

MICHIGAN TRADESMAN

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Volume XVI.

GRAND RAPIDS, WEDNESDAY, JULY 5, 1899.

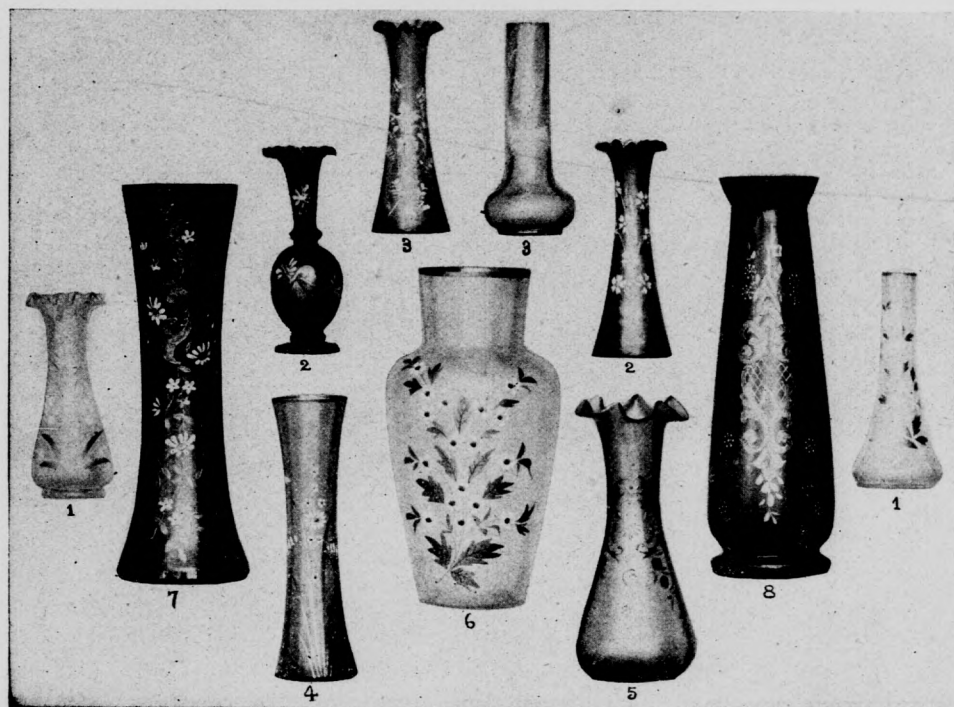
Number 824

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Assortments



1 dozen No. 1 & 2—height 7 inches, assorted shapes, green, amber and blue.....	\$1 00
1 dozen No. 3—height 7½ inches, assorted shapes, green, amber and blue.....	1 50
1 dozen No. 4—height 8½ inches, white body, beautiful decorations.....	1 50
1 dozen No. 5—height 9½ inches, light and dark green, elaborate gilding.....	2 50
1 dozen No. 6—height 10½ inches, light and dark green, assorted decorations.....	3 25
1 dozen No. 7—height 11½ inches, white body, liberal gold treatment.....	4 00
1 dozen No. 8—height 12 inches, moss green, neat variety of decorations.....	5 50
3¾ dozen.	6 50

No charge for package.

Less 10 per cent.....

\$1 00
1 50
1 50
2 50
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4 00
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36
43

Costs you
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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

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If You Would Be a Leader



handle only goods of VALUE.
If you are satisfied to remain at
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goods.

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UNDER THEIR YELLOW LABEL OFFER THE BEST!

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Bark measured
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perienced men,
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at it. Top prices
paid in Cash.
Call on or write
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MICHIGAN BARK & LUMBER CO., 527 and 528 Widdcomb Bldg.,
Grand Rapids, Michigan

MICA AXLE GREASE

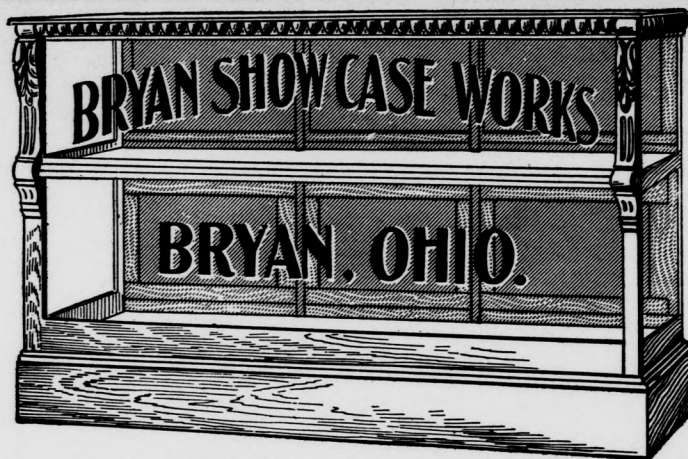
has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a 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**

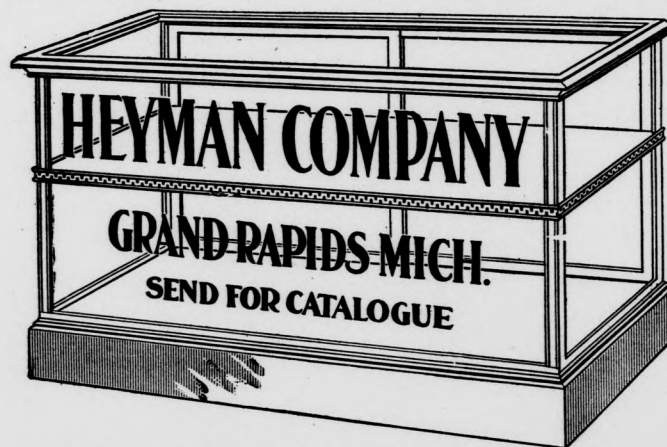
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STANDARD THE WORLD OVER**

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.



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



This Showcase only \$4.00 per foot.

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

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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.**

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, JULY 5, 1899.

Number 824

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicomb Bld'g, Grand Rapids, Mich.

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

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

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 13 to 17, 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 Advice
Collections and Commercial Litigation
GRAND RAPIDS, MICH.

Prompt and persistent attention to all kinds of commercial business.

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.

Tradesman Coupons

Save Trouble.
Save Money
Save Time.

IMPORTANT FEATURES.

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BUSINESS CONDITIONS.

The seasonable slackening of business activity on the approach of midsummer causes a lessening in the general volume of transactions, but the influence is less felt than usual in most lines. In some of the leading industries there is the annually-recurring question of wage adjustments and some are threatened with serious stoppages. Many works had anticipated the demands of the workmen by making such advances as the conditions would warrant, but there are enough who have failed to do this to bring the wage question into prominence as a factor in the situation. Naturally the demands of the workmen are for a liberal advance, from 20 to 25 per cent. in some cases. Such works as can use the interval profitably for needed repairs will leave the wage question open, with the men nominally on strike until the time comes for starting up again.

The change in the average of stock values has been upward by force of the generally favorable conditions which have caused the transportation lists to advance enough to more than offset the decline in the manipulated industrials. Distrust of the latter has made transactions small and prices have sagged accordingly. But the continued pressure for assured investment has kept the railway stocks active, and the advance has been quite general. This week's operations are badly interfered with by the closing of exchanges over Monday and the holiday. But foreign demand has advanced American quotations and the resumption of business is with every prospect of strength and activity. The clearing house totals for the month of June show its business to be 36.3 per cent. larger than last year and 51.4 per cent. larger than in 1892.

The close of the crop year has witnessed an astonishing movement of wheat from the farms. Western receipts in June have been 23,104,756 bushels, against about 4,300,000 last year, and less than 11,000,00 bushels in 1896, the largest June record since 1892, when receipts were 17,200,000, and in January last only 19,300,000; and, excepting the phenomenal May with its corner last year, there has been no other month in the first half of eight years with so large

a movement of wheat as that of June. Exports for the year have been about 222,000,000 bushels, larger than last year, but slightly below the highest ever known. The price has held quite steady.

In spite of threatened strikes the iron and steel industry still maintains most favorable conditions. The works are engaged for months ahead, many for the rest of the year, and are disposed to take no more orders at present. A few important contracts for future delivery are announced, including one from Russia for 180,000 tons of rails and some large building contracts in Eastern cities. The change in prices has been mainly in pig iron, which has again scored a remarkable advance.

In textiles there is much more business than is usual at this season, factories having large orders ahead and being impatiently pressed for delivery of some grades. A fall in cotton does not at this time cause hesitation in buying goods, as so often happens, presumably because the consuming demand is so strong and presses so closely upon stocks of goods. It is the general impression that unsold textile stocks are decidedly smaller than usual and further advances in woollens are expected if speculation continues to raise the cost of wool. Sales at the three chief markets have been 36,179,900 pounds in four weeks, which is far beyond the consumption in Eastern mills, and it does not appear that a large proportion of the buying is by manufacturers. The shoe shops are also generally crowded with orders so far ahead that owners hesitate to engage themselves further, lest prices may change to their disadvantage. Last week's shipments, 108,040 cases, were the largest ever made in a week, and in four week's shipments—of 400,875 cases—have also been the largest ever made in any month. Prices have not changed for shoes or leather.

Grand Rapids Retail Meat Dealers' Association.

At the regular meeting of the Grand Rapids Meat Dealers' Association last Thursday evening the Committee sent by the Grand Rapids Retail Grocers' Association to bring the matter of closing the grocery stores and meat markets on each Thursday afternoon during August was received with open arms and, at the conclusion of the discussion which followed the presentation of the subject by the Committee, it was unanimously decided to join the grocers in establishing a half holiday during the time stated, providing the Retail Grocers' Association voted to do the same thing.

The several Picnic Committees made reports, noting progress in the work, all of which were accepted.

P. HILBER, Sec'y.

A Cure For Blues.

"When I get utterly low spirited," said the nervous man, "I find a spin on my wheel does me a world of good."
"It is the exercise," said his friend.
"I think not. I am so glad to get home alive that I feel good all the rest of the day."

There are said to be sixty-four varieties of sandwiches—not counting the railroad-station kind, some of which are edible.

THE ADVANCE IN IRON.

The iron industry of the country has probably experienced the most remarkable period of its history during the first half of the present year. Since Jan. 1 there has been a constant increase in production, except that special conditions reduced the pig iron output for a few weeks in the winter. On June 1 the furnace capacity was 13,000 tons a week greater than on Jan. 1, but manufacturers' stocks and warrant stocks had been diminished 356,000 tons during the five months. An increase in capacity will probably be shown for June.

Despite the large increase in the furnace product it has not been equal to the demand, and stocks on hand have been drawn down to almost nothing. During the early months of the year there was a slow advance in prices, but in the spring they started up violently, and during the past six weeks manufacturers have sent them higher by greater jumps, as the furnace capacity became sold further into the future and the necessities of consumers appeared to increase. The most substantial advance has occurred during the past month.

A special meeting of members of the New York Mercantile Exchange was held last Wednesday to direct attention to the efforts of the National Dairy Union to secure a revenue tax of 10 cents a pound on oleomargarine, instead of the present tax of 2 cents. W. K. Boardman, Vice-President of the Union, in an address to the meeting, said that thirty-three states now have laws prohibiting the manufacture and sale of oleomargarine when it is colored yellow, but despite these statutes the manufacture of the article is still growing, and this year the output will be doubled. In some states it is impossible to enforce the prohibitory law. Congress has no power to pass a national act similar to the state prohibitory acts. It can, however, impose a tax on oleomargarine, and if the tax is put up to 10 cents a pound it will make the cost of manufacturing oleomargarine equal to the cost of butter, and there could then be no inducement to sell the bogus product for the genuine. The meeting adopted a resolution endorsing the objects of the National Dairy Union, and recommending that the Representatives in Congress from New York State make every effort to have the federal tax on oleomargarine increased to 10 cents a pound.

"Give me liberty or give me death," is not the cry of a woman seeking separation from her lord and master. Her watchword is: "Give me liberty and give me alimony!"

There are old sinners who feel so much at home when they stray from the paths of virtue that they scarcely realize their transgression.

It is hope that helps a man to live on nothing a day while awaiting the unremitting unkindness of friends who have been written to.

If some men would remember the answers to half the questions they ask, they would have a liberal education.

Dry Goods

Troubles of a Merchant Who Tried Farming.

Written for the TRADESMAN.

A dry goods merchant who rather leads in his line in the city where he does business called me into his office one day last week and asked about camping possibilities at a well-known resort many miles away.

I knew of a cottage which could be leased for a short time, and so asked him how long he wanted to remain away.

"Unless I change my mind," was the reply, "I'm going to stay until the snow is a rod deep on the level."

As he threw out his arms in gestures of disgust, I noticed that the palms of his hands were red and blistered, and that his usually well-kept nails were black and broken. The end of his aristocratic nose was also red and inflamed, and one eye was swollen half shut.

"What have you been doing to yourself?" I asked, with the freedom of an old acquaintance. "You look as if you had had camping and fishing enough for one season."

"Well, I haven't been out at all," said the merchant, "but I'm going, and I'm going to stay until the ground is frozen to the depth of half a mile. Yes, sir, I'm going to fly for my life! Going to disappear from the haunts of men to get out of the sight of a little old acre of land—a stony acre, with tall weeds all around the edges and a soil of clay hard enough to armor a battle ship. And I'm not coming back until the beautiful snow is a rod deep on the scene of my sufferings."

I thought for a moment that my friend had been drinking, but a closer view convinced me that he was entirely sober and very much in earnest.

"What's up?" I asked. "Been into another of your schemes?"

"I've been in search of health," was the reply, "and the daily dose has been an acre of land, taken three times a day with a hoe, with striped potato bugs on the side. Don't I look it?" he demanded, holding out his hands for my inspection. "See here. I wore this hide off because I thought I could improve on the Creator's idea of an acre lot. He left it hard, with green stuff of one sort scattered around on it, and I took a notion that I wanted it soft, with another kind of green stuff growing on it in rows. What does a man get when he goes up against one of the great facts of Nature? Gets left, doesn't he? Well, I went up against a sun-browned, bug-baunted, stone-infested acre of ground, and I got left. I wish I could get a large, coarse saw somewhere and cut a smooth trench all around that acre and grease it and push it down into the eternal fires."

"So you went to gardening last spring?" I asked with a smile, for I have myself had experiences of that sort.

"Yes," was the sad reply, "I got enthusiastic on the subject of real air and fresh vegetables. I have been a baunted man ever since. You see, I had a hard winter of it in the store and my wife got anxious about my health. Long before the frost was out of the earth she began talking about the sweet breath of growing grass, the restorative properties of golden sunshine and the healing aroma of the damp, sweet soil. She talked and talked and talked until I fell

a victim, and even became enthusiastic, as I mentioned before. We figured on selling enough early vegetables to pay for the plowing and the seed, so that what we consumed wouldn't cost us a cent. See?"

"And you did, of course?" I asked. "Say," was the wrathful reply, "if I'd put in my time far up in the blue vaults of heaven pushing snow clouds over South Africa at a cent a month I'd made better wages. When I bought the land, the owner said a little clay had been mixed with the soil to give it staying qualities and talked just as if he'd had that part of the earth's surface made to order. I found this clay story to be the only true story he told, for the clay is there, and it possesses staying properties. When the sweet corn came up, or started to come up, rather, I had to take sections of railway iron and wedge into the openings I made with an ax around the tender blades. Otherwise the staying qualities in the soil would have held them so fast at the surface that the ears would have developed about six feet under ground."

"Remarkably hard soil," I observed.

"Hard!" echoed the merchant. "I took my hoe down to the barber shop and got it honed, so I could shave the weeds off the surface. I tried to dig it first, but the land was so hard that the hoe doubled up like a church in a cyclone and never made a dent in the ground. This was in dry weather, of course. When it rained I went over my shootops in the healing aroma of the damp, sweet soil my wife had been talking about all the spring, and one day they had to get a stump pulling machine to lift me out, and I left my shoes there at that. If the former owner didn't lie about the fertility of the soil, I'll find a stock of men's tan colored shoes there next year. I mean to examine the agricultural and patent office reports this winter and find out what to use in fertilizing a growing crop of number eight shoes."

"That sort of land raises good crops," I ventured.

"That depends," was the reply, "on whether the business manager is next to his job and whether his wife wants to be at the top of the column and next to pure reading matter all the time. You see, at first my wife worked up there to encourage me; then she got interested. She planted funny little rows of carrots and beets all around in the potatoes and had her own ideas about raising popcorn. After we'd pried the first tender shoots of the corn out of the earth's adamant crust, I took a man and a four horse team up there to cultivate it. The fellow sat on the fence a while and made faces and laughed and wanted to know where my balloon was. He said the horses would have to be kept in the air most of the time, being as they couldn't work all the right, acute and obtuse angles in those rows without being cut in two and rigged up with two heads and two tails. I sent him away, and we've been toying with those crooked rows ever since. I've broken my back and the fourth commandment picking strawberries, blistered my hands planting potatoes and filled my eyes with bugs and dust pulling weeds, and now I'm going camping."

"Why don't you give up the garden?" I asked.

"I can't," was the reply. "My wife won't let me. She says she ain't going to let any old acre of ground triumph over her, and she goes up there in a last

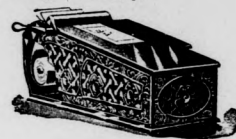
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by which, through a manifold system, you can not forget to charge things sold. Satisfactory Store and Time-saving Systems for store checks, factory orders, requisitions, shipping bills, or any business requiring a copy. Enquiries and orders attended to by

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Now is the time to buy. Bags are scarce and very firm in price. They may be higher in a very few weeks.

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10 cents

Is all you have to ask for those extra fine jersey ribbed Bathing Trunks we are now offering. Your choice of colors, Grey or Ecru. Perhaps you have calls for Bathing Suits. We have them to retail at the following prices:

Ladies'	\$2.25 to \$5.00
Misses'	1.25 to 2.00
Men's	.50 to 3.00
Boys'	.50 to .75

VOIGT, HERPOLSHEIMER & CO.,
Wholesale Dry Goods, Grand Rapids, Mich.

Suppose

A lady should come into your store and ask if you had any good spices; could you let her have them? You certainly could if you handled

Northrop Brand Spices

which are the best and purest spices ever manufactured. Ask your jobber or any one who has ever handled them. Manufactured by

Northrop, Robertson & Carrier, Lansing, Mich.

year's hat and a grim smile and hoed and pulls weeds until all the neighbors are talking about what a brute I am to make my wife work in the field like a horse. I feel obliged to go out with her occasionally to keep up appearances, and I've lost more than a thousand dollars' worth of trade this summer by being away from my place of business so much."

"Is your wife going camping with you?" I asked.

"You bet she is," was the reply. "She's going if I have to put her in a packing case and send her by express. She's got the children all worn out working in the hot sun, and one of the boys told me confidentially last night that he was going away to be a pirate. As a health producer the land is not a success, and when I get back I'm going to give it away to a man that got me into the newspaper business once. I've always wanted to get even with him. Talk about your ambient air and the breath of new-mown hay! It's more like arnica and paris green. I dream of cut worms and potato bugs, and when I awake in the morning I feel as if I had been on a bender for a month. You'll never catch me trying to improve on the works of the Creator again. If He wants that acre to grow to weeds, it can do so, for all me."

When I left the store he was busy with railway maps and guides, and the next time I called he had taken his departure, family and all.

ALFRED B. TOZER.

The Dry Goods Market.

The demand for staple cottons is about the same day after day, with practically no variation whatever. Jobbers are buying a little, and converters and manufacturers, while not heavy operators in any sense of the word, are buying a little more. Prices are accepted as quoted, and no questions are now asked. Exporters are having a hard time to find supplies for their business, and are scouring the market for goods. Heavy brown sheetings and drills are firm in all makes, and light weights share this condition. There is, however, a little tendency in the buyers' favor in fine gray goods, 1-16c less being accepted than a week ago. Fine and medium bleached goods are firm, and a moderately good business is being accomplished.

Prints and Gingham—There is a fair business coming forward for fall prints and dark fancy calicoes. The call is for the several grades, giving preference to no one apparently. There has been a particularly good demand for whites in all fabrics, but particularly for white lawns, and it is reported that all of the leading white goods departments have more orders than they can possibly hope to fill. The jobbers are now beginning their annual clearing out sales, and this week and next are likely to be the busiest of the season. Domestic agents do not expect to receive duplicate orders quite as early as this, but are turning their attention to the preparation of styles for 1900. It is expected that the various fabrics known collectively as outing flannels will be used extensively for suits and jackets for the spring of 1900.

Dress Goods—With the exception of a few of the large operators who have made very fair provision for their wants, buyers have yet to purchase a very considerable proportion of the goods they will require. As a rule the mills, both at home and abroad, are

quite well engaged, and manufacturers are making the most of the respite given them by buyers to prepare themselves for the supplementary orders yet to come forward. The distribution of homespun, plaids, crepons, serges, cashmeres, venetian and kersey cloakings goes forward in a fair way, prices everywhere being very strong. The outing flannel is a fabric that is receiving some consideration, and it looks as though this class of goods will come into use during the present summer season for tailored suits for the fair sex, and houses in a position to furnish handsome lines immediately should be able to work off a good sized yardage of these attractive, hot-weather goods. It is said that the coming spring season will see some handsome lines of outing flannels brought out.

Underwear—There has been no difference in the demand for duplicates of low grade fleeced underwear, even although the first deliveries were not up to the samples sold from. There has been quite a lively time, however, among the agents trying to get the mills to supply goods that were up to standard. This is the only way in which they can hope to secure good orders next season for this or any other lines they may make. If the buyers are given stuff so inferior that they can not use it they will not attempt to do business with the same house another season.

Carpets—Ingrains are receiving a much larger share of attention, and some of the best makes are likely to be advanced soon. It looks now as though many of the carpet mills had already booked sufficient business to keep them busy for several weeks. The average manufacturer, while he might have wished for higher prices for the initial orders, begins to realize that the wave of real improvement has at last struck the carpet industries, and it will be more difficult for the buyers to obtain goods at opening prices. All material is advancing, and with the demand for goods constantly increasing it is a favorable time for all lines to hold for higher prices.

Lace Curtains—Lace curtains continue to receive a very fair share of attention for this season of the year, and later on the trade anticipate the largest business since this line became a feature among American manufacturers.

The Carpet Trust.

We are informed by parties in a position to know that efforts to complete the organization of a carpet trust have been deferred until later in the season, as Messrs. Flint & Co., the promoters, do not consider the present time as favorable as a later one. It is claimed that the organization can easily obtain control of a sufficient number of the larger mills, who have previously given options, and when the effort is renewed later, it will be carried through to a complete success, notwithstanding the many criticisms of the promoters' efforts.

It is intended eventually to organize the rug manufacturers into a trust, first as a separate organization and later absorb it with the general carpet trust. It is claimed that ample capital stands ready for the underwriting of the trust when Messrs. Flint & Co. are prepared to push it.

It is the opinion of several carpet manufacturers, however, that the trust is a long way off in the future. They believe that with increasing prosperity there is less occasion for trusts, and that the manufacturers generally are working more in harmony for advanced prices, which will permit of a living profit to the individual manufacturer.

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SWEET; RICH. \$35 PER M. SEND MAIL ORDER.

THURLOW WEED CIGAR. \$70.00 per M. TEN CENTS STRAIGHT.

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A CIGAR TRUST

S. C. W. cigars are NOT made by a trust, but you can trust S. C. W. cigars.

They are sold by all jobbers we can trust, and we trust the dealer whom the jobber can trust will give them a trial.

G. J. JOHNSON CIGAR CO., Grand Rapids.

Vinkemulder Company

Jobbers of

Fruits and Vegetables



This represents a small corner of our establishment, as it appears twice a day—morning and afternoon—after receiving our fresh supplies from the market gardeners and fruit growers, to meet the requirements of our numerous customers. If you are not on our list of patrons, and wish to do business with the leading house in the fruit and produce line, we invite you to write for our weekly price list and give us your standing order for daily or weekly shipments.

Around the State

Movements of Merchants.

Saginaw—N. J. Fuehr, grocer, has removed to Turner.

Saginaw—T. W. Denton has sold his grocery stock to Smith Bros.

Ann Arbor—Miller & Pray have purchased the grocery stock of Miller & Smith.

Traverse City—M. E. Ellis succeeds Nelson Spichiger in the confectionery business.

Cassopolis—The meat firm of Tase & Black has been dissolved, Mr. Tase succeeding.

Hemlock—Frank A. Schulte & Co. succeed Wm. Pohl in the drug and grocery business.

Delton—H. O. Lester & Co. are closing out their grocery stock and will retire from business.

Clarksville—Will M. Clark, of Saranac, will shortly engage in the drug business at this place.

Ovid—Hurd & Stewart have taken possession of the drug stock recently purchased of Ed. Beebe.

West Millbrook—Pattison & Harrison have engaged in the general merchandise business at this place.

Ann Arbor—M. S. Freeman & Co. are closing their bazaar store at this place, shipping the stock to Central Lake.

Clio—C. H. May & Co. have purchased the private bank of J. L. Cuny & Co. and consolidated it with their own bank.

