of money, for we have all observed the daughter of wealth sitting disconsolate against the walls of a summer hotel ball-room, while her impetuous sister danced the soles off her slippers. It is not expensive clothes, for we have known girls with cartloads of finery from Worth passed over for a country maiden in a 10-cent muslin. Neither is it altogether a matter of good looks, for the commonest observation is that it is seldom the beauty who marries the best or even gets the most invitations to the fish fry. It is some girl who, so far as you can see, isn't remarkable in any way, but who possesses that mysterious, subtle, potent charm that draws people to her.

No one can teach you this. Popularity is a thing where every girl must work out her own salvation with fear and trembling, but I would, at least, like to call your attention to a few cardinal points in the game.

In the first place, and the second, and the third, don't be selfish. On this hang all the law and the prophets. I know that it is the custom to consider women as holding a monopoly of the virtue of unselfishness. Later on you will find out that for absolute, utter disregard for everybody's rights but her own, lovely woman takes the cake in the world's competition. A woman will do with impunity things that a man would be pounded into a jelly for contemplating. Why, I have seen a gentle, angel-faced woman monopolize the dressing-room on a sleeping car for an hour and a half at a stretch, while a corridor full of dishevelled sisters in dressing sacks and curl papers pounded on the door and besought her to let them in because they were only ten minutes from the breakfast station. But did she do it? Not much. She put all the clean car towels down on the floor and stood on them while she shampooed her head and curled each individual hair, and then when she was good and ready she opened the door and not before. If a man should treat other men that way, when the offender came out he would be received in the open arms of a lynching party and there would be riot and bloodshed. It is only women who dare defy and trample on public rights.

Somehow summer resorts seem to be a place where we see human nature

with the veneer rubbed off, and you will have plenty of opportunity of observing this endearing trait of your sex. There is always the girl who pre-empts the best chair on the shady end of the gallery for herself and her beau and who glares at everyone who approaches her as if she had struck a gold mine and they were trying to jump her claim. Then there is the girl who hates children and snubs old ladies who try to talk to her. There is the girl who doesn't hesitate to wake up all the nervous people and all the sick people by pounding on the piano after midnight and shrieking out that her love is a high-born lady, and there is she who, having met the agreeable new man, would die rather than introduce him to another girl.

Be not like one of these. No other fault is so repulsive in a woman as selfishness. No other virtue shines so refulgently as unselfishness. We may grow tired of the wit and the beauty, but we never get half enough of the sunny-tempered girl who is willing to share her chocolate and her beaux, who is interested in old ladies and whom the children buzz about like bees above the clover. That's the kind of girl we think of when we make up special parties and whom we want our brothers and sons to marry.

Another point to which I would call your attention is the burning subject of progressive euchre. As it is played at the general summer hotel subscription game it is progressive iniquity in the way of false scores, revokes, acrimonious recriminations and accusations. I have seen fair, young, innocent-looking girls lie and cheat for the sake of getting an imitation cut glass pomade jar and get red-faced and shrewish when they lost. It is a spectacle to make angels weep and men look elsewhere for a wife. Unless you are absolutely sure that you can play an honest game, that you can see your partner trump your aces without a quiver, and that you can bear defeat with good grace, for pity's sake never touch a card. In every game emulate the virtues of a sport, which an eminent authority has declared to be "to brag little, to show well, to crow gently if in luck, to pay up, own up and shut up if beaten."

One thing that I would impress upon every girl beyond everything else is the difference between the bright girl and the smart girl. The bright girl is the cheery, good-natured girl whose smile is like sunshine in a shady place. The smart girl is she whose tongue is like forked summer lightning, blasting everything it touches. No friend is safe from her gibes. No affection is too tender for her ridicule. No affliction is so piteous it escapes her mocking. People laugh at her and repeat her sharp speeches, and you think it must be a fine thing to be that clever. Believe me, my dear, wit is the greatest curse a woman ever falls heir to, unless, as only happens about once in a million times, she has sense enough and heart enough to balance it. We may laugh at her, but we fear her. We call her a wit to her face and a cat behind her back. A laugh is a high price to pay for a lost friend. If people on the hotel gallery suggest humorous remarks to you, go out and strangle yourself before you utter them, so shall you escape heartburnings and regrets when you find out that the shabby woman in the ill-fitting gown, about whom you were so excruciatingly funny, is the Mrs. Croesus whose parties you are dying to be invited to. Things are seldom what they

seem. At a summer resort they never are, and you never know to whom you are talking. Another point I would emphasize is the folly that so many girls indulge in of making cutting remarks to men, under the impression that they are being witty. As long as we have a code of gentlemanliness that no man can traverse in his speech, surely we are in honor bound to maintain an equal code of ladylikeness.

Avoid the amateur photographer as you would the plague. My dear child, I have been all along there, and I know all about it. I know how free and easy one gets at summer resorts and how you didn't mean a single thing when you let Tom get a snapshot of you in a sentimental pose with Billy, and that the other view where Freddy appears to be kissing you was only a make-believe. Stop and think how these pictures are going to look in cold blood next winter when they are tacked up in Tom's room, without any explanation, and Tom's friends come in and say, "Gee whiz, but that summer girl was a daisy." Of course, you think that Tom will rush in with an indignant denial, but he won't. He will light another cigarette and smile and look as if he could say more if he would. The man who doesn't boast of a woman's favors doesn't live. Remember that. After all, the pleasure of making a fool of ourselves is so momentary we ought to be able to resist it.

With men let "Welcome the coming, speed the parting guest" be your motto, and this holds good whether he be son, husband, father or sweetheart. Let a man be free and welcome to go, and he will stay. Try to hold him, make him feel he has got to stay, and he will go if he perishes in the attempt. Don't run after a man. It is vulgar, undignified, and unladylike, and besides, it will do you no good. Women were not equipped, mentally or physically, for running.

Do you remember that enigmatical sentence in the poem where the man is conjured to "be bold, be bold, be not too bold?" That is a good motto for the girl of to-day, and let me tell you, my dear, that it is no small achievement, and the very quintessence of tact to be able to strike the happy mean between prudery and boldness. Don't be finicky, but don't be too knowing, or too much of a good fellow. The old-fashioned code of womanly reserve has never been improved upon for a platform for girls, and if you take your stand on that you will not be far wrong. Men are inconsistent creatures, and in nothing more than this, that they amuse themselves with one type of girls and marry another. The jolly good fellow who knows all the slang, who doesn't mind laughing at an off-color story, and smokes cigarettes with the beaux, has the most beaux, but it is the demure damsel who gets the engagement ring.

To the giving of advice there is no end, and after all the sum of the whole thing can be put in one word: Don't think yourself the center of the universe. Remember other people's whims, respect their prejudices. Do as you would be done by. So shall your neighbors rise up and bless you.

DOROTHY DIX.

The Modern Method.

"It's an awful thing not to know where one's next meal is coming from." "Yes, and a good many of us married men are experiencing it since the grocery stores got to advertising bargain sales."

The Aggressive Woman.

No woman can make a greater mistake in life than to adopt an aggressive attitude towards the world. The man who goes about with a chip on his shoulder is bad enough and disagreeable enough, heaven knows, but he is as nothing compared to the woman who is always on the lookout for causes of offense and who makes a kind of human porcupine of herself.

Unhappily for the peace and comfort of the rest of us, the aggressive woman is only too numerous and too familiar a figure. We meet her in the clubs, where she makes a personal question of everything, and grows vindictive and spiteful towards all who dare oppose her. She is the bane of churches, where her determination to run things has fomented more quarrels and broken up more congregations and been the cause of more hard feelings and malice and general uncharitableness than all other causes combined. As a friend, she is a rankling affliction, and as a wife and mother she is scarcely better, for she possesses above all other creatures that peculiar talent for creating discord that we call "setting a house by the ears."

Naturally the aggressive woman is strong on what she calls her rights, and imagines that nothing but her determination not to give way to anybody or anything keeps her from being trodden under foot. Never was there a greater fallacy. The world is a good-humored giant that can be cajoled out of almost anything, but it can never be bulldozed into anything. The very reason that so many of the causes championed by women have failed is because they have had the misfortune to have as their leaders and exponents the rabid and aggressive type of women—women the very tones of whose harsh voices, the very cock of whose bonnets, converted you into an instinctive opponent before you had heard a single word they had to say.

There is a curious quality in human nature that prompts us to refuse the thing demanded of us as a right that we are glad to bestow as a gift. Those who insist on having what they call their dues, even down to the smallest fraction, may appear at first to succeed, but there soon rises up a spirit of revolt that finds a rare sport in circumventing them. Many an aggressive woman, so sure that she gets what she wants by fighting for it and demanding it, would be amazed to find how often she is outdone by her servants and tradespeople, to say nothing of her family.

There is a homely old proverb that sets forth that vinegar never catches flies, and just from a worldly and selfish standpoint it is worth while to be amiable and to cultivate the gentle virtues of kindness and consideration for others. Life is nothing but a mirror that gives back our own face to us. If we smile upon it, it comes back to us in warmth and sunshine. But if we turn a dark and sullen face upon it, be sure we get back nothing but cold avoidance and bitter dislike. The world is willing to laugh with us, and dance with us, and make merry with us; but, like an Irishman at a fair, it is also equally willing to fight with us. If we put the chip on our shoulder and dare it to the conflict, we must take the consequences; and to a woman they are invariably disastrous. Women were not meant to fight. They were intended for something sweeter and better than that, and the aggressive woman is a libel on her sex.

CORA STOWELL.

Fine Granulated Sugar

\$4.98

With the purchase of two one-half chests Japan Teas at 34, 35, 36, 37 or 38c purchaser is entitled to five barrels H. & E. Fine Granulated Sugar at \$4.98 f. o. b. Saginaw. Teas are guaranteed equal to any sold, at prices quoted, in Michigan. Samples mailed if desired, and offer will remain good until July 30th. Do we call our Tea deal a sly one? No, decidedly not. It will prove a Sampson in drawing trade, and is made open and above board in good faith.

We have had scores of letters inquiring after our "drop" shipment on Plug Tobacco; it comprises:

- One 15 pound butt Ice Cream.
- One 28 pound butt Three Black Crows.
- One 24 pound butt Out of Sight.
- One 12 pound butt either

{	Standard Navy,
	American Eagle or
	Battle Ax.
- 79 pounds at 25c per pound—\$19.75.

Option expires June 30th, as all Continental Tobacco Co.'s goods take full list after that date. This means 25 per cent. advance on brands quoted.

New Potatoes, Early Triumphs, fine stock, 55c per bushel.

Lemons, Extra Choice 300's, \$4 per box.

Strictly Fancy 300's, \$4.50 per box; elegant Messina stock and very desirable for Fourth of July trade.

Rolled Oats, American Cereal Co. and Yankee brands, \$3.25 per brl.

We are headquarters on Candies:

Grocers' Mixed, pails, 47 $\frac{7}{8}$ c per pound.

Golden Diadem, small fine mixture, 7c per pound.

Peerless Mixture, 6c per pound.

Cream Mixture, 7 $\frac{1}{2}$ c per pound.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - JUNE 28, 1899.

BUSINESS CONDITIONS.

As indicated by the volume of bank clearings for the country and reports of railway tonnage, the tide of domestic exchange and industrial activity is still on the rise. Clearings for the month averaged 36.3 per cent. more than those of the same period last year, which were considered very heavy and over 50 per cent. more than the banner ante-panic year, 1892. Railway earnings have continued the upward movement of the average of transportation stocks in spite of speculative manipulations, which carried the average of industrials slightly downwards. It is coming to be realized that the introduction of secret methods in trust management and the opportunities for speculative manipulation are factors of increasing importance in some of the leading industries. Conversely, those which are conducted by frank, open methods steadily advance in unison with the general conditions.

The movement of wheat has been characterized by much greater activity in primary markets than was expected. It has been generally supposed that supplies were pretty well depleted and that the idea of a short crop would make farmers conservative in selling, but movement has been so active that it has caused a decline in cash wheat. Exports for the year exceed those of last, which were considered phenomenal, by over a million bushels, with a week still lacking in the report.

The reported contract of Russia with the Carnegie Company for 180,000 tons of rails, to be delivered in two and a half years, if officially confirmed would mean steady occupation of 6,000 tons' monthly capacity at terms probably satisfactory in the future, although it may be doubted whether any such contract has been made at prices now current. Prices of Bessemer pig held last week, but Grey Forge slightly weakened, while at Chicago and Philadelphia quotations were stronger. The demand for manufactured products lifted the average slightly further last week, but with so great a share of the capacity tied up for months by previous contracts that the quotations represent in part premiums for early delivery of small quantities. The scarcity of Bessemer pig and of steel is not relieved, nor is it clear that furnaces to relieve it can soon be added, but production of other iron is more rapidly increased. The coming month will prove somewhat critical, however, as part of the wage settle-

ments for the next year have to be made, and it is not yet known how many of the works will be able to avoid the shutdown customary in summer for repairs. In the present state of the markets it is probable that few which can avoid it will stop production at all.

The textile situation continues the favorable features of last week except that the price of cotton shows a sharp decline of $\frac{1}{4}$ c. This is owing to more favorable crop conditions and to the fact that the current receipts from plantations are much in excess of expectations. Demand for manufactured goods continues good and while the tendency of cotton retards the advance the general feeling is encouraging. Wool sales have been heavy, with an advance in prices, largely speculative, however. Demand for fabrics continues the improvement reported last week. The shipments of boots and shoes last week, 106,734 cases, have rarely been equalled at any season, and in three weeks shipments were the largest ever known in June except in 1895, when they were not 2,000 cases more. The demand covers production for some months ahead.

According to Brassey's Naval Annual for the current year the relative position of the great naval powers towards each other has not materially changed, except in the case of Spain, which has really dropped out of the list of important naval powers, and her place has been supplied by Japan, which country for the first time is classed among the first-class naval powers. The list now stands in the following order, according to the strength of the various fleets: First, Great Britain; second, France; third, Russia; fourth, Italy; fifth, Germany; sixth, the United States; seventh, Japan.

C. A. Dewey, a Kenosha hardware merchant, recently ordered a ladder from a Chicago house, and, after waiting a reasonable length of time, he wrote to enquire why he had not received it. He was informed that the ladder had been shipped by mistake to Admiral Dewey, at Manila. A tracer was sent after it, and it was overtaken just as it was about to be placed on board a steamer at San Francisco. When that order was given, Chicago merchants were thinking of a subscription dinner with "Cousin George," the admiral, and they could think of no one else.

The man who pretends to be a philanthropist without exhibiting some tangible evidence of philanthropy is a good man to avoid. Arguing along the same lines, a corporation which claims to be organized solely for doing good in the world, and which disclaims that it is actuated by mercenary motives, is a good corporation to let alone. These remarks are suggested by the letter reproduced elsewhere in this week's paper, soliciting \$10 memberships in the Retail Merchants' Syndicate.

Whenever New York wants to boom herself and a distinguished man, she gives him a dinner. She sets herself up as the stomach of the universe. Other cities may elect to be the head or the legs or the strong arms of the world; but they can not live and get on without the stomach.

A nutmeg grater has been named for Dewey. The Government, nor the house-and-lot buyers, nor the dinner subscribers, can do him grater honor.

THE WORLD'S SUGAR EATERS.

Although beet sugar, of which immense quantities are produced in Germany, is so cheap when exported that it is sent to all countries in competition with the cane sugar of the East and West Indies, it is so high-priced in Germany that the people there consume comparatively little of it.

The reason for the cheapness of German sugar to foreigners and its high price to the German people is that a heavy tax is paid on the sugar consumed at home, while that which is exported is relieved of the tax. The object of this measure is to encourage the exportation of the product; but it has to be done at the expense of the home consumption.

Statistics show that the English are the leading sugar eaters of the world, consuming to each head of population in a year about 91 pounds. The people of the United States come next, with a consumption of 59 pounds. Switzerland shows up with 52, Denmark with 49, Sweden and Norway with 41, Holland with 34, France with 31 and Germany with 30 pounds per head, about half of that of the people of the United States, and one-third that of England.

It is proposed to increase the home consumption, and that can only be done by taking off the tax. That would be a great thing for the German people at large, for it would greatly reduce the price paid by them.

The consumption of sugar seems to be a sort of test of the wealth of the people of a country, the English and Americans being at the head of the list, and the Turks and Greeks at the bottom, with a yearly consumption to each person of 6 or 7 pounds.

A new law which goes into effect in Nebraska on July 1 not only regulates and limits the hours of employment of women in manufacturing and mercantile establishments, but requires every employer to provide suitable seats for them to occupy during working hours. Heavy penalties are provided for violation of the law. The new statute was doubtless intended to afford relief to overworked factory and store girls, and in this respect is commendable enough. But, like many other laws of a similar character, its operation is not likely to be what was expected. Proprietors of big mercantile establishments in Nebraska declare their inability to comply with its provisions, and that therefore they will be obliged to displace their women employes with men. Even although the women protest their indifference to the law and their willingness to work under former conditions, the employers can not afford to take the risk of being continually arrested and subjected to heavy fines. There is danger, therefore, that the law, instead of improving the conditions of female labor, will throw thousands of women out of employment.

Proof accumulates daily that combines, organized to destroy competition in the field of transportation, production or manufacture, are as surely placing their tools in the seats of legislative and judiciary power as they are using the leverage of vast wealth to crush trade rivals and competitors. Whenever an election occurs whose outcome may affect the interests of these combines their instruments and their money are in evidence, working to place in power men friendly to their plans and purposes. Herein lies the menace of trusts and their assistant corporations.

A year ago last May Miss Nathalia Schenck, of Babylon, L. I., hit upon the endless chain scheme in order to raise \$4,000 for an ice plant for the American soldiers who had gone to Cuba to fight the Spaniards. On May 18 she sent four letters to four friends, asking each to send her a dime and to write to four friends to send dimes and write similar letters. In a few days letters came pouring into Babylon in such numbers that the postmaster had to get extra help. Soon Miss Schenck's mail was going to her house by the wagon load. On one day in July 12,000 letters were received by her. The \$4,000 was raised, the soldiers got their ice plant, they whipped the Spaniards, the war ended and peace was declared. But the endless chain continued to move on Babylon. Efforts to break it were made a few weeks after it was started, but they were unavailing. Miss Schenck made appeals through the papers to people to cease sending dimes, but they were useless. By November last there was a falling off in remittances; since then the number of letters has steadily diminished. Many of the more recent replies came from distant states. Last Friday not a single letter was received, and it is thought that the endless chain has finally been broken. The total received by Miss Schenck was \$25,000, all of which has been turned over to the Ice Plant Auxiliary of the Red Cross Society. All the expenses have been paid by selling the addresses of the letter writers to publication houses.

"Money is not the only thing in the world," is the explanation of Brigadier General Leonard Wood of his declining an offer of \$30,000 a year to become president of a Washington street railway company. He retains his commission as Brigadier General of Volunteers and Military Governor of the Province of Santiago. More people will understand his explanation and applaud his decision than would do as he has done. Money is not everything! Patriotism, love of the flag, the service of one's country, the opportunity to do good for one's fellow men and win honor in the present and a secure place in history, are more. General Wood is not a rich man, save in those qualities that are above purchase. In these he is a multi-millionaire. All honor to him! He prefers the place which he has proved himself fitted for. He will return to Santiago and its severe duties, keeping his face firmly to the future that awaits him.

Considering the rapid strides Muskegon has made in a material way during the past dozen years, it is unfortunate that her banking interests should seek to throw stumbling blocks in the pathway of progress by combining to charge exchange on the checks of their customers. Such a position is possibly justified in the case of a country bank doing business in an impoverished community, but it is not in harmony with the progressive spirit which has characterized the manufacturing and mercantile interests of Muskegon. If persisted in it will bring discredit on the city, because the checks issued by her business men will come to be regarded as worth less than their par value. For the sake of Muskegon's reputation, which ought to be jealously guarded by every banking house in the city, the Tradesman hopes to see the Muskegon banks recede from the arbitrary position they have agreed to assume on July 1.

