

MICHIGAN TRADESMAN

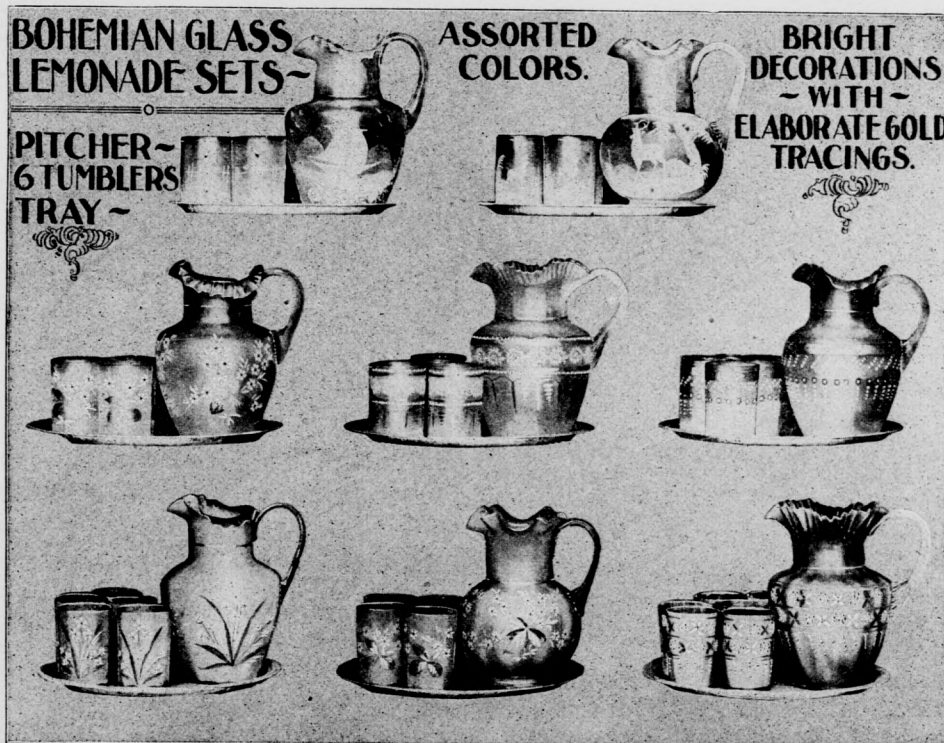
PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. \$1 PER YEAR

Volume XVI.

GRAND RAPIDS, WEDNESDAY, JULY 19, 1899.

Number 826

A
Hot
Bunch
of
Mid
Summer
Money
Makers



New
Bright
Catchy
Decorations
and
Choice
Variety
of
Colors

OUR SPECIAL ASSORTMENT

2 only, Crystal, assorted white enamel figures.....	\$1 00	\$ 2 00
3 only, Crystal, assorted enamel decoration with gold leaves.....	1 25	3 75
1 only, Blue, flower decoration with gold sprays.....		1 75
1 only, Light Green, neat floral design with gold leaves.....		1 75
1 only, Dark Green, artistic panel decorations with gold tracings.....		1 75
		\$11 00
Package no charge.	Less 10 per cent.....	9 00

Don't delay in ordering.

They will sell fast.

All pitchers in this as-
sortment are ½ gallon size.

We sell to

dealers only

Burley & Torrell

42-44 Lake Street,
Chicago.

UP TO DATE

If you wish to be UP TO DATE and have the UP TO DATE trade of your city you must make your purchases from UP TO DATE houses; then you will have UP TO DATE goods. We are now prepared to furnish you with such well known cigars as

The Princess Louise, La Rosa Espanola, Hoffman House Boquet, American Inventors, Barrister, Little Barrister, Gloria, Capt. Corker, Hemmeter's Champion, Red Rooster, Portuondo, Mr. Thomas, New York Life, Lillian Russell--in fact, anything you want in the Cigar Line.

PHELPS, BRACE & CO., Detroit, Mich.,

The Largest Cigar Dealers
in the Middle West.