McBain—S. A. Howey has sold his furniture and hardware stock to Slocum Bros., of Shepherd. The purchase also included store buildings.

Hudson—F. G. Stowell has purchased the interest of Frank Horton in the shoe stock of Stowell & Horton and will continue the business in his own name.

Parsballville—L. E. Smith & Co. have sold their general merchandise stock to Glaspie & Bravener, who will continue the business at the same location.

Ypsilanti—Wm. H. Smith has resigned his position as instructor in the Pontiac high school to engage in the drug business with his father, John Frank Smith.

Dowagiac—L. N. Smith has sold his hardware stock to F. B. Clark, of Lowell, who will continue the business under the style of the Clark Hardware Co., Limited.

Benton Harbor—Henry Siles, of Chicago, has purchased three lots on McAllister avenue of E. D. Moore and will erect a meat market and grocery store on the property.

Ionia—Geo. B. Fleming, for many years employed in the grocery store of W. C. Snell, has purchased the interest of his partner and will continue the business in his own name.

Bad Axe—F. W. Hubbard & Co. have about completed arrangements for opening a new bank in Kinde. Plans have been prepared for a new building and the work of construction will soon be commenced.

Traverse City—James Sullivan, who recently sold his meat market on Front street to A. E. Bingham, has purchased the South Side meat market of George Childs and will continue the business at the same location.

Albion—A. E. Richter and John A. Wilson have formed a copartnership under the style of Richter & Wilson to engage in the dry goods business as soon as the store building leased by them can be remodeled.

Manton—W. Elevier has sold his general stock to Geo. M. Brooks, who will continue the business at the same location. Mr. Elevier has leased a store building at Pontiac and will engage in general trade there about July 15.

Calumet—C. J. Wickstrom, J. A. Larson, H. Erickson and I. Niemi have organized a stock company, with a capital stock of \$25,000, to engage in the general merchandise business under the style of Wickstrom, Niemi & Co.

Howell—Winton B. Fishbeck closed his clerkship last Saturday night at C. A. Goodnow's and is now doing business for himself as Fishbeck & Son's. Mr. Fishbeck has been employed by the general merchandise firm of Hickey & Goodnow ten years and was an active and efficient clerk.

Holland—A. VanPutten has purchased the interest in the tub factory of A. VanPutten & Co., formerly owned by John VanDort and William Venhuizen. The members of the new firm are A. VanPutten and James DeYoung, who will continue the business under the same style as before.

Barryton—J. E. Geiger, of the furniture and hardware firm of Wilson, Geiger & Co., was married last week to Miss Jeanette Edgar, of Lakeview, who for the past two years has occupied the position of book-keeper and stenographer for the general merchandise and lumbering firm of Plato, Renwick & Co.

Saginaw—The corporate style of the wholesale grocery corporation known as Melze, Smart & Co. has been changed to the Smart & Fox Co., and the capital stock has been increased from \$50,000 to \$100,000. The jobbing drug business which was established in connection with the house about a year ago will be continued under the name of the Saginaw Valley Drug Co.

Alden—The general store heretofore conducted under the style of the R. W. Coy Estate will hereafter be known as the Coy Mercantile Co., Limited. The new company was organized July 1, with a capital stock of \$8,181, all paid in, and the business will be managed by Chas. H. Coy. The business was established in 1870 by the late R. W. Coy, who carried it on in his own name until his death in 1896.

Sault Ste. Marie—The Chippewa Hardware Co., Limited, is the successor to the old Ferguson Hardware Co., Limited. The capital stock of the new company is \$25,000, all paid in. The officers and directors are: Chairman, F. B. Chesbrough; Treasurer, Geo. E. C. Seaman; Secretary, C. W. Given; Business Manager, F. M. VanLiew. All of the gentlemen were identified with the old company, and are well and favorably known and responsible business men.

Benton Harbor—The premium, stamp and coupon business will be ended in this city after August 1. The merchants of Benton Harbor so decided at a largely attended meeting last Friday evening. An agreement was drawn up providing that no trading stamps, silver checks or any other gift enterprises should be used for a period of one year from August 1, 1899. The merchants who were present signed the paper and the chairman appointed a committee of C. L. Young, C. J. Peck, and J. T. Owens to wait on the remainder of the city merchants. The gentlemen present were heartily in favor of the new plan of abandoning a useless business and the local papers were complimented for the stand they had taken in the matter. A

meeting will no doubt be called later for the purpose of forming a permanent business men's organization. All of the names of the business men who signed the agreement will be published when the list is completed.

Manufacturing Matters.

Bay City—Chas. Schweikle succeeds Schweikle Bros. as manufacturers of and wholesale and retail dealers in tobacco and cigars.

Ithaca—The Ithaca Roller Mills Co. has been incorporated with a capital stock of \$20,000 by W. F. Thompson, E. W. Kellogg, J. B. Crawford and A. E. Pinney.

Detroit—A. Posselius & Co., furniture manufacturers on Gratiot avenue, are figuring with the citizens of Plymouth to remove their factory to that place. The firm employs about 200 men and asks for a bonus of \$25,000 from the village.

Detroit—The Royal Separator Co. has been incorporated with \$25,000 capital, all paid in, to manufacture and sell cream separators. The stockholders are George H. Paine, 1,999 shares; Fred J. Blakely, 50 shares; Richard C. Richards, 1 share.

Detroit—The Steel Bath Manufacturing Co. has filed renewed articles of association. The capital stock is \$100,000, of which \$67,000 is paid in. The incorporators are George Booth, A. D. Benjamin and F. D. Benjamin, of Toronto, and W. E. Booth and C. H. Booth, of Detroit.

Detroit—The Rainbow Color & Chemical Co. has filed articles of association with the County Clerk. Its object is to manufacture, purchase and sell acids, chemicals, colors and dye stuffs. The capital stock is \$10,000. The incorporators are Theodore H. Eaton, Benjamin F. Geiger, David T. Gray and Rufus W. Clark, Jr.

The Drug Market.

Opium—The advance reported last week is well maintained and the article may be called firm, on account of higher prices in primary market.

Morphine—An advance is looked for, but has not yet been announced by manufacturers.

Quinine—Outside holders are selling under manufacturers' prices.

Cinchonidia—Has again advanced and now costs the same as quinine.

Carbonate Ammonia—Has been advanced by manufacturers.

Aqua Ammonia—Is also higher.

Glycerine—One manufacturer has advanced his price 1/4c per pound. Others are likely to follow.

Oil Peppermint—Has advanced under good demand and the prospects of a light crop.

Roots—Golden seal is lower, on account of the new crop coming into market. Ipecac has declined.

Linseed Oil—has declined 1c per gallon.

Through Sleeping Car Detroit to Montreal.

On June 19 the Grand Trunk Railway System placed in service a new line of Pullman wide vestibule sleeping cars between Detroit and Montreal, leaving Detroit at 12 noon, reaching Montreal 7:20 a. m. next morning.

His Heavy Load.

Little Johnnie—You don't look like a strong man.

Mr. Billings—I'm not; why? Little Johnnie—Papa said the other day that you were carrying half the town on your books.

The Boys Behind the Counter.

Belding—John Rek, of Lansing, has taken a position as clerk in Fisk Bangs' drug store.

Ann Arbor—Dewitt C. Hathaway, who is employed at the Forest avenue grocery, and Miss Lizzie Goodrich, of Caro, were recently married at the parsonage of the Methodist church, by the pastor.

Alma—Arthur W. Brock, Jr., has entered the drug store of Sharrar & Mulholland and will endeavor to acquire the art of mixing and dispensing drugs.

Sparta—Arthur Gillett has taken a position in the drug store of Allen B. Way.

Three Oaks—Martin Reenders has resigned his position as clerk in the general store of H. L. Hess.

Benton Harbor—Chas. Francis has taken a clerkship in the wholesale grocery house of Kidd, Dater & Co.

Petoskey—B. C. Levinson has a new clerk in her clothing department in the person of W. J. Woodin, of St. Louis.

Ironwood—F. P. Rutherford, of Hurley, has taken a position with the Ironwood Cash Grocery Co.

Saline—Otto Bliss is now clerk at Unterkircher's pharmacy, Fred Koch having accepted a position with C. A. Sauer, at Ann Arbor.

Allegan—Frank Auer has taken a position with J. G. Stein, the grocer.

Mancelona—Roy Loudon, of Traverse City, is now employed behind the counter at P. Medalie's general store.

St. Joseph—Harry Dobberthein, the genial clerk in Zekind's dry goods store, and Miss Katharine Morelock, both estimable young people of St. Joseph, were married last Wednesday evening.

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

Plausible.

Tommy—Paw, what do they put water in stock for?

Mr. Figg—To soak the investors with, my son.

When a man is beside himself, he should never place much confidence in his companion.

UP
TO
DATE
CUTS
FOR ALL
PURPOSES
TRADESMAN
COMPANY
GRAND
RAPIDS

Grand Rapids Gossip

The Produce Market.

Apples—Southern stock in $\frac{1}{2}$ bu. crates commands 50c.

Beet Greens—35c per bu.

Beets—15c per doz.

Butter—Receipts continue to decrease, in consequence of which dairy grades have moved upward a notch during the past week. Dealers find no difficulty in obtaining 14c for fancy dairy and factory creamery at 17c is in better demand.

Cabbage—50@60c per doz., according to size.

Carrots—10c per doz.

Celery—20c per doz.

Cherries—On account of the scarcity of other fruits, the demand for cherries is strong, sour varieties having advanced to \$1.75@2.

Cucumbers—30@35c per doz.

Currants—60@75c for 16 qt. crate, either red or white.

Eggs—Candled stock fetches 12 $\frac{1}{2}$ @13c, while case count stock is handled on the basis of 11c. Not nearly enough eggs are coming in to meet the consumptive demands of the market.

Gooseberries—75c per 16 qt. crate.

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—40c per bu. for curly; 50c per bu. for head.

Muskmelons—\$1 per doz. for Little Gems.

Onions—Californias, \$2.40 per sack. Louisiana, \$2 per sack. Bermudas, \$1.25 per crate.

Peas—Marrowfats command 60c per bu. The crop is large and the quality fine.

Pieplant—60c for basket of 50 lbs.

Potatoes—Early Ohio are now in market, commanding 55@65c per bu.

Poultry—Broilers are lower, local dealers having reduced their paying prices to 14@18c. Fowls are higher, commanding 8c. Spring ducks are higher and in active demand at 11c. Old ducks are stronger and in better demand at 7@8c. Geese are not wanted at any price. Turkeys are lower, finding an outlet at 8@9c. Squabs are in good demand at \$1.50 per doz. Pigeons are in fair demand at 60c per doz.

Radishes—10c per doz. bunches.

Raspberries—Owing to the large demand and the unfavorable weather, prices have advanced very materially during the past week. Red berries command \$1.25@1.40 per 12 qt. case and black fetch \$1.10@1.25 per 16 qt. case.

Spinach—40c per bu.

Squash—75c per bu. box.

Tomatoes—\$1 per 4 basket crate.

Turnips—5c per doz.

Watermelons—Dealers are meeting with an unprecedented demand for stock on the basis of 15c for dinkys and 18@20c for 22s and 24s. The scarcity and high prices of small fruits naturally tend to stimulate the demand.

Wax Beans—\$1@1.25 per bu. The crop is not so large as was anticipated, but the quality of receipts is fine.

Whortleberries—Receipts thus far have been fine in quality, both size and flavor being above the average. Dealers look forward to a profitable season on the basis of \$2@3 per bu., the ruling price being \$2.75 per bu. or \$1.35@1.50 per 16 qt. crate.

The Grain Market.

Harvest has begun in the Southern States and has progressed as far as Ohio, middle of Indiana, etc. The quality, as predicted, is excellent. We received a sample of new red wheat which was fine. As stated, the quality is good, but the quantity is deficient. While in some sections advices come of wheat having gained in the last two weeks, other sections claim a deterioration, so the fact remains that the winter wheat crop will be deficient 150,000,000 bushels in the United States.

France will fall short 20,000,000 bushels, Russia is almost an entire failure, while Hungary is also short.

The last reports from our own State are not any better. In the Southern four tiers of counties, where we harvest 85 per cent. of the crop, the State report is only 49 per cent. of a crop. In the great Northwest they are having rather damp weather for the growing crop and with a smaller acreage in the spring wheat belt the shortage will be another 125,000,000 bushels. Still wheat keeps low. The bearish influence is the large receipts. The visible in wheat made an increase of 4,500,000 bushels. However, this is not all an increase, as there are three points added to the list of grain centers—New Orleans, Port Arthur and a point in Manitoba. If we take only the places of last week's report, the increase would be only 1,700,000 bushels. So the increase to-day for ten days instead of seven days is not extraordinary; still it was enough to start the bulls on a run while the bears improved their opportunity and forced prices down. However, we may state that cash as well as futures is about the same as last week.

Corn, owing to the unfavorable weather, keeps strong and it would not be surprising to see some rallying from present low level. We might add that in our report of last week we made an error by dropping a cipher; we said the corn crop would be 2,000,000,000 bushels, while it read 200,000,000 bushels—quite a difference.

Oats are rather weak, owing to the fine stand and the anticipated large crop.

Rye is weakening, as was expected. However, it is higher and stronger to-day than we thought it would be.

Local and domestic demand for flour has been very good, while foreign bids, owing to the very low freight rates the exporters get on wheat against flour, had to be declined. Here is a nice thing—flour has to pay about 7c per 100 pounds more than wheat and our Interstate Commerce Commission stands by and claims it can not correct this evil. Why the wheat should have this advantage is more than I am able to explain. Could the miller get the same rate on flour as the grain dealer gets on his wheat, the mills could run almost full capacity throughout the United States.

Mill feed, although there is plenty of good pasturage, still keeps up and orders have to be turned down because the mills can not turn out enough to supply the demand.

Receipts during June were 293 cars of wheat, 65 cars of corn, 39 cars of oats, 2 cars of rye and 16 cars of hay.

Receipts during the week were 83 cars of wheat, 12 cars of corn, 6 cars of oats, 1 car of rye and 4 cars of hay.

The mills are paying 70c for wheat.

C. G. A. VOIGT.

L. W. Wolcott, as attorney for the Kent Furniture Co., has offered the unsecured creditors of that institution 40 per cent. cash in full of their claims. The offer is conditional on all of the creditors accepting the compromise. It is understood that in the event of the offer being accepted, the company will be reorganized.

Shields, Peabody & Co. have engaged in the grocery business at Leroy, purchasing their stock from the Ball-Barnhart-Putman Co.

L. D. Randall succeeds C. W. Bacon in the confectionery business at 523 South Division street.

The Grocery Market.

Sugars—Raw sugars are weaker and have declined $\frac{1}{8}$ c. This makes the price of 96 deg. test centrifugals 4 $\frac{1}{2}$ c and 89 deg. test muscovadoes 4c. There has been no change in the price of refined since the reduction of last Wednesday, which was a great surprise and caused quite an unsettled feeling, some claiming that there is likelihood of there being a reduction on hard sugars, but others say that there will not be any break in values of hard grades. The total stock of sugar in the United States is 281,263 tons, as against 317,722 tons a year ago.

Canned Goods—There is an unusually brisk demand for about all varieties of staple canned goods. Sales for future delivery of all varieties have been far in excess of any previous season in the history of the trade. Spot trading is limited to small orders to fill broken assortments. The supply of all standard grades is small, as compared with previous seasons at this time, and the prospect for an advance in price on many varieties is encouraging. According to the present outlook, tomatoes, corn and fruits will be the leaders in the canned goods market during the next thirty days. There is a larger demand for California canned fruits in this market than for several years. This is largely due to the shortage of the peach crop in this section. There is no change in price of either corn or tomatoes, but the markets are very firm and stocks are well cleaned up. Peas are very firm, with practically no old stock to be had. It is now claimed that the pack in the Western States will be an average one and will partially make up for the shortage in the East. With the closing of the pineapple season dealers report an increasing tendency to firmness in prices on the canned product. Packers are disposed to advance quotations and a few will be unable to meet their orders. Since packing began, the price has been raised fully 25 per cent. over the opening prices. The market on string beans is firm, with an advance of 10c per dozen and the probability of a further advance. The sardine market is very firm. Packers say the actual cost of packing is \$3 per case for either oils or mustards, on account of the advance in the price of all raw material. The market is very firm, with an advance expected daily. The demand is very good.

Dried Fruit—The dried fruit market has been generally quiet during the past week. There has been, however, quite a little enquiry for apricots. As a large share of the 'cots are cured and ready for the market during the latter part of July and from then on through August and September, comparatively few are now to be had, and the effort to fill early orders has had a tendency to stiffen prices and some very high prices have been named, but until driers see fit to modify their quotations probably no business will be done. Exporters are sending in numerous enquiries, but so far no business has resulted. The demand from canners has ceased and the growers must either dry their fruit or lose it. The tendency is to create a slight weakness and will probably cause driers to modify their views regarding prices. Prunes continue quiet. Trade at this time seldom or never amounts to much, but will probably increase before the middle of July. The prospect for a liberal crop continues encouraging, so far as California is concerned. The raisin situation is unchanged, trade be-

ing quiet at previously announced prices. Advices from Europe state that the Sultana crop will be probably 30,000 tons, somewhat larger than last year, and, according to present indications, of considerably better quality. Recently much has been said about the retention bill which has just become a law in Greece. Under this law the government is empowered to retain from 10 to 25 per cent. of the current crop of the country. This is done with an idea of preventing a demoralization of prices during an unusually large crop year. The surplus stock thus retained is sold by the government for winemaking purposes and the farmers who have furnished the surplus share, pro rata, in the proceeds. Under the old system the government could retain but 15 per cent. of the entire crop. The crop this year is estimated to be a large one, about equal to the present crop of 160,000 tons. The world's consumption of this article has increased quite materially the past two or three years. In other lines there is no change of moment. Dealers expect but little trade during the next two weeks, as it will be light until the present receipts of fresh fruits are gone.

Molasses and Syrups—The demand for both molasses and syrups is fair, with no change in prices.

Nuts—Late advices indicate that filberts are quite likely to rule high. The estimated stocks remaining in Sicily are less than 6,000 bags. The coming crop is estimated at about two-thirds that of last year. The peanut trust is now perfected and a charter has been applied for. It is expected the trust will take possession of the various plants July 20. The demand is very good and the market is very firm, some grades showing an advance of $\frac{1}{4}$ c.

Green Fruits—The demand for lemons continues very good, but some dullness is expected after this week's holiday. The demand for bananas is slightly improved, but no change in prices is reported.

Rice—Japan rice has advanced $\frac{1}{8}$ c, with the demand good at the advance.

Hides, Pelts, Tallow and Wool.

Hides do not materially change. There is no extra demand or supply. As hot weather comes on the supply will probably decrease.

Pelts are in good demand at an increased value, while the supply is limited.

Tallow is quiet and in light demand, with no change in the market.

Wool is sought after, both East and West. Manufacturers and speculators are in the market. Prices are much stronger and higher. The London market is 5@7c higher on fine at its opening, which strengthens our market. Fine wools here are in low supply. The wool market shows more genuine activity than for the past seven years and the advance in price has evidently come to stay.

WM. T. HESS.

Wm. Harmon has opened a grocery store at the Soldiers' Home. The Ball-Barnhart-Putman Co. furnished the stock.

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

Some men remind one of a toy balloon; if they were pricked with a pin there would be nothing left of them.

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

Woman's World

Futility of Trying to Be the Whole Thing.

She is a stenographer in a down-town office, and is as fine a specimen of the modern business woman as one could wish to see. Young, strong, handsome, there is a joyous independence about her that makes the very meeting with her a pleasure as she swings briskly along to her work. The other day, however, I ran across her in a drug store, weary and worn-looking and a mere shadow of her former self.

"Good gracious!" I exclaimed, with that disgusting candor that always prompts us to tell people what they don't want to hear. "You are nothing but a rag, and a bone, and a bank of hair. Have you been ill? What's the matter with you?"

"Shirt-waists," she answered shortly and succinctly, as she paid for a bottle of nerve tonic, and, as we went up the street together she explained. "You see," she said, "it is like this: I suppose, in a way, I have always up to this lived pretty much like a man, so far as making myself comfortable is concerned. I work hard all day and at night when I went home I never tried to do anything but rest or amuse myself; but this spring I got the economy fever. In the house in which I board there are a number of delightful and clever women who have the loveliest clothes that don't cost them anything at all, hardly. They go down town and pick up something for 50 or 60 cents and convert it into the most stunning shirt-waist or tea-gown or fichu—things that would cost a dozen times as much almost if you bought them. Can't you see how demoralizing that is to another woman? I stood it as long as I could, but when I would see their smart shirt-waists that only cost 30 cents, and compared them with mine that were too long in the sleeves and hiked up in the back, and for which I paid \$3, I gave in and began to ask myself why I couldn't do that, too. I figured it all out on paper and saw myself saving enough on clothes to go to Europe on, and the mischief was done, and I succumbed to the temptation.

"Of course, I didn't tackle the subject without trepidation. Neither would a landsman undertake to navigate a ship without some misgivings. I had never constructed a shirt-waist and I felt myself just as competent to build a house as to make one, but I consulted the ladies of the house and they all assured me that any one with a grain of sense wouldn't have the slightest trouble, and, thus adjured, I rushed to my doom. I bought some silk and a cut-paper pattern and sat down to work out the puzzle. Did you ever read the directions on one of those iniquitous things? The riddle of the Sphinx is simple and lucid compared to it, and deciphering ancient hieroglyphics becomes mere child's play. For two solid weeks I moiled and toiled and perspired and wept and prayed over that beastly thing. I tried to fit notches with other notches that never by chance matched. I sewed up seams and ripped them out until I wore holes in the goods. I couldn't eat and I got so I would wake up in the night repeating over and over in my sleep, 'Cut the cloth according to the grain, work from right, notches out.' Finally, I realized I was on the verge of a nervous collapse and I finished the waist by pitching it out of the window. The

doctor thinks that with rest and quiet I shall recover, but it makes me shudder to think how close I have been to a lunatic asylum."

It happened that just at the moment we were passing some little street gamins, and one of them called out derisively to his mate, "Aw, I don't know. You're not de whole ting. Dere's other pies in de bakery."

"That's it," I said, with a smile, "that's the whole philosophy of life in a nutshell, if only we had sense enough to see it, but the trouble is we all want to be the whole thing and we honestly believe that we are. We can't be content to do our own particular little job in the world well, although goodness knows that is as much as we have any right to expect of ourselves, but must be forever jumping into somebody else's province and doing their work too.

"One might think, for instance, that any department of women's work offers sufficient opportunities, and that to be a good mother and wife and housekeeper or a satisfactory clerk or newspaper reporter or teacher would about keep any woman's hands full. But it doesn't satisfy her. The woman who has the care of a house and children imagines that she isn't doing her duty in the world, and living up to her privileges, unless she is tearing around the country lecturing on the advisability of opening up new fields of labor to her sex or unless she belongs to a dozen different classes for the study of the recondite and unknowable. The business woman, on her part, feels that she must be a housekeeper and seamstress and teach in the Sunday school and fill in her spare hours by chasing around after the poor and afflicted. Here we have the real reason of so many breakdowns and so much nervous prostration. Each woman is trying to represent in herself every variety of feminine enterprise and energy and to personally illustrate in herself every virtue. She might be any one or two or three of these things successfully, but when she tries to combine typewriting and pink teas and philanthropy and domesticity and politics she collapses. No woman can be the whole thing and keep out of the cemetery.

"This peculiarity isn't confined to women either, and it explains why the shrewd, hard-headed business man so often, and so strangely, we think, becomes the easy victim of the sharper. He has been a success as a doctor or grocer and he jumps to the conclusion that because he knows his own trade, he knows everything. He's just as good a judge of a horse as a jockey and he pays a fancy price for a spavined and wind-broken old roadster. He knows just as much about mines as anybody and a simple and honest miner sells him a salted hole in the ground. All of us know professional men whose earnings have gone in a steady stream for years in wild and idiotic speculation, because they imagined themselves as good financiers as the men who manipulate stocks and bonds. We have condoled with his brother who found out too late that his contract wasn't binding or that his deed was faulty, simply because he thought he knew just as well how to draw up a legal paper as a lawyer, and we have attended the funeral of the man who dosed himself to death under the impression that because he understood how to run a sawmill, he must, of course, be perfectly competent to treat a case of sickness. They were

sacrifices offered up on the whole-thing theory.