WAR WITH THE MICROBES.

The development and elaboration of the microscope have resulted in revealing to human vision the existence of countless myriads of living creatures which are entirely invisible to the unassisted eye and have been hitherto utterly unknown.

These creatures are in some cases vegetables and in others animals, and they are in the air, the water, the soil and in the bodies of all larger living creatures. Some are held to be malevolent and harmful to human health, and even destructive of human life, while others, and by far the greatest numbers, are either harmless or positively beneficial, for they seize on the malevolent microbes, or bacteria, and devour them. From this it is seen that the same practices pursued among the larger living creatures of slaughtering and feeding, the one on the other, are carried on in the microscopic world as well.

The increase of information concerning bacterial life has been valuable in the devising of new remedies in diseases that are caused by malevolent microbes. The remedy consists in providing specially cultured microbes to neutralize or destroy the bad fellows. This is the principle adopted in various forms of serum treatment in which the bacteria of special diseases are met and overcome by those introduced in the serum.

The statement that the food we eat, the air we breathe, and all the surroundings in which human beings live, are swarming with bacteria, some of which at least are of the wicked and dangerous sort, is very disquieting, not to say alarming, and is well calculated to disgust and horrify nervous people. All such should carefully refrain from looking through microscopes, so that, not seeing the little monsters that feed on us, they will not know how ugly and repulsive they all are.

Most of the malevolent and dangerous bacteria thrive in decaying and dead matter and filth, and thorough cleanliness does more than anything else to kill them off. Cleanliness is the best sort of sanitation, and while microbes can be killed by treating filth with certain sorts of chemicals or by fire, the most perfect system of disinfection is to remove all filth before it can breed the enemies of health. This is the meaning of sewerage for a city. It carries off promptly all refuse that can harbor and propagate injurious bacteria. This done, and the streets and all public and private premises kept clean, there is nothing left to breed dangerous bacteria and to promote their diffusion into the air, water and food which the people of a city are compelled to use.

Fevers, leprosy, diphtheria, tuberculosis, cholera and many of the most dangerous diseases are the work of microbes bred and fostered in filth, and if the filth be thoroughly removed, and kept so, by the use of sanitary appliances, then there will be no opportunity or means for the survival of these deadly little foes to human health.

AMERICAN SHIPBUILDING.

Without any Government bounty or subsidy to American shipbuilders and ship owners, the construction of iron and steel ships in the United States is going on with great activity.

According to the Cleveland (Ohio) Marine Review, there are now in process of construction in American shipyards, for the United States and foreign

countries, more than 50 naval vessels, valued at upward of \$40,000,000, exclusive of armor and armament, and more than 200 merchant vessels, no small craft of any kind included, the aggregate value of which exceeds \$30,000,000.

The same authority states that there has been turned out in this single year an Atlantic coast fleet of respectable size, in which the Cromwell, Morgan, Ward, Merchants and Miners, Old Dominion, Plant, Old Bay and almost all other principal coast lines have been represented. For Pacific coast service there are building more modern steel freight and passenger steamers than have been constructed in any three previous years together.

On the Western rivers steel hulls have made their appearance, with promise of the river fleet being gradually rebuilt along steel lines. Shipyards of the entire country have, in fact, orders sufficient on hand to keep them in operation for periods ranging from one to three years.

The largest merchant vessels and vessels of war ever constructed on this side of the Atlantic are now on the stocks in American yards. The principal steamship company of the country has been compelled to place orders abroad by reason of inability to secure from any American builder a promise of delivery in anything like the time required.

The Spanish war and the commercial and other transportation requirements that have followed it have been the chief stimulant to the domestic shipbuilding industry, and the necessity for an adequate naval establishment for the United States, and for American ships to carry the trade between home ports and the colonies, will continue to maintain a great deal of activity for some time to come in the shipbuilding industry. All the shipyards and construction plants on the Great Lakes, in the Atlantic ports of the Northern States and in California are filled up with work, and with orders ahead.

The remark that "there are no good Indians but dead Indians," attributed to General Sheridan, was denied by him. Anyway, it seems applicable to the Tagalogs of Luzon. Their conduct in the attacks on Major Bubb's reconnoitering party in Cavite province confirms all that has been said of their treacherous nature. The amigos, natives professing friendship, clothed in white and bearing white flags in token of peaceful ways and friendly intent, no sooner see an opportunity to strike than they are ready, with gun and knife, to war upon the Americans who spared them. The experiences of the kind told of in the desperate fight of Major Bubb's command emphasize the view that General Otis should have troops enough to garrison the places taken. In the Soudan the British were charged with ordering no quarter, because "Fuzzywuzzy" was like the Tagalogs. Wounded and dying, he would stab the trooper who held a cup of water to his parched lips. The United States would pacify Luzon without exterminating the insurgents, and to that end it must have men enough in the island to hold every point of vantage gained.

The thousands of lives that have been lost in Alaska—where dupes hoped to become rich instead of freezing and starving—are, not charged against the United States Government.

AMERICANIZING THE COLONIES.

The Insular Commission is a committee appointed by the President to visit Puerto Rico and, after investigating, report upon the best means of Americanizing the island.

It is stated, in advance of the Commission's formal report, that it will recommend radical measures to change all the existing public institutions to conform to those common in the States of the Union.

A complete code for the government of the island has been prepared by the Commissioners, and it involves tearing up the Spanish governmental system, root and branch. The Commissioners proposed to extend the Federal laws entire to the island, make the common law of the United States immediately applicable and supplement these with a criminal and civil code borrowed from some state.

It is given out that it is proposed to make English the language of the country and to send out teachers to the public schools to instruct the children.

Commercial necessity, it is said, will force English upon the adults. It is proposed to establish an American public school system absolutely unsectarian, and then enforce compulsory education, either in public or church schools, with English as the language. Church and state are to be divorced at once and the antiquated judicial system will be completely wiped out.

Spanish will be the language of the lower courts temporarily, but all courts of appeal will do business in English, with interpreters for those who can not understand. All this is to be done under the military control, and it is believed the President will approve the code prepared by the Commission, so that it may be put in operation before Congress can take up the matter.

All this shows that the purpose is to set up the new possessions under territorial government, the only system known to the American people. It is not the rule with nations that own and control colonies. In such cases the institutions and language of the people are maintained as much as possible consistent with the change of national ownership. Recently a great outcry was made because Russia has commenced to make changes in the public institutions of Finland, and although Finland has been a Russian province for a long time, the proposed changes were declared to be despotic and tyrannous. But it is all right when the Great Republic undertakes violent and radical changes in the institutions of the Spanish-speaking people that have come under its control, because these acts are done in the name of liberty.

It is curious how different things appear when the American people perpetrate acts which they condemn in others.

A Pennsylvania woman who left considerable sums of money to charitable institutions is having her will attacked by dear relatives. They will endeavor to show she was insane; that she thought witches were in her house and went to bed with rubber boots on. She would have been all right if she had left her money to dear relatives.

The next call for soldiers should be a call for men to enter the regiments of the regular army. Raising regiments of green men to give inexperienced officers a chance to wear shoulder straps is not the thing to do at this stage of the game.

Feed

Corn and Oats

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

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Shoes and Leather

An Old Dealer's Ideas Regarding Fake Sales.

Written for the TRADESMAN.

I sat down in a country shoe store, the other day, to wait for a train. It was a little bit of a place, with a few shelves of ready-made goods on one side and a cobbler's outfit on the other. I was quite well acquainted with the dealer, who was also the cobbler, and had always admired him, not only for his sturdy independence, but for his sharp tongue.

"How's trade?" I asked, by way of opening the conversation.

"Rotten," was the quick rejoinder.

"Little demand for shoes, eh?" I asked.

"Oh, they want shoes," was the reply, "but they don't want to pay decent prices for them. When they get a little money they go off on some cheap excursion and come back here, big as life, fitted out with pasteboard shoes. I think I'll buy a few boxes of composition leather, a lot of pasteboard, and some glue and blacking and go into the manufacturing business."

"Is there much of that style of stuff on the market?" I asked.

"Lots of it," was the reply. "I won't sell it, but fake dealers do, and make money, too, by selling about a month in a town and then jumping out."

"Well," I said, "that ought to make business good in the cobbling line. Such shoes must be in constant need of repair."

"That's just where you are mistaken," was the reply. "Such shoes are not worth repairing. When they begin to give out they give out all over, and the day of their collapse is not far from the day of their purchase. The first wetting fixes a good many of them. If the makers would use waterproof paste, it would be a little better, but I guess that is too expensive."

The old fellow grumbled a few moments over a shoe he was repairing, and then cast his eyes in my direction.

"And people go on buying such goods year after year," he said. "It is not only shoes, it is everything, clothing, furniture, and even jewelry. You can buy a \$30 suit of clothes 'marked down' to \$3.27, a solid gold watch worth \$45 'marked down' to eighty-eight cents. Oh, the sharks are reaping a harvest and the suckers are biting in fine shape! If I should advertise genuine silver dollars marked down to twenty-seven cents, people would believe I had the real thing until some United States official came along and locked me up for dealing in counterfeit coin."

Just then a country youth, awkward, homely and poorly dressed, but with a laughable air of impudent self-assertion about him, entered the little store and threw a pair of shoes on the counter.

"I want some patches put on," he said. "Hurry up, old man, for I want to see my best girl to-night."

The dealer, beyond one quick glance, paid no attention to the presence of his rather fresh customer.

"Understand?" said the youth, rolling a cigarette.

The merchant kept at his work, but as the youth was about to apply a lighted match to the roll of tobacco(?) he had fashioned, he looked up angrily and half arose from his work bench.

"If you light that thing in here," he said, "I'll empty the shop pail over you."

"Oh, don't allow it, eh?" asked the unabashed youth. "I'll smoke outside while you fix my shoes. And look sharp, too."

The youth passed out, holding the lighted match in his hand. The dealer did not even look at the shoes, still lying on the counter.

"There's a fresh product for you," he said. "I think he needs a lesson in manners. And he's been up against some fake store."

After five minutes the youth looked in at the store door and saw that his shoes remained untouched.

"Ain't you going to fix 'em?" he

asked, advancing toward the work bench.

"Fix what?"

"My shoes. Left 'em here half an hour ago."

"Left them where?" asked the dealer. "Right there on the counter. Said I wanted 'em in a hurry, too."

"Hand them here, please."

With a stare of surprise the youth complied and the old man slowly examined them.

"Where did you get these?" he asked.

"Oh," said the youth, with a toss of the head, "I bought 'em in Chicago on my last trip."

You would have thought from the airs the cheap youth assumed that he had a winter residence in Chicago, and that he hadn't worked hard for a month shoveling fertilizer to earn the money for a cheap excursion ticket. The dealer laid the shoes down and went on with his work.

"Did they give you a gold watch and chain as a premium with the shoes?" he asked.

The youth stared for a moment with open mouth.

"What do you want for five cents?" he finally snickered. "They were marked down to \$1.39 from \$5. It was a fire sale, you see," he finally deigned to explain.

"Yes," said the merchant, "I see. A fire sale on State street, south of Van Buren. Did the merchant invite you out to his summer cottage to pass a few days with him?"

"What're you givin' me?" grinned the youth.

"I didn't know but he might," said the merchant, with a sly wink in my direction. "Did he say anything about not getting the shoes wet and not wearing them except on Sundays?"

No, he didn't.

The youth was becoming embarrassed. He shuffled his feet uneasily and looked as if he would rather be out of doors than in the store.

"Because," continued the merchant, "these shoes were not made to wear near the water or on week days. I can see by the kind of paste the brown pasteboard and the composition leather are glued together with that they were designed to be treated as pets. Do they ever stick to your feet when you get near the fire?"

The youth made no reply.

"Because if they do," resumed the merchant, "that's the glue pining for the rich atmosphere of the stockyards. They don't usually go to the expense of using glue on these five dollar shoes, but they perhaps made an exception in your favor. The cows don't act unfriendly to you when you wear these shoes, do they?"

"If you ain't goin' to mend 'em, you just give 'em back," said the youth.

"I should think," continued the merchant, "that the cows and steers would hail you as a friend. Don't they smile encouragingly at you? No? Well, you see, there's no leather in these shoes, not enough leather to choke an ant to death, and I thought perhaps the cattle would appreciate your consideration for their feelings in not thrusting relics of their departed friends under their noses."

"You give them shoes here," demanded the youth.

"I'm afraid I'll have to," was the reply, "because the only way they can be fixed is to grind them over again and mould them anew. They weren't made to wear, but to sit in a show window and look pretty. When you go to Chicago again you might call on the man who sold them to you and ask him about them. You probably won't find him at the old store, but he's there somewhere, running a fire sale, or a water sale, or a sheriff's sale, or a closing out sale."

The youth grabbed the shoes and made for the door.

"If he had bought those shoes of any regular dealer," said the merchant, after the fellow had disappeared, "the loss would have been made good, but he went to a fake concern, and he must abide the result."

I went away glad to have met the merchant and the country youth.

ALFRED B. TOZER.

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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.

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Wales-Goodyear, 25 and 5 per cent.

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Clerks' Corner.

One of the Clerks Who Went to the Front.

Tom Delaney had the war fever. The Maine had been blown up and the nation was waiting with bated breath for the report of the Investigating Commission. War was the principal topic of conversation. The national guardsmen, all over the country, were drilling every night in their armories. Tom was a member of the Chaffee Light Artillery; but he was not satisfied. He came down to the store the morning after war had been declared and announced to the boys that he was going to enlist in the Seventh Regiment of the regular army, then stationed at Fort Logan, a few miles out of the city. Several of the boys who were members of the State militia tried to dissuade him; but his mind was made up and that afternoon he took the train for Fort Logan, and passed the physical examination and was regularly enlisted as a soldier in the gallant Seventh.

As Tom emphatically declared, to all arguments against his going, "There's not a thing to prevent my going. I'm physically perfect, I'm 5 feet 10 inches in my socks, I weigh 165 pounds and I was 21 on my last birthday. What more do you want, I'd like to know? Oh, yes, father'll kick, I know; but he went in '61, and fought for four years, and I guess I can win him over all right enough. Have I thought about my mother? What do you want to bring that up for? Of course I have. Mother'll—well—oh, pshaw! let's talk about something else."

Tom came into the store to see us a few days after he had enlisted. His new uniform set off his handsome figure to perfection and he looked every inch a soldier. He was quieter, though, and I thought from the gentle expression in his eyes that he had just been talking with his folks. Mr. Jarvis, our employer, came along while Tom was talking with us and in a hearty, cordial way shook hands with him and told him again that his place would be open for him when he came back.

"I suppose," said Tom, after Mr. Jarvis had gone, "you've heard that the Seventh has been ordered to the front. We leave to-morrow morning. I'll say good-bye now, for I sha'n't get a chance again. You'll see us to-morrow as we march down Sixteenth street. Give us a yell as we go by."

The sidewalks on Sixteenth street were alive with people, upon the following day, as the Seventh Regiment of the regular army marched down on its way to the depot. Tom Delaney was at the end of the second rank and beside him walked an old man in a Grand Army uniform with his hand on Tom's shoulder. It wasn't much, except that it was one of those tender, pathetic incidents that speak at once to the heart. At sight of those two, women sobbed and strong men found tears in their eyes.

The Seventh went to one of the big camps in the South, and then followed the period of waiting when the army for the invasion of Cuba was mobilizing. We heard from Tom every week or two. He was in great spirits and anxious to get a crack at the "greasy Spaniards," as he called them. Then we heard that the Seventh, among others, was embarking for Cuba, of its landing and of the hot work that soon followed at El Caney, where so many of our brave boys gave up their lives.

A few months ago all that was mortal of twenty of the Seventh's gallant lads was brought back to Denver and laid away to rest. There was military pomp, there were flags at half-mast and the usual salute was fired above the graves. There are twenty brass plates on the flagpole in the center of the State House grounds. On one of them is inscribed the name, "Thomas Delaney;" and every evening as the sunset gun is fired at Fort Logan and its boom reverberates across the plains an old man in Grand Army uniform and hat in hand may be seen standing in front of the flagpole with his eyes fixed on this brass tablet.

MAC ALLAN.

Experience of a Man Who Tried To Sell a Safe.

From the New York Sun.

"When I fitted up my office in the Blank building," said the man on one of the end seats of the car, "I bought everything new and of the best. This included desk, chairs, letter press, a rug, a clock, a stand or two and a few other articles. One of the newest things I had was a fire and burglar proof safe. It had a landscape on the door and my name in gilt letters, and although I hadn't much to put into the box it had a look of prosperity to make me smile. It wasn't a bargain, but I had to come down with a good lot of cash, and it was a week before I got it just where it would show off to the best advantage.

"I had the office five months and then changed my business and wanted to sell the furniture. It was as good as new, and I fondly believed that it would be snapped up at a loss of about 15 per cent. I trotted out to a second-hand dealer, and he took his time about coming up. When he finally appeared he offered me about one-fifth of what I had paid, and he wasn't anxious at that. I tried four or five others, but the first figures were the best. I was knocked out, but I made the sale, all except the safe. I went to a safe man to dispose of that. He came and looked it over, found fault with the make, and offered me just one-fourth of its cost. I bounced him out and brought in another, but he offered less. I had every dealer up before I got through, and each and every one found fault and insulted me with his low price. I finally got mad and determined to beat the gang. I went all through the building, but no one wanted a safe, or the two or three who did had no cash to pay for it. Then I spent \$10 in advertising, and had two dozen callers. No one would offer me a third of what I had paid, although there wasn't a scratch or mar on the safe.

"You see," continued the man as he gritted his teeth and scowled, "I had to keep the office and pay rent as long as that safe remained. In trying to get a decent figure for it I paid out \$60 rent. The \$10 for advertising made \$70, and telegrams and postage amounted to two or three more. I hung on like a dog to a root, bound to see the thing through, and at last a customer came. He was from Virginia, and after talking for two hours he offered me one-fourth of first cost. Realizing that it was the best I could do, I closed with the offer and walked off. In moving the safe it broke through the floor and cost him \$10, and in lowering it from the window it fell and busted the sidewalk and the door was broken off. By the time he got it home it had cost him more than a new one, while I was out over \$200. If he hadn't turned up I should probably be paying rent on that office yet. It was a lesson I sha'n't soon forget. I feel sure that I could work off a second-hand piano, bike, sewing machine or coal stove, but when it comes to selling off a safe I throw up my hands. They give an air of business and opulence to an office and are good things to hold bills payable and paste-pots, but if I start again a market basket will be good enough for me."

The man who smiles and smiles is liable to see snakes if he doesn't quit.

Lamps to Burn!

Don't buy something that won't burn.

The Sunlight

Gas Lamp

Makes its own gas.

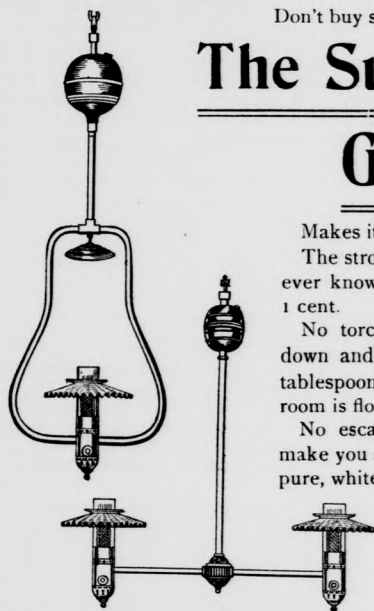
The strongest light for the weakest price ever known 100-candle-power 5 hours for 1 cent.

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

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

Sunlight

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



This Lamp Has Been Approved by the Board of Underwriters.

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

Michigan Light Co.,

Successor to

PERKINS, HENRY & CO., 23 Pearl Street, Grand Rapids, Mich.

There's money in letting us take care of your advertising.

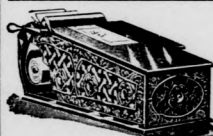
We increase your business.