F. E. BUSHMAN, Manager.

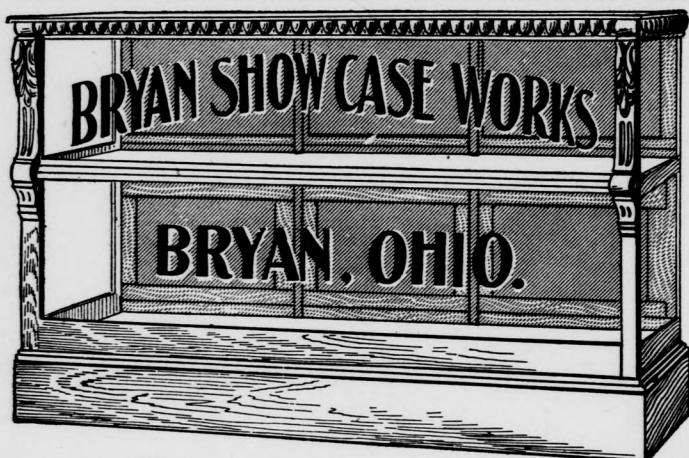
MONEY IN IT

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

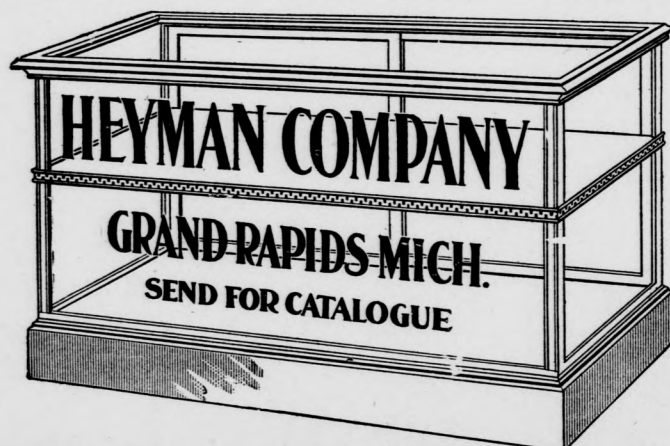
There's a large and growing section of the public who will have the best, and with whom the matter of a cent or so a pound makes no impression. It's not "How cheap" with them; it's "How good." For this class of people the Seymour Cracker is made. Discriminating housewives recognize its superior Flavor,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

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

**NATIONAL BISCUIT COMPANY,
GRAND RAPIDS, MICH.**



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.

Epps'
Cocoa

Epps'
Cocoa

GRATEFUL COMFORTING

Distinguished Everywhere

for

Delicacy of Flavor,

Superior Quality

and

Nutritive Properties.

Specially Grateful and

Comforting to the

Nervous and Dyspeptic.

Sold in Half-Pound Tins Only.

Prepared by

JAMES EPPS & CO., Ltd.,

Homœopathic Chemists, London,

England.

BREAKFAST

SUPPER

Epps'
Cocoa

Epps'
Cocoa

If You Would Be a Leader



handle only goods of VALUE.
If you are satisfied to remain at the tail end, buy cheap unreliable goods.

Good Yeast Is Indispensable.

FLEISCHMANN & CO.

UNDER THEIR YELLOW LABEL OFFER THE BEST!

Grand Rapids Agency, 29 Crescent Ave.

Detroit Agency, 111 West Larned St.

HEMLOCK BARK



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

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

MICHIGAN TRADESMAN

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GRAND RAPIDS, WEDNESDAY, JULY 19, 1899.

Number 826

THE Grand Rapids FIRE INS. CO.
Prompt, Conservative, Safe.
J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

THE MERCANTILE AGENCY
Established 1841.
R. G. DUN & CO.
Widdcomb Bld'g, Grand Rapids, Mich.
Books arranged with trade classification of names.
Collections made everywhere. Write for particulars.
L. P. WITZLEBEN, Manager.

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 08
Losses Adjusted and Unpaid.....	None
Total Death Losses Paid to Date.....	51,061 00
Total Guarantee Deposits Paid to Beneficiaries.....	1,030 00
Death Losses Paid During the Year.....	11,000 00
Death Rate for the Year.....	3 64

FRANK E. ROBSON, President.
TRUMAN B. GOODSPEED, Secretary.

Commercial Credit Co. Ltd.
Private Credit Advances
Collections and
Commercial
Litigation
GRAND RAPIDS, MICH.

Try our Drafts
on slow debtors.

Take a Receipt for Everything
It may save you a thousand dollars, or a lawsuit, or a customer.
We make City Package Receipts to order; also keep plain ones in stock. Send for samples.
BARLOW BROS.,
GRAND RAPIDS, MICHIGAN.

**OLDEST
MOST RELIABLE
ALWAYS ONE PRICE**

Wholesale Clothing Manufacturers in the city of ROCHESTER, N. Y. are KOLB & SON. Only house making strictly all wool Kersey Overcoats, guaranteed, at \$5.
Mail orders will receive prompt attention. Write our Michigan representative, Wm. Connor, Box 346, Marshall, Mich., to call upon you, or meet him at Sweet's Hotel, Grand Rapids, July 26 to 31 inclusive. Customers' expenses allowed. Prices, quality and fit guaranteed.

Tradesman Coupons Save Trouble.
Save Money
Save Time.

IMPORTANT FEATURES.

- PAGE
- Getting the People.
 - Around the State.
 - Grand Rapids Gossip.
 - Woman's World.
 - Editorial.
 - Editorial.
 - Observations by a Gotham Egg Man.
 - Gotham Gossip.
 - Shoes and Leather.
 - Why He Stayed at Old Silver Crown.
 - Acetylene Lighting.
 - Dry Goods.
 - Commercial Travelers.
 - Drugs and Chemicals.
 - Drug Price Current.
 - Grocery Price Current.
 - Grocery Price Current.
 - Unique Atonement.
 - Hardware Price Current.
 - G. R. Retail Grocers' Association. Business Wants.