"After all, what a ridiculous vanity it is, and how many absurd forms it manifests itself in. I have heard people who claimed to be literary who always pretended to have read everything. 'Have you seen so and so in such and such a magazine or such and such a new book?' 'Oh, yes,' they would say. 'I always read everything new,' although the slightest subsequent conversation was sufficient to show their utter unfamiliarity of the thing in question. Sometimes the vanity takes the form of pretending to know every one of consequence, and they refer glibly to what the President said when they saw him last in Washington or that little witticism of Mr. Depew's 'when we crossed together on the Kaiser Wilhelm der Grosse' or the story that Mr. Jefferson or Nat Goodwin told one night at 'a little supper I was giving him.' 'Did you see the Dardanelles when you were in Europe?' a friend asked of the Parvenues. 'Oh, yes,' responds Mrs. P.; 'they invited us to dinner,' and the story has a cynical application to the army of snobs one meets everywhere, and particularly at the summer resorts, who claim acquaintance and intimacy with all rich and influential people and whose names they only know through the society columns. 'Oh, yes,' they say, 'we know Mrs. Croesus intimately and dear Mrs. Bullion is our dearest friend,' and they go on cheerfully supplying those ladies with fictitious biographies and imaginary plans until they find out you know better. Then they hedge with the assertion, 'But, really, last winter I didn't see as much of them as usual. My health was so poor the doctor absolutely forbade my going out and I had to decline invitations to their dinners and balls, although dear Mrs. Bullion insisted and said, 'Mary, without you,' etc. Can idiotic vanity and snobbery go any further than that? Yet it is a thing we run across every day of our lives.

"If there is a vanity that is laughable in pretending to try to be everything ourselves, surely there is something pathetic in the thought that we can never

be the 'whole thing' to any one. For a little while, perhaps, the mother is to her babe, but as soon as the little feet are strongly set upon the path of life he runs away from her. Other interests fill his mind, other things distract and allure him, and she takes her place as a part of his life, not its whole. For a short interval, during the blissful days of courtship, every woman believes she

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

Established 1780.

Walter Baker & Co. LTD.



Dorchester, Mass.
The Oldest and
Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND
CHOCOLATES

on this Continent.

Trade-Mark. No Chemicals are used in their manufactures.

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

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

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

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

Walter Baker & Co. Ltd.

Dorchester, Mass.



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Mills at Plainwell and Constantine, Mich.

is the whole thing to her sweetheart, and imagines that she is going to contradict the history of the world and be the one eternal exception to the rule. After marriage she finds out her mistake and that there must be other interests, other friendships, other loves. If she is a wise woman she accepts the inevitable. If she is foolish and narrow-minded and jealous, she rebels against it and makes her love a tyranny that in time her husband comes to dread and fear. It is a common observation that the new wife generally extends a frosty welcome to John's old friends and that she seems to have a latent smoldering jealousy of his family that a breath fans into flame. Women, too, are seldom in sympathy with a man's hobbies. It is her way of resenting the fact that she is not the whole thing to him, that there are other ties that bind except the one that binds him to her. Much of the unhappiness of married life comes from this, while many of the estrangements between parents and children may be traced to the mother's selfish desire to keep her children to herself and shut them out from the friendships and interests natural to their young lives. Sooner or later we must all realize that we can never be the whole thing or do the whole thing, and we should save ourselves an infinitude of trouble and regret if we accepted the fact and, doing the best we could in the little role assigned us in life, left the rest of the stage for the other players."

DOROTHY DIX.

Women and Work.

That Mr. Peck's recent article in the current number of the Cosmopolitan Magazine should have attracted so much attention can be explained only by the fact that the subject is one of eternal interest, for certainly the essayist only threshes over old straw, and brings forth no new arguments to support his position. In a previous article the same author entered a strong protest against the higher education of women, and the opening of college and university doors to them. In this he equally deprecates their entrance into the business and professional world, and would, if he had his way, relegate them all to a strictly feminine sphere, which he holds to be the nursery and the kitchen.

To any one at all familiar with working women, nothing is more absurd than the position that Mr. Peck assumes, that women rush into typewriting, and clerking, and book-keeping for the mere love of excitement and sensation, instead of staying at home, and being supported in luxury by a kind and loving father or brother. One would like to ask him how many women he has ever personally known who have left comfortable homes to go and drudge in an office, and live on the miserable pittance that they received for long hours over a typewriter or standing behind a counter? Isn't it an insult to the understanding of anybody to even claim that the woman who does that does it for any other reason than because the most grinding poverty compels her to do it?

But, to go farther than that, the idea of combating a woman's right to offer her labor in the market of the world, and to earn by her head or her hands what it is willing to pay, is to strike at the very root of human independence. She knows how to render service for which others are willing to pay. She can paint a picture, or write a story, or make music that add to the delight of

the world and for which it is willing to reward her. Shall she sit with folded hands, idle, just because she is a woman and a woman's work has no right to come into competition with a man's? The right of every human being to make the most of his capabilities is as indisputable as the right to breathe.

No one, not even Mr. Peck, would want to deprive the world of the work of a George Eliot, or a George Sand, or a Sara Bernhardt, or a Julia Marlowe, or a Rosa Bonheur because they are women. Still less right have we to deprive the women themselves of the riches and fame they have won; but beyond all these is the great, pitiful, toiling army of women who are not working for fame, who never hope to achieve even competence, but who work for daily bread, and for "the glorious privilege of being independent." What women, proud and high-spirited, suffered from enforced dependence in the days before so many avenues of work were opened up to them is among the tragedies that we hardly appreciate now at their full value of wretchedness. We have to put ourselves in the place of those who had

to eat, year after year, the bitter bread of dependence, who knew themselves as burdens, and who had to endure slights and humiliations because in the whole of God's great world there was no one willing to pay for their work. Contrast that with to day, where the woman of good sense has only to look about her and see what she shall do that is most congenial and, doing that, with her earnings achieve an independence that is as honest and respectable as her brother's and that is measured only by her ability. That is what work means for working women, and to try to represent it as the frantic raving of a restless and discontented sisterhood is the grossest injustice.

CORA STOWELL.

Chauncey Depew was recently asked: "How the deuce do you escape indigestion while attending so many public dinners?" The senator replied: "I never drink more than one kind of wine, I smoke only two cigars. I don't eat sweets and confine myself to the plain dishes and eat sparingly of those. My breakfast is a boiled egg, a glass of hot water, some dry toast and a cup of tea."

Unsolicited Testimonials.

W. R. Brice & Co., produce commission merchants, Philadelphia: "We received no Tradesman last week. We have come to the conclusion that we can not very well get Michigan news unless we get a Michigan paper that is wide awake. We receive all the Michigan trade papers, but none of them fill the bill like the Tradesman. We want last week's paper and every week's paper thereafter. If our subscription has expired, let us know and we will forward the coin."

W. Stitt, general dealer, Fair Oaks, Cali.: "I am in receipt of your notice, claiming \$1 due on subscription, which I think is correct. I therefore add another year's subscription, to the end that I may continue to keep in line with Michigan mercantile affairs."

Crawford Bros., druggists, Ithaca: "We enclose herewith our check for \$2, in payment for subscription to Michigan Tradesman in full to Aug. 10, 1899. The Tradesman is all right and has always been very satisfactory. Your record of our account, showing that we have been subscribers for ten years, is a reminder that we are growing old."

A man is always wanting something he can't get and is always getting something he does not want.

The President of the United States of America,

To

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

GREETING:

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

ENOCH MORGAN'S SONS COMPANY,

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

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

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

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

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

[SEAL]

ROWLAND COX,
Complainant's Solicitor

[SIGNED]

S. D. OLIPHANT,
Clerk



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E. A. STOWE, EDITOR.

WEDNESDAY, - - - JULY 5, 1899.

THE MILLENNIAL CENSUS.

Those hopeful persons who believe in the near approach of that golden age, or millennial period of peace and happiness for all nations and all men, see a realization of their earnest anticipations in the universal peace conference called by the Czar of all the Russias, and at this moment in session in the little kingdom of Belgium, attended by representatives of the great powers of the earth.

The dawn of the Twentieth Century has been held by fanciful theorists, who have by means of ingenious arithmetical calculation come to that conclusion, to be the closing up of the world's week of work and the beginning of its Sabbath of rest and righteousness. It has been stated by the ancient sacred seers that "a day with the Lord is a thousand years, and a thousand years is one day," and, therefore, after six thousand years of turmoil, travail and trouble, the millennium of peace and rest will follow.

The Nineteenth Century will close with the year 1900, but another hundred years must elapse before the six days of one thousand years each of the week of toil and tribulation of the whole of human history will have come to an end; therefore the world is in the last moments of its sixth day, and soon the millennial Sabbath, according to the reckonings of the chiliasts or millenarians will have dawned.

Whether or not we give any consideration to the fanciful and daring theories that have been put forth on this subject, they are more or less attractive to the imagination, and it may not be out of place to take stock of the human situation at what seems to be a most significant era in the world's affairs.

In all the six thousand years of man's authentic annals there has been little change in human nature. History begins almost with a murder, homicidal bloodshed is reported daily in these last months of the century that is almost ready to close. Despite the peace conference now in progress at The Hague, wars by the most civilized nations are still in progress, and although the pretexts upon which they are waged are framed to veil or conceal their character, they are just as ruthless and violent as ever in their methods and quite as destructive and demoralizing in their results.

Never before was the thirst for wealth more consuming or more generally prevalent. Men are just as recklessly and daringly ambitious as in any pre-

vious age and as unscrupulous in prosecuting their pursuit of wealth and power. All the crimes against which codes of laws have been framed and punishments pronounced in any age are quite well known to the courts of to-day, showing how human nature has clung to depravity and evil.

What is there in the invoice of the human situation which fits mankind properly to participate in a state of happiness and harmony, a heaven on earth? Does it not appear that there will have to be a vast deal of purging, of purification, before our race can reach that state which is meet in order that it should harmonize with the requirements of divinity?

It is claimed that man to-day possesses a vast superiority over his fellows of every other age in the possession of the light of knowledge, in science, and in the power to use the most potential natural forces and control them to his will. It is much to be doubted, however, if such claims are entirely valid. In the accounts of occult learning and magical powers possessed by men in the early ages it is possible that a knowledge and mastery of the forces of nature by the men of that period are referred to, and that their descendants of to-day have only rediscovered information known to men of the earliest ages.

In the hazy traditions of a most ancient past it is related that men enjoyed the favor and held special gifts from the celestial deities, but that these were finally forfeited and lost by human misconduct, and so men fell from the high estate of the Golden Age to the lowest point Divine mercy would permit, and then commenced the upward struggle to reach that blessed condition which is characterized as a redemption, a restoration, a salvation. There is little in the present situation to indicate that the period of millennial grace is nigh; but since Divine goodness and mercy are illimitable, it is possible that in a moment, in the twinkling of an eye, poor human nature may be made fit to realize and enjoy celestial glory.

According to the Chicago Chronicle the most gentlemanly cabman in Evanston will be presented with a \$25 gold medal on July 1, 1900. This announcement was made by Mayor Bates at the meeting of the Evanston council. The mayor said that the medal would be given by one of Evanston's prominent residents, who did not care to make his name public. Mayor Bates and Chief of Police Bartram are to be the judges of the gentlemanly actions of the cabmen. For some time much complaint has been made of the actions of the cab drivers at the depots when they are soliciting patronage. It is said the names of prominent residents would be called by the cabmen and that there is always a scramble for passengers. Mayor Bates said that many plans had been tried to remedy the evil, but that none had been entirely successful. It is now proposed to put the drivers on their honor and it is hoped that good results will follow. The actions of the jehus will be closely watched and the medal will be awarded to the one who is considered the most gentlemanly.

The Paris fire department has been provided with an electric wagon, which will carry eleven persons in addition to a supply of ropes and ladders. The vehicle was recently tested with a load of passengers and equipment and succeeded in maintaining a speed of fifteen miles per hour.

THE ONE ELEMENT OF TRADE.

In spite of the often repeated maxim that it takes two to make a bargain, it will be readily granted that the buyer is usually the one to clinch it. His is the want to be gratified, his the demand to be supplied; and whether the customer at the counter is to be considered or the order upon the manufacturer, the consumer is the one whose wishes are to be consulted all along the line.

It must be conceded, however, that the maxim and the law behind it are often lost sight of. The clerk who insists that he and not the customer knows what the latter only can know and who acts upon that idea not only loses the sale and a customer, but violates a principle as deeply seated as the everlasting hills. The jobber who "works off" his "job lots" upon the retailer who can't sell them soon comes to grief and the manufacturer who listens to the wants of his patron and makes him take what he, the manufacturer, thinks he ought to have will find sooner than he thinks that he has made a mistake.

The Tradesman on more than one occasion has commented upon this, and pointed its comments with modern instances. England has admitted that her loss of commercial supremacy is due, among other things, to the fact that she knew better than her customer what he needed and insisted on settling the question herself. Germany has always been troubled with the same complaint and it begins to look as if the United States is having symptoms of the disease. It is comforting to know, for example, that the American shoe, because it meets with the wants of the customer, is crowding out the clumsy and often undesirable article furnished by the English and the German manufacturers; but it does not make pleasant reading to see that the French shoemaker is keeping out the American shoe in Hayti because the Frenchman sends agents to find out what the peculiarities of the Haytian feet are. It is pleasing to learn that all sorts of cotton tissues from the United States are much more in demand in Hayti than European goods of the same kind; but it is also provoking to be informed that American manufacturers do not consider the peculiar tastes and preferences of the natives as thoroughly as they might. A class of goods known as "Indiennes" is taking the lead in the same market. The consumer objects to the color. Remove the objection and the sale of the article would materially increase; but so far the self-satisfied American manufacturer, like his English cousin, takes no heed of his customer's wishes. South Africa is improving her taste in music. She is calling for pianos and organs. The United States has entered into competition with Germany and England to answer the call. It is found that greater pains must be taken to adapt the woodwork of the instrument to the great changes in humidity, a characteristic of that climate. The German and English pianomakers are taking advantage of the requirement; but the comment made in regard to the American trade is that the United States could dispose of more pianos than she does if she would take the trouble to furnish what the customer wants.

These are a few of the many instances which exist to-day. Almost every branch of manufacturing interest can furnish similar examples. They all illustrate the same fact: that the customer is a secondary object of interest when he should be first. He decides the

question of trade, and that manufacturer and that nation who give due consideration to his decisions will be the ones who thrive most in the commercial interests of the world.

A TIMELY SUGGESTION.

The people of the United States are greatly concerned about the adulteration of food. Ninety per cent. of what they eat and drink has been found to be everything but what it should be. No calling having anything to do with the physical support of the body is above reproach. Acknowledging this ourselves, it is no wonder that the other nations of the earth, taking us at our own estimation, are pointing at us with the withering finger of scorn. Self-condemned, a little of this outside reproof goes a great way; and when a certain limit has been reached the country wonders if she is the only guilty party in this underhanded method of getting gain. The wonder has led to investigation and the outcome shows that the cheating is not confined to the United States. England, for instance, is considering the matter, first-class restaurants in France have been found making use of something resembling embalmed beef and even Germany, whose morbid fear of being poisoned by American pork has excited the ridicule of the civilized world, finds that now and then a German pocketbook is waxing fat at the expense of the over confident German stomach.

To state it broadly, the evil is universal, and the consequences are equally so. First-class American manhood—and the world knows nothing better—can not be produced and maintained on 90 per cent. of adulteration. The American constitution, vigorous as it is, can not remain vigorous if the chances against it are as 9 to 1. The physical first gives way; the moral follows, stepping on its heels, and no argument is needed to prove that the healthiest brain in a body nine-tenths adulterated and fed with food equally bad will not continue to do the first-class work demanded of first-class American citizenship. If the American, through this adulteration, becomes a degenerate, nothing better can be expected from the rest of mankind, and it becomes a question of some moment whether it would not be well, in these days of international conferences, for the brightest minds to consider how best this 90 per cent. of body, mind and soul waste can be stopped.

This form of cheating, universal as it is, depends upon the principle of getting something for nothing. Each nationality has its own peculiar method and these methods can be best considered and prevented in this general clearing house of fraud. The United States understands best, perhaps, the profitable management of canned beef. England is good authority upon the chemical preservation of milk. Germany and the other countries have each their specialty in profitable investment, both of capital and brain. All these developments of a common principle, admitted, considered and decided upon, can only result in the betterment of mankind, and the suggestion that this good work be undertaken is both timely and profitable.

The Colonial Dames of Philadelphia and New York are still raking up the bones of their grandfathers and scrapping over pedigree.

Some men are born great, and some have to be elected.

LAW AND LIBERTY.

"Advances in Jurisprudence" was the theme of an address before the graduating class of the law school of the Yale University, delivered by Hon. John W. Griggs, Attorney General of the United States.

Mr. Griggs, in setting forth changes shown by the jurisprudence of the present day, as contrasted with that of earlier ages, finds that all the beneficial changes that have taken place are due to the softening, elevating and refining influences, upon human nature, of modern civilization. He sees that the present is peculiarly an age of amelioration. According to his view, to add to the comfort of mankind has been the object of engrossing study to many great and noble minds. Physical suffering, even when necessary, has been brought under the moderating effect of anaesthetics and improved appliances. Hospitals, asylums for the insane, reformatories for juvenile criminals, homes for the aged, schools for the blind, colonies for epileptics, institutions for the feeble-minded—these are some of the organized establishments provided by generous kindness for the relief of suffering and the beneficent improvement of the unfortunate and the afflicted classes.

The same humanizing influences, the Attorney General believes, have operated upon legislation to protect the people in their rights and to promote as much as possible the welfare of society. Thus the general health and safety of the community have become, within proper limits, objects of public concern, and statutes relating to sanitation, health, food, personal safety from accident, water supply and pollution, are now an important part of the statute law.

The state takes charge of the public drainage of our cities and compels them, as well as each householder, to conform to the sanitary arrangements of the dwellings to an approved scientific standard. It punishes by fine or imprisonment acts that tend to pollute the air we breathe, the water we drink, and the streets in which we walk. It exacts compulsory vaccination. It establishes and maintains quarantine. It forbids the sale of adulterated food. It regulates the height of buildings and the thickness of their walls. It subjects to inspection places of amusement and buildings where crowds assemble. It ordains fire escapes.

Government has compelled the use of safety couplers for connecting railroad cars. It has interfered, on grounds of humanity and public welfare, in behalf of the children who work in the mines and the factories, shortening their hours of labor and requiring unusual care to be exercised for their protection and safety. It now gives an action for damages for the death of a human being by wrongful act. To married women the law has been generous in extending full control of their property rights, and in abolishing the ancient feudal restraints which made the wife subject to the domination of the husband in all affairs of a business nature. Governing powers have abolished the debtors' prison and human slavery.

All this is in the line of the bettering of human conditions, and it has gone on hand-in-hand with scientific discovery and what is called civilization. But, after all, is it due to any improvement in the quality of human nature? Is not human nature as selfish as ever it was? Possibly men as a rule are not so cruel

as they once were. Doubtless Christian love and charity, operating through twenty centuries, have done much to ameliorate the conditions of human life; but there is another force that has had much to do with the changes that have been remarked in jurisprudence, and that is the discovery by the masses of the people of their power.

In the earliest times, the chief or ruler of a people was both judge and jury, and in many cases the maker, as well as the executor, of the laws. The laws were made to repress and keep down the people in the interest of a privileged few. As a result the laws were extremely severe, and the methods of administering them greatly to the disadvantage of the accused. The trials were often secret, the prisoner being deprived of the presence of his friends and of counsel. He was often tortured to force him to confess, and in that way prisoners who were innocent were driven to incriminate themselves.

The softening of legal severities was the result of popular revolution, and it was accomplished by slow degrees. Trial by jury was wrung by force from the English King John, in the Fourteenth Century, while torture was only abolished in England in the Sixteenth Century, and in some other parts of Europe in the Eighteenth. In the beginning of this century there were in the English common law some thirty offenses for which the penalty of death was provided; now there are none, except murder, treason, and in some states rape, and, perhaps, highway robbery, that are held to merit capital punishment.

All the ameliorations in the criminal codes are the result of aggressions by the people upon the ruling classes. It was seldom that the prerogative of power or sovereignty was voluntarily given up by the rulers. All the freedom acquired by the people was obtained by force after the people had learned their power.

Liberty to-day is the rule of the majority. The majority elects public officials and legislators, and dictates what laws shall be enacted. The minority is silent and powerless. Liberty is what a majority of the people ordain, and this liberty may go far towards enslaving the minority. Since a government where the people control is classed as a free government, it does not follow that any absolute standard is conformed to in the enactments of such a government. The only standard of liberty is the will of the majority, and when that will is executed broadcast and without mercy on the minority then are terrible things done in the name of liberty.

Then the law in any country where the people rule is the will of the majority, without regard to the wishes or interests of the minority, and it is only necessary to arouse the angry passions of the majority to see what fiendish work it is capable of. There is no despotism so terrible as that of a mob; but mob law and the historic "Reign of Terror" are the extremes of popular fury. The amelioration in the criminal statutes and in the methods of criminal procedure are not so much the results of any improvement in human nature as of the discovery by the people, who were the greatest sufferers from unjust laws and ferocious methods of enforcing them, of the fact that all governing power commences with the people, and, when the people combine, they can overthrow any and all governmental tyranny and despotism. It is this popular sense of

power that has made the great changes for the better in matters of government and has done so much towards solving the difficult problem of making law and justice mean the same thing.

But the people can go too far. The unrestrained will of the people can work injustice and despotism quite as terrible as was ever done by emperor or czar, or Oriental sultan at the head of his barbaric and resistless hordes. In the evolution of popular government, is it possible for it to pass through all the stages of constitutionalism to socialism, to anarchy, or nihilism? Such extremes are beyond possibility as long as selfishness is the ruling motive power in human nature. It will, under the light of popular education, prevent the human race from being again enslaved by the despot or by the mob. It is a sort of balance wheel that restrains society from either extreme.

RAILROAD BUILDING IN 1899.

The New York Railroad Gazette has been getting returns of the new railway construction for the first six months of the calendar year of 1899. The figures show a total of 1181 miles, which is an advance of some 90 miles on the work for the same period last year. This is not very inspiring, but it means that railroad building is actually on the increase, although progress is slow.

The Gazette expresses disappointment that the figures are not larger, in view of increased business activities and the low prices of money; but it should be remembered that a great deal of money has been lost in the imprudent building of railroads, as the terrible records of receiverships and bankruptcies for some years past show. Only such roads are being constructed as have been found necessary to meet the demands of trade, and very little of a speculative nature is being done.

The Tradesman agrees with the Gazette that it is too early to predict the total mileage to be built for the year, but if the proportion of last year's building for the first six months holds good as compared with this year, we may expect considerable increase over the new mileage of last year, which reached nearly 3,300 miles.

Cheap and haphazard methods of road improvement, earth roads and the employment of inferior material in order to save on the first cost—these and other objectionable features of earlier road-making should be abandoned for good and all by American roadmakers. As population expands, wealth increases and new devices of road locomotion come into use the demand for better highways becomes more imperative. It is no longer merely the wagon loaded with produce which is to be considered, but also the bicycle, the tourist's carriage and the automobile.

Recent researches with the aid of Roentgen rays on the movements of the stomach of a cat during the digestion of a meal showed in the most striking manner that any slight vexation of the animal stopped with surprising promptness and invariability gastric contractions and movements of every sort.

"Gelototherapeutists" is the name given to physicians who treat patients suffering from various diseases ranging from bronchitis to anaemia by prescribing hearty laughter. A medical journal suggests that there is a great opening for physicians in studying various ways of exciting laughter.

MILLIONS FOR EDUCATION.

Notwithstanding the common outcry at this season of the year, when the colleges of the country are turning out their graduates upon the country, that the youths who come out of the schools do not know how to earn a living, enormous amounts of money are being given to endow such schools.

Never were such endowments to educational institutions so generous and munificent. The Chicago Tribune mentions, in this connection, that since January 1, 1899, ninety colleges, academies and seminaries and eight art institutes have been the beneficiaries of public generosity to the extent of \$27,072,358, the figures representing only donations or bequests exceeding \$5,000.

The chief beneficiaries were Leland Stanford University, in California, which got \$15,000,000 out of the Leland Stanford estate; a bequest of \$2,000,000 for a female college in Boston and \$1,600,000 for Harvard University, near Boston.

The following art institutes have also shared in the record of generosity: Cleveland, \$750,000; Chicago, \$450,000; Charleston, S. C., \$100,000; Boston, \$100,000; Buffalo, \$50,000; San Francisco, \$17,000; Baltimore, \$5,000—a total of \$1,472,000. The donations to these institutions reach \$21,364,858 and the bequests \$5,707,500, making a total of \$27,072,358. The real extent of this public generosity may be more clearly estimated when compared with the total contributions in large sums to libraries, museums, charities and churches, which amounted to \$7,279,214. The total for the first six months of the year is \$34,351,572, which exceeds the total contributions of last year by \$10,366,672.

These vast endowments enable the schools which possess them to employ the ablest educational talent in the world, and they furnish the means for the establishing of great scientific laboratories, astronomical observatories and libraries and art galleries. Then scientific exploring expeditions can be sent out to make special studies in the topography and structure of our planet. With comparatively unlimited means many of the mysteries of nature and of human history are going to be unlocked and read.

There is opening up before the human mind an extraordinary era of research and discovery; but while the highly endowed universities will attract the greatest numbers of students, those to whom only the humbler colleges are open need not despair. The classics, philosophy, mathematics and the elements of the sciences can be got there as well as anywhere, and since most young men, when they leave school, must devote themselves to some practical life work, they can receive in the humbler colleges a mental training that will answer every purpose of a useful life.