We have studied advertising as carefully as you have studied your own business. With what you know about your goods and what we know about advertising, we can bring you results.

We save your time—that's worth a good deal to you.

Our booklet, "Advertising That Pays," is worth sending for. Write for it on your business letter-head.

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



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 EGRO AUTOGRAFIC REGISTER

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

NOW YOU DON'T

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

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

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

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.

Fruits and Produce.

Double-Yolked Eggs.

"A French scientist has been making observations recently upon double-yolked eggs, a number of which were incubated for a certain time and then examined," says Knowledge. "In 20 per cent. neither of the yolks developed, but were found to be joined to one another by a considerable surface. In the rest, the yolks were free or but slightly joined. In a third of the eggs one yolk only developed, and it was sometimes that at the 'big end,' sometimes that at the 'little end,' which failed; but the most remarkable feature was that one of the yolks had produced a double monstrosity. The remainder of the specimens showed more or less development in both yolks, and in a case where both embryos were normal, although the former were joined, the cicatriculae were in their proper position at the north pole, as it were, of the yolk. Other examples showed one normal chick and one incompletely grown; while in one case, and this in an egg laid by the same fowl as in the previous case of a similar character, there were one normal chick and a double monstrosity. The usual idea is that the chickens we occasionally see preserved in spirits with four wings, and as many legs, and perhaps two heads, are formed from two yolks in a single egg, which have produced a double monstrosity, owing to pressure. But pressure would hardly account for such merging of two component chicks as often takes place. The researches referred to show that in two cases it was a single yolk or cell which, irrespective of the second, produced the double embryo. These particular eggs, then, show in one and the same example two kinds of twins, two young ones produced together, and one egg cell producing two young ones."

Eggs in Klondike.

Word from Tacoma brings the intelligence that apples are selling at twenty-five cents apiece and eggs at \$1.50 a dozen at Lake Le Barge, on the Dawson trail, and oranges and lemons bring much more. That is the word sent out by Frank Killen, an enterprising Dawsonite, who had nerve enough to risk the taking of twenty tons of fruit and vegetables into the heart of the frozen North in midwinter. Killen is now located at the foot of Lake Le Barge, and has a regular bonanza in the form of fruit, vegetables, eggs, etc.

The big shipment left the coast in February and reached the foot of Le Barge with the thermometer more than twenty degrees below zero, yet with the loss of only a few potatoes, which got nipped on the long sled journey over the ice and snow from Skagway to the lake. The success attending the enterprise was wholly dependent upon the extraordinary care exercised by Killen in packing and handling his highly perishable freight. Every apple, egg, orange, etc., was carefully wrapped, first in cotton batting and then in alternate layers of paper and woolen cloth. This method proved wholly successful. The potatoes were not quite so well protected, which accounts for their freezing.

The "Egg Service."

The "Egg Service" was instituted in 1894 by the Rev. S. Alfred Johnston, of St. John's, Streatham. It was thought that one of the most beautiful ways of observing hospital Sunday would be to send a consignment of eggs to some of the patients in the great London hospitals, and accordingly the congregation was requested to make their offerings of eggs on the day when the various churches unite in rendering financial aid to the institutions in question.

The "Egg Service," like most other things, had a small beginning, for only 220 eggs were contributed the first year. In 1895 the number of eggs rose to 446, while the year following no less than 1,618 eggs were given. It was felt, however, that in jubilee year a special effort ought to be made in view of the general

assistance then being offered to the hospitals by the scheme of the Prince of Wales, and so a jubilee offering was arranged. The service succeeded beyond all anticipations. Over five thousand eggs were to be seen in St. John's church on hospital Sunday, and the arrival of the various members of the congregation, carrying baskets of new-laid eggs, excited a great deal of local interest. By some means Her Royal Highness, the Duchess of York, heard of the service that year and sent a sovereign to be spent on eggs. For this sum two hundred were obtained, the difficulties of transit also preventing the Duchess from personally sending the eggs. It is only right to add that the giving of delicacies referred to in no way interferes with the financial offer to the service, which is forwarded to the hospital Sunday fund.

Chauncey Depew's Eggs.

Nothing is more incomprehensible to European writers than the American custom of breaking eggs in a glass. Chauncey M. Depew likes to follow the American custom, and one day the waiter at the Hotel de Russie, in Paris, told him he mustn't do it. There was a dispute, and the head waiter was called. "The glasses can not be properly washed afterward," it was explained. "They are ruined."

"Nonsense," said Mr. Depew, "my servants at home do it every day in the year. Use a little more elbow grease." Then Mr. Depew broke his eggs into the glass, as usual, and the waiter watched him. When the glass was set aside, he came with a dust pan, cracked the glass on his boot heel, and disappeared with the fragments. The charge for the glass was on Mr. Depew's bill and he refused to pay it. He was too good a customer to make angry, so the hotel people smiled. They knew that Mrs. Depew was going to remain a week longer. A broken egg glass was ingeniously worked into her bill and she paid for it, but Mr. Depew didn't know it for many months afterward, when he was telling the story as an instance of his success in counteracting the extortions of European hotel-keepers.

A Hen That's Gone Daft.

Sioux City, Iowa, June 26—A rather unique affection of fowls for animals is to be seen in Sioux City. A. W. Giehm, of this city, has a number of fancy breeds of poultry. He recently purchased a setting of eggs and placed them under an old hen in his hen house. In the hen house lives a bull terrier. A few days ago the animal gave birth to eight white puppies, and they were placed in a box in the corner. To the astonishment of the owner, his hen left her thirteen eggs and placed herself in full charge of the puppies. For three days she has been cuddling the tiny pups under her wings, and will allow no one to take them away without a great fight. The mother of the pups is on friendly relations with the hen, it would seem, for she lies on the floor and seems to have no objection to the foster mother. In the meantime the expensive setting of eggs spoiled.

Recognized the Resemblance.

He was the son of a worthy citizen and had just returned from college. His father was a brusque, matter-of-fact man who had no liking for anything pronounced, and he noticed with sorrow that his son returned with the latest thing in collars and various other insignia of fashion. The old gentleman surveyed him critically when he appeared in his office and then blurted out:

"Young man, you look like an idiot!" Just at that moment, and before the young man had time to make a fitting reply, a friend walked in.

"Why, hello, Billy! Have you returned?" he asked. "Dear me, how much you resemble your father!"

"So he has been telling me," replied Billy.

And from that day to this the old gentleman has had no fault to find with his son.



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.

Headquarters for Watermelons

New Potatoes, Onions and Cabbage. We are direct carload receivers and make Right Prices.

VINKEMULDER COMPANY, Grand Rapids, Mich.

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.

Grand Rapids Cold Storage Co.

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.

93 to 99 South Front Street.



BEANS, HONEY AND POPCORN
POULTRY, VEAL AND GAME

Consignments Solicited.

Quotations on Application.

98 South Division St., Grand Rapids

FRESNO RAISINS.

How They Are Grown and Prepared for Market.

Chas. E. Jenney in New England Grocer.

Fresno, Calif., June 10—Through June, July and August orders begin to come into Fresno thick and fast for new crop raisins, and this year they started early in May, to be filled in September or October, when the crop is ready, at prices to be made just before the crop is ready. It may be of interest to many, both handlers and consumers of raisins, to know something about their production, curing, and marketing.

The bulk of the American raisins are raised in the Valley of the San Joaquin, in California, and this limited territory supplies not only the whole United States (with the exception of the very few imported from Spain), but also exports to foreign countries, Germany, England, China and Australia, large quantities.

The vines, which are pruned back to a stump each January, begin in April to put out leaves and to blossom the latter part of the month. A frost the last of April this year did considerable damage to the tender vines, and, it is estimated, destroyed from an eighth to a quarter of the anticipated crop. A frost so late as this is very unusual in this section, and it had the more effect from coming after some very warm weather which had hurried the vines forward.

Through the hot days of June and July the grapes grow, and in late August begin to ripen. At this time of the year the thermometer here goes up around 110 degrees in the shade, and even higher, and the ordinary thermometers burst if left in the sun, for it ranges from 130 to 140 at times. The grapes used for making raisins are the white Muscat grapes, or sometimes Malagas, although the latter are not in very large quantities. There are also the small sultana grapes and Thompson's seedless, both of the latter seedless grapes and also white, or rather amber, when ripe.

The picking begins about the first of August, although some years it is later. Chinamen and whites do the picking in about equal proportions. The bunches of grapes are cut off and spread on 2 by 3 feet board trays and left right there on the vineyard where they are picked to dry. Under the fierce heat of the sun they begin to wrinkle and turn brown and at the end of seven or eight days are turned, by placing a tray over the full one and reversing it by a quick motion. About 20 pounds of the grapes are placed on a tray, and these make about five pounds of raisins when dry. At the end of twelve or fourteen days the grapes are thoroughly cured and have become raisins. During all this time they have not been stacked at nights, for there is no dew, unless an early rain should come up, which is not every year. The raisins are now slid off from the trays into boxes of the same dimensions as the trays and ten inches deep, holding about 130 pounds of raisins, and are hauled to the packing-houses to be packed for the market.

Through Fresno, the county seat of Fresno county, the great bulk of the raisins go to the market. All along the railroad are large packing-houses and raisin seeding plants which handle the enormous output with a rush in the fall. The raisins have been sorted into two grades on the vineyards, the layers or large full bunches being put in one box and the loose raisins or broken bunches into another. At the packing-houses they are unloaded and the layers taken to the packing tables, where women and girls pack them nimbly into five pound forms, which are transferred into 5-lb., 10-lb., or 20-lb. boxes. The larger and nicer bunches are neatly ribboned, and fancy labels and trade marks are placed in the boxes. The very best clusters are known as Imperial Clusters, then come Dehesa clusters, 4-crown fancy clusters, 3-crown layers and 2-crown layers, the latter being the very lowest grade of layers and the smallest raisins. The terms used in the raisin trade have been mostly adopted from the English

trade, and the number of crowns denote the size of the raisins. Layer raisins run from two to six crowns, which is the largest size, and the loose raisins run from two to four crowns. The loose raisins are dumped from the sweat-boxes into the hopper of a great machine known as the stemmer. They are shoveled or pitch-forked against a rapidly revolving cylinder, passing between two meshed wire surfaces, which effectually takes off all the stems, then they pass upward and fall through a current of air which blows out all the stems and dirt and the raisins fall onto sloping screens with graded holes over which they roll and issue from the machine directly into the boxes in which they are shipped, all separated into four grades, 2-crown, 3-crown, 4-crown, and the little ones known as seedless muscates. They are shipped in boxes holding fifty pounds net. These boxes are trucked from the stemmer right onto the cars, which are run upon spur tracks to the packing-houses. The seedless raisins, being of equal sizes, of course are not graded, simply stemmed. From 20 to 30 tons of raisins per day are run through each one of these big stemmers and placed on the cars ready for shipment. In the days before shipping in boxes became the custom, the raisins were dumped into great heaps on the floors of the packing-house and shoveled with coal-scoops into sacks. The present method is vastly improved in every particular and the raisins carry and keep so much better in boxes.

The raisins are sold to commission merchants and brokers in the East and elsewhere, acting for wholesale houses. In former years they sold for almost any price the East would offer, and the vineyardist who received a cent and a half a pound for his raisins felt himself more fortunate than the average. Last year (1898) was established the California Raisin Growers' Association, which held control over 90 per cent. or more of the raisins produced, and which governed the prices, methods of packing and selling. The same Association is in force this year, and will be for the next two years, so that it is assured that prices will be maintained, and grades also. It is this firm establishment of the industry which has led to an unprecedented number of very early advance orders coming in. Prices will probably not be made on the new crop until July or August, just before it is ready for the market, and when it can be determined just what the output will be. Over 90 per cent. of the raisin acreage is under the control of the Raisin Association. They fix the prices to be paid the packers for packing, and the prices at which the raisins may be sold. The packers act as the selling agents of the Association, and are paid a commission therefor. Before the raisins are shipped, the packer buys them of the Association at their price and pays the Association for them, but even although the packer thus purchases the goods, he can only re-sell them at the prices the Association dictate. The Association keep the accounts with the different growers and prorate the proceeds among them. The prices for the coming season, it is thought, will not be far different from what they were last season. The old crop (1898) is getting pretty well sold out, for it was an unusually short one. Perhaps the price of sultanas will be lower, but there is no reason why the other grades should be any lower.

Many people who use raisins have noticed the sugar that collects on them when they get old and have supposed that sugar is used in the curing. This is not so, and as stated above, the grapes are simply dried in the sun without any manipulation whatever. When the raisins get old, say a year or more old, they begin to "sugar," that is, the juice exudes and crystallizes on the outside. Raisins in this condition necessarily have a less market value.

The growing and handling of raisins is an eminently healthy one, with scarcely any drawbacks as long as the grower receives a living price for his product. Out here raisins are eaten like apples, eaten by horses, fed to the hogs,

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.

MILLER & TEASDALE
POTATOES

CAR LOTS ONLY. ST. LOUIS, MO.

NEW POTATOES

IN BARRELS OR SACKS. LOWEST PRICES.

LEMONS

SEND US YOUR FOURTH OF JULY ORDERS NOW.

MOSELEY BROS., GRAND RAPIDS, MICH.



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.

to the turkeys, and even dogs will sometimes eat them. They are as healthy as any other kind of dried fruit, and more so than any artificially dried or evaporated fruits.

Egg Items Gleaned From Various Sources.

They say a New Jersey man has succeeded in producing a four-legged chicken from a double-yolked egg. If he can now propagate the breed his fortune is made, for New Jersey has a trust on everything but four-legged chickens, and that little matter can be easily arranged.

A hungry traveler, a stranger in Red Bank, N. J., entered a restaurant in that town and ordered ham and eggs, as that seemed to be the only available dish. After he had waited a half-hour, staring impatiently at the verdigris-covered bottles in the caster, he summoned the proprietor and questioned him regarding the delay. "The ham is all cooked," was the reply, "but my little girl is still out in the yard waiting for the hen to lay another egg."

Canadian picklers are resting on their oars. Foreign advisers state that there will be no profit-paying market for pickled eggs at the price at which they are being put down, and most operators are waiting until eggs can be bought for nine cents or less, the highest price at which they can be put down with assurance of a profit from sales in foreign markets, the only probable outlet for the goods.

A man with a valise and tin pail has been traveling afoot through a certain Iowa locality, stopping at every house and begging a few eggs. He tells the good farmers' wives that he has an oil stove and a few potatoes and he wants the eggs to make out a meal. Of course, the requests for a few eggs are not refused. The man stores them away in his valise until he gets a load and by that time he generally reaches some town, where the fruit of the hen is disposed of at market price.

A Nebraska authority is responsible for the statement that the chicken and egg crop of the present year in that State will be at least 40 per cent. short of the average twelve months' production. If a few more of the states can be induced to figure out a like shortage and then see that their figures do not lie, the men who are holding high-priced storage eggs may not be as sick this fall as some of the prophets had ordained they should be.

The buying of eggs for storage, a business which has assumed enormous proportions with recent years, has had a tendency to give to the market the year through more of evenness and stability than was before maintained. The demand for eggs for storage during the warm producing season has restrained the price from becoming ridiculously low, while the supply of storage stock in cold weather and in the season of light production has prevented the market from going extremely high—barring, of course, the effect of very severe weather.

Methods of Utilizing Eggs.

All waste, heated and spotted eggs can and should be made into salted egg yolk for tanning purposes. Very large quantities of this are used by the tanners of soft and glove leather in this country and abroad. To make this preparation, break everything but black rotten eggs into a churn and revolve rapidly for twenty minutes, allow it to settle, and skim off the foam, which in reality is the albumen. This is worthless. After skimming add 30 per cent. by weight of salt and 1 per cent. of powdered boracic acid. Churn again until salt is thoroughly mixed, skim again and put in a barrel that has been used for any oil except coaloil. Store in a cool place. It is not absolutely necessary to place in cold storage, but still it is better to hold at about thirty-six degrees Fahrenheit. This product has a marketable value of from five to six cents per pound. Skim very thoroughly after each churning. This is important, as it gets rid of the white.

At times through the hot weather, if you find it impossible to get rid of your cracked and leaky eggs, stock good enough to use for food purposes, it would be well to freeze them if you are in the vicinity of a modern cold storage plant. A low temperature is absolutely required for this purpose, and while it can be accomplished at twenty degrees, it is much better to store them at ten degrees or lower. Break your eggs into a small churn and revolve long enough to break the yolk and incorporate it with the white in a liquid about the consistency of sweet cream. Don't remove the foam. If eggs are not churned, the yolk becomes hard and will remain so when thawed out, and can not be used to advantage by bakers. To each fifty pounds of eggs add one pint of water; this will aid in the freezing. A desirable package to store in is the jacketed tin butter tub. Fill only to within two or three inches of the top. When eggs begin to thicken from the frost, let the gas escape by running a small stick through the eggs to the bottom of the can. Some large packers use an extractor or separator to break the shells and mix the albumen and yolk. These are of doubtful value, as more or less dirt gets mixed in with the liquid.

There is quite a demand for the albumen separated from the yolk. This can be quickly done in the following manner: Procure a strip of tin eighteen inches long by five wide, bend the sides up one inch, making a long trough three inches wide. Make a straight cut across the center of the bottom to the sides, and press sides of the cut apart. Now place this machine on a slight angle and break an egg and drop it in at the top without breaking the yolk—the egg will slide down the channel until it strikes the cut, then the yolk will roll over the obstruction, while the white will drop through the cut.

Another measure of economy which will probably be introduced more extensively than at present is the crystal-

lization of eggs. This method of preserving eggs demands considerable outlay for fixtures and machinery. The following method is used: Eggs are broken and churned, thoroughly mixing whites and yolks. The liquid is dropped on slowly revolving stone cylinders from which arms of the same material extend. Over these cylinders is passed a strong current of warm, dry air, evaporating the moisture from the eggs. When thoroughly dry a stone table, fitting close to the cylinders, with channels cut for the arms to pass through, is pushed against the cylinder, scraping off the eggs and depositing them in crystals on the table. They are then packed in air-tight, moisture-proof packages, and are known as crystallized eggs. They are in demand principally for use on ships, but bakers are using them quite freely. To prepare them

for use they are soaked in enough water to correspond with the egg in its original state. Quite a few shipments have gone into the Klondike country.

Rev. Dr. Collyer said the other day, in an address to the Horace Mann graduating class: "When you rise from your seats you will have your whole lives before you. No matter what you do, whether blacksmithing for many years as I did, or something finer, give your whole selves to it. Now you young men and women have a lot of work to do; just let me tell you one thing: Be sure of the rivets. Keep right down to your work, and see that your day's work is well done by sundown, and don't try to get rich at a stroke."

The man with the alcohol tinted nose seldom deserts his colors.

Butter Wanted!

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

H. N. Randall Produce Co.,
TEKONSHA, MICH.



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

BUFFALO, N. Y.

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

REFERENCES:

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

Dun or Bradstreet.
Michigan Tradesman.



Hercules Ventilated Barrels

The very best barrel in which to ship Apples, Potatoes, Pears and all kinds of Produce. Because the contents will be properly ventilated, which prevents over-heating and consequent decay and loss. The "Hercules" can be shipped knock down in bundles, thus making a saving in freight.

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

For catalogue and prices write

Hercules Woodenware Co.,

290 W. 20th Place, Chicago, Ill.

BOUR'S COFFEES MAKE BUSINESS

Bour's Blended Coffees

Beat the world in the two greatest essentials to the retailer—QUALITY and PROFIT. Grocers who use them say that with our brands it's once bought—always used. And we can sell them to pay you a handsome profit. It will pay you to get our samples and prices—that is, if you are in the business to make money. Some exceptional bargains in Teas just now. Write or ask salesman when he calls.

THE J. M. BOUR GO., 129 Jefferson Avenue, Detroit, Mich.
113-115-117 Ontario St., Toledo, Ohio.

Getting the People

Some More Samples of Advertising Gone Wrong.