MORNING MARKET.

Some Changes Which the Years Have Brought.

There is, perhaps, no more striking contrast between the healthy conditions of trade prevailing now and the distressing dullness of three or four years ago than that afforded by a visit to the morning market. At that time on the old Ionia street site there was usually a profusion of offerings, but the lack of money in the hands of consumers made prices distressingly low. Then new potatoes would start for the season at 30@40 cents per bushel and quickly fall to 10 cents, at which price they would continue to sell when there was any sale at all. Apples, peaches and other fruits ruled at similar nominal prices, hardly paying the cost of the marketing. The beggarly lack of value then was manifest in the careless, slovenly manner in which the produce was handled and the general appearance of dilapidation and poverty prevailing. To be sure, there were some whose thrift and economy were such as to enable them to rise above these adverse conditions, but these were far outnumbered by those whose appearance clearly indicated that the struggle for existence was the principal concern. The great majority of wagons were dilapidated and unpainted, the horses showed the ill effects of overwork with the inadequate care the general discouragement of the situation induced, and those in charge seemed to give little heed to the amenities in costume beyond the care for decent covering. There are many kinds of values and expense which do not rise and fall in the same degree as wages and produce, such as taxes, interest on debts, etc., and the necessity of accumulating and saving to meet these imperative demands when so little was realized from the arduous day and night effort was about all the producers were equal to. Recalling the conditions the wonder is that more did not succumb to the effects of such discouragement and poverty—that so many patiently held their own until the time should come when they could turn the severe lessons of economy and effort to better purpose.

The contrast between the conditions then and now is very marked. Money in the hands of consumers keeps prices

on a healthy basis. Not only is there adequate remuneration for the cost of marketing, but the production yields good returns to the landowner. This is reflected in a general appearance of prosperity—better vehicles, sleeker and more contented looking horses, in charge of those showing evidences of a more substantial prosperity. On Ionia street the morning appetite was stayed with a bite of the conventional crackers and cheese, supplemented by pickings from the fruit, etc. The heartier demands of the farmer appetite were scarcely sufficient to support the little lunch tent which catered to most of the market. Now the marketmen support a well patronized and well kept restaurant, from which they are seen to merge smoking good cigars and evincing a generally heartier, healthier and more liberal appearance.

The difference in values is also apparent in the quality and condition of the goods offered. More attention is being given to the cultivation of the best varieties and more care is shown in preparation for market and in the banding of products. It is noticeable how much fresher and more toothsome vegetables and fruits are becoming, partly to be ascribed to the more favorable season and abundance of rain, but more to better care in preparation and handling.

Then three years ago the same unsatisfactory conditions affected the work of the commission men and jobbers. The getting of a fair profit out of almost worthless products is a serious and unsatisfactory problem. Now the values are such as to make the work much less severe and the returns for the same effort more satisfactory. And this more favorable and profitable situation is not unduly increasing the number and competition of the produce handlers, for the demands of this branch of trade are developing along lines requiring more and more severe apprenticeship and experience.

Martin Van Prooyen, who absconded two weeks ago, leaving his tea and coffee stock at 255 Travis avenue, has returned to the city in a penitent mood, reconciled his differences with his wife and is offering his creditors 50 cents on the dollar in settlement. The Olney & Judson Grocer Co., which seized the stock and fixtures on an attachment, decline to give up the stock until the money is forthcoming. VanProoyen states that the reason he left town was that he had a "family jar," as he expressed it, with his wife, but changed his mind after a week's absence and concluded to return and live down the scandal which ensued as the result of his clandestine departure.

The appearance of the local canning factory on the morning market has done more to curtail the operations of the hucksters than any feature yet devised, inasmuch as the cannery takes all the surplus stock which the commission merchants and grocers can not distribute to advantage, leaving nothing for the peddlers to handle unless they buy earlier in the day.

The Grain Market.

Wheat has had a rough time during the past week. Continued liquidation by longs, who threw their holdings overboard, caused demoralization. The short element improved the opportunity in not only taking in the short lines, but were encouraged to put out new lines. The elements seemed to favor them, as prices still dropped. While winter wheat threshings are not coming up to expectations the enormous receipts in the Northwest yesterday were a stunner, being 755 cars, against 94 cars on the corresponding day last year. Today there were 802 cars, against 68 cars on the same day last year. We begin to think that they are still threshing the crop of 1898. However, as everything has a beginning and an end, there will be an end to these large receipts; but with all these enormous receipts the visible gained only 543,000 bushels, against a decrease of 2,055,000 bushels for the corresponding week in 1898. The visible is about 24,000,000 bushels more than at the same time in 1898. The conditions for better prices are exactly the same as they were when wheat was 7@8c higher, but the bear element is fearless and so far has succeeded in depressing the markets. Uncle Johnny across the water seems to like our bears, as he is certainly playing in their hands.