The object of an education is to make worthy and intelligent citizens and useful members of society. That is all that can be expected of any college or university. No school turns out millionaires, nor do any teach men how to become rich, for that is not the chief end of man any more than it is the highest object of life. To be a good citizen and a useful member of society is the duty, as it is the highest requirement, of every American young man. They can educate themselves for these high commissions in any respectable American college, and they need not trouble themselves to seek out the schools that have millions of dollars of endowment.

Getting the People

About Sample Advertisements and Other Things.

A department of advertising is a very commendable feature in any trade paper. It adds to its value. An advertising department that shows its readers sample advertisements may be a good thing or it may not—it depends upon the advertisements.

"Boots and Shoes," a weekly for shoe dealers, runs an advertising department. Under the heading of "Original Advertisements," I clipped the one reproduced below:

A Clean Sweep.

With the coming of July comes something of a cessation in the rush for shoes. The season is on the wane and we feel that it is a case of "now or never" with us if we are to come out with clean stocks. A clean sweep is in order and a clean sweep it shall be.

All summer shoes are to be priced anew. Every pair will be reduced. We will sacrifice profits to insure a quick sale.

You know what to expect here in quality and style, and, now that the profits are clipped from the prices, you know that if you buy shoes here during July you will be money in. Come while stocks are ample.

Success & Co.
City Hall Square.

If this is a specimen of good advertising, then I must have missed my vocation. Read it through, and what does it tell you? "It's the dull season. We've got a lot of shoes on hand that we want to get rid of. We intend to sell them at close figures to bury them out." That good business, so far as it goes. But what shoes? How many of them? What were the prices and what are they now? Without this information the advertisement is like a cannon cracker without any powder—a hollow mockery. Prices, prices, prices! They are the things that make goods move. Genuine reductions, described specifically, will sell goods. All the shouting in the world, without the aid of prices, will not make a go of a clearance sale. About twice a year John Wanamaker clears out his odd lots of shoes. His store is crowded on the days of the sale. The shoe department is extended the whole length of the main aisle and sometimes overflows into the basement. How does he do it? By quoting prices. Every lot of shoes is described, its former price and present price are given. The people come because they know they can depend upon his statements, and because they know what to expect. There are two things necessary to the success of any firm's advertising—public confidence, obtained by advertising the truth, and public interest, obtained by advertising prices. The advertisement that does not tend towards these two ends is not a good advertisement, and I think my friend on "Boots and Shoes" will agree with me, when he comes to think the matter over.

The two advertisements reproduced below are instructive because of their

contrast. They represent almost the two extremes of advertising:

Up Go The Prices

I have just received notice of the advance in all grades of Watch movements. It is only a slight raise, but is the commencement of much higher prices in watches. Expecting this for some time, I laid in a good supply, and can still give you the same old prices as long as stock lasts. So if you are thinking of buying don't wait till supply is all gone and then pay 25 per cent more. Remember, I can sell you a good time-keeper from \$3 up. Come before they are all gone.

C. WOLFE,
HOWARD CITY, MICH.

If You Want Watches, Clocks, Silverware, Link Buttons, Rings and Jewelry,

... call and inspect
... my line.

Watch and
Clock Repairing.

Frank Mangold the Jeweler.

Compare them. Mr. Wolfe's advertisement is a plain, honest, direct statement of a matter of interest to prospective watch buyers. It is well displayed and well worded. It carries an air of conviction with it. The only possible improvement I could suggest would be that the heading should preferably read "Up Go Watch Prices," which would give a better indication of the subject-matter of the advertisement. Mr. Mangold's advertisement tells nothing that the public does not know already. It leaves the mind of the reader absolutely free from any inducement to patronize Mr. Mangold.

Which of these two advertisements would be more likely to induce you to buy goods?

If every writer of advertisements asked himself that question, there would be lots more good advertising in the papers.

The smaller towns have not a monopoly on poor advertising by any means. If this fact needs any demonstration, it is found in the advertisement reproduced herewith, which was clipped from a Detroit paper. You don't know what the advertisement is about until you are halfway through it. The open-

ing argument could be used in a shoe advertisement, a grocery advertisement or any other kind of an advertisement, and it wouldn't be much good wherever it was used. The gist of it seems to be that unless an advertiser advertises, the public won't know what sort of goods he sells:



It's
No
Use
Winking
At
A
Pretty
Girl

If you have on a pair of green goggles. You may know that you winked, but she doesn't; whilst we know that we have good pianos, unless we advertise you won't know it, so we advertise that we have Chickering, Mason & Hamlin, Hallet & Davis, C. J. Whitney, Waldorf and other pianos Style "E" Chickering is a winner.

The C. J. Whitney Co.,
143 Woodward Avenue.

This is a very wise conclusion, but it really doesn't interest the public very much. And the advertiser isn't even consistent, for, after assuring the public that they can't tell what he has until he tells them, he proceeds to tell them nothing. To the average prospective piano buyer, the name of a piano is meaningless, unless it is coupled with something distinctive of that particular piano. As a matter of fact, no two makes of pianos are alike. The Brown, perhaps, has a soft, delicate tone-quality, while the Jones has a louder and clearer tone-quality. The Smith is a piano for the music-lover—a truly artistic instrument. The Robinson is just a plain, ordinary piano, that is good enough for the girls to practice on—not expensive, but good value at the price. Not all of these pianos would suit any one person—people differ as much as pianos. But the way to sell these pianos is to talk about them as you would talk about other goods. Hunt out their strong points and hammer away at them until the public becomes familiar with them. The principles of good advertising and good merchandising apply just as forcibly to the piano business as to any other. It is unfortunate that it is conducted at present on a wrong basis—not having one fixed price to all—but that is an evil which is steadily righting itself. The house that has the courage to sell pianos at a fixed price, with a uniform cash discount, and the nerve to advertise that price, is on the high-road to success. The healthiest houses in the country are the ones who are doing business on this principle.

W. S. HAMBURGER.

Abram S. Hewitt, of New York, made the prediction in 1855 that the demands of the world would require 35,000,000 tons of pig iron by Jan. 1, 1900, and in a communication to the Baltimore Manufacturers' Record he now calls attention to the fact that this amount of iron ore was produced and consumed in the year 1898. The United States supplied just one-third of this amount.

Sensations of a Drummer Struck With a Sandbag.

"If I ever get to own a newspaper, there's one thing I'm going to try to bring about," said the St. Louis drummer as his hand went up to the back of his neck. "I've got a substitute for both hanging and electrocuting, and I'll work to get it adopted in every state where murderers are done to death. You'd never guess what it is, and so I'll tell you at once that it's the sandbag. The idea of using a sandbag as a deadly weapon was conceived by a crook, of course, but don't you make any mistake about its being brutal. It's the nicest, neatest thing to put a man out of the world with anybody ever heard tell of."

"You see, I've been right there and know what I'm talking about. It happened in Cincinnati two years ago. I'd been over the Rhine with some of the boys, and we got into a little row and became separated. I was making my way back to the hotel alone at midnight when a man stepped out of a doorway and struck me. I saw his arm rise and fall, and then I had the sweetest dream of my life. I dreamed that I had wings and was flying about, and there were green trees and babbling brooks and smiling meadows galore. By and by the dream faded and I opened my eyes. I was in a hospital, and had been unconscious for two hours. I smiled and felt at ease with all mankind. I was ready to give my last cent to the heathen in Africa. The hospital ward seemed to be a room in a palace, and I wanted to hug the doctors and nurses and tell them how much I loved them. I was able to go out after half a day, and there were weeks and weeks in which I carried a grin on my face and wanted to be doing good to humanity."

"I had been struck on the neck with a sandbag. Just another ounce of weight in the blow and I'd have been flying about yet. After being struck I was robbed, but I have never held it up against the fellow. Fact is, I'd hand him over \$25 if I could identify him today. He solved the problem for me. I want to die that way and no other. If judges and juries could only be made to realize how gaily I flew from tree to tree, and how the brooks gurgled and the meadows blossomed, they'd sentence murderers to be hit on the neck with a sandbag and then envy them their good luck. Since I got the blow I've gone around almost coaxing midnight prowlers to repeat it and bear on a little harder, but they've turned away from me to favor some better man. Right on the neck, you know—no pain, no blood, no yelling for the police. Down you go to become a cherub with golden wings, and the victim who isn't satisfied must be a hard man to please."

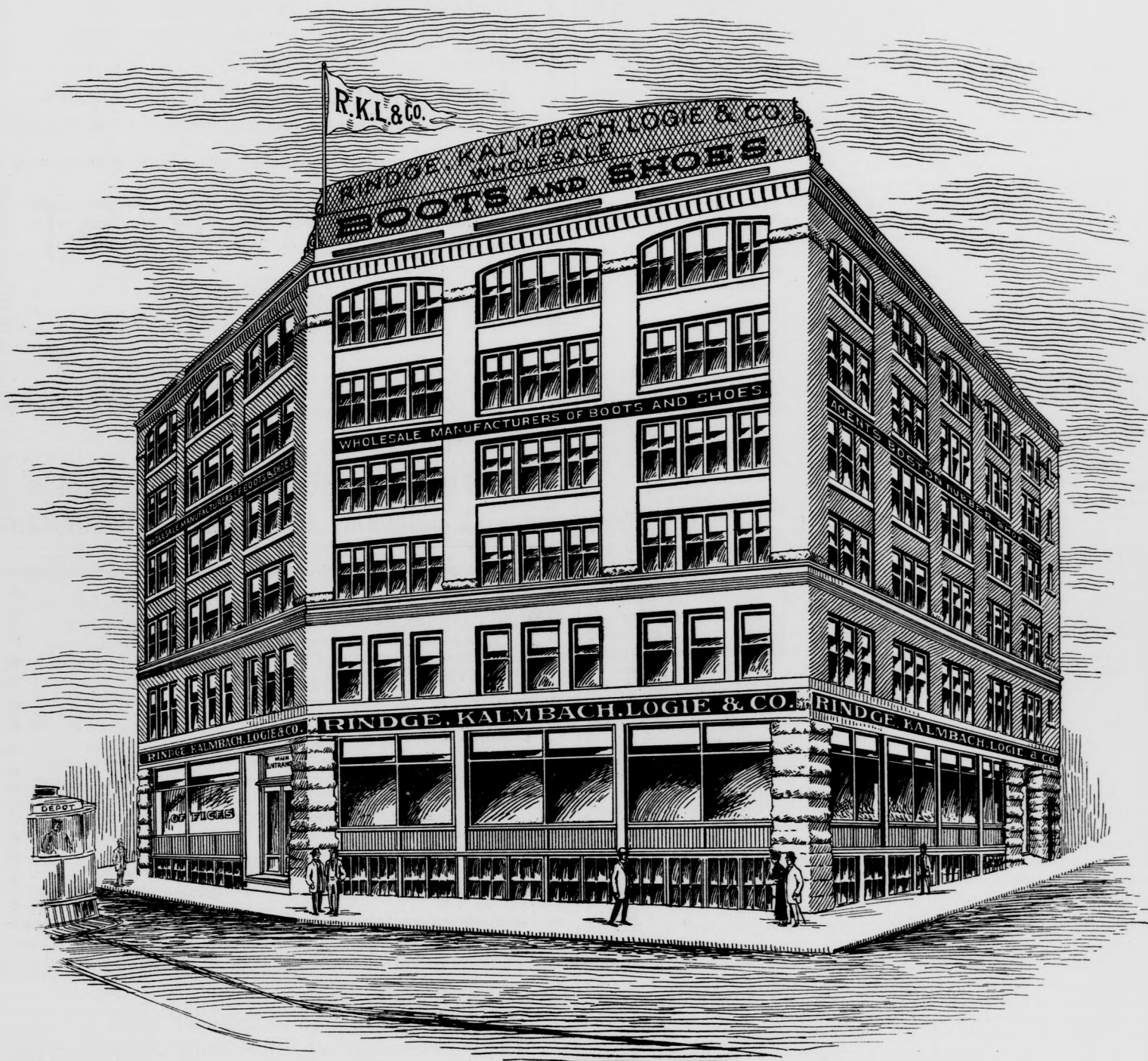
Took An Apple Instead.

A little boy entered a green grocer's shop kept by an old lady and asked the price of the oranges. "They are a penny each," was the reply. "Then I'll take one," said the boy. But immediately eyeing some apples he asked the price of them. "The apples are the same price as the oranges," said the old lady. Then the boy, handing back the orange, took an apple instead, and, after taking a bite out of it, was leaving the shop without paying, when the old lady said, "My lad, you haven't paid for that apple." "Well, I gave you the orange for it, didn't I?" "But you haven't paid for the orange." "But I haven't had the orange," said the boy. Then the old lady, somewhat bewildered, said, "It's a funny way of reckoning. There's something wrong somewhere!"

Rindge, Kalmbach, Logie & Co.,

10, 12, 14, 16, 18, 20 & 22 N. Ionia St., Grand Rapids

Now Doing Business in Our New Home



Nearly Entire Square Devoted to Manufacture
and Sale of

Boots, Shoes and Rubbers

PREMATURE CELEBRATION.

How the Clerk's Fireworks Played Detective.

A few days ago, as I stood talking with the proprietor of a grocery in a country town, a man came bustling in and made strong talk for a contribution to a Fourth-of-July-celebration fund. The merchant shook his head in a most emphatic manner, and, in spite of all his arguments, the solicitor was obliged to leave the store without securing a subscription.

"Don't you approve of Fourth of July celebrations?" I asked, after he had taken his departure.

"I don't like the lawless ways and unnecessary dangers of the time," was the reply, "but I don't oppose them."

"But you declined to contribute."

"Well," was the reply, "it's bad enough to put up with the impertinences of all the fool cranks in the community for a day and a night without footing the bills. Besides, I never keep my store open after 9 o'clock on the morning of the Fourth, so I receive no benefit from the affair and naturally dislike to give up my money for nothing."

"Your customers may get the idea that you are not very patriotic," I suggested.

"My customers," said the merchant, "are looking for courteous treatment, reasonable prices and good provisions. I'm not dealing out patriotism by the pound or gallon, like a dealer in fireworks, so I guess they won't object to the brand I keep on hand for individual use. The fact is," he added, with a smile, "I ran out of Fourth-of-July enthusiasm about three years ago, and if you've got a little time I don't mind telling you about it."

Of course I had time, for the merchant was a good customer, a good fellow and a good story teller.

"Three years ago this summer," he began, "I had a young fellow working for me who was generally regarded by all the town boys as 'a peach.' He was tall and thin and red-headed, and his face was one mass of freckles, but for all that he wasn't a bad looking young chap, for he had a strong face and a merry twinkle in his eyes. He was handy on the delivery wagon and quick about the store, but his impish pranks kept me in hot water all the time, so I wasn't over particular about keeping him."

"About the first of the month he took a notion into his red head that he wanted to sell fireworks on the Fourth and asked my consent to do so. Only for the fact that he wanted to erect a stand on the walk in front of my place of business, he probably wouldn't have taken me into his confidence at all. I reluctantly gave the required permission, making a special stipulation that he should keep his fireworks out of my store."

"Oh, I won't hurt your old store," he replied, in his fresh way. "I'll boom your trade, see if I don't. I'm the warmest baby that ever came down the pike."

"The boy kept his word in this regard, at least. He did boom my trade for a time, but the manner of it wasn't exactly as he expected. But I am getting ahead of my story. A day or so after the permission had been given, I went to the back end of the store one morning and found the boy humping himself over a lot of red cards about a foot in length and six inches wide. He was working with my marking outfit,

and was doing a pretty good job of lettering—better than I had ever seen him do on the outside display signs. I picked up half a dozen of the dry ones and began to look them over.

"Say!" he called out, "don't you go to foolin' wid my signs, I'm goin' to par'liz the town wid dem t'ings."

"I laid the cards down on the counter and read:

"Don't set off these giant firecrackers from the roof of your barn. Give your neighbor a chance at the insurance company."

"Don't try to hold down the cannon when you touch it off. Your friends can do that."

"The speaker and singers are requested not to raise their voices so as to interfere with the shooting of crackers."

"Fill your pockets with our powder if you want to, but don't expect us to gather up your remains."

"If you ride to-day, get a fractious horse and keep with the crowd. If you can't hold him, some one will catch him before he has killed you or some one else."

"Don't expect to make a bit with your tin horns on the business streets. Go where there are sick folks."

"What are you going to do with these things?" I asked.

"Put 'em up around my stand," was the reply.

"What for?"

"To make folks talk an' draw trade," was the reply.

"I told the young man that in my opinion he would soon be at the head of a great house or be hanged, and left him. He worked like a good fellow for the next day or two, and I began to think I might make something of him after all, but he managed to spoil everything in short order, as you will soon see."

"On the night of the 3d, I went down to the store about half past eleven to look around a bit. A mysterious thief had been at work there for several weeks and I had missed a good many things. I had never suspected the youngster, for, while he was rough and tough, he certainly was not a thief. After reconnoitering for a few minutes, I stationed myself in a dark stairway across the street from the store and waited. I had been there but a moment when I saw a little point of light at the back end of the building, just about such a gleam as a match half hidden by the band will make. In those days I kept no night light in the store and all was dark there, except for the spark I have mentioned."

"I turned my eyes away for a second, hoping to catch sight of the night watch, and before I looked again something happened. At first the noise that came to me sounded as if some one had put a ton of dynamite in a long, echoing tunnel and exploded it. Then came a swarm of little explosions, like sharpshooters firing from the tops of trees and houses. This was followed by a great glare of light inside the store, and I gave one yell and got across the street in about a second."

"By the time I got the door unlocked the night watch came running up and we went in together. The sight was grand, if it was expensive. As we stepped inside the door a skyrocket landed on the officer's nose, and another whisked my hat off my head and carried it through the big front window. There was a whole Fourth-of-July celebration right in sight, with the broken-nosed officer delivering the oration in fervid language and the proprietor coming in a swift second. Chasers were weaving their blazing way among boxes of codfish and raisins and sacks of coffee, rockets were whooping it up to

We are in the market with the best Rubbers on earth and in water.

Wales=Goodyear

Terms Nov 1st, 30 days.

Wales-Goodyear, 25 and 5 per cent.

Connecticuts, 25, 10 and 5 per cent.

Woonsocket Boots, 25, 5 and 5 per cent.

We also carry a full line of findings, shoe store supplies, fixtures, etc Write for catalogue.

Herold=Bertsch Shoe Co., Grand Rapids.

GET THE BEST



GOODYEAR GLOVE RUBBERS

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

HIRTH, KRAUSE & CO., Grand Rapids

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

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

GEO. H. REEDER & CO.,

19 SOUTH IONIA STREET.

GRAND RAPIDS, MICH.

The preparation of a catalogue or booklet is a task the average business man dreads.

We don't—we're used to just such work.

The business man who puts work of this kind into our hands will save lots of bother and get better results.

Our services will cost him less than his own time is worth.

Write us about it, and ask for our new booklet—or phone, if it's handier.

THE ROBT. N. SHAW
ADVERTISING AGENCY
921 Mich. Trust Bldg.
Citizens' Phone, 2444.
Grand Rapids
Michigan

the canned goods on the upper shelves and Roman candles were having their merry way with the whole interior. Occasionally a giant cracker lifted up a showcase or paid its respects to the glass candy jars. The officer dropped to the floor to get out of range and landed on several packs of crackers which were doing their part in the general celebration, and got right up again with the tail of his coat on fire and numerous lighted crackers feeling their way down the back of his official neck. He yelled to me to call out the fire department and put him out, but I was too busy.

"In a moment the shelving was on fire and the store was too hot for human occupation, so we backed out, saluted in our retreat by a brace of giant crackers which ripped up the bottoms of the officer's pantaloons and made a wreck of the glass door. Just as we reached the fresh air, I heard a groan inside the store. I made a rush back, and fell over a man who was crawling feebly toward the door, his hair all burned off and his eyes blinded by the smoke. His clothes were on fire, too, and he rolled into the gutter and lay there cursing until some one extinguished him with a pail of water.

"After the fire had been subdued, leaving the store looking like an overheated battlefield, my red-headed clerk showed up, half dressed and so pale that the freckles on his face showed up like black warts on a white hand.

"Who's been an' set off my fireworks?" he demanded.

"This explained the premature celebration. The young rascal had stored his fireworks in the store, so as to have them handy in the morning, and the man I had helped out of the fire had set them off while prowling around the place with a lighted match, looking for his week's supply of stolen provisions.

"I may as well say right here that the thief had broken a window in entering, and that he got three years for burglary. I believe that if I could have caught that measly red-headed clerk that night I would have murdered him, for my place was not insured against fireworks and the loss was serious. Anyway, the young villain would, to use one of his own expressions, certainly have been 'the warmest baby that ever came down the pike' if I could have laid hands on him then.

"I took an ax and chopped down his pine stand, comic signs and all, and the next day when he sneaked up to me he wanted me to help pay for the boards, which, it seems, he had agreed to return. If the store hadn't been full of customers buying damaged goods, I think I should have used up one or two of the boards right there. He backed off when I rejected his modest suggestion and stood in the doorway with a most diabolical grin on his face for a moment.

"Didn't I say I'd boom yer business?" he demanded. "An' ain't I doin' it? You never had so many customers in there at one time before, so you'd just better settle up wid me."

"I had to smile, in spite of my loss, but I didn't take him back in my employ. He's running a dirt cart now. And so," continued the merchant, "you see where my patriotism ended. I haven't got a thing in the red-white-and-blue line about me now, and never will have until some of this foolishness about fireworks has departed from the public mind."

The merchant certainly has good cause to object to the fireworks element

in our annual independence celebrations, but such individual catastrophies will hardly stop the modern young man in his thirst for noise and commotion.

ALFRED B. TOZER.

A Woman's Bank Account.

An artist, feminine gender, says that the first thing a woman should do when she enters a business life of any nature is to start a bank account. There are several good reasons for doing this, chief of which is the feeling of independence and the bump of business it develops. I agree in the main with her, but place as the best reason the surety of keeping whatever money we earn. We are a pocketless sex, you know, and carry our money in the most careless manner possible. A pocketbook, which will come open despite our best efforts, is the usual receptacle, and that is carried in the hand, to be dropped wherever the hand rests. If all the money that is lost in that way were gathered up, it would keep a family in luxury for some time. A check book is easier to keep than money, and possesses the advantage of securing a receipt for every dollar expended. Every possible inducement is offered women by the banks, which will let us open small accounts, and give us the same attention bestowed on millionaires. I know a business woman who never carries more than a dollar at a time in her purse, but she does carry unsigned checks, by which she can pay for anything she buys. She says that such a system saves her no end of bother, and is particularly excellent for her, because she is so careless.

JOSHEPHINE.

Traverse City, Petoskey and Mackinac

Are the three principal objective points of the summer travel to Michigan, and in a certain sense their names signify the divisions into which Michigan resorts are naturally divided. The Grand Traverse Bay resorts, Omena, Neahawanta, Traverse Beach, Edgewood, etc., are all reached by boat or drive from Traverse City. Bay View, Harbor Point, Harbor Springs, Wequetong and Roaring Brook are the handsome resorts of Little Traverse Bay, which are connected with Petoskey by suburban train service, while Mackinac Island is a summer principality of itself. The Grand Rapids & Indiana Railway takes you to these points on its direct line, with fast vestibuled trains carrying through sleeping cars from St. Louis, Chicago, Cincinnati, Louisville and Indianapolis. Dining car service between Grand Rapids and Mackinaw City.

Send for "Michigan in Summer," illustrated, descriptive of all these places, giving list of hotels and boarding houses, with rates and much information of value to summer visitors; also time folders giving full information as to train service. Copies will be mailed free, on application to

C. L. LOCKWOOD, G. P. & T. A., Grand Rapids, Mich.

A crank is a man who has a different hobby than your own.

AMERICAN CARBIDE CO., Ltd.

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

Jobbers of

Calcium Carbide

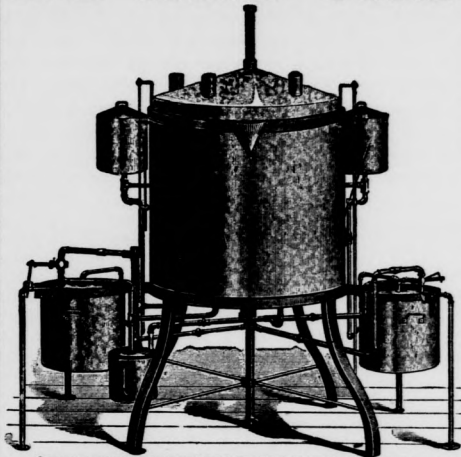
and all kinds of

Acetylene Gas Burners

Orders promptly filled.

Jackson, Michigan.

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.