One of the most irresistibly funny advertisements I have seen lately is the one reproduced below. The genius of the inept must have possessed the writer of it. Think of "starting the day right" with a breakfast of coffee, ginger snaps and pineapple! And the advertisement has been running for two weeks to my own personal knowledge, and goodness knows how much longer. The opening sentence, "Start the day right, etc.," is well worded, but it should be followed by a description of one brand of coffee, naming a price, and then some breakfast food or other should be spoken of. These changes would redeem the advertisement from its present absurdity.

Start the Day Right

and everything will go smoothly.

The proper way is to start with a steaming cup of our coffee, which cannot be equalled in the city. Then try our

Ginger Snaps

at 5 cents per pound, and if you like grated

Pineapple

I have it in 2 pound cans for 10 cents per can. Did you ever hear the like of these bargains?

D. S. SEAMAN.

The effective advertisement talks business first, last and all the time. It does not waste space by talking about some foreign subject first. The heading should tell the story contained in the advertisement. It has no other purpose. It occupies the place of the heading of a newspaper article and should be used in the same way.

It is for these reasons that I quarrel with the advertisement of the Manistee Building and Loan Association, which runs as follows:

The Day of Rest

Strict people won't talk business on Sunday—say it's a day of rest. So it is; ought to be a day of rest, home comfort and improving conversation or reading.

Now men have no opportunity to get acquainted with wife or children during the week. Sunday's the only home day. What are you going to do with it?

Look about your home? Is it yours or the landlord's? Is it the kind of home that is good? Why not have it? It's very simple. Stop paying rent. There's a leak in your pocket and the landlord's hat is under it. Be your own landlord. Let us tell you how.

Manistee Building and Loan Association.
LOUIS E. MORRIS, Secretary.

You have to wade halfway through this advertisement before you get to the point. Every word in it up to the sentence, "Look about your home," is superfluous. After that point, the ad-

vertisement talks business and talks it well. It sets a man thinking—and that is all that an advertisement of such a business can be expected to do. If the upper half had been left out and the advertisement headed with the words, "Own your home," the advertisement would have been several times stronger.

There is a big field for the advertising of building and loan associations. A series of practical talks on the subject, covering one advantageous point at a time, could be used in the newspapers, while a booklet going into details and clinching, so to speak, all the arguments, should be sent out to every householder who is not already a member of the association. This plan has been tried with remarkable success in Eastern cities and there is no reason why it could not be duplicated in every town in the country with a corresponding measure of success.

* * *

There seems to be a superstition—I scarcely know what else to call it—that advertising does not pay in the summer season. The merchant who believes this, and reduces his advertising accordingly, is making a grave mistake. People keep right on eating and drinking in summer time. They wear clothes—not so many, perhaps, but more changes—in summer; in fact, except for necessary changes owing to the higher temperature, they do practically the same things in summer that they do in winter. They also buy goods. The merchant who will keep his advertisements as interesting and readable as he possibly can—who will advertise seasonable goods at right prices—finds his trade holding on remarkably well. If every advertiser would impress on his mind the fact that his advertising space is for the purpose of telling the public the news of his store, he would realize the absurdity of allowing his summer advertising to lapse. Suppose the newspapers were to cease publication in summer on the ground that nobody reads in hot weather—wouldn't there be a howl! Human nature is the same the year around—its needs are just as great at one time as another, and the merchant who is shrewd enough to appreciate this fact is the one who will advertise steadily and persistently, wherever the mercury may be.

The writer of the advertisement reproduced below has, apparently, made as many mistakes as could possibly be crowded into the space at his command. It is a significant illustration of the kind of advertising that could not possibly be made to pay. It does not tell what kind of goods Spencer & Lloyd sell. It does not quote a single price nor describe a single article.

The Heated Term Is Here

And we propose that the people shall have an opportunity to purchase seasonable goods. Our stock will be kept well assorted with the right stuffs at the right prices. Resp'y,

SPENCER & LLOYD

"We propose that the people shall have an opportunity to purchase seasonable goods." Of course you do! You don't expect them to buy buffalo robes and fur mittens, do you? "Our stock will be kept well assorted with the right stuffs at the right prices." Naturally. That's what you are in business for. But what stuffs? And what prices? How do we know that either of them are right, unless we know what they are? Do Spencer & Lloyd expect the people to rush right off to their store to find out? As an effort to say very little in lots of space, this production is a success. As an advertisement, it is a failure of the most decided kind.

* * *

The local advertiser who allows his advertisement to run without change is making a grave mistake. An advertise-

ment in a local newspaper is seldom read more than once. If it pulls, it will do so on the first insertion. If it does not pull on the first insertion, its chances grow steadily less. Change your advertisements every issue of the paper; keep them bright, newsy and interesting. Quote prices on some definite article in every advertisement—there's nothing so interesting to the majority of people as prices. Treat your advertising space as an investment and it will pay you—treat it as an expense and it will prove an expense. The man who says that advertising doesn't pay is the one who uses advertising matter that could not possibly sell any goods under the most favorable circumstances and who leaves the same advertisement in the same old place until it becomes mouldy with age.

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.]

Has Done His Duty in the Premises.

"Ain't you worried about the trusts?" asked the nervous man.

"No," answered the easy-going citizen. "If they make trouble they'll have to stand their share of it. I've done my duty. I wrote and published a card calling attention to whither they are drifting, and asking them please not to do so, and now, if they persist, it's their own fault. My conscience is clear."

WORLD'S BEST

S.C.W.

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

LIGHT DELIVERY OR ORDER WAGON

Price
\$38.80

NO. 40



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.

Sad Story of Ikey Brown, Grocer and Philanthropist.

Stroller in Grocery World.

I am going to tell you a story this week that will seem like a made-up one. It sounds almost too much like the conventional ready-made fiction—where retribution follows wrong-doing, where the heroine marries the hero, and where the villain goes out and hangs himself—to be true, but it is true, nevertheless. At least it was told to me as true by a man in whom I have perfect confidence.

There is an old theory that the man who frankly trusts even thieves and pickpockets will never be betrayed by them. According to this theory, the trouble is that the average man shows the thief too plainly that he distrusts him. It is only human nature for the thief in consequence to revenge himself and to do his suspicious friend to the Queen's taste.

The story I am beginning to unwind shows that this theory is all wrong. It proves that he of the frankly trusting disposition will be pushed along as a good thing every time.

The other day, on one of my periodical trips into the country, I visited an old county poorhouse, whose steward I have known for years. He offered to show me over the place, and I accepted, for to me the desolate old age that peoples the almshouses is a very pitiful thing.

"See here," I said, as we walked through the long corridor, "as a matter of curiosity, have you got any old grocers here? I occasionally do some work for a grocer's paper, and I'd be interested in knowing."

"We've got one," said the steward, "old Ikey Brown. Bright old chap, too."

"Let me see Ikey, will you?" I asked.

In the course of the tour we came upon Ikey. He was one of the quick, bright-eyed little old fellows who remind you of a chirping little sparrow. He was as clean and neat as a pin, and had snowy hair and smooth-shaven face. He responded with old-school courtesy to the salutations of the steward, and to mine when I was introduced. But when I tried to get him to talk of himself he shrewdly refused.

"I guess I ain't so unpolite as to force my private concerns onto a stranger," he said, with ungrammatical politeness.

And that was all I could get out of him. When we were back in the steward's office, however, and that functionary had lighted one of those clear Sumatra cigars that I keep for my friends—I smoke something different myself—he told me about old Ikey.

"I've known old Ikey Brown," he said, "man and boy, for fifty-five years. He's a clean-hearted, good old fellow. I suppose he's about 68 years old now, and he had only one chance all his life. When that came, he smashed it all to flinders. Up to the time he was 55 years old he did odd jobs around the town—worked in stores, did a little carpentering, and a lot more of such chores. When Ikey was a little past 55, an old aunt died and left him \$2,000 in cash. I don't suppose the old fellow had ever earned more than \$3 or \$4 a week, and to a man like that a couple of thousand dollars seems a lot of money.

"Well, Ikey had always had a leaning for the grocery business, and after spending about \$5 in 'seeing the world,' as he called going up to the city a couple of times, he made up his mind to open a grocery store. I'm a sort of forty-second cousin to Ikey, and he talked it over with me. I remember how excited he was. Ikey's no fool; he's pretty well read, and he's a good deal of a country philosopher.

"I'm a-going to run my store on a leetle different plan from the rest of these stores," he said. "All these other grocers call a man a thief till he's proved himself honest. They think everybody is waiting his chance to cheat 'em. Why, lots of people that I believe are honest enough can't get any goods at any grocery store in this town

without the cash. And that just makes 'em dishonest out of spite.

"I'm a-going to believe everybody honest till they prove that they ain't," he said. "I'm a-going to sell goods to everybody. I'm a-going to trust 'em, and I'm a-going to tell 'em that I consider they're just as honest as I am myself. I'll bet not one of 'em goes back on Ikey."

"Ikey opened his store," went on the steward. "It was a pretty nice store, and he spent pretty near all his money on it. Had everything of the best, and lots of it. His funny ideas had got pretty well known around by the time he opened, and every professional sucker in the town was simply laying low with a broad grin on. Ikey carried out his ideas just as he said he would. Everybody who wanted goods got 'em, without money and without price. Ikey, poor honest old devil, told 'em that he thought they were honest, and that he depended on 'em to do the right thing. That'll go all right with some that aren't too thick-skinned, you know, but great Scott! there was a class of loafers in this place that had hides as thick as elephants. When Ikey got off his little story, they'd stare him straight in the eye and look as honest as a baby, but they had no more idea of paying the old man than they had of flying to the moon. And they didn't pay him either.

"Ikey did a big trade right from the start. His stock melted right away. There were a few good people who bought there because they liked the old fellow and wanted to see him succeed. The most of his trade, though, was with the shady people—the people that the other grocers didn't want."

The steward paused. I was exceedingly interested. After a moment I said: "Well, how did the scheme work?"

"Poor old Ikey's in the po' rhouse," he answered; "that shows, pretty well how it worked, doesn't it?"

Then after another pause he said, "It didn't work at all. They pushed the poor old man to death. Simply cheated him out of his eyes! He wasn't fit to deal with 'em—why he was like a child! He believed every lie they told. They milked him again and again. The poor old fellow got lower and lower, and finally had to shut up. He was sorry to lose his \$2,000, of course, but not half as sorry as he was to have that pet idea proven bad. The poor old fellow got so melancholy over it that he soon got on the town. He hasn't got any family, and so he came here. He's a little touched in the head sometimes, but as a rule he's just as you saw him to-day—bright and chipper. He doesn't like to talk much about his experience, though."

This is the story of one man who started out to do business on the basis that his fellow-men were honest. He sought to reform base human nature, and as a result the town poorhouse is his home.

Had Everything for Supper.

The two young men were living at rival boarding houses.

"What did you have for supper?" enquired one.

"Oh, everything," replied the other. "That so? We had hash at our place, too."

Prohibition will never become popular as long as the price of a glass of lemonade will buy two beers.

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, Michigan.



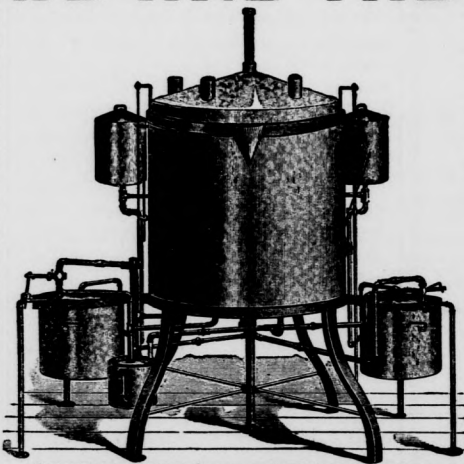
Here It Is!

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. A 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.

Acetylene Gas

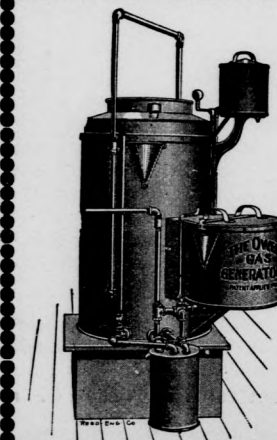


Makes the BRIGHTEST,
PUREST,
CHEAPEST,
SAFEST and most
CONVENIENT
Light when made by the

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.

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Grand Rapids Council No. 131.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

Frank H. Grier has taken a position as salesman with the Dolson Implement Co., Charlotte.

Allan D. Grant is again among his Michigan friends, having recently returned from his California trip, and reports business good all along the line. "Allan" expects to visit the Far West again this fall.

E. C. Tubbs registered at the Bancroft at Saginaw last week. Mr. Tubbs is now a malt salesman, representing a Southern corporation and covers the Eastern States. He is now a blushing youth weighing nearly 300 pounds.

Hillsdale Council, No. 116, United Commercial Travelers, will give a dance for themselves and friends at Baw Beese park Friday evening, June 30. Boos' full orchestra will be in attendance and the pleasantest kind of a time is an assured fact.

Marquette Mining Journal: Fred Sears has gone on the road selling men's furnishings. He is traveling for Akeley, Kline & Craig, of Chicago, and will make the entire Upper Peninsula. At the same time he will continue to take orders for shirts.

Manley Jones is "home again," having returned the sample cases of W. J. Quan & Co. and grabbed the old grips he carried so long for the Lemon & Wheeler Company. Manley insists that he is "home to stay" this time and that nothing will ever again be permitted to interfere with his present pleasant relations.

John M. Marz, formerly engaged in the grocery business at Saginaw, but more recently employed by the Ball-Barnhart-Putman Co. as traveling salesman, has disgraced himself and the fraternity of which he was a member by leaving for parts unknown, accompanied by a Kalamazoo woman, leaving his family in straitened circumstances.

Arthur B. Clark, traveling representative for the Tappan Shoe Manufacturing Co. (Coldwater), is spending a well-earned month's vacation with friends at Lawton. Mr. Clark has made an enviable record during the past year—in more ways than one—and the Tradesman joins with his many friends in congratulating him over his success.

W. H. Drehmer, who has covered Northern Michigan for the past three years for the L. Perrigo Co. (Allegan), has been compelled to retire on account of ill health. He is succeeded by Chas. H. Adams, formerly of the firm of Sherwood & Adams. Mr. Adams is a cour-

teous gentleman and genial companion and will undoubtedly achieve a large measure of success in his new connection.

Will Pipp has undertaken to accept the challenge recently published in the Tradesman, inviting the Grand Rapids boys to cross bats with their Kalamazoo fraters, and the first game of the series will occur at Alger Park (Reed's Lake) next Saturday afternoon. The Kalamazoo boys will arrive in a special car attached to the regular train which reaches here at 1:30 o'clock. They will be met at the depot by a brass band and tallyho coaches and driven through the principal business streets and out to the ball ground at Alger Park, where the conflict will occur. On the completion of the same, the entire party will board one of the palatial steamers plying the Lake, where a seven course dinner, including champagne and creme de menthe, will be served. At the conclusion of the repast all will adjourn to Ramona theater, where private boxes will be in readiness. A special electric car will convey the entire party to the city, reaching the union depot in time to enable the victorious visitors—or crestfallen, whichever the case may be—to leave for their homes on the 11:15 train. P. S.—All Grand Rapids traveling men are expected to grace the occasion, accompanied by a double dose of refreshments—enough for himself and family and also enough for the family of one of the visitors.

From a Celery City Standpoint.

Kalamazoo, June 26—The Kalamazoo aggregation of base ball cranks and otherwise expect to arrive in Grand Rapids Saturday, July 1, at 1:30 p. m., to do battle with the Grand Rapids hustlers and, with the assistance of the umpire, we expect to win. Grand Rapids people should turn out in force and I don't doubt but that they will when they know that John Hoffman and Sig. Folz will both wear bloomers. That fact alone ought to draw a crowd. To see Lawrence Verdon catching flies in center field is also worth twice the price of admission. We feel very thankful that no Grand Rapids people saw the work of our nine in practice Saturday. They certainly would have conceded the game to us. It was simply perfect. The efforts of the men in trying to throw from one base to the next was more than any manager could expect, and if the ball is not too small we expect a few runs.

E. F. ZANDER.

There is nothing like standing up unsuccessful men as orators and leading school graduates down with advice. The graduates are given an impression that the duties to be met are away off and great and carry honor and fame with them. The duties which will face the bunch of white-dressed girls and trembling young men are dishwashing and mowing the lawn and bringing in wood. No orator can grow eloquent in talking of the glory in wiping dishes clean and keeping the lawn mowed, and for that reason they talk of a Paul Revere sort of future, which is the worst kind of silliness. History will show that the men who have come to their country's aid in an hour of peril were never graduated at all and received no inspiration regarding their duty from a man who addressed the graduates.

Spain has had thirty-one wars in the last 100 years. She should join a peace congress and permanently retire from the war business.

Russia can disarm herself for peace by selling her guns at cost to nations that do not believe in the scheme.

SOUNDS FISHY.

Chicago Company Organized Solely To Benefit Others.

Michigan merchants are being flooded with the following invitation to join an eleemosynary institution:

Recognizing the fact that the country retail merchant is losing his local trade through the enticing mail-order houses of the larger cities on one side and unreliable and large profit-demanding jobbing houses on the other side, a few merchants have established the Retail Merchants' Syndicate, with the one object in view—to further the interests of the out-of-the-market dealer. The many large combinations and trusts formed daily are no sign of improvement of the situation and the country merchant has to rely solely on himself, his own resources, and is fighting the battle single-handed. Every mail from the country is laden with mail orders and every day is bringing more of the country trade (your business) into the great mail-order houses. Stop this great influx that is gradually but surely leaving you—keep it at home. Our object will be to assist you and if you are not quite satisfied as to the integrity of our assertion, we shall be pleased to have you give us a chance to demonstrate our ability to back up our statement. Our annual fee is \$10—less than \$1 per month. This amount will assure you a local representation in this market. Consider the service you are able to derive from this association for the small outlay of money. One transaction may more than repay you.

If you will give us your co-operation we will assist you in protecting yourself against the retail mail-order houses and large profit-demanding jobbers who consider the country merchant their milk-cow.

You ask, How can we do it? We will try to explain. The great drawback with the out-of-the-market retailer is that he can not afford to carry in stock the same extensive assortments of the different lines of merchandise that are catalogued by the large mail-order houses, and that he is not as well posted as to prices and the right sources where to obtain the goods. Our method will overcome these defects and will place the country merchant on an equal footing with any mail-order house. The plan is very simple: You secure a catalogue from any retail mail-order house (which will be sent to you for the asking), place same on your counter, where your customer can see it, and if he wants any articles listed therein, no matter what it is, furniture, crockery, glassware, dry goods, shoes and boots, hardware or machinery, etc., that you can not supply out of your own stock take his order and forward same to us. We will secure any and all articles you may order at the regular wholesale price, which will leave you from 20 to 50 per cent. profit, and forward same to you for you to deliver to your customer. In this way you will retain your home trade and cut off this stampede of business which rightfully belongs to you, but which is now going as mail orders to the large cities.

The managers of this organization are experienced business men and have for years held responsible positions with large retail mail-order houses; know their methods of doing business, and know what service they can render to you. It is the energy and knowledge of such men that made these houses, and these are the men you are associating yourself with by joining this syndicate.

We submit the foregoing as a plain, simple business proposition, the merits of which any business man can see for himself without argument. It is proposed not as a method of making money, but as a practical, common-sense plan of joining together to checkmate the mail order houses, who are supplying your customers from a distant city with the many things you ought to supply over your own counter, by establishing a buying and supplying center, and in this capacity we will act for you.

It is barely possible that this com-

pany, which claims to have a capital of \$50,000, was organized solely in the interest of humanity and that the promoters are not actuated by a desire to make money, but if this is the case, it will be the first time that such sentiments have found lodgment in a Chicago corporation. This feature is so entirely foreign to the atmosphere of Chicago and environs that the Tradesman feels no hesitation in advising its readers to hang onto their \$10 until they receive a more plausible prospectus than the one herewith reproduced.