Corn has been governed somewhat by wheat. While there was an advance of 1c during the week, it was all lost today. Cause therefor, good corn weather.

Oats gained 1c and are strong. Farmers complain of too much wet weather. Large quantities have lodged and probably will remain down as the heads are out and too heavy to rise.

Rye is a surprise and holds its own right along, with no change in prices.

There is no change in flour, either local, domestic or foreign, owing to the fact that while wheat is lower in wheat centers, millers throughout the State have to pay stiff prices for old wheat. Mill feed has been advanced \$1 per ton all around and is being held at \$15 for bran and \$16 for middlings.

Receipts during the week were 61 cars of wheat, 5 cars of oats, 9 cars of corn and only 1 car of hay.

Millers are paying 67c for old and 65c for new wheat. C. G. A. VOIGT.

The Simmons Knitting Co. has been incorporated with an authorized capital stock of \$50,000, the stockholders being John W. Simmons, W. L. White, Wm. E. White and A. F. Marsh. Mr. Simmons will serve the organization in the capacity of President, Wm. E. White as Vice-President and W. L. White as Secretary and Treasurer. Ample floor space has been leased at 6 Pearl street, the necessary machinery has been ordered and by August 15 the factory will be running to its full capacity.

R. Kuiper, who owns a store building on Apple street, Muskegon, will shortly occupy the premises with a grocery stock, having placed his order with the Olney & Judson Grocer Co.

Getting the People

Misapprehensions Corrected and Sample Advertisement Reviewed.

In the issue of July 5, I criticised an advertisement of the C. J. Whitney Co., of Detroit. In response to my remarks comes the following:

Detroit, July 10—We desire to thank you for the marked copy of your publication containing a criticism of our advertisement.

We are not posing as expert advertisers and are very glad to have an expert advertiser criticise our work; however, we have at least this much in our favor—an advertisement is of no value unless it attracts attention, and it is very evident that our advertisement has not failed in this respect.

It is not a fact that "To the prospective buyer the name of a piano is meaningless." The names of the manufacturers we represent—at least some of them, such as Chickering, Mason & Hamlin and Hallet & Davis—are familiar in the ears of nearly all. This being so, and it undoubtedly is, your critic's half column loses all its effect. Permit us to suggest to him for perusal the article on page 6 of your July 5 issue on the "Futility of Trying to Be the Whole Thing." C. J. WHITNEY CO.,
Per P. H. Mugford.

From this it would seem that the writer of the letter was annoyed by something which I said in my criticism of his advertisement, although for the life of me, I can't tell why. Mr. Mugford says that an advertisement is of no value unless it attracts attention. Right there he is wrong. An advertisement is of no value unless it sells goods. The attracting of attention is only a means to that end. Merely to attract attention is not sufficient. The humble and lowly skunk is a wonder in the line of attention-attracting, but the impression he produces is not, to put it mildly, a favorable one.

Mr. Mugford says that the names of the pianos handled by his house are familiar in the ears of nearly all. Possibly they are—but do they convey any meaning? Do customers walk into the store and ask for a Chickering piano or a Mason & Hamlin or a Hallet & Davis? Not unless the piano business has changed very much in the last five years. A lady walks in and asks to look at a piano. The salesman shows her one. He expatiates upon the beauty of the case-work; he explains the strong features of the action; he dilates upon the lightness of the touch; and, finally, he plays it for the prospective customer, calling her attention to the richness and sweetness of the tone. And if she doesn't like that particular piano, he takes her to another, and does the same

thing all over again. Now, good advertising is only good salesmanship carried out in type and paper and ink instead of by spoken words. A good piano advertisement, while it can not reproduce the tones of the instrument, can and should tell the public the very same things that the good piano salesman tells the individual party to whom he is trying to sell a piano. If a salesman answered the enquiries of prospective customers by merely repeating a list of the pianos kept in stock, he would find himself minus a position in a few hours' time.

Own up, now, Mr. Mugford, wouldn't he?

I have carefully perused the article mentioned in Mr. Mugford's letter, and can not find anything in it that is at all applicable to the case, unless it is the obvious moral that the business man who can not prepare advertisements that sell goods had better place his advertising in the hands of those who are competent to do the work. It is undoubtedly futile to try to be the whole thing.

* * *

Here are two really good advertisements. They are attractively displayed, and their story is told plainly, simply and forcibly. The wording of the advertisement of the People's Outfitting Co. is particularly good. It is written

Tumbled Tumbler Prices

We picked up a snap in glass tumblers and jelly tumblers; bought them 'way below value; as usual, we give you the opportunity to share our good luck.

There are fifty barrels of them, 22 doz. to the barrel, making 13,200 pieces. They will be unpacked and sold next Wednesday, Thursday and Friday,

at 1c each.