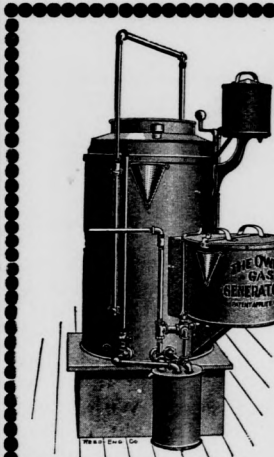
Acetylene Gas

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

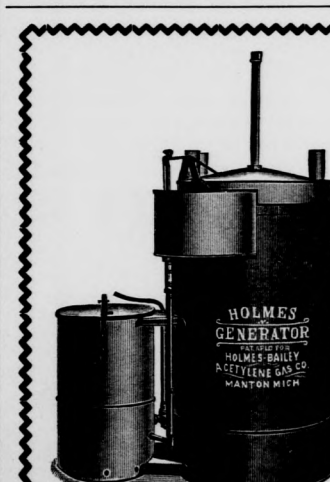
THE MOST SIMPLE AND COMPLETE DEVICE FOR GENERATING ACETYLENE GAS IN THE MARKET. ABSOLUTELY AUTOMATIC.

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.



Here It Is!

The Holmes Generator

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

Holmes-Bailey Acetylene Gas Co.
Manton, Michigan.

Fruits and Produce.

Observations by a Gotham Egg Man.

As the season advances some new facts are developing which are of interest to the egg trade and which throw further light upon the merits or demerits of those suppositions which were largely made the basis of high prices during the height of the spring storage season. It is now becoming quite evident that if there has been in fact any less production of eggs, taking the country through, since the first of the year it has been because of the interference of long continued cold weather in the winter and a holding back of the season of free production then, rather than from any decrease in productive capacity under equal conditions. In fact it now seems very probable, judging from such statistics as are available, that the quantity of eggs produced this year since about the first of March has been actually greater than last year and there is every reason to conclude that our previous belief in a greater storage accumulation than last year will prove correct.

* * *

Reports from Chicago, coming from sources which are considered as reliable as any, indicate a larger stock in that city than at same time last year, while the same is true of nearly all of the other Western storage points, including Omaha, Kansas City, Sioux City, Cedar Rapids, etc. Interior and Northern New York public houses have more eggs than last year and the interior Pennsylvania houses are said to be carrying about as many. The Eastern coast cities—New York, Philadelphia and Boston—where were far short in their holdings at the end of April, have since been rapidly overhauling last year's top figures until now the shortage in Boston is less than 8 per cent., and New York is estimated to have almost if not quite as much stock as on July 1 last year. The shortage in Philadelphia is figured by our correspondent there as being about 20 per cent., but some call it greater than that. Altogether it may safely be set down as a fact that the stock of eggs now in storage throughout the country is considerably larger than at this time last year. Now if the accumulations in storage since March 1 have been equal to or greater than those of last year during a storage season at least two weeks shorter, it does not look much like a shorter production, especially in view of the fact that receipts at New York since March 1st show a decrease of only 22,500 cases (to June 24) in spite of a falling off of 67,000 during April, which was caused, as is well known, by the avidity of Western speculative buyers.

* * *

One of the greatest difficulties in getting fair value for such eggs as are sold at mark at this season lies in the liability to widely varying losses in the different cases making up the lot. This is a matter which demands the careful attention of packers and can only be avoided by greater care in grading before packing. The trouble is plain to be seen. When a line of eggs is sold the examination of a few cases only is practical to determine the quality of the whole and the extent of loss shown by these must be the criterion for settlement of value. If these cases show a uniform loss, varying only slightly from case to case, it is comparatively easy to get at a fair price at mark; but if one case loses say a dozen, the next two

dozen and the next say four or five dozen there is no indication of average which is sufficiently clear to satisfy buyers, and they refuse to take such goods except at a price low enough to cover the risk of a large proportion showing the largest loss. I met an egg man the other day who was struggling over a lot of dirties of this irregular character and he was having a hard job to get a bid within 1c of the price of good, uniform stock. Shippers are generally anxious to have as much of their stock sold at mark as possible; of course it is possible to sell almost any eggs at mark at a price; but to get full value for eggs sold at mark it is absolutely necessary that they shall be of uniform quality and that the examination of a few cases shall furnish a fairly exact and reliable criterion of the quality of all.

* * *

The new egg rules recently adopted by N. Y. Mercantile Exchange include in the total loss all "rotten, broken (leaking), heavy spots, broken yolked, hatched (blood-veined), and sour eggs;" those which are to be reckoned as half loss are "very small, very dirty, cracked (not leaking), badly heated, light spots, badly shrunken and salt eggs." It will make a little more work for the inspectors to designate on every certificate the exact amount of each of the above kinds of bad and defective eggs, but the information will be valuable and well worth obtaining. Egg shippers who wish to establish their goods on a certain grade, or who desire to secure a reputation for their marks, will value a certificate of inspection which will give exact and reliable information as to the character of their goods on arrival and a description of the amount and kind of defects exhibited; such knowledge will be of material assistance to them in improving the quality of their goods and it is to be hoped that the Egg Committee will see that all certificates of inspection hereafter are made out in the utmost detail.—New York Produce Review.

Feed

Corn and Oats

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

Valley City Milling Co.,

Grand Rapids, Mich.

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

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.

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.



I have a steady local demand for fancy Eggs and good table Butter and am prepared to pay the highest market price for same. Quotations on application.

I solicit consignments of Honey, Veal and Live Poultry and pay top prices for best stock.

98 South Division St., Grand Rapids

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.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, July 3—The week has been one of comparative dullness in grocery jobbing circles here. Not many buyers have arrived and the holiday—extending in some cases two to three days—together with the fact that stock taking is under way, has combined to make things very quiet.

Coffee has been decidedly dull, both the speculative and spot market showing a lack of animation. Jobbers are doing some business, of course, and prices are not weak; in fact, prevailing rates are more easily obtained than were the same figures a week ago. Rio No. 7, invoice lines, is worth 6@6½c. In store and afloat there is a stock of 1,127,605 bags, against 849,498 bags at the same time last year. Mild coffees are very quiet, but importers are making no concession in rates. Good Cucuta is worth 8c. East India growths are unchanged. Padang Interior, 24½@25½c, with fancy stock up to 30@35c. Mocha, 16@19c.

Sales of tea are for small quantities and general business is decidedly flat. Prices, however, are pretty well sustained and dealers are hopeful that the future has something good in store. At the auction Wednesday the bidding showed considerable spirit. About the same rates obtained as at the last sale.

Raw sugars have sold at lower rates and it is said that the trust is now making money enough to allow it, later in the season, to "have some fun with Arbutles" again, and others say the war has been over for a long time. The Doscher factory is offering sugar now in 5-pound bags, although in limited quantities. The refined sugar market is quiet. Few orders were received and those of small amount. Prices are seemingly well sustained all around.

The call for rice has chiefly been for Japan, but there has been no rush of orders, and the few that have been received were for small amounts. Domestic grades were decidedly dull and this has been particularly the case with low grades, the supply of which is more than equal to the demand. Japan, 4¼@5c; Java, 4½@6½c, the latter for fancy; prime to choice domestic, 5½@6¾c.

The spice market is dull and unchanged, with orders almost nil. Singapore black pepper, 11c; Amboyne cloves, 10½@10¾c.

Molasses is steady, but with a very quiet tone to the market. The trade generally seems pretty well stocked up and is taking only enough for current requirements. Syrups are in moderate demand. Buyers are disposed to wait for a decline, but refiners are holding out firmly against it. Good to prime sugar syrup, 17@21c.

Dried fruits are quiet. Some new apricots have been shown, but buyers are not rushing to take the goods at 10c; old stock, 12½@15c. In domestic dried there is very little call for evaporated apples, which are held at 9@9½c for fancy. Small fruits are quiet, as usual at this season.

Canned salmon is selling with a good degree of freedom, and the Columbia River pack is being rapidly absorbed. Prices have advanced 5c over opening rates and packers are correspondingly happy. The general market for canned goods is in good condition and the demand during the week has been greater than could be taken care of, as offerings are very closely sold up. There is a promise of a large pack throughout the country, notwithstanding some local failures of crops. Tomatoes are in fair demand at about 70c here for future delivery for No. 3.

Butter receipts have been rather light for a day or so, and altogether the market is dull, although this is to be expected with two or three days of vacation in view. Extra Western creamery is held at 18½c, and down to 15c for thirds. Imitation creamery, 13c for seconds, to 15½@16c for firsts. Western factory, 12@14c, latter for fancy.

The cheese market is weak and unset-

led. Stocks on hand, while not large, seem ample to meet all requirements. Large size, full cream, fetches 8¼c, with small size ¼c more.

For choice near-by eggs there is a pretty good demand—better, in fact, than can be met. Western fancy "at mark" are quotable at 14@15c.

Marrow beans are coming forward slowly and are well held on a basis of \$1.50 for choice quality. Pea beans, \$1.30, with little doing.

New potatoes are sought for and sell freely if they are good, the finest bringing from \$3@3.25.

Fruit the Cause and Cure of Rheumatism.

"There is an impression very prevalent in the minds of many persons," explained a prominent fruit dealer, "that there is rheumatism in strawberries. It may be only imagination, and due to the season, but there is no doubt that persons who are subject to rheumatic attacks suffer from them very frequently during what is known as the strawberry season, whether they eat strawberries or not. I am satisfied in my own case that the acids in strawberries work up a nice attack of rheumatism for me every year, but I can not resist them, and do not know as I want to. But there is one satisfaction, and that is that, while strawberries may have something to do with rheumatism, cherries, which follow them, are an absolute cure for rheumatism. I have never known a person to suffer from rheumatism who ate freely of cherries, and I know of hundreds who have been relieved of attacks by eating them. I have often had cherries ordered two and three months before the season for them opened hereabouts. The ordinary cherry contains an acid which relieves, if it does not effectually cure. Of course, it may all be in the season, and that rheumatism would disappear anyhow, but it is safe to say that there is no rheumatism during the cherry season. I don't know of anything healthier, although even the best tasting, thoroughly ripe and perfect cherries start up very fine cases of colic and cholera morbus, which are very annoying. The colored people of the South think, and it may be that the same belief exists elsewhere and among others as well, that all the cramp or colic is taken out of the cherry by eating it, swallowing stone and all. That unquestionably was the practice once, but in recent years fears of appendicitis may have changed it somewhat, although, for the life of me, I can not understand why it is so dangerous now to swallow apple seeds, grape seeds or cheery stones, when in old-fashioned times it was the rule to do so rather than the exception."

Boarding-House Prunes.

There is a family boarding house on the West Side where the fare is remarkably good and where everything is done to accommodate patrons and make them feel as much at home as possible. But there is one boarder who finds fault with everything and who seems to feel genuine satisfaction in criticising the cuisine. The other night, as usual, the boarder immediately began to elevate his nose at things. Finally his criticism culminated with the plum pie, which he tasted and then pushed away, with an exclamation of disgust.

"Humph! Those plums taste suspiciously like prunes!"

The old gentleman sitting next looked indignantly over his glasses at him for a moment and then interrogated:

"Mr. P—, what are prunes?"

The grumbler blushed, looked confused and then mumbled something about dried fruit.

"Well," said the old gentleman, as the other rose to go, "prunes are dried plums."

HEADQUARTERS FOR

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AND
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MOSELEY BROS., GRAND RAPIDS.

If you ship

Butter and Eggs
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Write for prices at your station to

HARRIS & FRUTCHEY, 60 Woodbridge St., W.,
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Ship your BUTTER AND EGGS to

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34 and 36 Market Street,

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Cold Storage and Freezing House in connection. Capacity
75 carloads. Correspondence solicited.MILLER & TEASDALE
POTATOES

CAR LOTS ONLY. ST. LOUIS, MO.

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.

Cultivation of the Mexican Olive.

From the Mexican Trader.

The olive tree grows in cold and hot climates; but extreme cold as well as excessive heat is detrimental to its development. Extreme cold injures the plant when in a tender condition, that is to say, until three years old, and extreme heat produces sterility. Propagation is obtained by means of seed, shoots and cuttings. Propagation by seed is effected from the kernel of the olive fruit, which is left in water forty-eight hours; afterward it is sown two in a place a metre apart, being covered with loose earth to a depth of six or eight centimetres, in regular rows a metre distant from each other. In our hot region the time most appropriate for the sowing is in the autumn, and in the temperate and cold regions the months of February and March. At the commencement of germination the plants, in order that they may be shielded from the rays of the sun, are covered over with dry zacate grass in the form of a funnel during the first year. This system has not given good results in practice. We are unable to say why this is so.

The propagation by shoots is made with the product of the pruning, which takes place in the eighth year after planting the cuttings; by this means the greatest number of plants is obtained from a definite area, but the fruit is less abundant. The means most generally adopted by our agriculturists is by cuttings; these are for medin nurseries, with trenches from 80 to 100 centimetres in width and 50 in depth. The cuttings are put in water twenty-four hours and then planted, two in a place, in each trench, their roots being carefully spread out. The average distance between the trees is 15 metres.

The olive, more than any other tree, needs pruning; its branches become entwined the one with the other to such an extent as to intercept the rays of the sun and produce barrenness if care is not taken to cut off some of its branches. This practice is not less essential so far as the offshoots from the root of the tree are concerned. The top of the tree should be pruned in order to diminish its height, so as to facilitate its production; in this way the tree gains in circumference what it loses in height. In cold climates it is necessary that the soil have a sufficient degree of moisture during the first five years of the plant's existence. The weekly quantity of water should be from 20 to 25 litres. Once the propagation of the olive tree is effected by means of cuttings, according to the plan indicated, it is planted in its ultimate place and its small roots shoot up in about two months. The flower appears at the end of the fifth or sixth year. Fructification is effected in from twenty to thirty years of its existence, when the tree attains full growth, it being able then to produce up to 80 arobas (25 pounds each) of olives.

The gathering of the olive is made in September or October in three different ways, i. e., by hand, by beating with a stick, and by shaking.

The first method is most suitable, for which reason we confine ourselves to the circumstances connected with the gathering by hand. As all the fruit does not ripen simultaneously, the crop has to be gathered in as it ripens. The gathered fruit must be stored in a dry and well-ventilated place. The fruit must not remain in said place longer than is necessary for the extraction of the oil. The industry of preserving the Mexican olive by evaporation or pickling is not a lucrative one. It is true that the demand for it is sufficiently great, but it pays better to extract the oil. The oil is extracted in two different ways: by pressure when cold, or better still by heating the green or perfectly ripe fruit. The best oil is that which is extracted from fruit previously heated to a certain degree. Once the oil is extracted by means of hydraulic or screw presses, sea salt, indissoluble in the oil, is added with the object of extracting the water still remaining, and it settles in the bottom of the receptacle. As before said, the preservation of the fruit has no commercial importance; but merely as a matter of interest we will indicate the process adopted by our Indians in preserving the fruit of the Chiquauapoli (olive). They put the fruit in ordinary water for fifteen days in order to remove the slimy particles, renewing the water every third day, until the fruit has lost its acid; then they mix $1\frac{1}{2}$ cuartillos (half a litre each) of sea salt, four heads of garlic quartered, ten lemons, also cut up, and other herbs and condiments, the names of which the Indian women would not divulge, guarding the secret in the sanctuary of their concealed brains. We will say, in passing, that it is wellnigh impossible to extract a secret from them. With all this we must repeat that in order to relish the Mexican olives a special taste is needed. It tastes of everything which nature never intended to be put in a human mouth.

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.

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

BUFFALO, N. Y.

I am the only exclusive Butter and Egg house in Buffalo. Handle no perishable goods such as vegetables, berries, etc., to conflict with my Butter and Egg trade, which I keep up to a high grade with complete modern equipments for handling such. I am able to get you for your Butter and Eggs all the market will guarantee, giving it my personal attention. Correspondence and shipments solicited.

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

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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, Regular 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.

Would Banish Even the Suggestion of John Barleycorn.

Kalamazoo, July 3—There is a question that has been revolving in my mind for some time, and the article which appeared in your paper of June 28, relative to the entertainment of the Kalamazoo commercial travelers' ball team, has brought it more forcibly to the surface, and added to my perplexity in trying to find a suitable answer.

It has become a common thing at the annual banquets given by the various traveling men's associations for one or more of the speakers to dwell at length upon the fact that no intoxicants are served at any of the banquets given under the auspices of any traveling men's association, and this sentiment is applauded loudly and vociferously, thus giving forth the impression that it is approved by those present; yet, in the face of this, we find intoxicants flowing freely at the annual balls given by the same organizations, and following many times directly after the banquets, and I am sorry to know that some of the participants are not in fit condition to proceed unaided to their homes or hotels when the ball is over. Besides this if a social, picnic or even a ball game is planned, we and our friends—those same friends who were at the banquet—are apprised of the fact that, among the attractions that are offered to insure a good attendance of traveling men and their wives, beer, wine, champagne or some other form of intoxicant is to be served.

Now, the question with me is, Why this gross inconsistency? If it is right to serve intoxicants at balls, socials, etc., why not at banquets? Or, if it is wrong at banquets, why not at all gatherings? Do we imagine that we can fool the dear public and make them think we are what we are not, or do we banish these features from our banquets as a sort of penance for the wrong we do in serving them at the other functions, at which times we know some poor fellow is either started or furthered on the sure road to ruin? Or do we eliminate intoxicants from our banquets because we think it is more respectable to do so? If so, why not be respectable upon all occasions?

The time was, within the memory of the writer, when the traveling man was looked upon as of a lower class of being and each trip was a continuous round of drinking and licentiousness; but, happily, there were exceptions to this rule in a number of them who foresaw the inevitable ending of such careers, and who are with us to-day, and whom we delight to honor as wheel horses in the profession, while the other fellows are gone and individually forgotten. Conditions have changed and the opportunity is open to us to enter upon a much higher plane; in fact, we are looked upon, as a class, as being worthy of respect and high consideration and it remains for us to merit this respect if we will. Strenuous efforts are being made, I am glad to say, by the major-

ity to bring our profession to a position to occupy the high place in the world that is open to it, but it seems there are some who persist in dragging and keeping us down, by giving out to the public, upon every possible occasion, the intimation that we, despite our protestations, are still of the old order, and that the old nature, which in deference to public opinion is somewhat under control, must give vent to itself as occasion may permit, and that we take advantage of our gatherings to accord it the privilege.

This, to my mind, is deplorable, and it behooves each of us to raise our voice in protestation and defend ourselves against these unjust insinuations, and I hope your valuable paper may assist in this work by closely censoring the articles that are offered for publication.

E. STARBUCK.

Denounce Trusts as Un-American.

At the annual convention of the Commercial Travelers' National League, held at Albany last week, combinations of capital were denounced as follows:

Resolved, That we, the Commercial Travelers' National League, in convention assembled, deplore the organizations of trusts, the centralization of capital, and the curtailment of individual possibilities, as a species of speculative conspiracy and a menace especially to the employment of commercial travelers.

Resolved, That we condemn as un-American the combination or syndication of incorporated or private business concerns for the purpose of controlling products, and in restraint of trade and competition.

Resolved, That we commend most heartily the work of the President of the Commercial Travelers' National League in behalf of the commercial traveler, and especially in relation to his demonstration of what trusts really are, and showing the speculative reasons for their organization and the consideration of the effects of trusts.

Resolved, That we thank him for the courageous stand taken in confronting this vital issue.

In his annual address President P. E. Dowe, of Bedford Park, N. Y., after reviewing what had been accomplished during the past year through legislation in the interest of the commercial travelers, dwelt at length on the effects of combinations of capital upon the commercial traveler. He declared that reliable statistics showed that 35,000 commercial travelers had been thrown out of employment through the operation of trusts, and that 25,000 others had had their salaries reduced. One man in every ten, he said, was affected. In conclusion, he said:

"As to our action on trusts, I would not advise a positive or over-aggressive stand. As against trusts we are novices. We would simply get whipped in a haphazard fight. It would be to our interest to see whether any one of the great political organizations deserves our approval. I have thought a monster non-partisan organization might be formed to fight trusts, regardless of politics."

Seventeenth Annual Convention.

Detroit, July 3—The seventeenth annual meeting of the Michigan State Pharmaceutical Association will be held at Jackson, August 15, 16 and 17. Every retail druggist of the State is invited. The past year has developed much of interest to the retail druggist, principally the organization of the National Association of Retail Druggists. Our meeting will afford good opportunity for the discussion of these matters. A liberal attendance is very much desired. The Jackson druggists have arranged an interesting programme, and will make your stay pleasant. Programme of meeting will be sent to all members about July 15. The Secretary will furnish application blanks and programmes upon request.

Arrange your business to attend this meeting.

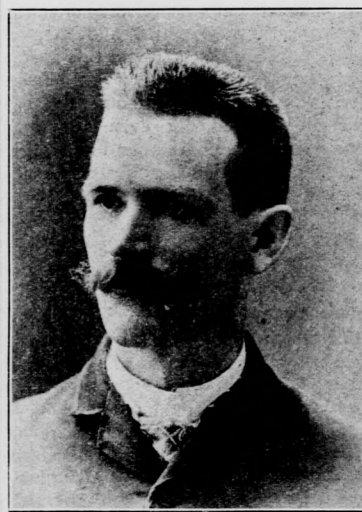
CHAS. F. MANN, Sec'y.

SUCCESSFUL SALESMEN.

W. M. Gibbs, Representing Pure Gold Manufacturing Co.

Walter M. Gibbs was born in the town of Dunkirk, Chautauqua county, N. Y., near famous Chautauqua, in the year 1854. His father was a steady, hard-working, honest farmer, with a large family of eight boys and two girls. Each boy, when reaching the age of fourteen or fifteen years, considered it his duty to break away from the family ties and go out to seek employment with some farmer in the near neighborhood, to work from early spring to late in the fall, at a monthly compensation, although there were some exceptions, as there are to most any walks of life. When the working months were over for the year, they did not go back home to live off from father during the winter, but, instead, they usually secured some place to work for their board and attended school during the winter term of a country school.

In the spring of 1872, the father and mother, with the smaller ones of the



family, moved to Middleville, Mich., and W. M. Gibbs went with them, and in October of the same year he went to Grand Rapids to seek his fortune, but he found the busy city too large for a green country boy; and, hearing of the opportunities in the North woods, which then extended as far south as Cedar Springs, he bought a ticket for that place and fell in with a party of men who were hired by J. W. Naughton to go as far north as Missaukee county to work at lumbering. The party went by rail to Farwell, where they stopped for the night, and the next day traveled by foot over the State wagon road, then being built about forty miles to the Muskegon River, where another halt was made for the next night. The second day, with only the blazed trees to mark their way, they reached the Butterfield River, where they built the log buildings where they were to spend the winter. He remained with J. W. Naughton until the following spring, and, when camp broke up, went by foot to Clam Lake, now called Cadillac. During the fall of 1872 Horace Greeley ran for President and, although Mr. Gibbs attended many political meetings at Middleville in the fall, he did not learn who was elected President until the following April. He then returned to New York, spent two years at work on the gardens and attended school at the State Normal School, where he finished his school education, but later graduated in

the Chautauqua Literary and Scientific Circle in the Pioneer Class.

He took his first lessons in a mercantile line with F. W. Howard in a bakery, remaining with him until he sold out his bakery, when he went to work for H. J. Putnam in a crockery and grocery store, where he remained for six years, or until 1883, when he spent one year traveling and made a visit to Grand Rapids.

In the years 1885 and 1886 he was in business for himself, having a fruit and confectionery store. Selling out in the spring of 1886, he went to work for the firm of Hatch & Jenks, of Buffalo, who were spice grinders, importers of teas and coffee roasters, and covered a part of Michigan for them and was in their employ until they burned out July 4, 1891. He next worked for J. M. Bour & Co., of Toledo, for two years, and then one year for the Weikel Smith Spice Co., of Philadelphia, and since 1897 has been with the Pure Gold Manufacturing Co., of Rochester, N. Y.

Mr. Gibbs was married July 8, 1885, to Ida N. Van Ness, only child of Clarissa Van Ness. She was a graduate of Beaver College, at Beaver, Pa., and was instructor in music at DePouw College, New Albany, Ind., being a musician of considerable talent. They have one daughter, Clara, born June 24, 1898, and lost one little boy, Leon Wallace, who died when only ten months old. He was born October 27, 1890.

Mr. and Mrs. Gibbs lived in Grand Rapids during the years 1888 and 1889, and were members of the Westminster Presbyterian church. Mr. Gibbs is a member of the Odd Fellows, also of the Knights of the Grip. He is regarded as one of the best judges of tea and coffee on the road and is considered an authority on spices.

Suitable to the Subject.

"George!" exclaimed Mrs. Fangle. "Don't bother me," replied Fangle; "I'm reading an absorbing article." "What is it about?" "Sponges."

Man is incorrigible. He swears he will give up a bad habit—and then keeps on swearing.

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

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Pharmacy the Handmaid of Medicine.