No Longer a Par Point.

The four banks in Muskegon have entered into an agreement to charge for the collection of their customers' checks unless they are cleared through the regular correspondence of the banks. This agreement goes into effect July 1.

Muskegon aims to be a jobbing market and a manufacturing center and has made rapid strides in both directions during the past half dozen years. The action of her banks, in thus discriminating against the checks of their own customers, tends to take Muskegon out of the list of par points and relegate her to the rank of villages like Fremont, Howard City and Newaygo, where the local banks insist they are compelled to charge exchange on the checks of their customers in order to make both ends meet.

One result of this attitude of the banks will be to compel the large institutions of the city to keep additional bank accounts at Grand Rapids, Detroit, Chicago or some other par point, in order to be able to pay their outside bills at par with their own checks, while small merchants will pay their bills in currency direct to the traveling men, instead of depositing their cash and remitting by check direct to the house.

From the standpoint of good business and modern methods, the action of the Muskegon banks is to be deplored, because it will tend to make the sawdust city a laughing stock and byword in the banking and mercantile world.

On account of the Fourth of July coming on Tuesday, it has been thought best to defer the publication of the Tradesman next week until Thursday, instead of Wednesday, the usual publication day.

Frank B. Spurrier succeeds Visner Bros. in the meat business at 694 Cherry street.

Many statesmen look upon a morning cocktail as a constitutional amendment.

TRAVEL VIA

F. & P. M. R. R.

AND STEAMSHIP LINES
TO ALL PORTS IN MICHIGAN

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

Taggart, Knappen & Denison, PATENT ATTORNEYS

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

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

REMODELED HOTEL BUTLER

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

HOTEL WHITCOMB

ST. JOSEPH, MICH.

A. VINCENT, Prop.

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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

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

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

STATE PHARMACEUTICAL ASSOCIATION.

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

Rely Upon Purity of Goods Rather Than Cheapness.

From practical experience I answer this important question positively in the affirmative. Quality with the pharmacist should at all times be of first consideration. The cost of pure drugs and chemicals is a little greater than of those of inferior quality, but, when results are considered, the difference in the outlay seems to me to be the best investment, from an advertising standpoint alone, that a pharmacist can make.

To be sure the returns may seem slow and your competitor, whom you have reason to believe is not practicing your policy, may seem to prosper even better than you; but returns from legitimate advertising and from honest dealing are, as a rule, slow, yet when once gained are permanent. In the end the man who keeps nothing but the purest and best goods, the man whose motto is honesty everywhere and with everybody—that man will win, and the other will begin to lose. Water will find its true level!

In purchasing goods, buy from houses of unquestionable reputation, for they have earned their reputation in the manner in which you should earn yours; but if you purchase in the open market, do not then fail to apply the tests requisite to establish the purity of your purchases. Many products, especially pharmaceuticals, are quite beyond the successful application of any tests other than physiological action, and thus with these the only safeguard is either to manufacture your own products, or buy them from reputable houses. Your prices should be moderate, of course, but such as will afford a good profit; prices should also be as nearly uniform as possible. Uniformity can be easily regulated by means of proper system. Your customers will occasionally complain that your prices are high, but you should advance the argument of quality; you should say that the best in medicine is none too good, and that quality, coupled with the necessary skill and knowledge in compounding, is certainly commensurate with the price charged. This will not always satisfy the customer, and your cheap or cut-rate competitor will secure a portion of such trade; but stand firm to your convictions, never losing an opportunity to clinch your argument, and you will eventually succeed, even while your competitor, for the opposite reason, will fail.

Every day we see people demanding the services of well-paid physicians when there are others glad to serve the public for half price. Surely, to the patient this is a question of superior service, or greater confidence, which amounts to the same thing. Why can not the pharmacist emulate this exam-

ple, and not only secure the confidence of the laity but of the physicians as well? It seems to me that the pharmacist has an easier task than the physician, for, being in close touch with the medical man, he can very easily convince him of the truth of his statements, and, having gained his confidence, he has gained the assistance of one who will help him materially in securing the patronage of the observing and suspicious laity.

In this connection a few remarks might be appropriate concerning substitution. No one can deny that substitution leads not infrequently to the use of inferior goods—at least it is dangerous ground upon which to tread. It is absolutely necessary, in order to gain the confidence of the physician, and the laity as well, to permit no such practice in your store. For certainly if you are a substitutor you could hardly expect the physician and your customers to believe you are honest in other methods. True, substitution is unquestionably to be condemned on the double ground of honesty and policy. True, a substitution may answer in many instances equally as well, but this is no business of the pharmacist; it is his business to dispense what is prescribed. If you have not the article, communicate with the physician, as he is in this case the only person of authority. With a little diplomacy you can easily explain to the customer, and even should he know the circumstances it will serve to elevate you in his confidence. At any rate, do not substitute.

In observing these principles many obstacles may arise, your cheap competitor may seem to prosper, but you will also prosper; for each customer he may turn from you, you will, in the end, receive two from him. Did you ever think that people oftentimes divide their trade, that they buy their "patent" medicines and similar articles of the cut-rate dealer, but come to you with their prescriptions, thus giving you their more profitable and the really pharmaceutical business? Quality and honesty inspire confidence, and confidence paves the way to better prices. Thus it is commercially advantageous to rely upon standard of quality rather than upon price! The pharmacist who places his dependence upon quality, upon honesty, upon skilled service, will find his business too securely anchored to be swept away by such opposing forces as cheap goods, cheap prices, and poor service!—C. L. Thusler in Bulletin of Pharmacy.

Blackmailing Game Nipped in the Bud.

A pair of shrewd rogues have been playing a bold blackmailing game with considerable success upon the druggists of New York City. They would present a prescription calling for ammonium chloride, sodium bicarbonate, and calomel. When this was duly dispensed and handed forth the dispenser would be told that he had violated the law by preparing a deadly powder which would be converted into corrosive sublimate in the stomach. The rogues would then declare themselves inspectors of the Board of Pharmacy and threaten prosecution. When they had produced a scared feeling of the proper intensity they would suggest that, for a consideration, ranging anywhere from five to twenty-five dollars, they would not press the charge. One druggist, however, was not deceived by so transparent a sham. He immediately reported the rogues to the Board of Pharmacy. In default of bail they are now in the Tombs awaiting trial in the Court of General Sessions.

Opportunity for Profit Had by Every Pharmacist.

It was not so very many years ago that every druggist manufactured all the galenical preparations he dispensed, but now I think I may safely say that less than one-half are of his own manufacture. Indeed, in many stores at the present time, evaporating dishes, infusion jars, and such useful utensils are total strangers to the back-room shelves. It would not be surprising if, in this march of progress(?), even our much-loved mortar and pestle should become alienated from our affections and be obliged to fall behind the procession, being preserved only as relics of antiquity or symbols of an obsolete profession.

And who are responsible for this state of affairs?

As in all such cases, we who are most directly concerned are the ones upon whom the principal share of the burden of responsibility rests. When I was purchasing my first stock of goods a few years ago, preparatory to embarking in business, one of the members of the firm with whom I was dealing was very much surprised to see me ordering metallic mercury, lard oil, and nitric acid, with which to make citrine ointment, instead of purchasing the ointment ready made.

"Why," said he, "you are not going to give our chemist, to whom we are paying a large salary, an opportunity to earn anything for us."

"And why should I pay him for doing that which I have learned to do myself at an expense of four years' time and several hundred dollars?" I answered.

This is just the question: Are we going to allow our profession to decline to the level of ordinary mercantile pursuits, or are we, by the application of our knowledge and training, to elevate and maintain it at the level its importance demands? If the former, then let us do away with our colleges of pharmacy, burn our dispensaries, and prepare to deal only in sundries, "patents," and medicines put up by large manufacturers in packages ready for dispensing in their original containers.

To the manufacture of one class of preparations in particular we should devote our greatest energies, talents, and ingenuity: I refer to that very necessary adjunct to every well-equipped and paying pharmacy—the line of domestic specialties. These are a source of good profit, are something within our resources, and something the public expect us to provide. The manufacturers are in evidence even more in this class of goods than in the pharmacopoeial products, much to our discredit. While they can perhaps make a neater and more attractive package than we, yet it does not follow that we should divide profits with them merely on that account. We can provide the same kind of containers and the same style of labels and wrappers that they use, and a little practice will develop the same deftness in ourselves and our clerks that their employees possess.

I plead guilty to the charge of allowing well-known and reliable manufacturers to make my pills and plaster, but my sarsaparilla, cough syrup, corn cure, tooth powder, cholera cure, toothache drops, headache powders and other similar preparations are the product of my own hands. I take great pride and exercise particular care in the preparation of these goods, and endeavor to make every article as perfect as my

ability and facilities will enable me to, and thus give my customers "value received" in every instance.

From the experience gathered at college and in the different stores where I have been employed, I have deduced the following rules as essential to the proper and profitable management of a retail drug store:

Purchase small quantities of the best drugs and chemicals obtainable; avoid cheap and inferior grades; if in doubt as to quality, resort to tests.

Set apart a certain portion of each day, or of as many days in the week as necessary, selecting that portion of the day in which there is least business, for the replenishing of depleted stocks of galenicals.

Exercise great care and precision in your processes, that your finished products may be fully up to the standard.

Employ your ingenuity constantly that waste of material and unnecessary expenditures may be avoided; and, last but not least, purchase nothing that you can make yourself.

SAMUEL R. CRABTREE.

The Drug Market.

Opium—Has advanced, on account of higher prices in the primary market. America is at present the lowest market in the world.

Morphine—Is firm but without change. Quinine—Manufacturers' prices are unchanged. Outside holders sell 2@3c below.

Cinchonidia—Is the most important article in the drug market and has advanced three times during the past week. Is now nearly up to the price of quinine.

Essential Oils—Cassia is very low and is being sold at less than cost of importation. Citronella is lower. Cloves is lower, on account of reduced price for spice. Lemon and orange have been advanced 5@10c per lb., on account of higher prices in primary market. Peppermint is firm, on account of light crop.

Roots—Ipecac continues scarce and is again advanced. Spring dug golden-seal is quoted lower than the old crop fall dug, but is not as good quality.

Spices—Are all dull and lower. Naphthaline Balls—Are in better supply and have declined.

Seeds—Smyrna canary continues to advance, on account of poor crop. Coriander and hemp are also slightly higher.

Linseed Oil—Is firm at the advance noted last week.

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Advanced—
Declined—

Acidum		Conium Mac.		Scilla Co.		Morphia, S.P. & W.		Sinaps.		Linseed, pure raw..	
Aceticum.	60 3	Copaiba.	35 50	Tolutan.	50 50	Morphia, S.N.Y.Q. & C. Co.	2 20 2 45	Sinaps, opt.	18 30	Linseed, boiled.	40 43
Benzoficum, German.	70 75	Cubeba.	1 15 1 25	Prunus virg.	50 50	Moschus Canton.	2 10 2 35	Snuff, Macaboy, De Vo's.	34 34	Neatsfoot, winter str.	41 44
Boric.	16 16	Exechthitos.	90 100			Myristica, No. 1.	65 80	Soda Boras, po.	9 2 11	Spirits Turpentine.	44 50
Carbolicum.	28 41	Erigeron.	1 00 1 10	Tinctures		Nux Vomica, po. 30	18 20	Soda et Potass Tart.	26 28	Paints	
Citricum.	48 50	Gaultheria.	1 40 1 45	Aconitum Napellis R	60 60	Os Sepia.	18 20	Soda, Carb.	1 1/2 2	Red Venetian.	1 1/2 2 2 1/2
Hydrochlor.	35 50	Geranium, ounce.	75 75	Aconitum Napellis F	50 50	Pepsin Saac, H. & P.	18 20	Soda, Bi-Carb.	3 1/2 5	Ochre, yellow Bar.	1 1/2 2 3
Nitrosum.	35 10	Gossypil, Sem. gal.	50 60	Aloes.	50 50	Picis Liq. N.N. 1/2 gal.	1 1 00	Soda, Ash.	3 1/2 4	Putty, commercial.	2 1/2 2 1/2 3
Oxalicum.	12 14	Hedeoma.	1 25 1 35	Aloes and Myrrh.	60 60	Picis Liq., quarts.	2 1 00	Soda, Sulphas.	2 2 2	Putty, strictly pure.	2 1/2 2 1/2 3
Phosphoricum, dil.	15 15	Junipera.	1 50 2 00	Assafoetida.	50 50	Piper Nigra, po. 32	2 1 00	Spts. Cologne.	2 2 80	Vermillion, Prime	13 15
Salicylicum.	50 6	Lavandula.	90 2 00	Atropine Belladonna.	50 50	Piper Alba, po. 35	2 1 00	Spts. Ether Co.	50 55	Vermillion, English.	70 75
Sulphuricum.	1 1/2 1 40	Limonis.	1 35 1 45	Aurant Cortex.	50 50	Pilx Burgun.	2 1 00	Spts. Vinl Rect. bbl.	2 2 80	Green, Paris.	13 14 17 1/2
Tannicum.	1 25 1 40	Mentha Piper.	1 60 2 00	Benzoin Co.	60 60	Plumbi Acet.	10 12	Spts. Vinl Rect. 4 bbl.	2 2 80	Lead, Red.	5 1/2 6 1/2
Tartaricum.	38 40	Mentha Verid.	1 50 1 60	Benzoil Co.	60 60	Pulvis Ipecac et Opi	1 10 1 20	Spts. Vinl Rect. 10 gal.	2 2 80	Lead, white.	5 1/2 6 1/2
Ammonia		Myrica, gal.	1 00 1 15	Barosma.	50 50	Pyrethrum, boxes H.	1 10 1 20	Strychnia, Crystal.	1 1 35	Whiting, white Span	2 2 20
Aqua, 16 deg.	40 6	Olive.	4 00 4 50	Cantharides.	50 50	& P. D. Co., doz.	2 1 25	Sulphur, Subl.	2 1/2 4	Whiting, gliders.	2 2 20
Aqua, 20 deg.	60 8	Picis Liquida.	10 12	Cardamon.	50 50	Pyrethrum, pv.	25 30	Sulphur, Roll.	2 1/2 3 1/2	White, Paris Amer.	2 1 00
Carbonas.	13 14	Picis Liquida, gal.	10 12	Cardamon Co.	1 10 1 20	Quassia.	30 30	Tamarinds.	8 10	Whiting, Paris Eng.	2 1 00
Chloridum.	12 14	Ricina.	32 1 00	Castor.	1 10 1 20	Quinia, S. P. & W.	4 1/2 4 1/2	Theobroma.	48 48	Universal Prepared.	1 00 1 15
Aniline		Rosmarini.	1 00 1 00	Catechu.	50 50	Quinia, N.Y.	3 1/2 4 1/2	Vanilla.	9 00 16 00	Varnishes	
Black.	2 00 2 25	Rose, ounce.	6 50 8 50	Cinchona.	50 50	Rubia Tincturum.	12 14	Zinci Sulph.	7 2 8	No. 1 Turp Coach.	1 10 1 20
Brown.	80 1 00	Succini.	40 45	Cinchona Co.	60 60	Saccharum Lactis pv	18 20	Oils		Extra Turp.	1 60 1 70
Red.	45 50	Sabina.	90 1 00	Columba.	50 50	Sapo, W.	12 14	Whale, winter.	BBL. GAL. 70 70	Coach Body.	2 75 3 10
Yellow.	2 50 3 00	Santal.	2 50 7 00	Cubeba.	50 50	Sapo, M.	10 12	Lard, extra.	50 60	No. 1 Turp Furn.	1 00 1 10
Bacca.		Sassafras.	55 60	Cassia Acutifol Co.	50 50	Sapo, G.	10 12	Lard, No. 1.	35 40	Extra Turk Damar.	1 50 1 60
Cubene, po. 18	13 15	Stnaps, ess., ounce.	1 70 1 80	Digitalis.	50 50	Siedlitz Mixture.	20 22			Jap. Dryer, No. 1 Turp	70 75
Juniperus.	6 8	Tigili.	40 50	Ferri Chloridum.	50 50						
Xanthoxylium.	25 30	Thyme.	40 50	Gentian.	50 50						
Balsamum		Thyme, opt.	1 60	Gentian Co.	60 60						
Copaiba.	50 55	Theobromas.	15 20	Guaiaca.	50 50						
Peru.	2 75	Potassium		Guaiaca ammon.	60 60						
Terabin, Canada.	45 50	Bi-Carb.	15 18	Hyoscyamus.	50 50						
Tolutan.	50 55	Bichromate.	13 15	Iodine.	75 75						
Cortex		Bromide.	5 57	Iodine, colorless.	75 75						
Abies, Canadian.	18 18	Carb.	12 15	Kino.	50 50						
Cassia.	12 12	Chlorate, po. 17@19c	16 18	Lobelia.	50 50						
Cinchona Flava.	18 18	Cyanide.	35 40	Myrrh.	50 50						
Euonymus atropurp.	30 30	Iodide.	2 40 2 50	Nux Vomica.	40 50						
Myrica Cerifera, po.	12 12	Potassa, Bitart, pure	23 30	Opi.	75 75						
Prunus Virgin.	12 12	Potassa, Bitart, com	10 12	Opi, camphorated.	50 50						
Quillaja, gr'd.	12 12	Potass Nitras, opt.	10 12	Opi, deodorized.	1 50 1 50						
Sassafras, po. 18	12 12	Potass Nitras.	10 12	Rhatany.	50 50						
Ulmus, po. 15, gr'd	15 15	Prussiate po.	15 18	Rhel.	50 50						
Extractum		Radix		Sanguinaria.	50 50						
Glycyrrhiza Glabra.	24 25	Aconitum.	20 25	Serpentaria.	50 50						
Glycyrrhiza, po.	28 30	Althae.	22 25	Stromonium.	60 60						
Hematox, 15 lb box.	11 12	Anchusa.	10 12	Tolutan.	60 60						
Hematox, 1s.	13 14	Arum po.	10 12	Valerian.	50 50						
Hematox, 1/4s.	14 15	Calamus.	20 40	Veratrum Veride.	50 50						
Hematox, 1/8s.	16 17	Gentiana, po. 15	12 15	Zingiber.	20 20						
Ferru		Glycyrrhiza, pv. 15	16 18	Miscellaneous							
Carbonate Precip.	15 15	Hydrastis Canaden.	20 25	Ether, Spts. Nit. 3 F	30 35						
Citrate and Quinia.	2 25	Hydrastis Can., po.	20 25	Ether, Spts. Nit. 4 F	34 38						
Citrate Soluble.	75 75	Hellebore, Alba, po.	18 20	Alumen	24 24						
Ferrocyanidum Sol.	15 15	Inula, po.	15 20	Alumen, gro'd, po. 7	30 4						
Solut. Chloride.	40 40	Iris plox, po. 35@38	5 00 5 25	Annatto.	40 50						
Sulphate, com'l.	2 2	Jalapa, pr.	35 40	Antimony.	40 50						
Sulphate, com'l, by	50 50	Maranta, 1/4s.	22 25	Antimony of Potass T	40 50						
Sulphate, pure	7 7	Podophyllum, po.	22 25	Antipyrin.	20 20						
Flora		Rhei.	75 100	Antifebrin.	20 20						
Arnica.	12 14	Rhei, cut.	75 100	Argent Nitras, oz.	20 20						
Anthemis.	22 25	Rhei, pv.	75 100	Arsenicum.	10 12						
Matricaria.	30 35	Spigelia.	35 38	Balm Gilead Bud.	30 40						
Folia		Sanguinaria, po. 15	40 45	Bismuth S. N.	1 40 1 50						
Barosma.	25 30	Serpentaria.	40 45	Calcium Chlor., 1s.	10 12						
Cassia Acutifol, Tin-	18 25	Senega.	40 45	Calcium Chlor., 1/4s.	10 12						
nevelly.	18 25	Stimilax, officinalis H	10 12	Calcium Chlor., 1/8s.	10 12						
Cassia Acutifol, Alx.	25 30	Scilla, po. 35	10 12	Cantharides, Rus, po	10 12						
Salvia officinalis, 1/4s	12 20	Symplocarpus, Fosti-	10 12	Capsici Fructus, af.	15 15						
and 1/8s.	12 20	us, po.	10 12	Capsici Fructus, po.	15 15						
Ura Ursi.	8 10	Valeriana, Eng. po. 30	15 20	Caryophyllus, po. 15	12 14						
Gummi		Valeriana, German.	15 20	Carmin, No. 40.	3 00 3 00						
Acacia, 1st picked.	65 65	Zingiber a.	12 16	Cera Alba.	50 55						
Acacia, 2d picked.	45 45	Zingiber j.	25 27	Cera Flava.	40 42						
Acacia, 3d picked.	28 28	Semen		Coccus.	40 40						
Acacia, sifted sorts.	60 60	Anisum, po. 15	12 12	Cassia Fructus.	20 23						
Acacia, po.	12 14	Apium (graveleons)	13 15	Centraria.	10 10						
Aloe, Barb. po. 18@20	12 14	Bird, 1s.	40 6	Cetaceum.	45 45						
Aloe, Cape, po. 15	12 12	Cardamom, po. 18	10 12	Chloroform.	50 53						
Aloe, Socotri, po. 40	12 12	Coriander.	1 17 1 75	Chloroform, squibbs	1 10 1 10						
Ammoniac.	55 60	Corianderum.	1 17 1 75	Chloral Hyd Crst.	1 65 1 90						
Assafoetida, po. 30	28 30	Cannabis Sativa.	4 1/2 5	Chondrus.	20 25						
Benzofinum.	50 55	Cydonium.	75 100	Cinchonidine, P. & W	3 1/2 4 1/2						
Catechu, 1s.	13 14	Chenopodium.	10 12	Cinchonidine, Germ	3 1/2 4 1/2						
Catechu, 1/4s.	13 14	Dipterix Odorata.	1 40 1 50	Cocaine.	3 8 4 10						
Catechu, 1/8s.	13 14	Foeniculum.	10 12	Corks, list, dis. pr. et	70 70						
Camphora.	55 60	Fennugreek, po.	7 9	Creosotum.	20 25						
Euphorbium, po. 35	10 10	Lini, 16.	3 1/2 4 1/2	Creta, prep.	2 2 5						
Galbanum.	1 00 1 00	Lini, gr'd. bbl. 3 1/2	4 1/2 5	Creta, precip.	2 2 5						
Gamboge po.	65 70	Lobelia.	35 40	Creta, Rubra.	18 20						
Gualacum, po. 25	30 30	Phalaris Canarian.	3 1/2 4	Crocus.	18 20						
Kino, po. \$3.0	6 30	Rapa.	4 1/2 5	Cudbear.	20 24						
Mastic.	3 30	Sinapis Alba.	9 10	Cupri Sulph.	6 1/2 8						
Myrrh, po. 15	40 40	Sinapis Nigra.	11 12	Dextrine.	10 12						
Opi, po. 4.60@4.80	3 10 3 30	Spiritus		Ether Sulph.	75 90						
Shellac.	25 35	Frumentum, W. D. Co.	2 00 2 50	Emery, all numbers	8 8						
Shellac, bleached.	40 45	Frumentum, D. F. R.	2 00 2 25	Emery, po.	8 8						
Tragacanth.	50 60	Frumentum.	1 25 1 50	Flake White.	30 35						
Herba		Juniperis Co. O. T.	1 65 2 00	Galla.	12 15						
Absinthium, oz. pkg	25 25	Juniperis Co.	1 65 2 00	Gambier.	8 20 9						
Eupatorium, oz. pkg	25 25	Saacharum N. E.	1 90 2 10	Gelatin, Cooper.	8 80						
Lobelia, oz. pkg	25 25	Spt. Vinl Galli.	1 75 6 50	Gelatin, French.	35 60						
Majorum, oz. pkg	25 25	Vini Oporto.	1 25 2 00	Glassware, flint, box	75 10						
Mentha Pip. oz. pkg	23 23	Vini Alba.	1 25 2 00	Less than box	75 10						
Mentha Vir. oz. pkg	23 23	Sponges		Glue, brown.	90 12						
Rue, oz. oz. pkg	23 23	Florida sheeps' wool	2 50 2 75	Glue, white.	130 25						
Tanacetum V. oz. pkg	22 22	carriage.	2 50 2 75	Glycerina.	140 30						
Thymus, V. oz. pkg	25 25	Nassau sheeps' wool	2 00 2 25	Grana Paradisi.	25 25						
Flagnesia.		carriage.	2 00 2 25	Humulus.	25 25						
Calcined, Pat.	55 60	Velvet extra sheeps' wool, carriage.	1 50	Hydraag Chlor Mite	90 90						
Carbonate, Pat.	20 22	Extra yellow sheeps' wool, carriage.	1 25	Hydraag Chlor Cor.	1 10 1						
Carbonate, K. & J.	20 25	Grass sheeps' wool, carriage.	1 00	Hydraag Ammoniat	45 55						
Carbonate, Jennings	35 36	Hard, for slate use.	7 75	Hydrargyrum.	75 75						
Oleum		Yellow Reef, for slate use.	1 40	Ichthyobolia, Am.	65 75						
Absinthium.	4 50 4 75	Syrups		Indigo.	75 100						
Amygdale, Dulc.	30 50	Acacia.	50 50	Iodine, Resubi.	3 60 3 70						
Amygdale, Amara.	8 00 8 25	Aurant Cortes.	50 50	Iodoform.	2 4 20						
Anisi.	1 85 2 00	Zingiber.	2 50 2 75	Lupulin.	2 25						
Aurant Cortes.	2 40 2 50	Ipecac.	60 60	Lycopodium.	45 50						
Bergam.	75 80	Perri Iod.	50 50	Macle.	65 75						
Calpini.	70 80	Rhel Arom.	50 50	Liquor Arren et Hy-	4 25						
Caryophylli.	70 80	Smilax Officinalis.	50 60	drarg Iod.	4 25						
Cedar.	35 65	Senega.	50 50	LiquorPotassArsinit	10 12						
Chenopadi.	2 75	Scilla.	50 50	Magnesia, Sulph.	20 3						
Cinnamoni.	1 25 1 35			Magnesia, Sulph, bbl	20 1 1/2						
Cironella.	35 40			Mannia, S. F.	50 60						
				Menthol.	3 00						