PEOPLES OUTFITTING CO.,
215-221 N. Bardick St.

in that frank, chatty style that looks so easy to write, but is really so hard. The advertisement of J. W. Milliken shows the artistic effect produced by using only one style of type—a practice which is far too rare. It is quite possible for every merchant, no matter how small

the town, to see that the local paper sets his advertisement up in proper style, and even the most scantily-equipped office can furnish enough type of one face to set up the body of the advertisement.

38 Fine Dress Patterns

Make
Your
Selections
Now.

We find in looking through our dress goods stock we have 38 fine Dress Patterns that have sold all season from \$6.00 to \$13.50 a pattern.—We have piled them up on the counter and marked them to close at.....

25
per cent.
discount
from regular
prices.

This price will sell them in a hurry—If you want first choice you would do well to come early.

J. W. Milliken.

tisement and enough of another to set up the display lines. At the most, an advertisement should not contain more than three styles of type, and in cases where the local paper can not furnish the desired styles it will often pay the local advertiser to buy the type himself and furnish it to the papers for his own exclusive use. The type founders' specimen books are filled with strong and attractive styles of type, and the amount required by the average local advertiser would cost but a very few dollars.

Some time ago, I cautioned my readers against allowing an advertisement to run more than once. A merchant ought to change his announcements just as regularly as he sweeps out his store. His advertising should be newsy and should be kept bright and fresh and up-to-date. A merchant has no more right to allow an advertisement to run twice in succession than he has to allow his stock to gather dust. Both are evidences of careless merchandising.

One of the most flagrant of such offenses is reproduced herewith. It is clipped from the Manistee Daily News of July 11 and has been running since some time before the Fourth of July. Of course, it is possible that Mr. Welsh

is acting on the principle that the best time to commence electioneering is the day after election, and is advertising

YOU'LL NEED AN OIL STOVE BEFORE THE FOURTH

THEY ARE AS
COMFORTABLE
IN HOT WEATH-
ER. CHEAP,
TOO. ALL OF
OUR STOVES
GUARANTEED
TO GIVE SAT-
ISFACTION.

E. R. WELSH

oil stoves for the next Fourth of July. If so, I apologize. But, surely, he must have something different to tell about them, or something else in his stock to advertise.

Give us something new, Mr. Welsh!
W. S. HAMBURGER.

Preparing to Enter Politics.

"Since my husband concluded to go into politics," said Mrs. Gofrequent, "I can't understand him."

"What has he been doing now?" asked Mrs. Seldomhome.

"He told me this morning he was a candidate for some office or other—I forget now what it is—and that he was going into active training for the campaign at once. And he hasn't done a thing all day except clean out the stove-pipes and cover himself with soot and dirt."

Bathing with alcohol will prevent injurious effects from poison ivy, or, if the poison has taken effect, wetting the affected part with alcohol to which sugar of lead has been added until a milky appearance has been obtained will give relief. The wash is poison and for external use only.

BOUR'S COFFEES MAKE BUSINESS

Bour's Blended Coffees

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

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

Clark-Rutka-Weaver Co.

Jobbers of Hardware



Only Exclusive Wholesale Hardware House in Western Michigan
Headquarters for Builders and Heavy Hardware, Gas Pipe, Rope and Cordage,
Mechanics' Tools, Bar and Sheet Iron
38-40-42-44-46 South Ionia Street, Grand Rapids, Mich.

Around the State

Movements of Merchants.

Carson City—Wright & Cady succeed the Loomis Hardware Co.

Otsego—W. A. Cackler has purchased the meat market of C. C. Knoblock.

Franklin—Geo. Bingham succeeds A. A. Rust & Bingham in general trade.

Ann Arbor—H. D. Menie, of Toledo, has opened a 5 and 10 cent store here.

Detroit—Anna A. Begrow succeeds August A. Begrow in the drug business.

Whitehall—W. B. Conley has assigned his drug stock to J. H. Williams.

Port Huron—Thos. B. Smith succeeds W. D. Smith & Son in the grocery business.

Shepherd—J. Major Lemen, of Alma, has purchased the drug stock of J. H. Scott.

Nashville—E. A. Turner, confectioner and baker, has sold out to Wm. Latimore.

Chesaning—Dr. H. H. Darby succeeds Darby & Spinning in the drug business.

Grand Haven—A. & P. Kooiman have engaged in the flour, feed and hay business.

Essexville—J. A. Sandorf has removed his stock of dry goods into the DeCourval block.

Alpena—John Templeton succeeds Bradford Bros. in the wholesale and retail meat business.

Owosso—The Robbins Table Co. has merged its business into a corporation under the same style.

Quincy—A. R. Taylor, of Girard, has embarked in the grocery and provision business at this place.

Otsego—Marshall H. Pierce continues the grocery business formerly conducted by Williams & Pierce.

Essexville—W. C. Rothermel has removed his grocery and meat market into his new store building.