We are standing at the bedside of a dying century. Already the children of this century are erecting a monument to its unparalleled greatness. When the epitaph is written, posterity will read the truths which science and civilization have proven, viz., Christianity is greater than Theology; Practice exceeds Profession; Purity is greater than Prayer, and Life is greater than Thought. The human atom is made up of two parts, body and soul. The soul's welfare we intrust to the clergy, while the body we claim as our own, to foster and protect and keep in a state of health pursuant to the laws of nature and the teachings of medical science. To do this perfectly we must neglect no field of science which bears upon our work. The science of pharmacy is most closely allied to medicine; in fact, it is an integral part thereof, and, as such, must take its place as a special branch in the science of medicine, even as gynecology, ophthalmology and dentistry are but special branches of one general science. With the death of the old there will be born a new century, and to the new let us dedicate our future effort.

As medical men we have taken upon ourselves the task of smoothing down the obstacles disease throws up in the path of each individual life. In some lives these obstacles crowd thick and fast at the very outset, while in others they scarcely show themselves until the span is almost passed. Come they early or come they late, ours is the mission to remove or set them aside, and when we reflect that there is not a moment in the life of a single individual, not one brief second of time, which is absolutely free from attack, we are then brought face to face with the magnitude of our undertaking. Eternal vigilance must be our watchword, and our tools must bear the stamp of the masters who have gone before. Where Jenner, Harvey and Lister have led we may safely follow; but where no precedent exists then must we search in the realms of more modern minds for the balm which is to soothe the aching breast. It is not within the bounds of human possibilities for one mind to know all things. It is not possible for one mind to know all that might be known on even the most insignificant single subject; but, when the searchlights of ten thousand minds are turned upon the jungle of obscurity from ten thousand different points of view, there is almost an absolute certainty that some of these lights will bring into view the face of some delicate flower, the fragrant breath of which may add joy to suffering humanity. It is the constant accumulation of little things that makes great things possible. Great minds are but the em-

bodiment of the ideas of many lesser minds.

When a man in medicine rests solely upon his own individuality his usefulness is at an end. The physician is not the architect of his own greatness, but is rather the exponent of the ideas of his creators, and his creators are those minds which have contributed their mites to science from time to time, down through the ages since first the world began.

Lister taught us to be clean—what was surgery before his time? Jenner robbed smallpox of its sting, while Harvey opened up a field in modern physiology.

To modern pharmaceutical chemistry we owe the discovery of the alkaloids, without which the practice of medicine would be as empty and insipid as a fully ripened poppy capsule. Medicine is a broad science made up of many parts; each part is inter-dependent upon the others, and none can be sacrificed without weakening the entire superstructure. One of the great columns supporting the edifice is the science of pharmacy; to her we owe much of our progression and success; on her we must lean for that specialized knowledge which tells us of the collection, preparation, preservation and dispensing of medicines. Without this special knowledge *materia medica* is a delusion and a snare, since without it disease can not be cured, nor even alleviated. We expect the pharmacist to guarantee the therapeutic value of our drugs; this done we are sure of our clinical results. If the pharmacist collects, prepares, preserves and dispenses our medicines, he should enjoy our utmost confidence, else our labor is correspondingly impaired. Medical science is fast drifting into specialism. The general practitioner is day by day depending more and more upon the specialized knowledge of the bacteriologist, the pathologist and the analytical chemist, and with the evolution now going on in pharmaceutical education, it is reasonable to expect—and we should expect—the physician to call to his aid the pharmacist with his specialized knowledge, when questions of prescribing certain combinations are, to his mind, a matter of doubt.

Someone has said that "Man lives in a little world of his own, and he lives or the approbation of that world." Such being the case, we must class the doctor and the druggist as members of the same little world. It has been the habit of the physician in his little world to assume the holier-than-thou aspect towards the druggist; the druggist has been, as it were, a necessary evil. The doctor has demanded all and given none of the approbation. This position is wrong; it is inimical to the interest of both. The conservation of mutual interest requires that a closer fellowship must exist in the future between these two professions.

The busy practitioner has not time to make his own bacteriological examinations, even although he may have the necessary knowledge. Neither has he time to do analytical chemical work for the purpose of perfecting the minute details of a difficult diagnosis. This work is usually turned over to the specialist, even as we turn over our obscure or difficult eye cases to the oculist. We think nothing of doing these things; we have grown to look upon such action as perfectly right and proper (which it is); but when it comes to a question of *materia medica*, involving a point in pharmacy, we draw upon our own resources only, fearful lest we expose our igno-

rance by questioning the druggist, which questioning, as a matter of fact, is (and should be) perfectly legitimate and proper. It is the old story of an assumption of superior knowledge by the doctor, which, as a matter of fact, he no longer possesses. Setting aside the consideration of therapeutics, there is no doubt but that the educated druggist enjoys a greater knowledge of medicines than does the doctor. Education and constant experience with the physical properties of drugs give to the druggist a specialized knowledge, of which, it seems, the medical profession is loth to avail itself.

Pharmacy is the handmaid of medicine; but this does not imply that the druggist should be the doctor's servant. As a matter of fact, the members of these two professions are co-workers in kindred fields of labor, and the time is ripe for a change of relations, which will bring together, for mutual benefit, the members of these professions. Much has been said and written regarding pernicious dispensing, substitution and adulteration of drugs by pharmacists—and there is no gainsaying the fact that these evils exist in perhaps every city in the Union. This state of affairs is most deplorable, yet I make bold to assert that the doctor is largely responsible. In the December issue of the "Pacific Medical Journal" I took the ground that counter prescribing is wrong; substitution is not only wrong but unpardonable; promiscuous refilling of filed prescriptions is an evil; but all of these wrongs can be righted. There are pharmacies where such things are unknown, and such pharmacies should be supported and jealously guarded and protected by the members of the medical profession. It would require but a slight premium on honesty to make dishonesty an unknown quantity. Medicine owes to pharmacy a broad gauge, open-handed fellowship, a liberal patronage and fostering protection. Doctors should protect the professional honor of the druggist on all possible occasions, and on no account should the doctor by act, word or insinuating innuendo so deport himself as to shake the patient's faith in the druggist. The idea of professional honor should be kept well to the front. In using the word "professional" I use it in its broadest sense, embracing, as it does, every branch of the science and art of healing, pharmacy included. Dr. Eli H. Long, Professor of *materia medica* and therapeutics in the University of Buffalo, in "The Medical News" of April 8, 1899, echoes the same sentiment when he says, "Pharmacy must be regarded as a part, a special branch, of medical science." There can no longer be room for doubt that physicians and pharmacists are co-workers in different parts of a common science, and each is worthy of the highest respect and professional consideration from the other.

Pharmaceutical education is making gigantic strides. In 1840 there were but three colleges of pharmacy in the United States, while in 1895 there were fifty. The pharmacist of to-day is a college-bred man. He claims and can maintain his right to professional con-

sideration, and it is the duty of the medical profession to stimulate pure pharmacy by encouraging pharmacists to invest in it. If this sentiment once becomes rooted in the minds of medical men, if they can only be brought to a realization of the fact that pharmacy is, in fact, the handmaid of medicine, there will, as if by magic, spring up in every city of our Union scores of establishments where commercialism will be subordinate to science. Pharmacies will be conducted on a higher plane. Professionalism of pharmacy will be, as it should be, an assured fact; education will dominate ignorance and mutual interest will be protected.

Across the grave of the dying century let medicine extend the hand of fellowship to pharmacy, so that the opening of the new century may find us standing shoulder to shoulder, fighting the battle of science. W. J. JACKSON.

Thirty-five Out of Ninety-Three.

Ann Arbor, July 3.—The Michigan Board of Pharmacy held a meeting at Star Island June 26 and 27, 1899. There were ninety-three applicants present for examination, sixty-eight for registered pharmacist certificates and twenty-five for assistant papers. Twenty applicants received registered pharmacist papers and fifteen assistant papers. Following is a list of those receiving certificates:

REGISTERED PHARMACISTS.

E. O. Bertram, Detroit.
C. G. Becker, Detroit.
J. P. Cotter, Detroit.
C. A. Duerr, Detroit.
F. R. Dunning, Kalamazoo.
Geo. Eckle, Petoskey.
W. Von Furness, Nashville.
O. Gorenflo, Detroit.
T. A. Goodwin, Ithaca.
A. Haarer, Ann Arbor.
R. Hicks, Dollar Bay.
W. A. Hagen, Muskegon.
O. B. Jerrells, Ithaca.
P. Kephart, Berrien Springs.
C. A. Learn, Marlette.
F. W. Mayer, Detroit.
O. R. Morse, Sanilac Centre.
C. G. Trumble, Jackson.
P. L. Woodmere, Detroit.
J. A. Wolfinger, Sturgis.

ASSISTANT PHARMACISTS.

W. F. Anderson, Detroit.
G. J. Backoff, Detroit.
G. N. Cox, Hart.
M. J. Cloonan, Pontiac.
J. G. Hall, Olean, N. Y.
O. D. Hudnutt, Hanover.
C. W. Hibbard, Ann Arbor.
J. E. McDonald, Detroit.
I. W. Paton, Almont.
C. B. Pettibone, Farmington.
J. C. Rusterholtz, Sturgis.
F. P. Seabury, Paw Paw.
L. F. Steenman, Howard City.
P. S. Seibert, St. Johns.
O. C. Wheeler, Ann Arbor.
The next meeting of the Board will be held at Houghton, Aug. 29 and 30, 1899.
The Board held the annual election of officers at the meeting, with the following results: President, George Gundrum, Ionia; Secretary, A. C. Schumacher, Ann Arbor; Treasurer, H. Heim, Saginaw.

A. C. SCHUMACHER, Sec'y.

Thomas Edison keeps his shop with everything an inventor could possibly want, a fact in which he takes considerable pride. The other day he offered a prize of \$10 to any of his assistants who would need in their work an article not in the shop. The man who took the prize wanted a clothes-pin.

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 supply on, write us for prices.

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

WHOLESALE PRICE CURRENT.

Advanced—
Declined—

Acidum		Conium Mac.		Scilla Co.		Sinapis		Linseed, pure raw	
Aceticum	60 8	Copalba	35 50	Tolutan	50 50	18 30	Linseed, boiled	39 42	
Benzoleum, German	70 75	Cubeba	1 15 1 25	Prunus virg.	50 50	34 34	Neatsfoot, winter str	40 43	
Boric	16 16	Ezechthitos	1 00 1 10			34 34	Spirits Turpentine	43 50	
Carbolicum	29 41	Erigeron	1 00 1 10	Tinctures					
Citricum	48 50	Gaultheria	1 40 1 45	Aconitum Napellis R	60 60	34 34			
Hydrochlor	30 5	Geranium, ounce	50 60	Aconitum Napellis	50 50	34 34			
Nitrocum	13 14	Gossypii, Sem. gal.	50 75	Aloes	60 60	34 34			
Oxalicum	13 14	Hedeoma	1 25 1 35	Aloes and Myrrh	60 60	34 34			
Phosphoricum, dil.	15 15	Juniper	1 50 2 00	Arnica	50 50	34 34			
Salicylicum	50 6	Lavendula	90 2 00	Assafetida	50 50	34 34			
Sulphuricum	1 15 5	Limonia	1 35 1 45	Atropa Belladonna	50 50	34 34			
Tannicum	1 25 1 40	Mentha Piper	1 00 2 20	Aurant Cortex	50 50	34 34			
Tartaricum	38 40	Mentha Verid.	1 50 1 60	Benzoin	50 50	34 34			
Ammonia		Myrica	1 00 1 15	Benzoin Co.	50 50	34 34			
Aqua, 16 deg.	40 6	Olive	4 00 4 50	Borax	50 50	34 34			
Aqua, 30 deg.	60 8	Picis Liquida	75 3 00	Cantharides	75 75	34 34			
Carbonas	13 14	Picis Liquida, gal.	10 35	Capicum	75 75	34 34			
Chloridum	12 14	Ricina	32 1 00	Cardamon	75 75	34 34			
Aniline		Rosmarini	1 00 1 00	Cardamon Co.	75 75	34 34			
Black	2 00 2 25	Rose, ounce	6 50 8 50	Catechu	1 00 1 00	34 34			
Brown	80 1 00	Succini	40 45	Cinchona	50 50	34 34			
Red	45 50	Sabina	90 1 00	Cinchona Co.	50 50	34 34			
Yellow	2 50 3 00	Santal	2 50 7 00	Columba	50 50	34 34			
Bacca		Sassafras	55 80	Cubeba	50 50	34 34			
Cubeba	13 15	Sinaple, ess. ounce	1 70 1 50	Cassia Acutifol.	50 50	34 34			
Juniperus	60 8	Tigil.	1 70 1 50	Cassia Acutifol Co.	50 50	34 34			
Xanthoxylum	25 30	Thyme	40 50	Digitalis	50 50	34 34			
Balsamum		Thyme, opt.	1 60 1 60	Ergot	50 50	34 34			
Copalba	50 55	Theobromas	15 20	Ferri Chloridum	50 50	34 34			
Peru	2 75 75	Potassium			Gentian	50 50	34 34		
Terabin, Canada	45 50	Bi Carb.	15 18	Gentian Co.	50 50	34 34			
Tolutan	50 55	Bichromate	13 15	Guaiac	50 50	34 34			
Cortex		Bromide	5 5	Guaiac ammon.	50 50	34 34			
Abies, Canadian	18 18	Carb.	12 15	Hyoscyamus	50 50	34 34			
Cassia	12 12	Chlorate, po. 17@19c	16 18	Iodine	75 75	34 34			
Cinchona Flava	18 18	Cyanide	35 40	Iodine, colorless	75 75	34 34			
Euonymus atropurp	30 30	Iodide	2 40 2 50	Kino	50 50	34 34			
Myrica Cerifera, po.	18 18	Potassa, Bitart, pure	28 30	Lobelia	50 50	34 34			
Prunus Virg.	12 12	Potassa, Bitart, com	15 15	Myrrh	50 50	34 34			
Quillaja, gr'd.	12 12	Potass Nitras, opt.	10 12	Nux Vomica	50 50	34 34			
Sassafras	12 12	Potass Nitras	10 11	Opil	50 50	34 34			
Ulmus	15 15	Prussiate	2 25 25	Opil, camphorated	50 50	34 34			
Extractum		Sulphate po	15 18	Opil, deodorized	50 50	34 34			
Glycyrrhiza Glabra	24 25	Radix			Quassia	50 50	34 34		
Glycyrrhiza, 15 lb box	28 30	Aconitum	20 25	Rhatany	50 50	34 34			
Hematox, 1s	11 12	Althea	22 25	Rhel	50 50	34 34			
Hematox, 1/4s	14 15	Anchusa	10 12	Sanguinaria	50 50	34 34			
Hematox, 1/4s	16 17	Arum po.	10 12	Serpentaria	50 50	34 34			
Ferru		Calamus	20 25	Stromonium	50 50	34 34			
Carbonate Precip.	15 15	Gentiana, po. 15	12 15	Tolutan	50 50	34 34			
Citrate and Quinia	2 25 25	Glycyrrhiza, pv. 15	16 18	Valerian	50 50	34 34			
Citrate Soluble	75 75	Hydrastis Canaden.	16 18	Veratrum Veride	50 50	34 34			
Ferrocyanidum Sol.	40 40	Hydrastis Can. po.	75 75	Zingiber	50 50	34 34			
Solut. Chloride	15 15	Hydrastis Can. po.	75 75	Miscellaneous			34 34		
Sulphate, com'l.	2 2	Hellebore, Alba, po.	18 20	Aether, Spts. Nit. 3 F	30 35	34 34			
Sulphate, com'l, by	50 50	Inula, po.	15 15	Aether, Spts. Nit. 4 F	30 35	34 34			
Sulphate, pure	7 7	Ipecac, po.	4 60 4 75	Alumen	24 3	34 34			
Flora		Iris plox, po. 35@38	35 40	Alumen, gro'd. po. 7	30 4	34 34			
Arnica	12 14	Jalapa, pr.	25 30	Annatto	40 50	34 34			
Anthemis	20 25	Maranta, 1/4s	25 30	Antimoni, po.	40 50	34 34			
Matricaria	30 35	Podophyllum, po.	22 25	Antimoni et PotassT	40 50	34 34			
Folia		Rhel	75 1 00	Antipyrin	40 50	34 34			
Barosma	25 30	Rhel, cut.	75 1 25	Antifebrin	40 50	34 34			
Cassia Acutifol, Tin-	18 20	Rhel, pv.	75 1 35	Argenti Nitras, oz	10 12	34 34			
nevelly	18 20	Spigelia	35 38	Arsenicum	10 12	34 34			
Cassia Acutifol, Alx.	25 30	Sanguinaria, po. 15	35 38	Balm Gilead Bud	35 40	34 34			
Salvia officinalis, 1/4s	12 12	Serpentaria	40 45	Bismuth S. N.	1 40 1 50	34 34			
and 1/4s	12 12	Senega	40 45	Calcium Chlor., 1s.	10 10	34 34			
Ura Ursi	80 10	Similax, officinalis H	40 45	Calcium Chlor., 1/4s	10 10	34 34			
Gummi		Smilax, M.	10 12	Calcium Chlor., 1/4s	10 10	34 34			
Acacia, 1st picked.	45 45	Scilla	10 12	Cantharides, Rus. po	15 15	34 34			
Acacia, 2d picked.	35 35	Symplocarpus, Festi-	25 25	Capici Fructus, af.	15 15	34 34			
Acacia, 3d picked.	28 28	us, po.	25 25	Capici Fructus, po	15 15	34 34			
Acacia, sifted sorts.	60 80	Valeriana, Eng. po. 30	15 15	Caryophyllus, po. 15	12 14	34 34			
Acacia, po.	12 12	Valeriana, German.	15 20	Carmin, No. 40.	3 00 3 00	34 34			
Aloe, Barb. po. 18@20	12 14	Zingiber a.	12 16	Cera Alba	50 55	34 34			
Aloe, Cape, po. 15	12 12	Zingiber j.	25 27	Cera Flava	40 42	34 34			
Aloe, Socotri, po. 40	12 12	Semen			Coccus	40 40	34 34		
Ammoniac	55 60	Anisum, po. 15	12 12	Cassia Fructus	40 40	34 34			
Assafetida	28 30	Apium (graveleons)	13 15	Centaria	40 40	34 34			
Benzoinum	50 55	Bird, 1s.	40 6	Cetaceum	50 50	34 34			
Catechu, 1s.	13 13	Carui, po. 18	10 12	Chloroform	1 10 1 10	34 34			
Catechu, 1/4s.	14 14	Cardamon	1 25 1 75	Chloroform, squibbs	1 65 1 90	34 34			
Catechu, 1/4s.	55 61	Coriandrum	80 10	Chloral Hyd Crst.	1 65 1 90	34 34			
Camphora	55 61	Cannabis Sativa	4 1/2 5 00	Chondrus	30 25	34 34			
Euphorbium, po. 35	10 10	Cydonium	1 00 1 10	Cinchonidine, P. & W	3 40 45	34 34			
Galbanum	10 10	Chenopodium	1 00 1 10	Cinchonidine, Germ	3 40 45	34 34			
Gamboge po.	65 70	Dipterix Odorate	1 40 1 50	Cocaine	3 80 4 00	34 34			
Guaiacum	30 30	Foeniculum	70 9	Corks, list, dis. pr. ct.	70 70	34 34			
Kino	3 00 3 00	Foenugreek, po.	3 1/2 4 1/2	Cresosotum	70 70	34 34			
Mastic	40 40	Lini, gr'd.	40 4 1/2	Creta	70 70	34 34			
Myrrh	40 40	Lobelia	35 40	Creta, prep.	70 70	34 34			
Opil, po. 4.00@4.80	3 25 3 31	Pharlaris Canarian.	3 1/2 4	Creta, rubra.	18 20	34 34			
Shellac	40 45	Rape	4 1/2 5	Cudbear	6 1/2 8	34 34			
Shellac, bleached	40 45	Sinapis Albu	11 12	Cupri Sulph.	10 12	34 34			
Tragacanth	50 50	Sinapis Nigra	11 12	Dextrine	75 90	34 34			
Herba		Spiritus			Emery Sulph.	75 90	34 34		
Absinthium, oz. pkg	25 25	Frument, W. D. Co.	2 00 2 50	Emery, all numbers	75 90	34 34			
Eupatorium, oz. pkg	20 20	Frument, D. F. R.	2 00 2 25	Emery, po.	75 90	34 34			
Lobelia, oz. pkg	25 25	Frument	1 25 1 50	Ergota	75 90	34 34			
Majorum, oz. pkg	25 25	Juniperis Co. O. T.	1 05 2 00	Flake White	12 15	34 34			
Mentha Pip. oz. pkg	25 25	Juniperis Co.	1 05 2 00	Galla	12 15	34 34			
Mentha Vir. oz. pkg	25 25	Saacharum N. E.	1 90 2 10	Gambier	12 15	34 34			
Rue, oz. pkg	25 25	Spt. Vini Galli	1 75 6 50	Gelatim, Cooper	12 15	34 34			
Tanacetum V. oz. pkg	25 25	Vini Oporto	1 25 2 00	Gelatim, French	12 15	34 34			
Thymus, V. oz. pkg	25 25	Vini Alba	1 25 2 00	Glassware, flint, box	75 10	34 34			
Magnesia		Sponges			Less than box	75 10	34 34		
Calcined, Pat.	55 60	Florida sheeps' wool	2 50 2 75	Glue, brown	75 10	34 34			
Carbonate, Pat.	30 32	carriage.	2 50 2 75	Glue, white.	130 125	34 34			
Carbonate, E. & M.	30 32	Nassau sheeps wool	2 00 2 25	Glycerina	140 30	34 34			
Carbonate, Jennings	35 36	carriage.	2 00 2 25	Grana Paradisi	25 25	34 34			
Oleum		Velvet extra sheeps' wool, carriage.	2 00 2 25	Humulus	25 25	34 34			
Absinthium	4 50 4 75	Extra yellow sheeps' wool, carriage.	2 00 2 25	Hydraag Chlor Mite	25 25	34 34			
Amygdale, Dulc.	30 50	wool, carriage.	2 00 2 25	Hydraag Chlor Cor.	25 25	34 34			
Amygdale, Amare	8 00 8 25	Grass sheeps wool, carriage.	2 00 2 25	Hydraag Ox Rub'm.	25 25	34 34			
Anis.	1 85 2 00	Hard, for slate use.							