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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. 55 6 00 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 Mica, tin boxes.....75 9 00 Paragon.....55 6 00 BAKING POWDER. Absolute. 1/2 lb cans doz.....45 5 00 1 lb cans doz.....85 5 00 1 lb can doz.....1 50 Acme. 1/2 lb cans 3 doz.....45 5 00 1 lb cans 3 doz.....75 5 00 1 lb cans 1 doz.....1 10 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 Parity. 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 1 lb cans.....1 50 Peerless. 1 lb. cans.....85 Queen Flake. 3 oz., 6 doz. case.....2 20 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 8 00 Corn.....80 10 00 Hominy.....80 Beans, Lima.....70 13 00 Beans, Wax.....90 Beans, String.....85 Beans, Baked.....75 10 00 Beans, Red Kidney.....75 8 00 Succotash.....85 12 00 Peas.....50 8 00 Peas, French.....2 25 Pumpkin.....75 Mushroom.....15 22 Peaches, Pie.....1 00 Peaches, Fancy.....1 40 Apples, Gallons.....83 25 Cherries.....90 Pears.....70 Pineapple, graded.....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, flat, key.....1 70 Salmon, 1/2 lb. flat.....1 70 Salmon, Red Alaska.....1 25 Salmon, Pink Alaska.....90 Lobsters, 1-lb. Star.....3 20 Lobsters, 2-lb. Star.....3 90 Mackerel, 1-lb. Mustard.....1 75 Mackerel, 1-lb. Soured.....1 75 Mackerel, 1-lb. Tomato.....1 75 Shrimps.....2 00 Sardines, 1/2 domestic.....3 40 7 40 Sardines, mixed, dom. 5/4 7 40 Sardines, French.....8 2 25	BLUING. CONDENSED PEARL BLUING Small, 3 doz.....40 Large, 2 doz.....75 BROOMS. No. 1 Carpet.....2 31 No. 2 Carpet.....2 15 No. 3 Carpet.....1 85 No. 4 Carpet.....1 45 Parlor Gem.....2 50 Common Whisk.....95 Fancy Whisk.....1 10 Warehouse.....2 70 CANDLES. 8s.....7 16s.....8 Paraffine.....8 Wicking.....20 CATSUP. Columbia, pints.....2 00 Columbia, 1/2 pints.....1 25 CHEESE Acme.....@ 9 Amboy.....@ 8 Butterville.....@ 8 Carson City.....@ 8 Elsie.....@ 9 Emblem.....@ 9 Gem.....@ 9 1/2 Gold Medal.....@ 9 Ideal.....@ 9 Jersey.....@ 9 Riverside.....@ 9 Brick.....@ 12 Edam.....@ 70 Leiden.....@ 17 Limburger.....@ 13 Pineapple.....50 @ 75 Sap Sago.....@ 15 Chicory Bulk.....5 Red.....7 CHOCOLATE. Walter Baker & Co.'s.....23 German Sweet.....35 Premium.....35 Breakfast Cocoa.....46 COFFEE. Roasted. Fair.....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.....25 Private Growth.....30 Mandehling.....35 Mocha. Imitation.....22 Arabian.....28 Roasted. Clark Jewell Wells Co.'s Brands.....29 Fifth Avenue.....29 Jewell's Arabian Mocha.....29 Wells' Mocha and Java.....24 Wells' Perfection Java.....24 Sancelabo.....21 Breakfast Blend.....18 Valley City Maracabo.....18 1/4 Ideal Blend.....14 Leader Blend.....12 1/4 Package. Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1/4 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 foil 1/2 gross.....85 Hummel's tin 1/2 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.....80 Jute, 72 ft, per doz.....95 COCOA. James Epps & Co.'s.....40 Boxes, 7 lbs.....38 Cases, 16 boxes.....38 COCOA SHELLS. 20 lb bags.....2 1/4 Less quantity.....3 Pound packages.....4 CREAM TARTAR. 5 and 10 lb. wooden boxes.....30 Bulk in sacks.....29 CONDENSED MILK. 4 dos in case.....5 75 Gall Borden Eagle.....6 25 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 35 Dime.....3 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.....3 00 1,000, any one denom.....5 00 5,000, any one denom.....8 00 Steel punch.....75 Coupon Pass Books. 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 1,000 books.....17 50 DRIED FRUITS—DOMESTIC. Apples. Sun-dried.....@ 7 1/4 Evaporated 50 lb boxes.....@ 10 1/4 California Fruits. Apricots.....@ 15 Blackberries.....@ 15 Nectarines.....@ 10 1/2 Peaches.....@ 10 1/2 Pears.....@ 7 1/4 Pitted Cherries.....@ 7 1/4 Prunelles.....@ 7 1/4 Raspberries.....@ 7 1/4 California Prunes. 100-125 lb boxes.....@ 4 100-125 lb boxes.....@ 5 80-90 lb boxes.....@ 5 1/4 70-80 lb boxes.....@ 6 1/4 60-70 lb boxes.....@ 6 1/4 50-60 lb boxes.....@ 8 40-50 lb boxes.....@ 10 30-40 lb boxes.....@ 10 1/4 cent less in 50 lb cases Raisins. London Layers 2 Crown.....1 50 London Layers 3 Crown.....1 65 Cluster 4 Crown.....5 Loose Muscatels 2 Crown.....5 Loose Muscatels 3 Crown.....6 Loose Muscatels 4 Crown.....7 L. M., Seeded, choice.....8 L. M., Seeded, fancy.....9 1/4 FOREIGN. Citron. Leghorn.....@ 11 Corsican.....@ 12 Currents. Patras bbls.....@ 5 1/4 Cleaned, bulk.....@ 6 Cleaned, packages.....@ 6 1/4 Peel. Citron American 10 lb bx.....@ 13 Lemon American 10 lb bx.....@ 10 1/4 Orange American 10 lb bx.....@ 10 1/4 Raisins. Ondura 25 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.  24 1 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 1/4 Medium Hand Picked 1 20 @ 1 25 Macaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....1 75 Chester.....2 00 Empire.....2 50 Peas. Green, Wisconsin, bu.....1 00 Green, Scotch, bu.....1 10 Split, bu.....2 50 Rolls Oats. Rolled, bbl.....4 00 Monarch, 1/2 bbl.....3 75 Monarch, 1/4 bbl.....2 00 Monarch, 90 lb sacks.....1 80 Quaker cases.....3 20 Huron cases.....2 00 Sago. German.....4 East India.....3 1/4 Eesley's Self Rising Flour. Pastry. 2 lb. cartons, 2 dz. in case.....1 80 6 lb. sacks, 1 dz. in case.....2 40 9 lb. sacks, 1 dz. in case.....3 35 Entire Wheat. 2 lb. cartons, 2 dz. in case.....1 80 2 lb. cartons, 2 dz. in case.....1 80 Graham. 2 lb. cartons, 2 dz. in case.....1 80 Flake. Pearl, 24 1 lb. pkgs.....4 1/4 Pearl, 24 1 lb. pkgs.....6 1/4 Wheat. Cracked, bulk.....3 1/4 24 1 lb. packages.....2 50 SALT FISH. Cod. Georges cured.....@ 5 Georges genuine.....@ 5 1/4 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.....7 50 Holland white hoop mch.....80 Norwegian.....3 10 Round 100 lb.....1 48 Round 40 lb.....1 40 Scaled.....14 Flackerel. Mess 100 lbs.....15 00 Mess 40 lbs.....6 30 Mess 10 lbs.....1 65 Mess 8 lbs.....1 35 No. 1 100 lbs.....13 25 No. 1 40 lbs.....5 60 No. 1 10 lbs.....1 48 No. 1 8 lbs.....1 20 No. 2 100 lbs.....11 50 No. 2 40 lbs.....4 91 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 Whittian. No. 1.....7 00 6 50 2 75 40 lbs.....3 10 2 90 1 0 10 lbs.....85 80 43 8 lbs.....71 66 37 FLAVORING EXTRACTS. Perrigo's. Van. Lem. doz. doz. XXX, 2 oz. obert.....1 25 75 XXX, 4 oz. obert.....2 25 1 25 XX, 2 oz. obert.....1 00 1 00 No. 2, 2 oz. obert.....75 75 XXX D D picher, 6 oz.....2 25 XXX D D picher, 4 oz.....1 75 K. P. picher, 6 oz.....2 25 Pure Brand. Lem. Van. doz. doz. 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'. D. C. Vanilla.....2 00 1 20 D. C. Lemon.....2 00 1 20 2 oz.....1 20 2 00 3 oz.....1 50 3 00 4 oz.....2 00 4 00 5 oz.....3 00 5 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. 2 00 D. C. 3 00 D. C. 4 00 D. C. 5 00 D. C. 6 00 D. C. 7 00 D. C. 8 00 D. C. 9 00 D. C. 10 00 FLY PAPER. Tanglefoot, per box.....36 Tanglefoot, per case.....3 20 Holders, per box of 10.....75 Perrigo's Lightning, gro.....2 50 Petrolatum, per doz.....75 HERBS. Sage.....15 Hope.....15 INDIGO. Madras, 5 lb boxes.....55 S. F., 2 3 and 5 lb boxes.....50 GUNPOWDER. Rifle—Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb. cans.....30 1/2 lb. cans.....18 Choke Bore—Dupont's. Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb. cans.....34 Eagle Duck—Dupont's. Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb. cans.....45 JELLY. 15 lb palls.....25 30 lb palls.....65 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....30 Calabria.....26 Sicily.....14 Root.....10 HATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 10 No. 2 Home.....1 10 Export Parlor.....4 00 Wolverine.....1 05 No Brand.....95 NO. 100'S. New Orleans. Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 35 Half-barrels 2c extra. MUSTARD. Horse Radish, 1 doz.....1 75 Horse Radish, 2 doz.....3 50 Bayle's Celery, 1 doz.....1 75 PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....85 POTASH. 48 cans in case.....1 00 Babbitt's.....2 00 Penna Salt Co.'s.....2 00 PICKLES. Medum.....4 00 Barrels, 1,200 count.....2 50 Half bbls, 600 count.....2 50 Small. Barrels, 2,400 count.....5 00 Half bbls, 1,200 count.....3 00 RICE. Domestic. Carolina head.....1 1/4 Carolina No. 1.....5 Carolina No. 2.....3 1/4 Broken.....3 1/4	Imported. Japan, No. 1.....5 1/4 @ 6 Japan, No. 2.....4 1/4 @ 5 Java, fancy head.....5 @ 5 1/4 Java, No. 1.....5 @ 5 Table.....@ SALE RATES. Packer 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, 100 lbs.....3 00 SAL SODA. Granulated, bbls.....50 Granulated, 100 lb cases.....81 Lump, bbls.....70 Lump, 145 lb kegs.....50 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. bulk.....2 25 Butter, barrels, 20 14-lb bags.....2 50 Butter, sacks, 25 lbs.....25 Butter, sacks, 55 lbs.....55 Common Grades. 100 3-lb sacks.....65 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 1-lb. linen sacks.....32 56 1-lb. linen sacks.....6 Bulk in barrels.....2 50 Warsaw. 56-lb dairy in drill bags.....30 28-lb dairy in drill bags.....15 Ashton. 56-lb dairy in linen sacks.....60 Higgins. 56-lb dairy in linen sacks.....60 Solar Rock. 56-lb sacks.....21 Common. Granulated Fine.....60 Medium Fine.....70 SCALES. Per doz. Pelouze Household.....12 00 Weighs 24 lbs. by ounces. SEEDS. Anise.....9 Canary, Smyrna.....3 1/4 Caraway.....8 Cardamon, Malabar.....60 Celery.....11 Hemp, Russian.....4 1/4 Mixed Bird.....4 1/2 Mustard, white.....5 Poppy.....10 Rape.....4 1/4 Cattle Bone.....20 SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....3 French Rappee, in jars.....43 SOAP. JAXON Single box.....2 25 5 box lots, delivered.....2 00 10 box lots, delivered.....2 75 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd.....2 66 Dome.....2 75 Cabinet.....2 80 Savon.....2 50 White Russian.....2 35 White Cloud, laundry.....6 25 White Cloud, toilet.....3 50 Dusky Diamond, 50 6 oz.....2 10 Dusky Diamond, 50 8 oz.....3 00 Blue India, 100 1/2 lb.....3 00 Kirkline.....3 50 Bos.....2 50 Scouring. Sapolio, kitchen, 3 doz.....2 40 Sapolio, hand, 3 doz.....2 40 SODA. Boxes.....5 1/4 Kegs, English.....4 1/4 SYRUPS. Corn. Barrels.....17 Half bbls.....18 1 doz. 1 gallon cans.....2 75 1 doz. 1/2 gallon cans.....1 65 2 doz. 1/4 gallon cans.....1 65 Pure Cane. Fair.....16 Good.....20 Choice.....25
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SPICES.

Whole Sifted.	
Alspice	10
Cassia, Batavia	15
Cassia, Saigon	15
Cassia, Saigon in rolls	32
Cloves, Amoy	14
Cloves, Zanzibar	12
Mace, Batavia	55
Nutmegs, fancy	50
Nutmegs, No. 1	45
Nutmegs, No. 2	45
Pepper, Singapore, black	13
Pepper, Singapore, white	16
Pepper, shot	15
Pure Ground in Bulk.	
Alspice	14
Cassia, Batavia	30
Cassia, Saigon	40
Cloves, Zanzibar	14
Ginger, African	18
Ginger, Cochin	18
Ginger, Jamaica	23
Mace, Batavia	65
Mustard	12@18
Nutmegs	40@50
Pepper, Sing., black	15
Pepper, Sing., white	22
Pepper, Cayenne	20
Sage	15

STARCH.