St. Joseph—Mills Bros., of South Bend, have engaged in the wholesale and retail fruit business.

Durand—A. L. Milo, formerly of Vernon, has opened a clothing and furniture store at this place.

Coopersville—Alex. Noble will soon open a general store in his new brick block, which is nearly completed.

Berrien Springs—Whitman & Skinner continue the flouring mill business formerly conducted by Geo. Whitman.

Sturgis—The hardware firm of Goff & Favorite has been dissolved. W. T. Favorite will continue the business.

Essexville—L. W. Marienthal has opened a boot and shoe, clothing and men's furnishing goods store at this place.

Cassopolis—P. E. Nysewander has purchased the grocery department of the general merchandise store of G. M. Kingsbury.

Adrian—Capt. Wells and John Frank will shortly embark in the grocery business in a new store building now in process of erection.

Battle Creek—Lew VanAllsburg, of Grand Rapids, has taken charge of the oil business of Scofield, Schurmer & Teagle in Battle Creek.

Charlotte—Jasper Cady has purchased an interest in a hardware business at Carson City. The firm name will be known as Wright & Cady.

Kalamazoo—The Wm. E. Mershon Co. has been organized with a capital stock of \$5,000 to engage in the flour and feed business. The incorporators are W. E. Mershon, S. Agdim and J. T. Mershon.

Bellevue—A. E. Hart, of Marshall, has leased a store building here and will open a clothing store Aug. 1. H. S. Engelman will manage the business.

Hart—The grocery firm of DeVoi & DeVries, composed of Adrian DeVoi & Ralph DeVries, has been dissolved by mutual consent, the former succeeding.

Port Huron—Moses Michaels, who for several years has conducted a clothing store at this place, has gone into bankruptcy, his total assets amounting to only \$100.

Eaton Rapids—Minnie & Bromling are erecting a two-story double store building, 44x100 feet in dimensions, which they will occupy with their hardware stock.

Grand Haven—G. Zaagman has purchased the interest of his partner in the feed store at the corner of Fulton and Fifth streets and will continue the business in his own name.

Three Rivers—The Abell Co. has sold its general merchandise stock to Mr. Kellogg, of Howell, who will continue the business under the style of the Kellogg department store.

Coopersville—Chas. P. Lillie is erecting a two-story brick block adjacent to his present store and will soon occupy the entire first floor with an enlarged stock of general merchandise.

Fairfield—Lee Housler has traded his hardware and grocery stock, store building and barn to Mr. Sherwood, of Toledo, for two houses and lots in that city and will remove to Toledo at once.

Central Lake—McPhail & Richardson, proprietors of the Antrim County Savings Bank, have begun the erection of a brick block, which will be pushed to completion as rapidly as possible.

Houghton—R. B. Lang, the veteran salesman in the employ of the general merchandise house of Graham Pope, at this place, will embark in the dry goods, cloak and shoe business Oct. 1.

Thompsonville—D. E. Slawson has commenced work on a store building, 24x56 feet in dimensions, with a commodious warehouse attached, and will occupy same with his general merchandise stock.

Ironwood—The dry goods and clothing merchants began Tuesday to close their stores at 6 o'clock. Every evening except Monday and Saturday, and also the evening upon which the Norrie pay day falls, they will close at 6 p. m. until September 2.

Henderson—C. D. Kerby, the druggist, who was several times reported to be dying or even dead last spring when he was in delirium for weeks, is now so much better that he takes long rides. He is improving very rapidly and now has every chance for complete recovery.

Cassopolis—Wm. Walter has sold his interest in the department store of Walter & Stemm to Wm. Gustine, of the firm of Walter & Gustine, of Edwardsburg, and Mr. Walter takes Mr. Gustine's interest in the Edwardsburg store. The business here will be continued under the style of Stemm & Gustine.

Lacota—M. L. Decker has sold his drug stock to John Pedrick, of Bangor, who will continue the business at the same location. Mr. Pedrick was formerly manager of the drug store of Levi DeHaven, but has recently been connected with the drug store of Geo. J. Stephenson. Mr. Decker will continue the hardware and implement business.

Adrian—A good story is told on a popular young Adrianite, who is an ardent disciple of Izaak Walton and, in

addition to conducting a grocery in the south end of the city, finds time to gratify his ambition as an angler. Last winter he borrowed a valuable decoy minnow from a friend and went to Sand Lake to spear fish. All one forenoon he sat in a little but waiting the approach of the finny monsters he expected to capture, the minnow floating complacently about in the waters beneath. Noon came at last to relieve the monotony, and the fisherman went to the cottage to get something to appease his hunger. While he was gone a gust of wind blew the fishing shanty over, and upon his return he found no trace of the decoy minnow. Supposing it had fallen in the Lake and been carried away, he returned to the city, with many apologies to the owner for his carelessness. He made several unsuccessful efforts to match the minnow and it was not until the other day he was able to do so. Then he happened to be at Sand Lake, and taking down an old coat he had worn on that unlucky day, was surprised to find the self-same minnow stowed away in one of the pockets, where he had placed it for safe keeping.