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....50 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 1 lb cans doz.....85 1 lb can doz.....1 50 Acme. 1/2 lb cans 3 doz.....45 1 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 bulk.....10 Arctic. oz. Eng. Tumblers.....85	BLUING. CONDENSED PEARL BLUING Small, 3 doz.....40 Large, 2 doz.....75 BROOMS. No. 1 Carpet.....2 30 No. 2 Carpet.....2 15 No. 3 Carpet.....1 85 No. 4 Carpet.....1 45 Parlor Gem.....2 50 Common Whisk.....85 Fancy Whisk.....1 00 Warehouse.....2 70 CANDLES. 8s.....7 10s.....8 Paraffine.....8 Wickling.....20 CATSUP. Columbia, pint.....2 00 Columbia, 1/2 pint.....1 25 CHEESE Acme.....@ 9 Amboy.....@ 9 Butter'n't.....@ 9 Carson City.....@ 8 Elsie.....@ 9 1/4 Emblem.....@ 9 1/4 Gem.....@ 9 1/4 Gold Medal.....@ 9 1/4 Ideal.....@ 9 1/4 Jersey.....@ 9 1/4 Riverside.....@ 9 Brick.....@ 12 Edam.....@ 70 Leiden.....@ 17 Limburger.....@ 13 Pineapple.....50 @ 75 Sap Sago.....@ 17 Chicory Bulk.....5 Red.....7 CHOCOLATE. Walter Baker & Co.'s. German Sweet.....28 Premium.....35 Breakfast.....46 COFFEE. Roasted. Rio. 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.....26 Private Growth.....30 Mandehling.....35 Mocha. Imitation.....22 Arabian.....28 Roasted. Clark-Jewell-Well's Co.'s Brands 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 1/2 Ideal Blend.....14 Leader Blend.....12 1/2 Package. Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1/2 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 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 45 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. Boxes, 7 lbs.....40 Cases, 16 boxes.....38 COCOA SHELLS. 20 lb bags.....2 1/2 Less quantity.....3 Pound packages.....4 CREAN TARTAR. 5 and 10 lb. wooden boxes.....20 Bulk in sacks.....29 CONDENSED MILK. 4 dos in case. Gall Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 85 Dime.....3 85 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 Check. 1,000, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....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 1000 books.....17 50 DRIED FRUITS—DOMESTIC. Apples. Sun-dried.....@ 7 1/4 Evaporated 50 lb boxes.....@ 10 1/4 California Fruits. Apricots.....@ 15 Blackberries.....@ 5 Nectarines.....@ 10 Peaches.....@ 11 Pears.....@ 7 1/2 Pitted Cherries.....7 1/2 Prunelles.....@ 10 Raspberries.....@ 14 California Prunes. 100-120 25 lb boxes.....@ 4 100-120 25 lb boxes.....@ 5 80-90 25 lb boxes.....@ 5 1/2 70-80 25 lb boxes.....@ 5 1/4 60-70 25 lb boxes.....@ 6 1/4 50-60 25 lb boxes.....@ 6 1/2 40-50 25 lb boxes.....@ 10 30-40 25 lb boxes.....@ 2 1/2 cent less in 50 lb cases Raisins. London Layers 2 Crown.....1 50 London Layers 3 Crown.....1 65 Cluster 4 Crown.....2 00 Loose Muscatels 2 Crown.....2 50 Loose Muscatels 3 Crown.....2 50 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.....@ 6 1/4 Cleaned, bulk.....@ 6 1/4 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.....@ 2 Sultana 1 Crown.....@ 2 Sultana 2 Crown.....@ 2 Sultana 3 Crown.....@ 2 Sultana 4 Crown.....@ 2 Sultana 5 Crown.....@ 2 Sultana 6 Crown.....@ 2 Sultana package.....@ 2	FARINACEOUS GOODS. Farina. 24 1 lb. packages.....1 25 Bulk, per 100 lbs.....3 00 Grits. Walsh-DeRoo Co.'s Brand.  24 2 lb. packages.....1 80 100 lb. kegs.....2 70 200 lb. barrels.....5 10 Hominy. Barrels.....2 50 Flake, 50 lb. drums.....1 00 Beans. Dried Lima.....5 1/4 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. Rolled Avena, bbl.....4 00 Monarch, bbl.....3 75 Monarch, 1/2 bbl.....2 00 Monarch, 90 lb sacks.....1 80 Quaker, cases.....3 20 Huron, cases.....2 00 Sago. German.....4 East India.....3 1/4 Esley's Self Rising Flours. 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.....6 1/4 Wheat. Cracked, bulk.....3 1/4 24 2 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.....70 Holland white hoop mchs.....80 Norwegian.....3 10 Round 100 lbs.....1 40 Round 40 lbs.....1 40 Scaled.....14 Flackeral. Mess 100 lbs.....15 00 Mess 40 lbs.....6 30 Mess 10 lbs.....1 65 Mess 8 lbs.....1 35 No. 1 100 lbs.....13 25 No. 1 40 lbs.....5 60 No. 1 10 lbs.....1 48 No. 1 8 lbs.....1 20 No. 2 100 lbs.....11 50 No. 2 40 lbs.....4 90 No. 2 10 lbs.....1 30 No. 2 8 lbs.....1 07 Trout. No. 1 100 lbs.....5 25 No. 1 40 lbs.....2 40 No. 1 10 lbs.....68 No. 1 8 lbs.....57 Whitefish. No. 1.....7 00 No. 2.....6 50 100 lbs.....7 00 40 lbs.....3 10 10 lbs.....85 8 lbs.....71 FLAVORING EXTRACTS. Perrigo's. XXX, 2 oz. obert.....1 25 XXX, 4 oz. taper.....1 25 XX, 2 oz. obert.....1 00 No. 2, 2 oz. obert.....75 XXX D D picher, 6 oz.....2 25 XXX D D picher, 4 oz.....1 75 K. P. picher, 6 oz.....2 25 Northrop Brand. 2 oz. Taper Panel.....75 2 oz. Oval.....75 3 oz. Taper Panel.....1 35 4 oz. Taper Panel.....1 60	FLAVORING EXTRACTS.  Jennings'. D. C. Vanilla.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 No. 3.....3 00 No. 8.....4 00 No. 10.....6 00 No. 2 T.1 25 No. 3 T.2 00 No. 4 T.2 40 D. C. Lemon.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 No. 3.....3 00 No. 8.....4 00 No. 10.....6 00 No. 2 T.1 25 No. 3 T.2 00 No. 4 T.2 40 FLY PAPER. Tanglefoot, per box.....36 Tanglefoot, per case.....3 20 Holders, per box of 50.....75 Perrigo's Lightning, gro.....2 50 Petrolatum, per doz.....75 HERBS. Sage.....15 Hops.....15 INDIGO. Madras, 5 lb boxes.....55 S. F., 2 1/2 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 No. 2 Home.....3 25 Quarter Kegs.....2 25 1 lb. cans.....45 JELLY. 15 lb pails.....35 36 lb pails.....65 LYE. Condensed, 2 dos.....1 20 Condensed, 4 dos.....2 25 LICORICE. Pure.....80 Calabria.....25 Sicily.....14 Root.....10 PATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 Wolverine.....1 05 No Brand.....95 MOLASSES. New Orleans. Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 @ 35 Half-barrels 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.....4 10 Babbitt's.....3 00 Penna Salt Co.'s.....3 00 PICKLES. Medium. Barrels, 1,200 count.....4 00 Half bbls, 600 count.....2 50 Small. Barrels, 2,400 count.....5 00 Half bbls, 1,200 count.....3 00 RICE. Domestic. Carolina head.....6 1/4 Carolina No. 1.....5 Carolina No. 2.....4 Broken.....3 1/4	Imported. Japan, No. 1.....5 1/4 @ 6 Japan, No. 2.....4 1/2 @ 5 Java, fancy head.....5 @ 5 1/4 Java, No. 1.....5 @ Table.....@ SALBRATUS. Packed 60 lbs in box. Church's Arm and Hammer.....15 Deland's.....30 Dwight's Cow.....3 15 Emblem.....3 50 L. P.....3 00 Soda.....3 15 Wyandotte, 100 lbs.....3 00 SAL SODA. Granulated, bbls.....50 Granulated, 100 lb cases.....8 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, 250 lb. bulk.....2 25 Butter, barrels, 20 14 lb bags.....2 50 Butter, sacks, 28 lbs.....25 Butter, sacks, 56 lbs.....55 Common Grades. 100 3 lb sacks.....1 95 60 5-lb sacks.....1 80 28 10-lb sacks.....1 65 Worcester. 50 4 lb. cartons.....3 25 115 2 1/2 lb. sacks.....4 00 60 5 lb. sacks.....3 75 22 14 lb. sacks.....3 50 30 10 lb. sacks.....3 50 28 lb. linen sacks.....32 56 lb. linen sacks.....60 Bulk in barrels.....2 50 Warsaw. 56-lb dairy in drill bags.....30 28-lb dairy in drill bags.....15 Ashton. 56-lb dairy in linen sacks.....60 Higgins. 56-lb dairy in linen sacks.....60 Solar Rock. 56-lb sacks.....21 Common. Granulated Fine.....60 Medium Fine.....70 SCALES. Per doz. Pelouze Household.....12 00 Weights 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 Cuttle Bone.....20 SNUFF. Scotch, in bladders.....37 Macaboy, in jars.....8 French Kappie, in jars.....48 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 65 Dome.....2 75 Cabinet.....2 90 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 50 Kirkoline.....3 50 Eos.....2 50 Scouring. Sapollo, kitchen, 3 doz.....2 40 Sapollo, 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 3 doz. 1/4 gallon cans.....1 65 Pure Cane. Fair.....16 Good.....20 Choice.....25
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SPICES.
Whole Sifted.

Allspice	10
Cassia, China in mats	12
Cassia, Batavia in bund	25
Cassia, Saigon in rolls	32
Cloves, Amboyana	14
Cloves, Zanzibar	12
Mace, Batavia	55
Nutmegs, fancy	60
Nutmegs, No. 1	45
Nutmegs, No. 2	45
Pepper, Singapore, black	13
Pepper, Singapore, white	16
Pepper, shot	15

Pure Ground in Bulk.

Allspice	14
Cassia, Batavia	30
Cassia, Saigon	40
Cloves, Zanzibar	14
Ginger, African	15
Ginger, Cochinchina	18
Ginger, Java	23
Mustard	12 1/2
Nutmegs	40 1/2
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 1/2
6-lb boxes 7

Diamond.
64 10c packages 5 00
128 5c packages 5 00
32 10c and 64 5c packages 5 00

Common Corn.
20 1-lb packages 5
40 1-lb packages 5 1/2

Common Gloss.
1-lb packages 4 1/2
3-lb packages 4 1/2
6-lb packages 5
40 and 50 lb boxes 3
Barrels 3

STOVE POLISH.



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

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 85
Crushed	6 00
Powdered	5 63
XXXX Powdered	5 75
Cubes	5 63
Granulated in bbls.	5 50
Granulated in bags	5 50
Fine Granulated	5 50
Extra Fine Granulated	5 63
Extra Coarse Granulated	5 63
Mould A	7 50
Diamond Confection	5 50
Confection Standard A	5 38
No. 1	5 00
No. 2	5 00
No. 3	5 00
No. 4	4 91
No. 5	4 88
No. 6	4 81
No. 7	4 75
No. 8	4 69
No. 9	4 63
No. 10	4 50
No. 11	4 38
No. 12	4 31
No. 13	4 31
No. 14	4 25
No. 15	4 25
No. 16	4 25

TABLE SAUCES.



LEA & PERRIN'S SAUCE
The Original and Genuine Worcestershire.
Lea & Perrin's, large... 3 75
Lea & Perrin's, small... 2 50
Halford, large... 3 75
Halford small... 2 25
Salad Dressing, large... 4 55
Salad Dressing, small... 2 75

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 00
Rube Bros. Co... 25 00
The Hulton Co... 35 00
T. J. Dunn & Co... 35 00
McCoy & Co... 35 00
The Collins Cigar Co... 35 00
Brown Bros... 15 00
Banner Cigar Co... 30 00
Bernard Stahl Co... 35 00
Banner Cigar Co... 10 00
Seidenberg & Co... 55 00
G. P. Sprague Cigar Co... 10 00
The Fulton Cigar Co... 10 00
A. B. Ballard & Co... 35 00
E. M. Schwarz & Co... 35 00
San Telmo... 35 00
Havana Cigar Co... 18 00

VINEGAR.

Malt White Wine, 40 grain... 5
Malt White Wine, 80 grain... 11
Pure Cider, Red Star... 12
Pure Cider, Robinson... 13 1/2
Pure Cider, Silver... 12 1/2

WICKING.

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

WOODENWARE.

Baskets.
Bushels, wide band... 1 00
Market... 1 10
Willow Cloths, large... 6 25
Willow Cloths, medium... 5 50
Willow Cloths, small... 5 00

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

Crackers.

The National Biscuit Co.
quotes as follows:

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

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

Oyster.
Saltine Wafer... 5 1/2
Saltine Wafer, 1 lb. carton... 5 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... 8
Graham Wafers... 10
Grand Ma Cakes... 9
Imperial... 8
Jumbles, Honey... 12 1/2
Marshmallow... 16
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 Twist... 7 1/2
Cut Loaf... 7 1/2
Jumbo, 32 lb... 7 1/2
Extra H. H... 7 1/2
Boston Cream... 10 1/2

Mixed Candy.

Grocers... 6
Competition... 6 1/2
Standard... 7
Conservé... 7 1/2
Royal... 7 1/2
Ribbon... 8 1/2
Broken... 7 1/2
Cut Loaf... 8 1/2
English Rock... 8 1/2
Kindergarten... 8 1/2
French Cream... 8 1/2
Dandy Pan... 10
Hand Made Cream mxd... 13
Nobby... 8 1/2

Fancy—in Bulk.

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

Fancy—in 5 lb. Boxes.

Lemon Drops... 50
Sour Drops... 50
Peppermint Drops... 50
Chocolate Drops... 50
H. M. Choc. Drops... 75
H. M. Choc. Lt. and... 90
Dlc. No. 12... 90
Gum Drops... 90
Licorice Drops... 90
A. B. Licorice Drops... 90
Lozenges, plain... 55
Lozenges, printed... 55
Imperial... 55
Mottoes... 50
Cream Bar... 55
Molasses Bar... 55
Hand Made Creams... 80
Cream Buttons, Pep... 80
And Want... 80
String Rock... 80
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... 50

Fruits.

Oranges.
Medt Sweet... 5 00

Lemons.
Strictly choice 300s... 40 00
Strictly choice 300s... 40 00
Fancy 300s... 40 00
Ex. Fancy 300s... 45 00
Ex. Fancy 300s... 45 00

Bananas.
Medium bunches... 1 00
Large bunches... 1 75

Foreign Dried Fruits.
Figs.
California Fancy... 12
Choice, 10 lb boxes... 12
Extra choice, 10 lb boxes new... 16
Fancy, 12 lb boxes... 22
Imperial Mikados, 18 lb boxes... 2
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
1b cases, new... 6
Sairs, 60 lb cases... 5

Nuts.

Almonds, Tarragona... 216
Almonds, Ivaca... 214
Almonds, California, soft shelled... 215
Brazil new... 7
Filberts... 210
Walnuts, Granobles... 213
Walnuts, Calif No. 1... 211
Walnuts, soft shelled Calif... 11
Table Nuts, fancy... 11
Table Nuts, choice... 10
Pecans, Med... 7 1/2
Pecans, Ex. Large... 9
Pecans, Jumbos... 12
Hickory Nuts per bu., Ohio, new... 21 60
Cocoanuts, full sacks... 23 50
Chestnuts per bu... 34

Peanuts.
Fancy, H. P., Suns... 7
Fancy, H. P., Flage... 7
Choice, H. P., Extras... 5
Choice, H. P., Extras, Roasted... 6

Grains and Feedstuffs

Wheat.

Winter Wheat Flour.
Local Brands.
Patents... 4 0
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
Worden Grocer Co.'s Brand.
Quaker, 1/2s... 3 25
Quaker, 1/4s... 3 65
Quaker, 1/8s... 3 65

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.
Pillsbury's Best 1/2s... 4 55
Pillsbury's Best 1/4s... 4 45
Pillsbury's Best 1/8s... 4 35
Pillsbury's Best 1/4s paper... 4 35
Pillsbury's Best 1/8s paper... 4 35
Ball-Barnhart-Putman's Brand.
Duluth Imperial, 1/2s... 4 50
Duluth Imperial, 1/4s... 4 40
Duluth Imperial, 1/8s... 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 40
Parisian, 1/4s... 4 40
Parisian, 1/8s... 4 40
Oliney & Judson's Brand.
Ceresota, 1/2s... 4 50
Ceresota, 1/4s... 4 41
Ceresota, 1/8s... 4 31
Worden Grocer Co.'s Brand.
Laurel, 1/2s... 4 40
Laurel, 1/4s... 4 30
Laurel, 1/8s... 4 20

Meal.

Bolton... 1 90
Granulated... 2 10

Feed and Millstuffs.

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

Corn.

New corn, car lots... 37
Less than car lots... 39
Car lots... 30
Carlots, clipped... 32 1/2
Less than car lots... 31

Hay.

No. 1 Timothy carlots... 1 00
No. 1 Timothy, ton lots... 12 01

Fish and Oysters

Fresh Fish.

	Per lb
Whitefish	1 1/2
Trout	8
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	9
Red Snapper	9
Col River Salmon	12
Mackerel	18

Shell Goods.

Oysters, per 100... 1 35
per 100... 1 50

Oils.

	Barrels.	@
Eocene	11 1/2	
Perfection	10	
XXX W. W. Mich. Light	10	
W W Michigan	9 1/2	
Diamond White	9 1/2	
D. S. Gas	13	
Deo. Naptha	13	
Cylinder	29	
Lampine	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
Calfskins, green No. 1... 7 1/2
Calfskins, green No. 2... 7 1/2
Calfskins, cured No. 1... 10
Calfskins, cured No. 2... 8 1/2
Pelts.
Pelts, each... 50 1/2
No. 1... 3 1/2
No. 2... 2 1/2
Wool.
Washed, fine... 21 1/2
Washed, medium... 22
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 00
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 1/2
Hams, 16 lb average... 10 1/2
Hams, 20 lb average... 9 1/2
Ham dried beef... 15 1/2
Shoulders (N. Y. cut)... 6 1/2
Bacon, clear... 7 1/2
California hams... 7
Boneless hams... 8 1/2
Cooked ham... 10 1/2

Lards. In Tierces.

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

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
4 bbls, 40 lbs... 1 35
4 bbls, 80 lbs... 2 50

Tripe.

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

Casings.

Pork... 20
Beef rounds... 3
Beef middles... 10
Sheep... 60

Butterline.

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... 90
Deviled ham, 1/2s... 50
Deviled ham, 1/4s... 90
Potted tongue 1/2s... 50
Potted tongue 1/4s... 90

Fresh Meats.

Beef.

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

Pork.

Dressed... 5 1/2
Loins... 7
Shoulders... 6 1/2
Leaf Lard... 6 1/2

Mutton.

Carcass... 8 1/2
Spring Lambs... 12 1/2

Veal.

Carcass... 8 1/2

Crockery and Glassware.

AKRON STONEWARE.

Butters.
1/2 gal., per doz... 40
1 to 6 gal., per gal... 5
8 gal., each... 40
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 - 11 doz... 55
1 gal. fireproof, bail, doz... 10

Jugs.

1/2 gal., per doz... 40
1 gal., per doz... 50
1 to 5 gal., per gal... 8

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

Sealing Wax.

5 lbs. in package, per lb... 2

FRUIT JARS.

Pints... 4 00
Quarts... 4 25
Half Gallons... 6 00
Covers... 2 00
Rubbers... 25

LAMP BURNERS.

Hardware

How White Lead Is Made.

Very few people know how white lead—the base of so many paints—is made, and even those who sell it ought to know more about it than they do. Now and then one may find a person who will tell you that the same lead which is moulded into bullets is the white lead seen in the paint pots, but an enquirer will ask a great many people before he finds one to explain the process of manufacture. Here, then, are a few notes that may be of interest to those who are expected to know. Iron, it is pretty generally known, is melted into what are called "pigs" for shipment and for convenient use. It is the same with lead only the pigs are not as large and heavy. The first step in the manufacture is to corrode the lead. We will take what is called the "old Dutch process," because that makes the best article. The "pigs" are tossed into a melting furnace, and when reduced to a liquid state the metal is drawn off into moulds, which are called "buckle moulds." The lead thus moulded is called a "buckle," being a little round cake nearly as large as a saucer but not so thick, and perforated in many earthen jars of various sizes. At the bottom of each jar is a small quantity of acetic acid. When a jar is full of "buckles," which have been dropped in without regard to order, it is removed to the corroding house. Here the jars are placed in a row, covered by boards, the boards are covered by two inches of tan bark, and then another course of jars is added until all the room is taken up. There is nothing more to do for ninety days except to wait. It is not the acid direct, but its fumes, and the perforations which permit the fumes to get at all parts of the little cake. At the end of ninety days the lead should be corroded. The "buckles" are then bleached out until they look like biscuits and will crumble to pieces at the touch. The same acid which has befriended the maker in the corrosion is now his worst enemy, and must be got rid of. Many people have rubbed their hands along the boards of a building and found them smeared with a white powder. That house was painted with the lead from which the acetic acid was not thoroughly washed out, and the paint "killed" and powdered up. The jars are taken to the washing-troughs and their contents emptied in, and the water is then let in and the bath is sluiced until we have a mixture the color of milk and scarcely heavier. After a deal of washing the water is drawn off, and the lead is found at the bottom of the troughs. If the acid has been taken out it is shoveled into the jars again, and then carried into a hot-air room and left for the water to evaporate. When this has been accomplished, the contents of the jars are emptied on copper drying pans heated by steam. The stuff now looks like ice cream, but soon dries until it is as fine and white as flour. To make paint it simply has to be ground in oil. To prove that this white paint was once metal, a simple experiment may be made. Take a piece of charcoal, dig out a small hole in the center, and fill the cavity with paint. Now light the charcoal and put the blowpipe at work, and what is the result? A ragged button of lead. Acid made it paint—fire burns it back to its original state. The lead corroder ships to the paint factories by the barrel. At the factories the dye

stuff is poured into paint mills, oil added, and the stuff is ground through three different mills before it comes out as seen in the paint cans. If the paintman is making pure lead he adds nothing. If he so desires the lead is adulterated while grinding. There is a species of quartz rock called barytes. When this is pulverized it closely resembles lead, and is largely used to adulterate it.

Too Honest to Ever Grow Rich.

Emerson keeps a grocery store on Grand avenue. As all his customers are either Greeks or Italians, he keeps a stock on hand somewhat different from other grocers.

One day a drummer strayed into the store. Emerson was waiting on an Italian woman, while her four-year-old son was stealing sugar out of a barrel.

Eggs were 18 cents a dozen. The woman wanted only one egg. The solitary prospective chicken was wrapped up.

"Two cents, please," said Emerson. She paid and received a small slip of yellow paper.

"What was that slip you gave her?" asked the drummer, after she left.

"H'm, you see eggs are 18 cents a dozen. That makes one and a half cents for each egg. The woman would not pay a half cent too much, and, as I did not want to sell the egg for one cent, she paid two cents and I gave her the slip good for one-half cent. Thus she will get the next egg for one cent if she brings the slip."

The summer oyster is preparing to "come in" with a rush, and dealers estimate that about 18,000 bushels will be sold in New York City alone the present season. The popular fallacy about the silent bivalve being unwholesome during the months that have not the letter "r" in their make-up is being dispelled in a practical manner these days. The summer oyster is not a bit different from its winter brother, except that it is smaller and more palatable in hot weather, because it is a late spawner. Every year since 1890 the summer oyster has been growing in popularity, until now the epicures demand it, and to keep "in line" the prominent restaurateurs of Gotham have to supply them. These oysters are transplanted from the warmer water in the Sound during the spring and arrive at maturity in May and June. They are used here in stews, fries, and on the half shell, and the summer sales are high.

Several members of a crew of a sugar-laden ship lately arrived at Philadelphia were afflicted with blindness in the moonlight and starlight of night when in the tropics, although they could see quite clearly as soon as the sun arose. They attributed it to fumes from the sugar, but their captain was inclined rather to lay it to an excessive use of tobacco.

The increase of insanity in civilized centers of population is appalling. A half-dozen new asylums have been built in and about London in the last dozen years, and each one is filled almost as soon as completed. The number of insane in London institutions alone now reaches an aggregate of over 25,000.

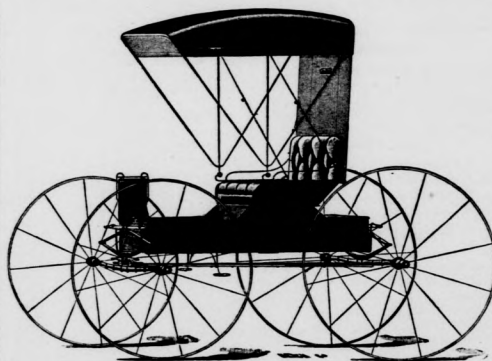
Helen Gould's income is the largest of any unmarried woman in the country. She does not spend much on herself. On churches and charities she spends \$100,000 a year.

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12 W. Bridge St.,
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THREE COLUMNS.

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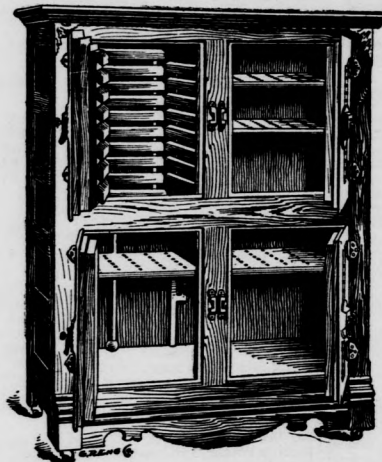
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THROWN DOWN.

Ingenious Method of Breaking Up a Gang.

M. Quad in American Druggist.

Mr. Plimpton had been a druggist in Charlotte for ten years when I joined the gang which had its headquarters in his store. I was No. 15. Every night in the week except Sunday we dropped in. The idea was to hear the news, tell stories, brag and lie and have a pleasant evening. Mr. Plimpton was a good-natured, easy-going man, and if he did not encourage the growth of the gang, he certainly made no protests. If one of the gang bought a porous plaster or a box of pills once in six months, Mr. Plimpton was agreeably surprised, but he was not a man to force trade. So far as buyers were concerned, he could have closed up at 9 o'clock, but he always kept open until the last of the gang was ready to depart. He had only three chairs in the store, and, of course, we took possession of them and of all the counter room besides, but Mr. Plimpton never threw out any hints to hurt anyone's feelings. We cracked the glass in his show-cases, broke his bottles and upset his boxes, but he always looked upon such things as unavoidable accidents, and never made a demand for pay. In the early days of the gang, when there were only six or seven members, they might have felt under obligations to Mr. Plimpton for rent, fuel and gas, but after a while all such feelings passed away. The gang came to feel that it had moral and legal rights which it would not surrender without a gigantic struggle.

If Mr. Plimpton's brother hadn't died in the East and left a business to be looked after the druggist would have made no change. As it was, he had to sell out and leave Charlotte. It was a hard blow for the gang when he announced his intentions, but it was somewhat mitigated by his solemn assurance that his successor would be a man who would give us a cheerful welcome; in fact, the gang and the drug store went together. Whoever bought the one must take the other and use it well. We had our doubts and fears, but it was old Silas Bebee, the founder of the club, who strengthened our hearts.

"The gang will go right on as usual," he said, in his decisive way. "The only change will be in the proprietorship of the store. Unless the new man is the biggest fool on earth he will not seek to drive us away. He must realize that it would be his ruin."