Kingsford's Corn.	
40 1-lb packages	6
20 1-lb packages	6 1/2
Kingsford's Silver Gloss	
40 1-lb packages	6
6-lb boxes	7
Diamond.	
64 10c packages	5 00
128 5c packages	5 00
32 10c and 64 5c packages	5 00
Common Corn.	
20 1-lb packages	5
40 1-lb packages	4 1/2
Common Gloss	
1-lb packages	4 1/2
3-lb packages	4 1/2
6-lb packages	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 Loaf	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 88
No. 5	4 88
No. 6	4 81
No. 7	4 75
No. 8	4 49
No. 9	4 63
No. 10	4 50
No. 11	4 31
No. 12	4 31
No. 13	4 31
No. 14	4 25
No. 15	4 25

TABLE SAUCES.

LEA & PERRIN'S SAUCE	
The Original and Genuine Worcestershire.	
Lea & Perrin's, large	3 75
Lea & Perrin's, small	2 10
Halford, large	3 75
Halford small	2 25
Salad Dressing, large	4 55
Salad Dressing, small	2 75

Cigars.

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

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

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



S. C. W. 35 00

Phelps, Brace & Co.'s Brands.
Vincente Portuondo 35@7 00
Rube Bros. Co. 25@0 00
The Hilton Co. 3@10 00
T. J. Dunn & Co. 35@7 00
McCoy & Co. 35@7 00
The Collins Cigar Co. 10@35 00
Brown Bros. 15@7 00
Banner Cigar Co. 30@7 00
Bernard Stahl Co. 35@9 00
Banner Cigar Co. 1@35 00
Seldenberg & Co. 55@125 00
G. P. Sprague Cigar Co. 10@35 00
The Fulton Cigar Co. 10@35 00
A. B. Ballard & Co. 35@15 00
E. M. Schwarz & Co. 35@110 00
San Teim 35@7 00
Havana Cigar Co. 18@35 00

VINEGAR.

Malt White Wine, 40 grain.. 5
Malt White Wine, 80 grain.. 11
Pure Cider, Red Star.. 12
Pure Cider, Robinson.. 13
Pure Cider, Silver.. 1 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
3 hoop Standard 1 50
2 wire, Cable 1 35
3 wire, Cable 1 61
Cedar, all red, brass bound 1 25
Paper, Eureka 2 25
Flare 2 25

Tubs.

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

Crackers.

The National Biscuit Co.
quotes as follows:

Butter.
Seymour XXX 5 1/2
Seymour XXX, 3 lb. carton 6 1/2
Family XXX 5 1/2
Salted XXX 5 1/2
New York XXX 5 1/2
Wolverine 5 1/2
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
Cocoanut Taffy 10
Coffee Cake, Java 10
Coffee Cake, Iced 10
Cracknells 15 1/2
Cubans 11 1/2
Frosted Cream 8
Ginger Gems 8
Ginger Snaps, XXX 7 1/2
Graham Crackers 10
Graham Wafers 10
Grand Ma Cakes 9
Imperial 9
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.

Standard 7 1/2
Standard H. H. 7 1/2
Standard Twi 7 1/2
Cut Loaf 7 1/2
Jumbo, 32 lb 7 1/2
Extra H. H. 7 1/2
Boston Cream 7 1/2

Mixed Candy.

Grocers 6 1/2
Competition 6 1/2
Standard 7
Conserve 7 1/2
Royal 7 1/2
Ribbon 7 1/2
Broken 7 1/2
Cut Loaf 7 1/2
English Rock 7 1/2
Kinder Garten 7 1/2
French Cream 7 1/2
Dandy Pan 7 1/2
Hand Made Cream mixd 7 1/2
Nobby 7 1/2

Fancy—in Bulk.

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

Fancy—in 5 lb. Boxes.

Lemon Drops 50
Sour Drops 50
Peppermint Drops 50
Chocolate Drops 50
H. M. Choc. Drops 50
H. M. Choc. Lt. and 50
Dk. No. 12 50
Gum Drops 50
Licorice Drops 50
A. B. Licorice Drops 50
Lozenges, plain 55
Lozenges, printed 55
Imperial 55
Molasses 55
Cream Bar 55
Molasses Bar 55
Hand Made Creams 80
Cream Buttons, Pep. 50
and Want 55
String Rock 50
Burnt Almonds 1 25
Wintergreen Berries 55

Caramels.

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

Fruits.

Oranges.

Seedlings 4 75
Medt Sweet 5 00

Lemons.

Strictly choice 300s. 2 00
Strictly choice 300s. 2 45
Fancy 300s 2 50
Ex. Fancy 300s 2 50
Ex. Fancy 300s 2 50

Bananas.

Medium bunches 1 00
Large bunches 1 75
No. 2 wrapped, 2 lb. boxes 25

Foreign Dried Fruits.

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

Dates.

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

Nuts.

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

Grains and Feedstuffs.

Wheat.

Wheat 70
Winter Wheat Flour.
Local Brands.
Patents 4 00
Second Patent 3 50
Straight 3 25
Clear 3 00
Graham 3 50
Buckwheat 3 25
Rye 3 25
Subject to usual cash discount.
Flour in bbls., 25c per bbl. additional.

Ball-Barnhart-Putman's Brand
Daisy, 1/2s 3 85
Daisy, 1/4s 3 85
Daisy, 1/8s 3 85
Daisy, 1/16s 3 85
Worden Grocer Co.'s Brand.
Quaker, 1/2s 3 25
Quaker, 1/4s 3 25
Quaker, 1/8s 3 25
Quaker, 1/16s 3 25

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.
Pillsbury's Best 1/2s 4 45
Pillsbury's Best 1/4s 4 35
Pillsbury's Best 1/8s 4 25
Pillsbury's Best 1/16s 4 25
Pillsbury's Best 1/32s 4 25
Ball-Barnhart-Putman's Brand.
Duluth Imperial, 1/2s 4 50
Duluth Imperial, 1/4s 4 40
Duluth Imperial, 1/8s 4 30
Duluth Imperial, 1/16s 4 30

Lemon & Wheeler Co.'s Brand.

Gold Medal 1/2s 4 50
Gold Medal 1/4s 4 40
Gold Medal 1/8s 4 30
Parisian, 1/2s 4 50
Parisian, 1/4s 4 40
Parisian, 1/8s 4 30
Parisian, 1/16s 4 30
Quincy & Judson's Brand.
Ceresota, 1/2s 4 50
Ceresota, 1/4s 4 40
Ceresota, 1/8s 4 30
Ceresota, 1/16s 4 30
Worden Grocer Co.'s Brand.
Laurel, 1/2s 4 40
Laurel, 1/4s 4 30
Laurel, 1/8s 4 20
Laurel, 1/16s 4 20

Meal.

Bolted 1 90
Granulated 2 10

Feed and Millstuffs.

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

Corn.

New corn, car lots 36 1/2
Less than car lots 38 1/2

Oats.

Car lots 30 1/2
Earlots, clipped 32 1/2
Less than car lots 34

Hay.

No. 1 Timothy carlots 15 00
No. 1 Timothy, ton lots 12 00

Fish and Oysters.

Fresh Fish.

Whitefish	Per lb.
Trout	8 1/2
Black Bass	8
Halibut	16
Ciscoes or Herring	4
Bluefish	11
Live Lobster	18
Boiled Lobster	20
Cod	10
Haddock	7
No. 1 Pickerel	8
Pike	7
Perch	4 1/2
Smoked White	8
Red Snapper	8
Col River Salmon	12
Mackerel	12

Shell Goods.

Oysters, per 100 1 25@1 50
Clams, per 100 1 25@1 50

Oils.

Barrels.
Eocene 11 1/2
XXX W. W. Mich. Hdt. 10
W. W. Michigan 9 1/2
Diamond White 8 1/2
D. S. Gas 13
Deo. Naptha 12 1/2
Cylinder 29
Engine 11

Hides and Pelts.

The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:

Hides.
Green No. 1 7 1/2
Green No. 2 6 1/2
Bulls 6
Cured No. 1 8 1/2
Cured No. 2 7 1/2
Calfskins, green No. 1 9
Calfskins, green No. 2 9
Calfskins, cured No. 1 10
Calfskins, cured No. 2 8 1/2
Pelts, each 50@1 00
Tallow.
No. 1 3 1/2
No. 2 2 1/2
Washed, fine 15
Washed, medium 20
Unwashed, fine 9
Unwashed, medium 14

Provisions.

Swift & Company quote as follows:

Barreled Pork.
Mess 10 00
Back 10 50
Clear back 10 25
Short cut 9 75
Pig 14 00
Bean 9 10
Family 11 00

Dry Salt Meats.

Bellies 5 1/2
Briskets 5 1/2
Extra shorts 5 1/2

Smoked Meats.

Hams, 12 lb average 10 1/2
Hams, 14 lb average 10
Hams, 16 lb average 9 1/2
Hams, 20 lb average 9 1/2
Ham dried beef 14
Shoulders (N. Y. cut) 5 1/2
Bacon, clear 7 1/2
California hams 6
Boneless hams 8 1/2
Cooked ham 10@12 1/2

Lards. In Tierces.

Compound 4 1/2
Kettle 6
55 lb Tubs, advance 1 1/2
50 lb Tubs, advance 1 1/2
50 lb Tins, advance 1 1/2
20 lb Pails, advance 1 1/2
10 lb Pails, advance 1 1/2
5 lb Pails, advance 1 1/2
3 lb Pails, advance 1 1/2

Sausages.

Bologna 5 1/2
Liver 6 1/2
Frankfort 7 1/2
Pork 6 1/2
Blood 6
Tongue 9
Head cheese 6 1/2

Beef.

Extra Mess 10 25
Boneless 12 50
Rump 12 00

Pigs' Feet.

Kits, 15 lbs 70
1/4 bbls, 40 lbs 1 35
1/2 bbls, 80 lbs 2 50

Tripe.

Kits, 15 lbs 70
1/4 bbls, 40 lbs 1 25
1/2 bbls, 80 lbs 2 25

Casings.

Pork 20
Beef rounds 3
Beef middles 10
Sheep 60

Butterine.

Rolls, dairy 11
Solid, dairy 10 1/2
Rolls, creamery 15 1/2
Solid, creamery 14 1/2

Canned Meats.

Corned beef, 2 lb 2 15
Corned beef, 14 lb 14 75
Roast beef, 2 lb 2 15
Potted ham, 1/2s 50
Potted ham, 1/4s 50
Deviled ham, 1/2s 50
Deviled ham, 1/4s 50
Potted tongue 1/2s 50
Potted tongue 1/4s 50

Fresh Meats.

Beef.

Carcass 7 @ 8 1/2
Fore quarters 6 @ 6 1/2
Hind quarters 7 @ 9 1/2
Loins No. 3 12 @ 14
Ribs 9 @ 14
Rounds 8 @ 8
Chucks 6 @ 6 1/2
Plates 4 @ 5

Pork.

Dressed 4 1/2 @ 5
Loins 7
Shoulders 2 1/2 @ 5 1/2
Leaf Lard 6 1/2 @ 5

Mutton.

Carcass 8 1/2 @ 10
Spring Lambs 14 @ 16

Veal.

Carcass 7 1/2 @ 8

Crockery and Glassware.

AKRON STONEWARE.

Butters.

1/2 gal., per doz. 40
1 to 4 gal., per gal. 5
8 gal., each 48
10 gal., each 60
12 gal., each 72
15 gal. meat-tubs, each 1 05
20 gal. meat-tubs, each 1 40
25 gal. meat-tubs, each 2 00
30 gal. meat-tubs, each 2 40

Churns.

2 to 6 gal., per gal. 5
Churn Dashers, per doz. 84

Milkpans.

1/2 gal. flat or rd. bot., doz. 40
1 gal. flat or rd. bot., each 4 1/2

Fine Glazed Milkpans.

1/2 gal. flat or rd. bot., doz. 60
1 gal. flat or rd. bot., each 5 1/2

Stewpans.

1/2 gal. fireproof, all, doz. 85
1 gal. fireproof, ball, doz. 1 10

Jugs.

1/2 gal., per doz. 40
1 gal., per doz. 50
1 to 5 gal., per gal. 6

Tomato Jugs.

1/2 gal., per doz. 50
1 gal., each 5 1/2
Corks for 1/2 gal., per doz. 20
Corks for 1 gal., per doz. 30

Preserve Jars and Covers.

1/2 gal., stone cover, doz. 75
1 gal., stone cover, doz. 1 00</

One Way to Combat the Catalogue Houses.

Written for the TRADESMAN.

Catalogue competition seems to be a vexed and vexing question, and the one of all others most worthy of attention, not only of the small retailers of our country towns, but of the people themselves, who must sooner or later awaken to the fact that it is their own life-blood this gigantic octopus lives on.

Why do the catalogue houses menace the people? Because they build up one at the expense of many, a theory false as it is flattering and a business proposition never yet verified. Were there even the qualifying clause of "greatest good to greatest number" attachable to this theme in any manner there would be reason for its long-continued existence; but it is the opinion of the majority that no one receives any benefit, direct or indirect, from catalogue houses except the promoters thereof, and whether this accumulated wealth benefits the offspring of the originators of this leeching system remains to be seen, but probably, as in many other matters of wealth secured by unfair means, it will become dispersed by the second generation, usually more speedily than accumulated by this.

But this condition is now with us to solve: Shall the few catalogue houses succeed while thousands of respectable merchants perish in more than a physical sense, or shall the men who constitute the highest civilization of our country, its merchants, prosper while these enemies to general prosperity come down to the level of ordinary business men, receiving no more than an equitable share of the oil which moves the business universe, local trade?

I am inclined to believe the time will come, and that speedily, when catalogue houses will have become dreams of the past, and may they be of such a nightmare nature as to preclude the desire from any one that they be repeated.

But is this time coming? If so, when and whence? I answer, yes, soon and from the action of the people. Its approach may be invisible to our eyes, owing to its slow movement our way, but I believe it is coming as surely as time moves. I recall a little girl having permission to go and play with some neighboring children as soon as the hour hand reached 1. She stood and eagerly watched this hand for some minutes, then said, "It will never get there, for I can't see it move." But it was moving, moving by an unseen yet known force, which would in due season produce certain results. The child could not see the hour hand move, yet beyond question every effort of the mechanism within was aiding towards the result watched for.

Even so may it be with this question. Its solution may now be silently, steadily, but surely, approaching. We, through the eyes of the child, may think it will never get here, we can't see it move, yet time will tell, and then we will wonder why the obstacle even so much as gained our attention.

But how will the people have a hand in this moving, the desired result? They are the moving force, the wheels that make the hands go round; the mainspring of their personal interests, the key to wind this and make its force effective their purses, the power that turns this key the local merchants. In this combination lies the similitude we would draw. Before the hands of a clock can move the key must wind the mainspring,

which again requires the human hand. Therefore must the local merchants grasp the situation and with the proper turns in a proper way give force to the mainspring of business, the personal interests of the people, through the leverage of the proper key, the people's purse.

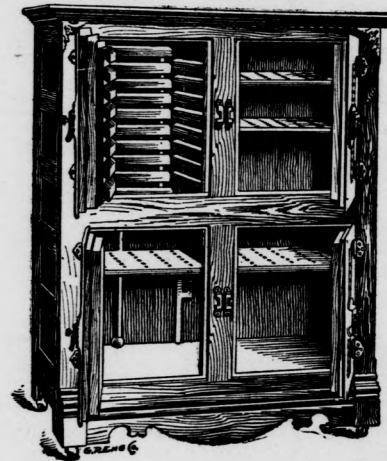
But how shall this key be found and properly applied? Ah, my friend, the answer to that question would be of worth equal to the entire combined wealth of business represented by the merchants scattered all over the face of our national home, because on the solving of this problem undoubtedly rests their future. I have a plan and, while I can not assure you that it is the perfect one, or even among the best, to reach this desired end, I am honest in the belief that it would accomplish the result hoped for, viz., the betterment of small local lines of business at the expense of the catalogue houses.

And what is this plan? Simply combination of local dealers for the best interests of themselves and their patrons. This combination calls for the sinking of self out of sight for the general good of all, and yet the individual self would be of greater worth there than in its attempt to stand alone, for here it shines with reflected light as well as its own, but the lines on which this combine would be formed would govern the result, therefore must they be right, and laid in the right direction, with the right spirit. Those lines are best shown by the old axiom, "Fight fire with fire." Issue a local catalogue in competition with the foreign ones. Study their make-up, style, terms and prices, then go them one better. Get up the best thing your local printer can turn out, then get it into the hands of the people. And keep getting it there. Right here is where combination will show the most strength. I said, "a local catalogue"—not several, not one for each, but one for all. In this list your most tempting wares; and make them an irresistible temptation. Let each local dealer furnish some special thing, then have two or more offer a combination and divide the profits. Say your furniture dealer makes offer of a tufted sofa in combination with a list of indispensable spices and table supplies by a grocer. Have your milliner offer a particular retail value of hat in combination with shoes and flavoring extracts. Your implement dealer could combine with the editor in furnishing neatly engraved or printed stationery. Your harness-maker might get up a strong combination with the clothier, your meat market man with any or all of the others, while your local stationer might furnish good premiums in books or magazine subscriptions for a general sweepstake combination-offer from every dealer in town. Besides these, and dozens of other combinations, one especially to newly-married couples might include a whole "setting out."

But enough have been suggested for guidance. Then comes the delivery of these. Hire men with horses to deliver direct into the hands of the people, and of all the people in the territory tributary to your town. At the same time have him advertise your town by signs wherever they can be shown. Talk to the people from house-tops, trees, fences, posts, and occasionally give them the entire broadside of a barn; but give it artistically even if in large doses. And keep everlastingly at it. Don't allow a day to pass without giving this key a turn. Don't stop adver-

REFRIGERATORS

YUKON AND CHILKOOT



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

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

PHILLIPS IDEAL CREAM SEPARATOR



Dilution Process.

Patented August 23, 1898.

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

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

ROOFING

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

H. M. REYNOLDS & SON,

DETROIT, MICH.

Established 1868.

GRAND RAPIDS, MICH.

(Please mention where you saw this advt.)

Office: 82 Campau St.

Factory: 1st Av. and M. C. Ry.

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.

tising, in all possible ways; but combine in this for the good of your town. Then each will receive more than his anticipated share and the people, the only ones who can regulate these matters, will see to it that money is left with the home merchants whenever their best interests are made paramount in the arguments used to change present conditions to better.

Thus we find the similitude has worked itself out. The local merchant grasps the key to the situation (and he would have a much more secure hold thereon, and oftener than he now has were this line of action adopted) and, with his hand on the people's purse, would give such an impetus to the mainspring of business, the people's interests, as would force the hands to move. Yes, these indicators would surely move towards the wished-for point, denoting that now we can go and with our neighbors spend hours of pleasure; and even although we can not see the hands move they are moving, and I believe all too fast to suit the grasping monopolistic catalogue houses. Applied as outlined in this paper, that unseen force would bring about the desired result with the irresistible power of fate.

Will the merchants grasp this key to the situation? I believe they will, and, if it be universally handled in the right spirit, the people will forsake their now pernicious habit of purchasing away from home and, hand in hand with those who would save them from themselves, push this question to a speedy solution.

L. A. ELY.

Industrial Stocks Less Favored.

Trusts have not been as much favored of late, for the public has not shown the haste to subscribe for their stocks that was expected, and there is a general disposition to insist on a publication of all the facts connected with these various corporations before they should be considered desirable investments. On the other hand, the officers seem to think that the knowledge of the actual workings and conditions of the corporations which they control is a perquisite of their own, which they are not disposed to share with the general public. Of course, the mere fact that a concern does business under a high-sounding name, and is capitalized for a sum far in excess of its visible assets, does not necessarily mean that an investment in its securities would be a bad one; but at the same time the general public will do well to fight shy of any corporation which does not inform its stockholders as to the exact condition of its affairs and give this information in such shape that there can be no question as to its veracity.