Manufacturing Matters.

Manchester—The Manchester creamery is making 600 pounds of butter daily.

Leslie—The Leslie Co-operative Creamery Co. has just closed a deal with a Buffalo firm for its butter for the remainder of the year at one-fourth cent below the Elgin quotations.

Ludington—The Ludington Novelty Co. has been organized with a capital stock of \$50,000 for the purpose of engaging in the manufacture of wooden articles. The incorporators are C. E. Mitchell, H. L. Haskell, J. A. Mitchell, of Ludington, and F. A. Fuller, of Kalamazoo.

Chelsea—The Lyndon cheese factory made its first cheese on Monday. Owing to the fact that their cans were delayed in coming the regular milk wagons did not start, but the stockholders determined to make some cheese, and they brought in over 1,200 pounds of milk in receptacles of almost every kind excepting sacks. They made cheese Monday and Tuesday, but discontinued then awaiting the arrival of their cans.

Portland—The Portland Creamery and Cheese Co. has been demonstrated to be a success. During the month of June Manager McKee distributed among the farmers around Portland \$1,200 for milk. Mr. McKee says he will run the creamery all winter, as there seems to be little doubt that a sufficient quantity of milk or its equivalent can be obtained to conduct the business. He is handling about 7,000 pounds of milk per day and more farmers than formerly are hauling their product to the creamery.

Three Oaks—At a meeting of the stockholders of the Three Oaks Creamery Co., held Monday, the reports of the Treasurer and Secretary showed that the past year has been a very successful one for the concern. A dividend of 8 per cent. was declared, conditional on the collection of all outstanding bills. This dividend does not include money spent in making improvements on the plant. All the officers, and directors, with the exception of two, were re-elected. The number of patrons which the creamery has at present is about seventy. Between 4,500 and 5,000 pounds of milk is being received daily. The company has about fifty-five stockholders.

The Boys Behind the Counter.

Kalamazoo—Louis H. Rice, who has been in the employ of Gilmore Bros. for the past six years, has severed his relations with them and gone to Chicago to enter the dry goods store of Kling Bros., on South Halstead street.

Elk Rapids—L. D. Pollard has taken charge of T. W. Preston's new drug stock.

Petoskey—Edward Gage, of Lake Odessa, has taken a position in R. C. Smith & Co.'s furniture store. Mr. Gage enlisted in Co. A 10th Ohio, that saw service in Cuba.

Howard City—Burton Gates, who has been conducting the Howard City cigar factory for the past several months, has closed his business here and gone to Harbor Springs to take a position in the grocery store of W. J. Clarke at that place.

Kalamazoo—L. E. Baxter has secured a position with Rosenbaum & Speyer. He has been over three years with Olin, White & Olin, and for seven years prior was in the employ of Rosenbaum & Speyer.

Albion—Charles D. Joy has secured a position as traveling salesman, and his position with A. L. McCutcheon has been taken by Robert Warner.

Owosso—Claude Taylor has taken a position in Hookway & Son's grocery.

Lake City—Geo. N. Cox is the name of the new drug clerk at the store of W. J. Roche.

Menominee—J. C. Rosenberg has resigned his position as chief salesman for the Pauli Mercantile Co. Mr. Rosenberg is undecided as to future plans.

Harbor Springs—C. J. Foreman is assisting M. J. Erwin in his drug store.

Lowell—Dan Bush is clerking for McMahon Brothers.

Cadillac—Frank Hutchinson has severed his connection with the Reuhman & Wager meat market. Frank has not yet decided as to his future location.

Mesick—J. M. Donnelly, clerk in L. J. Tripp's store, met an experience Saturday night that he will remember for a while. He went down cellar of the store to fix the acetylene machine, preparatory to lighting up the store, taking a lantern with him to do so. He opened the generator and in an instant the escaping gas exploded, burning Mr. Donnelly's hands.

Department Stores in Europe.

America is not the only country in the world that is cursed with department stores. The greed that is responsible for their existence is quite as rampant in Europe as it is here. It now appears that Rovatte & Co., shoe manufacturers, Milan, Italy, and whose ramifications extend over the whole of the continent of Europe and Great Britain, have now decided to carry felt and straw hats for both men and women in addition to other lines.

Probably With Reason.

"I do think Uncle Roger is the most suspicious man I ever knew."

"Why so?"

"He always keeps the drawers of his desk locked for fear he'll steal something out of them himself."

Spring & Company have foreclosed their mortgage on the dry goods stock of Hendershott & Dickerson, at Hastings.

Taggart, Knappen & Denison,
PATENT ATTORNEYS

811-817 Mich. Trust Bldg. - Grand Rapids

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

Grand Rapids Gossip

The Grocery Market.