Mr. Plimpton's successor was a man named Edgar. He took possession one Monday morning and, as evening came and one member of the gang after another showed up, the new druggist met them with a smile and a hand-shake and blandly said:

"I am more than glad to see you. There will be no change. I shall even hope to see the number of the gang increased to twenty. Have a cigar with me?"

There was a blandness and a softness about the new druggist which touched our hearts, and the good feeling for him was further increased when he offered us the free use of his telephone and errand boy and placed a package of licorice-root and a box of gum convenient to all. We had just got settled down for the evening when the store began to fill with smoke and an alarm was raised. There was a rush of the gang for the fire engine, but when it arrived the fire had been extinguished. It was only a little one-for-a-cent among some boxes down cellar but the druggist had to close up and clean up. We were on hand again the next evening, but scarcely had we taken our accustomed seats on the counters and boxes when a dog-fight occurred in front of the store. Every man rushed out to see the affair, which lasted about five minutes, but the rushing back was a different thing. The new druggist met us at the door to say:

"As we have been interrupted and our evening broken up I think I'll lock up and do a little planting. Be sure to be on hand early to-morrow evening."

The next evening we found fourteen camp-stools placed in the store for our

benefit, and the druggist had bought a pound of smoking tobacco and a score of clay pipes. Each one of us was greeted effusively, and when all had gathered and the bragging and lying were about to begin, Mr. Edgar said:

"Gentlemen, I wish to make you feel at home, and if no one objects I will start the exercises of the evening with a story."

His offer was hailed with enthusiasm, and he was just getting ready with his yarn when the telephone rang. It was to notify him that his wife had been suddenly taken ill. There was nothing to do but shut up the store and go home, and, of course, we were turned into the street. He gave us to understand that he was full of sorrow and regret, and that he should expect us with the next evening, but we were a lonely crowd. It was dark and stormy, and some of the gang got home at 8 o'clock for the first time in fifteen years. When evening came again we were welcomed even more blandly than before, and were glad to hear that his wife was out of danger. In addition to the pipes and tobacco there was to be a free treat of hard cider, but only half of the gang had got their legs crossed and their pipes alight when a boy opened the door and wanted to know if we had heard of the murder on Rose street. Everybody rushed out and ran half a mile to Rose street, but somehow or other no case of murder could be found. We straggled back to the drug store to find it closed, and, although we went over to the lumber yard and sat around for two hours, nobody's heart was in the convention. Doubts and fears began to creep in, and old Silas voiced the general feeling as he suddenly shivered and said:

"Boys, I dunno—I dunno. It kinder seems to me that sumthin' goin' to happen."

We were a little shy on the fifth night, but the new druggist was bland and full of regrets, and we soon regained confidence. He brought out two new checker-boards, which he had purchased for our use, and it was his proposition that no one should start for home before 11 o'clock. There was evidently a pleasant evening before us, when the telephone informed the druggist that his baby had swallowed a cork-screw or screw-driver or something of the sort, and he had to turn us all out again and fly. On the next evening a smell broke loose and drove us out and on the next the stove smoked and made the place uninhabitable. The new druggist was still bland—still smiling—still full of regrets, but the fifteen of us went over to the lumber yard and sat down on beams and posts and planks for a long time without saying a word. It was Uncle Bill Hutchings who finally stood up and solemnly queried:

"Gentlemen, if she be in order I'd like to ask if anybody feels anything?"

"We do," we all replied in chorus.

"Is it a feeling of goneness?"

"It is."

"And mongied with that feeling of goneness is there a feelin' that we are slowly but surely bein' trod into the air?"

"There is."

"Then I'd like to hear from Silas Bebee what we are goin' to do about it."

"Wall, boys," said Silas, "it ain't no use to deceive ourselves. The first time we was turned out of the store I thought it might be an accident; the next time I thought it might be a coincidence; the third time it looked a leetle bit like what they calls a sequence, but when the fourth and fifth and sixth come along I knowed that this gang was thrown down. Yes, boys, we've been throwed, and throwed heavy, and thar' ain't but one thing left for us to do."

"What's that?" asked three or four in chorus.

"To adopt a resolution that all men are born free and equal, and that we take our stand on the constitution of the great United States of America!"

The resolution was unanimously adopted and we all went home. It is now twelve years since I heard from any

of the gang, but I haven't a doubt that every living man is still standing on that constitution with both feet.

One of Millions.

Once upon a time there lived a man who wanted only a few things that everybody wants. He wanted plenty to eat and drink, leisure and the woman he loved. But he found that to have time to himself to make it possible to live pleasantly with his sweetheart and give her all he wanted and to take care of the children that they might have—to do all this he must have a great deal of money. So he went to work and built up a great business, a very complicated machinery. To this money-producing machinery he was forced to give most of his energy. It gave him no time for leisure, no energy for enjoying the sunshine, his wife and children. But he began to enjoy the machinery of his business.

When he had made a large fortune, the only thing he enjoyed was the machinery by which he could make more money. He had lost his interest in the things for which he began his business. Perhaps he still had interest in food, his wife and all the naive physical and sentimental pleasures, but it was a blunted, dull interest. The only live interest he had was his business.

Only a Few Then.

A lady teacher told a schoolboy to name the Presidents, and when he replied that he couldn't, she said: "When I was as old as you, I could name all the Presidents in their order."

The boy replied, with more candor than politeness, "There were only a few Presidents then."

A drunkard is a man who commits suicide on the installment plan.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings genuine.....	25&10
Jennings imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	6 00
First Quality, D. B. Bronze.....	10 00
First Quality, S. B. S. Steel.....	6 50
First Quality, D. B. Steel.....	11 50
BOLTS	
Stove.....	60&10
Carriage new list.....	55
Plow.....	50
BUCKETS	
Well, plain.....	3 50
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 5
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 45
Musket.....	per m 75
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.....	doz. net 65
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heiler's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 12 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.....	39
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.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
1 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85
PLANES	
Ohio Tool Co.'s, fancy.....	250
Scotia Bench.....	80
Sandusky Tool Co.'s, fancy.....	250
Bench, first quality.....	250
Stanley Rule and Level Co.'s wood.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27.....	10 20
"B" Wood's patent planished, Nos. 25 to 27.....	9 20
Broken packages 1/4c per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 10&10
Mason's Solid Cast Steel.....	20c 11 1/2
Blacksmith's Solid Cast Steel Hand 30c list 50&10.....	
HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 70
Japanned Tin Ware.....	20&10
HOLLOW WARE	
Pots.....	60&1
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 1/2
ROPES	
Sisal, 1/4 inch and larger.....	9 1/2
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	
Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$3 21 \$3 01
Nos. 18 to 21.....	3 20 3 09
Nos. 22 to 24.....	3 30 3 20
Nos. 25 to 28.....	3 40 3 31
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, '98.....	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
Putnam.....	dis 5
Capwell.....	net list
WRENCHES	
Baxter's Adjustable, nickled.....	80
Coe's Genuine.....	40
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75
MISCELLANEOUS	
Bird Cages.....	41
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.....	9 1/2
SHOT	
D-op.....	1 45
B B and Buck.....	1 70
SOLDER	
40/40.....	17
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 7 15
14x20 IC, Charcoal.....	7 10
20x14 IX, Charcoal.....	8 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 IX, Charcoal, Allaway Grade.....	12 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, per pound.....	10
14x56 IX, for No. 9 Boilers, per pound.....	10

Gripsack Brigade.

Chas. F. Ballard (National Biscuit Co.) is confined to a wheel chair at the Battle Creek Sanitarium, where he has been a guest for the past three weeks.

Peter Lankester, city salesman for the Olney & Judson Grocer Co., has let the contract for a \$4,000 residence on North Prospect street between East Bridge and Hastings streets. It will contain all the modern improvements, including sanitary plumbing and relief decorative work. Peter is a hard worker and richly deserves a good home.

Charles E. Ewing: The traveling man is naturally, and from environment, an expansionist. Did you ever meet a traveling man that did not expand on the amount of his sales or the size of his salary? His occupation necessarily obliges him to expand on the merits of his goods and the greatness of his house; and it has been said of him that he believes in an expense account that will admit of expansion.

M. K. Walton (Felix & Marston) and son, Robert, accompanied by Prof. Greeson and J. A. Montague and his two sons, sail from Traverse City next Monday on an outing covering three weeks. The objective point is the Agawa River on the north shore of Lake Superior, where the party will camp and fish and relate fish stories for ten days or two weeks, depending on the time required to make the trip to the camping ground.

At the banquet of the shoe and leather men in Chicago some weeks ago, a shoe salesman related an experience of one of his friends who travels for a Chicago shoe house. A new store was to be opened in a town in Illinois. The Chicago salesman heard of it and he took the first train for the town nearest the point he wanted to reach. He arrived at this town about midnight and decided to drive over to see the proprietor of the new store early the next morning. A Boston shoe salesman was also next to the information about the new store and he was stopping at the same hotel. Suspecting that the Chicago man was on the same mission as himself, he hurried out of bed early in the morning and went over and hired every rig in the town. The Chicago man got up just in time to see the Boston man starting out with his procession of teams. He hustled around to see if there was anything left, and the only thing on wheels that he could find was a hearse. He promptly hired that, and loading in his trunks, he took another road and drove at full speed to the neighboring village. When the Boston man came coolly driving in with his full procession he found a hearse backed up at the door. Hastening into the store, he was surprised to find the Chicago man smiling at him over his order book, which already contained the bulk of the order for the opening stock.

Kalamazoo Telegraph: "A study in rag quilts," someone called them, as they went to the train Saturday and girded up their belts preparatory to the battle on the diamond with their brethren knights of the grip at Grand Rapids. No one could have mistaken them for base ball players, but no one would have dreamed they could win in such hoodoo costumes as embellished their stately forms and floated in ends and bobtails about the edges. They ran up against the Valley City men hard and came home with but ten runs to the other fellows' sixteen, but they had a most gloriously good time out of it and

would not have won from such hospitable hosts for all the world. A special car was waiting at the depot to convey them to the grounds and the game that followed immediately can only be imagined until the Kalamazoo public has a chance to feast its eyes on the return game here a week from Saturday. The Grand Rapids drummers laid themselves out to give the visitors a royal entertainment and the fun that followed when supper was served on the steamer at Reed's Lake was of the whole-souled kind that only the festive drummer knows how to furnish and fully enjoy. The team and its rooters arrived home late at night, tired at the unusual exertion—not of eating—but as frolicsome as a lot of schoolboys out after woodchucks. The game here will be done up in the same gay style and with original features and a hot time generally that will outdo the Grand Rapids welcome, if possible.

The Girls the Country Needs.

These are commencement days, and in thousands of schools all over the country sweet girl graduates are receiving blue-ribboned diplomas and being harangued on "Woman's Influence" and "Woman's Duty" and all the immemorial platitudes deemed suitable to the occasion. Ages ago, at a time when the memory of man runneth not to the contrary, the pattern of the commencement oration was cut, and although now and then it has been more frilled with sentiment and embroidered with flowers of fancy on one occasion than another, no one has dared to materially alter it, and it remains the most immutable and unsatisfactory thing of life.

A woman commencement orator has, however, arisen in the person of Mrs. Russell Sage, who sets all the sacred traditions at naught. There is in New York an admirable philanthropic institution, which furnishes free instruction in sewing to girls, and which stamps them when they finish its course as "competent dressmakers," and it was to these girls that Mrs. Sage made her little speech. She didn't, after the manner of other commencement speakers, generalize all over history and political economy and then adduce the fact that it was a woman's duty to stay in her own sphere, and be contented there no matter how uncomfortable she was. Neither did she waste any time in abstract speculations about a woman's right to work, and to make for herself any career she could. She was addressing a class of working girls who had served their apprenticeship and learned their profession, and she sent them on their way with these words of hope and cheer: "Girls, your country needs you."

It was worth a million of the rhetorical bouquets that the girls in other schools, from Vassar down to the Squeedunk Academy, are having flung at them, and the fact that it was addressed to a class of dressmakers is the merest detail. Its truth is far and away broader than that, and brings home to every girl that she, as much as her brother, has duties of citizenship, and that her country has need of her as well as him.

That the country has need of good dressmakers is a self-evident fact that millions of women struggling with incompetent seamstresses will not deny. That it has need of good cooks the hosts of dyspeptics equally testify. It has no less need of the college girl with her higher and broader education to keep alive the love of learning for learning's sake, and inspire high ideals of culture

in every community. It has need of the girl athlete to preach her crusade of good health, and to teach hosts of complaining and ailing women that they need exercise and fresh air and good food instead of drugs. And above all it needs the girls who are not going into any profession, who do not have to earn their bread, but who are needed to make good homes, where intelligence and thrift shall reign instead of disorder and wastefulness. At every turn of life there is a pressing demand for the competent work of competent women to help on the world's progress. Girls, your country needs you.

CORA STOWELL.

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—LARGE GRAIN ELEVATOR, conveniently located for shipment; complete outfit; twelve bean pickers; s.x-power gasoline engine, etc.; \$1,800; \$1,000 down. Address Mrs. Philo Bacon, Laingsburg, Mich. 3

FOR SALE—CONFECTIONERY STOCK and fixtures, including soda fountain, etc. Address No. 5, care Michigan Tradesman. 5

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 shelf 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, 1163 S. Division St., Grand Rapids, Mich. 995

FOR SALE OR EXCHANGE FOR CLEAN Stock of Groceries or General Merchandise—68 acres best land in Emmet county; part timber, part improved. Address Box 28, Good Hart, Mich. 978

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. 925

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 THRIV- ing town in exchange for 50 acre farm, with crops, three miles from city of Grand Rapids. Good buildings. Good soil for fruit and gardening. Write for particulars to 986, care Michigan Tradesman. 996

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 PAT- ronage 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 PIC- turesque, 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

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

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

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. 956

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

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

FOR SALE—CLEAN HARDWARE STOCK located at one of the best trading points in Michigan. Stock will inventory about \$5,400. Store and warehouse will be rented for \$30 per month. Will sell on easy terms. Address No. 868, care Michigan Tradesman. 868

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

COUNTRY PRODUCE

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

MISCELLANEOUS.

WANTED—AT ONCE POSITION AS CAN- vasser by experienced man. Address R. Middleton, Perrinton, Mich. 4

WANTED—POSITION AS MANAGER OR head clerk in country store. Have had valuable experience as manager of a lumber store having annual sales of \$50,000. Salary moderate. Can speak Holland. Address No. 6, care Michigan Tradesman. 6

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

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

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

Tradesman Company, Grand Rapids.

Travelers' Time Tables.

CHICAGO and West Michigan R'y June 18, 1899.

Chicago.
Lv. G. Rapids... 7:10am 12:00pm 5:05pm *2:15am
Ar. Chicago... 1:30pm 5:00pm 11:15pm *7:25am
Lv. Chicago... 7:15am 12:00pm 4:15pm *8:45pm
Ar. G'd Rapids 1:25pm 5:05pm 10:15pm *1:50am
Traverse City, Charlevoix and Petoskey.
Lv. G'd Rapids 7:30am 2:15am 1:45pm 5:30pm
Ar. Trav. City 12:40pm 6:10am 5:35pm 10:55pm
Ar. Charlevoix 3:15pm 7:53am 7:38pm
Ar. Petoskey 3:45pm 8:15am 8:15pm
Ar. Bay View 3:55pm 8:20am 8:20pm
Ottawa Beach.
Lv. G. Rapids 9:00am 12:00pm 5:30pm
Ar. G. Rapids 8:00am 1:25pm 5:05pm 10:15pm
Extra train on Saturday leaves at 2:15pm for
Ottawa Beach.
Sunday train leaves Bridge street 8:40am,
Union depot 9:00am; leaves Ottawa Beach
7:00pm.
Trains arrive from north at 2:00am, 11:15am,
4:45pm, and 10:05pm.
Parlor cars on day trains and sleeping cars on
night trains to and from Chicago.
Parlor cars for Bay View.
*Every day. Others week days only.

DETROIT, Grand Rapids & Western. June 26, 1899.

Detroit.
Lv. Grand Rapids... 7:00am 12:05pm 5:25pm
Ar. Detroit... 11:40am 4:05pm 10:05pm
Lv. Detroit... 8:40am 1:10pm 6:10pm
Ar. Grand Rapids... 1:30pm 5:10pm 10:55pm
Saginaw, Alma and Greenville.
Lv. G R 7:00am 5:10pm Ar. G R 11:45am 2:40pm
Parlor cars on all trains to and from Detroit
and Saginaw. Trains run week days only.
Geo. DeHaven, General Pass. Agent.

GRAND Trunk Railway System Detroit and Milwaukee Div

(In effect May 1, 1899.)
Leave Arrive
GOING EAST
Saginaw, Detroit & N Y... 6:45am * 9:55pm
Detroit and East... 10:16am * 5:07pm
Saginaw, Detroit & East... 3:27pm * 12:50pm
Buffalo, N Y, Toronto, Mon-
tréal & Boston, L'd Ex... * 7:20pm * 10:16am
GOING WEST
Gd. Haven and Int Pts... * 8:30am * 10:00pm
Gd. Haven Express... * 10:21am * 7:15pm
Gd. Haven and Int Pts... * 12:58pm * 3:19pm
Gd. Haven and Milwaukee... * 5:12pm * 10:11am
Gd. Haven and Milwaukee... * 10:00pm * 6:40am
Gd. Haven and Chicago... * 7:30pm * 8:05am
Eastbound 6:45am train has Wagner parlor car
to Detroit, eastbound 3:20pm train has parlor car
to Detroit.
*Daily. †Except Sunday.
C. A. JUSTIN, City Pass. Ticket Agent,
97 Monroe St., Morton House.

GRAND Rapids & Indiana Railway June 18, 1899.

Northern Div. Leave Arrive
Trav. C'y, Petoskey & Mack... * 4:10am * 10:00pm
Trav. C'y, Petoskey & Mack... * 7:45am * 5:15pm
Trav. City & Petoskey... * 1:40pm * 1:10pm
Cadillac accommodation... * 5:25pm * 10:55am
Petoskey & Mackinaw City... * 11:00pm * 6:30am
4:10am train. The Northland Express, sleeping
and dining cars; 7:45am and 1:40pm trains,
parlor cars; 11:00pm train sleeping car.
Southern Div. Leave Arrive
Cincinnati... * 7:10am * 9:45pm
Ft. Wayne... * 2:00pm * 1:30pm
Kalamazoo and Vicksburg... * 7:00pm * 7:20am
Chicago and Cincinnati... * 10:15pm * 3:55am
7:10 am train has parlor car to Cincinnati
and parlor car to Chicago; 2:00pm train has
parlor car to Ft. Wayne; 10:15pm train has
sleeping cars to Chicago, Cincinnati, Indian-
apolis, Louisville and St. Louis.
Chicago Trains.
TO CHICAGO.
Lv. Grand Rapids... 7:10am 2:00pm * 10:15pm
Ar. Chicago... 2:30pm 8:45pm 6:25am
FROM CHICAGO.
Lv. Chicago... 3:02pm * 8:15pm * 11:32pm
Ar. Grand Rapids... 9:45pm 3:55pm 6:30am
Train leaving Grand Rapids 7:10am has parlor
car; 10:15pm, coach and sleeping car.
Train leaving Chicago 3:02pm has Pullman
parlor car; 8:15pm sleeping car; 11:32pm sleep-
ing car for Grand Rapids.
Muskegon Trains.
GOING WEST.
Lv G'd Rapids... 7:35am * 1:15pm * 5:40pm
Ar Muskegon... 9:00am 2:25pm 7:05pm
Sunday train leaves Grand Rapids 9:15am;
arrives Muskegon 10:40am.
GOING EAST.
Lv Muskegon... 7:10am * 11:45am * 4:00pm
Ar G'd Rapids... 9:30am 12:55pm 5:20pm
Sunday train leaves Muskegon 7:15pm; ar-
rives Grand Rapids 8:40pm.
†Except Sunday. *Daily.
C. L. LOCKWOOD,
Gen'l Passr. and Ticket Agent.
W. C. BLAKE,
Ticket Agent Union Station.

MANISTEE & Northeastern Ry. Best route to Manistee.

Via C. & W. M. Railway.
Lv Grand Rapids... 7:00am
Ar Manistee... 12:05pm
Lv Manistee... 8:30am 4:10pm
Ar Grand Rapids... 1:00pm 9:55pm

MERCANTILE ASSOCIATIONS

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

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

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

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

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

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

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

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

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

Kalamazoo Retail Grocers' Association
President, W. H. JOHNSON; Secretary, CHAS.
HYMAN.

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

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

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

Grand Rapids Retail Meat Dealers' Association
President, L. M. WILSON; Secretary, PHILIP HIL-
BER; Treasurer, S. J. HUFFORD.

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

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

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

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

TRAVEL VIA

F. & P. M. R. R.

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

Hanselman's Fine Chocolates

Name stamped on each piece of the genuine. No up-to-date
dealer can afford to be without them.

Hanselman Candy Co.

Kalamazoo, Mich.

The Grand Rapids Paper Box Co. Manufacture

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

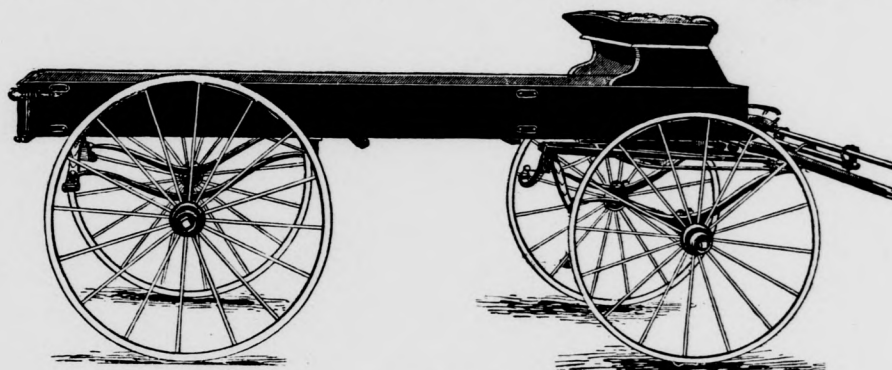
GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich.

*Keeping a good thing good
is next to making it good.*

Uneda Biscuit

(sold only in 5 cent packages)
come to your table with all
the goodness and crispness they
had when fresh from the oven.
Substantial enough for the
plainest meal—dainty enough
for the most elaborate banquet.

Platform Delivery Wagon

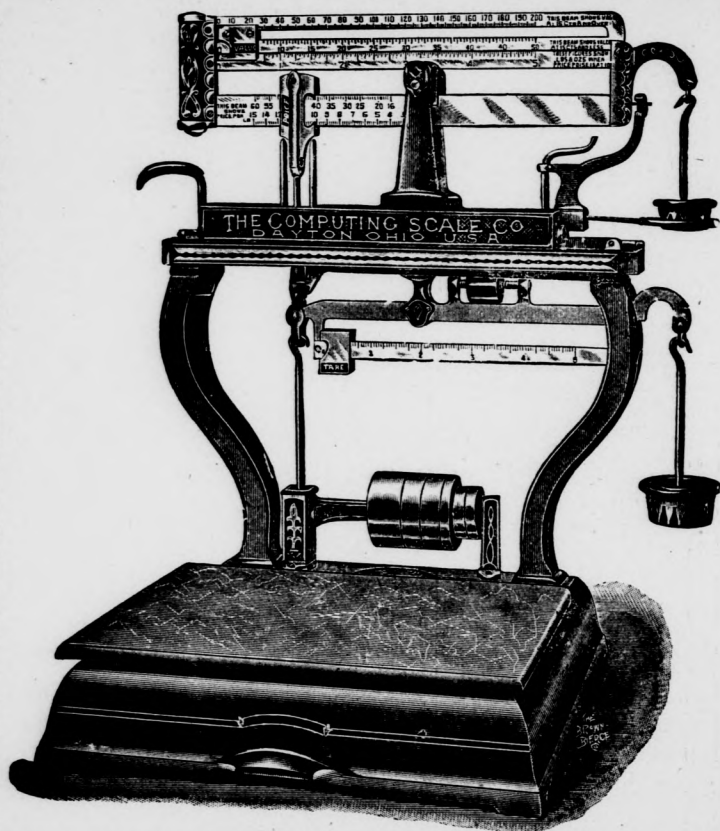


NO. 113

Not how cheap but how good. Write for catalogue and prices.

THE BELKNAP WAGON CO., Grand Rapids, Mich.

BE ON THE WINNING SIDE IF YOU CAN



No one ever got rich waiting on something to turn up. It's that fellow who turns up something that gets there.

Wise merchants know the meaning of our MONEY WEIGHT talk. They know it means a system of saving over-weights, profit saving.

MONEY WEIGHT COMPUTING SCALES are now successfully used by nearly 60,000 merchants in the United States and Canada.

For full information address

The Computing Scale Co.,
Dayton, Ohio.

Epps'
Cocoa

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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'
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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.