Misnomers.

Mrs. Brown—Our language is full of misnomers. For instance, I met a man once who was a perfect bear, and they called him a "civil engineer."

Mrs. Smith—Yes, but that's not so ridiculous as the man they call "teller" in a bank. He won't tell you anything. I asked one the other day how much money my husband had on deposit and he just laughed at me.

A Scheme Worth Trying.

"Yes," said the florid lady, "I made my will several years ago, and it was one of the wisest things I ever did."

"Why?" the meek-looking woman asked. "Do you expect to drop off suddenly?"

"No, but it's such a satisfaction to go and change it whenever I get mad at any of my heirs."

The business connections of a family in Kirwin, Kan., are rather suggestive. One son is a doctor, another is an undertaker, a third makes tombstones and the wife of the latter is a druggist.

The Hardware Market.

At the present time, owing to the beginning of the warm season, trade is falling off a little, but in staple goods and articles that are needed for immediate consumption, there is an active demand and jobbers are finding great difficulty in getting their orders filled with any degree of promptness. In steel goods, scythes and snaths, it is almost impossible to find goods anywhere in the country, as manufacturers are far behind their orders and jobbers' stocks are almost depleted.

Wire and Nails—There has been no change in the price of wire and nails since June 1, although it is believed by those who are conversant with the market that another advance will be made on or about July 1, to conform to the recent advance in raw material as well as increased wages which have been made to all workmen.

Tin Plate—The prospects of an advance of wages among tin plate workmen, as well as a probability that a disagreement may occur, causing a stoppage of all tin plate mills, have resulted in a much firmer tone in the market, as well as the prospect of an immediate advance in all grades of tin plate.

Sheet Iron—While this is not the time of the year that much sheet iron is used, a heavy demand already exists and prices are very strong. Sheet mills are crowded with orders and very few are entering any additional orders, even for shipment during the latter part of the year. Galvanized iron is firm at 65 per cent. off.

Miscellaneous—Recent advances have been made in the following goods and we note a few of the prices now ruling, which are asked quite generally by jobbers: Stove pipe dampers, 50 to 50 and 10 per cent.; Gautier toe calks, 5½ to 6c per lb.; Star apple parers, \$4.50 per dozen; rocking table, \$5.50 per doz.; bar iron, \$2.15; gas pipe, 50 and 10 per cent.; well points, 70 and 10 per cent.; scythe snaths, 50 per cent.; Manila rope, 12c; Sisal rope, 9½c.

Exploiting Seasonable Goods During Warm Weather.

Every zealous and enterprising merchant is desirous of making all he possibly can during the summer, as well as other months. And while it is inevitable that business should decrease in volume during the heated term, it must also be remembered that a great deal of business is made necessary simply by the hot weather. Goods which are to be specially used at that time find a demand then, and do not sell at other periods. Thus it must be taken into consideration that hot weather makes some trade which will take the place of what it destroys. No especial line of procedure can be mapped out which each merchant can follow and which will bring the most satisfactory results, but it is enough to say that energy and perseverance should be maintained in hot as well as cold weather, although it is but natural that some desire should be felt to relax strenuous efforts when the mercury begins to creep up toward a hundred degrees in the shade. But this is where a great mistake is made, for the merchant who allows his store to deteriorate at this time develops habits of slothfulness and negligence in his clerks, and himself, too, for that matter, which will be very hard to break away from when the busier season does come on. The writer has often seen stores in the summer months where the windows were covered with fly specks, the window displays dusty and begrimed, as if they had not been changed for an indefinite length of time, and altogether there was a general air of desolation and neglect about the store. People naturally form a bad opinion of the store from

seeing these evidences of shiftlessness and they are not likely to change their opinion very soon. You know the old saying about giving a dog a bad name. It would be advisable for the store to assume as neat and spruce an appearance during the duller as during the busier season. The next step is to divine as nearly as possible the needs of the people and to supply those needs at the most popular prices. Each merchant knows best himself what these are and how the disposal of them can best be managed. Methods differ in individual cases, because customers in various communities have different needs and peculiarities. However, it would be well for the merchant who has seen fit to introduce a line of leather goods into his regular stock of seasonable goods to exploit them as much as possible for the next few weeks, because this line of goods is in great demand during the exodus which takes place in the summer. There are trunks, valises, traveling bags and outfits which are absolutely indispensable to travelers or others who are going upon even a short trip. Trunks and valises wear out, get shabby or are inadequate in size for the things which they are intended to hold. It would be a good plan to have some such goods in a window display, with price tickets prominently shown upon them. Many things will thus be suggested to people which they had not thought before of purchasing. People are thus gotten into the store in order to make more thorough investigation and inspection of the stock in the interior. The latter should be arranged in an inviting manner so that the suggestions made by the window may be borne out within.

Liquor has a peculiar way of getting the best of a fellow after he gets it down.

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. S. Steel.....	11 50
BOLTS	
Stove.....	60&10
Carriage new list.....	65
Flow.....	50
BUCKETS	
Well, plain.....	\$ 3 50
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 5
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 45
Musket.....	per m 75
SQUARES	
Steel and Iron.....	70&10
Try and Bevels.....	60
Mitre.....	50
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.....	dos. net 65
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, #18; large, #26.....	30&10
Ives', 1, #18; 2, #24; 3, #30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 65.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
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

BARROWS	
Railroad.....	14 00
Garden.....	net 30 00
CARTRIDGES	
Rim Fire.....	40&10
Central Fire.....	20
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70&5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	45
NAILS	
Advance over base, on both Steel and Wire.	
Steel nails, base.....	2 65
Wire nails, base.....	2 75
20 to 60 advance.....	Base
10 to 16 advance.....	06
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	40
2 advance.....	50
Fine 3 advance.....	70
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel ½ advance.....	55
PLANES	
Ohio Tool Co.'s, fancy.....	250
Scotch Bench.....	60
Sandusky Tool Co.'s, fancy.....	250
Bench, first quality.....	250
Stanley Rule and Level Co.'s wood.....	60
PATENT PLANISHES 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 ¼c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33½
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 50&10	
HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 70
Japanned Tin Ware.....	20&10
HOLLOW WARE	
Pots.....	60&1
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50
ROPES	
Sisal, ¼ inch and larger.....	9½
Manilla.....	12
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
SHEET IRON	
com. smooth. com.	
Nos. 10 to 14.....	\$3 20 \$3 00
Nos. 15 to 17.....	3 30 3 20
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, '86.....	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	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	65
Annealed Market.....	65
Coppered Market.....	60&10
Tinned Market.....	60
Coppered Spring Steel.....	45
Barbed Fence, galvanized.....	3 30
Barbed Fence, painted.....	2 80
HORSE NAILS	
Au Sable.....	dis 40&10
Fulnam.....	dis 5
Capwell.....	net list
WRENCHES	
Baxter's Adjustable, nicked.....	30
Coe's Genuine.....	40
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75
MISCELLANEOUS	
Bird Cages.....	40
Pumps, Clifton.....	70
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	9
Per pound.....	9½
SHOT	
Drop.....	1 45
B B and Buck.....	1 70
SOLDER	
¼¢.....	17
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 7 55
14x20 IC, Charcoal.....	7 50
20x14 IX, Charcoal.....	8 50
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	6 25
14x20 IC, Charcoal.....	6 25
10x14 IX, Charcoal.....	7 50
14x20 IX, Charcoal.....	7 50
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 50
14x20 IX, Charcoal, Dean.....	6 50
20x28 IC, Charcoal, Dean.....	11 00
14x20 IC, Charcoal, Allaway Grade.....	5 00
14x20 IX, Charcoal, Allaway Grade.....	6 00
20x28 IC, Charcoal, Allaway Grade.....	10 00
20x28 IX, Charcoal, Allaway Grade.....	12 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, } per pound... 10	
14x56 IX, for No. 9 Boilers, }	

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, June 24—The coffee market during the past three days has gained considerable strength and jobbers report quite a good deal of invoice trading. Reports from abroad have been to the effect that a good deal of loss has been occasioned to the growing crops in Brazil by frosts. Orders from country buyers have come in in satisfactory manner and altogether the situation is one rather more favorable than for some little time. In store and afloat the amount aggregates 1,190,978 bags, against 866,806 bags at the same time last year. The market closes firm with No. 7 quotable at 66½¢. Good Cutcuta coffee is worth 8c and the market generally for the mild grades is in better condition than for a month past. On the 27th 15,000 bags of Maracaibo are due, which are taken care of. There seems to be quite a general impression that a retaliatory duty will be placed by this Government on Brazilian coffee if the latter nation continues its present course. Perhaps this feeling may have something to do with the recent increase in orders from out-of-town parties.

H. O. Havemeyer's remarks regarding the tariff as the Father and Mother of Trusts have excited a good deal of interest; and Oxnard, the great beet sugar man, has come to the rescue of the tariff. Perhaps this straw needs threshing out again. The raw sugar market is quiet and during the latter half of the week a somewhat weaker feeling has set in. Refined sugars are quiet, but there has been a fairly steady run of orders and, while prices remain unchanged, the feeling is one of strength rather than of weakness.

The movement in teas is only for supplies sufficient to sort up. The market as a whole is exceedingly dull and everybody is waiting to see what the auction sale will have in store. Quotations are nominal.

Most of the existing demand for rice is for Japan grades, the enquiry for which has been steady, although no large amounts have changed hands. Domestic grades languish and prices remain without change. Prime to choice, 5½¢ to 6½¢.

Singapore pepper is firm at 11¢ to 11½¢. The general line of spices is exceedingly quiet, although not duller than usual at this season. Amboyna cloves, 10½¢ to 10¾¢.

Molasses is dull and dragging for grocery grades. Orders are for only the smallest amounts and there seems to be no relief in sight for some time to come. Holders do not seem especially anxious to make sales and the situation is a waiting one. Syrups are so quiet as to call for no comment and prices are unchanged.

New canned goods will find this market more closely sold up than at any time for twenty-two years it is said by those who know what they are talking about. The demand has covered everything and the outlook for the coming year is very satisfactory so far as the canned goods man is concerned. Your correspondent has examined some pea pods showing the work of the newest insect in the great pea-growing districts of Maryland. A little hole at each end marks the entrance and exit of the "critter" but as it works its way through the pod it consumes every vestige of the growing peas and leaves only the empty pod. It is most disheartening. Orders for thousands of cases of New York fruits must be turned down. Tomatoes, peas, corn—everything, in fact—are wanted and will be in still greater request as the season advances.

Lemons and oranges are fairly active and jobbers report quite a good trade. Sicily oranges are worth \$4.50 to \$4.75 per box; Rodis from \$5.50 to \$6; California navel, \$4 to \$5.50 for extra fancy. Bananas are quiet within the range of \$1.10 to \$1.20 per bunch for firsts. Light receipts of pines have caused the market to take on additional strength and quotations are higher. Extra Havanas are worth \$15 to \$16 per hundred.

Dried fruits are well sustained and, while perhaps the demand is not especially active, the situation is rather encouraging. Apricots are held too high for buyers to be interested, but the supply is not overabundant as yet, if indeed, it is likely to be so at all, so the seller seems to be in no hurry to make a disposition of stock on hand. Domestic dried are steady. Evaporated apples are selling at full rates.

Butter jobbers generally seem to be taking only sufficient for present needs, but others are making some extensive purchases for storage, hoping to see a market in a "happier frame of mind" later on. It is hard to buy extra Western creamery for less than 18¾¢. Thirds to firsts, 15 to 18½¢. Imitation creamery will sell well if it will stand close inspection within the range of 15 to 16¢. Western factory, 12 to 14¢.

Cheese is dull. Exporters have taken a few lots, but as a rule the market lacks animation and 8½¢ seems to be the very top rate for desirable stock of large size. Small size ½¢ more.

Eggs—Steady. Best Western, 14 to 15¢. Possibly repacked stock will bring slightly more. Arriving stock shows the effects of summer weather and prices descend very suddenly.

Marrow beans show an increasing strength and with comparatively light stocks the outlook is encouraging. Choice, \$1.45 to \$1.47½. Choice medium, \$1.30, and the same for choice pea.

Potatoes are plentiful and market is lower. Best quality Rose, Southern, per bbl., \$2 to \$2.50. Old stock selling with some freedom at \$1 to \$1.75 per bbl.

Old Scheme in a New Form.

From the Benton Harbor Palladium.

Benton Harbor merchants in various lines are much wrought up over a new project in the way of premiums that threatens our community and can only do harm to those who go into it as well as those who stay out. Every little while one of the class who are continually striding up new schemes to get something for nothing, or to make money without labor, comes along with a brand-new plan and the merchant has to be very shrewd and watchful if he escapes the clutches of all these traveling gentry.

The latest plan is to form a trust composed of one dealer each of several lines who will give stamps or coupons to patrons redeemable at a general store containing nothing but premiums and everything under the sun that one could wish for. These goods are not to be sold to the general public (that is, the managers say the goods are not to be sold), but delivered in exchange for coupons which show that the holder has traded out so much at some store in the trust. For instance, the buyer may go around making such purchases as he needs until he gets a sufficient number of coupons at a certain fixed percentage to entitle him to a clock, or a rocking chair, or a dollar's worth of sugar, or a coat, which he secures free at the premium store. It looks like a shrewd plan to have our merchants help sell off a stranger's goods.

The proposition may look tempting at first glance, but those who bite would doubtless soon find to their sorrow that it is only a scheme after all. Like all premiums, somebody must pay for them, and the purchasers must give more for their goods than if they bought straight for cash. The dealers outside the trust would not submit tamely to lose custom and would adopt retaliatory tactics and the fad would soon degenerate into a bitter and unprofitable contest. It would only add a general store to our already well filled mercantile lines.

If the merchants of Benton Harbor would band themselves together to resist all coupon, trading stamp and premium schemes they would save lots of expense and ill feeling and be better off in the long run.

Just as Good.

Visitor—Did you go to the circus last summer, Bobby?

Bobby—Nope, but I watched pop paper the parlor ceilin'.

No Hope For Sulter's Unsecured Creditors.

Cleveland, Ohio, June 26—The statement of Sulter's assignee, filed some time ago, shows assets of \$97,098.92 and liabilities of \$137,363. Since then the assets have shrunk and it is said that the liabilities now reach over \$160,000. A suit was commenced about six months ago to remove the assignee and appoint a receiver, but the case has been postponed from time to time and its final hearing is a matter of uncertainty. Litigation continues and the prospects for a speedy settlement are not very bright. Unsecured creditors will get very little in any event.

No more encouraging reports reach the Tradesman regarding the Noonday Yeast Co., which was organized last March by Sulter's sons and their attorney—apparently for the purpose of picking up the claims against the Sulter estate in exchange for yeast. Considering the unreliable character of the men and the unsatisfactory information which reaches the Tradesman regarding their methods, dealers who have claims against the Sulter estate might as well permit them to lie dormant for a time as to accept one-third of the amount in yeast on which no demand has been created.

Are Coming to Grand Rapids.

From Grand Haven Tribune.

The merchants of Grand Haven have accepted the invitation of the Grand Rapids Retail Grocers' Association to hold their picnic at Reed's Lake on Aug. 3 this year, in connection with the merchants of Grand Rapids and Muskegon. The following committee was appointed last night to look after the transportation: Jurrien Ball, John Cook, Peter VanLopik.

The Tables Turned.

Mrs. Amsterdam—How Willie has grown!

Mrs. Columbus—Yes; isn't it wonderful?

Mrs. Amsterdam—Why, he's larger than his father.

Mrs. Columbus—Yes, indeed; I have to make over Willie's clothes for his father now.

When liquor goes to a man's head it usually finds itself in a lonesome place.

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—SAW AND GRIST MILL IN Rose City; ideal water power; no ice, no floods; both mills working full capacity; must be sold on account of health of owner; price, \$6,000; 10 per cent. off for cash. Address Ray Beach, Rose City, Ogemaw Co., Mich. 1

WANTED—BY A PRACTICAL MILLMAN, A good location for a small sawmill to do custom sawing, and where logs can be bought by the thousand, or would rent a small mill in good location. Address E. J. Gordon, Greenville, Mich. P. O. box 417. 2

TO PHYSICIAN OR DRUGGIST—IF YOU desire a good location and residence, correspond immediately with Dr. Lynch, of Manchester, Mich. 999

FOR SALE—CLEAN STOCK OF HEAVY and self hardware and groceries. B. Hancock, Cedar Springs, Mich. 998

BARGAIN—NEW \$35 SPRING-BALANCE, automatic, self-computing butcher's scale and two show cases. S. M. Vinton, 1103 S. Division St., Grand Rapids, Mich. 995

FOR SALE—PAYING DRUG STORE; GOOD location. Invoices \$1,500. Address No. 995, care Michigan Tradesman. 995

BUSINESS CHANCE—ON ACCOUNT OF advanced age I offer my bean elevator, machinery and fixtures, grain and produce business cheap; one of the best plants in the State and small investment; time granted if desired. Address I. N. Reynolds, Eaton Rapids, Mich. 994

TO RENT—STORE 34 WEST BRIDGE, BETWEEN Front and Court; steam heat; handsomely decorated; counters and shelving. Wesley W. Hyde, 617 Michigan Trust Bldg., Grand Rapids. 990

FOR SALE—GOOD BAZAAR STOCK. Enquire of Hollon & Hungerford, Albion, Mich. 995

FOR SALE—DEPARTMENT STORE DOING nice cash business. Must sell at once; have other business; town of 4,500. Address Box M, Three Rivers, Mich. 985

WANTED—GENERAL STOCK IN THRIVING town in exchange for 50 acre farm, with crops, three miles from city of Grand Rapids. Good buildings. Good soil for fruit and gardening. Write for particulars to 986, care Michigan Tradesman. 986

MODERN CITY RESIDENCE AND LARGE lot, with barn, for sale cheap on easy terms, or will exchange for tract of hardwood timber. Big bargain for some one. Possession given any time. Investigation solicited. E. A. Stowe, 24 Kellogg street, Grand Rapids. 993

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

FOR SALE—NATIONAL CASH REGISTER, very latest style with all improvements, at less than half price; terms to suit. Address Albert E. Docherty, 34 Sibley St., Detroit, Mich. 991

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. Reasons for selling given on application to C. S. Hamilton, Marshall, Mich. 982

THE SHAFING, 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

\$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

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

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

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 finishing goods; established cash trade; best store and location in city; located among the best iron mines in the country. The coming spring will open up with a boom for this city and prosperous times for years to come a certainty. Rent free for six months, also a discount on stock; use of fixtures free. Store and location admirably adapted for any line of business and conducted at small expense. Get in line before too late. Failing health reason for selling. Address P. O. Box 304, Negaunee, Mich. 913

FOR SALE—CLEAN HARDWARE STOCK located at one of the best trading points in Michigan. Stock will inventory about \$5,100. Store and warehouse will be rented for \$30 per month. Will sell on easy terms. Address No. 868, care Michigan Tradesman. 868

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

COUNTRY PRODUCE

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

MISCELLANEOUS.

WANTED—SITUATION AS TRAVELING salesman, commission or salary, clothing, boots and shoes, men's furnishing goods or groceries. Good references given. Address 998, care Michigan Tradesman. 998

WANTED—POSITION IN A GENERAL store; twenty years' experience; good references. Address No. 997, care Michigan Tradesman. 997

WANTED—A FIRST-CLASS TINSMITH. Must be capable of clerking in store. Single man preferred. Must give good references. No drinkers need apply. Address No. 992, care Michigan Tradesman. 992

WANTED—CIGARMAKERS, ROLLERS, bunch breakers, strippers and lady packers. G. J. Johnson Cigar Co., Grand Rapids. 989

WANTED—POSITION BY COMPETENT grocery clerk. All references. Correspondence solicited. A. T. Cooper, Hart, Mich. 984

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

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.

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.**

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.**