Sugars—Raw sugars have declined 1-16c and sales of 96 deg. test centrifugals have been made at 4 3/4c during the past week. There has been no change in the list prices of refined, but softs are still shaded 1-16 1/2c from list prices. The demand for refined has been very good and both the National and Mollenbauer refineries are now running almost to their full capacity. The recent movements in sugar have been quite a puzzle to a great many people. Recently some information has been coming from inside sources which explains things a little. It seems that some time ago, when sugar advanced to its highest point, from remarks made by a Boston man it was learned that certain of the independent refiners had made very heavy losses in the trade and intended to join in a reconstruction of the whole outside business by some powerful interest. The first movement in sugar stock was made on the information that the losses were so heavy as to compel something to be done immediately. The American Sugar Refining Co. then widened the difference between raws and refined, in order to give the independent refiners a chance to make money, and when they found themselves able by market conditions to accumulate profits and make up for their recent losses, all talk of a stronger combination was dropped. Regarding the Java crop, it is now stated that both new and old crops are likely to be much larger than expected, possibly 40,000 tons, of which about 30,000 tons are intended for America. These sugars should arrive late in August and early in September, by which time the receipts from Cuba and the West Indies will have practically ceased. Meanwhile, however, there will be further receipts of cane sugars from Hawaii and the Philippines. July Javas and Louisiana sugars will soon follow. Our refineries will, therefore, not be compelled to draw on Europe for any heavy supplies before the new crop of beets will be coming to market in abundance.

Canned Goods—There is an advancing tendency in the market, which indicates in a general way what may be expected when the present stocks are cleaned up. Conditions are practically unchanged, except that some advance is noted on a few lines of futures. The pineapple output is small and prices tend upward. There are a number of other varieties of staple canned goods which are advancing, and considerable increase in price is expected on most sorts later. Future sales were so large and the crop prospects for a number of standard sorts are so discouraging that the trade fears a heavy advance all along the line, with perhaps such short supplies that it will be practically impossible to fill all orders already booked, to say nothing of those which may follow later. Anticipating abundant crops, packers sold freely, and now many of them fear they must fill contracts on a pro rata basis. Tomatoes tend upward on all grades, with some slight advance noted on a few spot goods. The market presents strong situations and holders are confident that a considerable increase will occur as stocks clean up. Compared with last year, trade is not so active and prices are lower, but this year there is no such demand from the army as there was a year ago. Consumption is steady, however, and prices are

more influenced by reduced supplies than by strong demand. Futures are still selling at about previous range of prices. There is a stronger demand than packers are willing to supply until they know better what the probable yield and pack will be. Crops are reported as looking better, the late rains contributing materially to the improvement. In New Jersey the outlook is much better than it was two weeks ago. Maryland crops promise better, and many of the other producing sections promise a better yield than was expected. Because of the comparative failure of the pea crop in Maryland, a number of packers are trying to make up the deficiency by canning dried peas of last year's growth. The market on string beans is very firm and packers have shut down in some places because of lack of green supplies. Maine corn is practically closed out, and at the present rate of sales none will be left when the new pack comes in. Other varieties are in larger supply, but it seems to be generally considered that very little old stock will be available when the new pack comes on the market. We are advised that, owing to the light pack, deliveries of purchases of lobsters will be very slow this year and it is possible that deliveries on contract will not be in full, as the pack in Maine and the Canadian provinces will be very short. In some packing centers not enough fish were caught to supply the local demand for fresh. There is a very large increase in the world's consumption of salmon, amounting to about 400,000 cases last year over the season of 1897. This is partly due to both the English and American governments putting salmon on the army ration list and the reports on this article have been so satisfactory that the American Government has just doubled the ration. The pack will undoubtedly be short this year. One cause of the shortage is that the high water means a muddy river, which keeps the salmon out to sea waiting for the river to lower. Packing so far is only about 50 per cent. of what it was last year at the same date and it is very doubtful if a single packer on the Columbia River will be able to fill his contracts in full. Prices on new pack Alaska salmon have just been made and are the same as last year. There is, however, an increased demand for this grade of salmon.

Dried Fruits—The dried fruit market is very dull and will probably remain so for about thirty days. There is no change in raisins. Trade is dull and limited to small orders for immediate consumption. There is almost no movement reported from the coast, and what there is doesn't relieve the situation very much. The carry-over is much smaller than at this time last year, and will probably be entirely absorbed before the new crop comes in. There are no new development in apricots. Buyers still refuse to pay the price asked, and driers so far are firm in their views and make no concessions. There have been a few cars sold at sellers' figures, but nothing of importance. The yield will be larger than last year, but it is expected that enlarged demand, both here and abroad, will take care of that. Last year at this time there were a number of cars available, but now it is said that all old stocks are closely controlled by second hands and that it is practically impossible to buy any at any price. With no carry-over and new stocks coming upon what may be called a perfectly bare market, the prospect for a high

range of prices is quite encouraging. Spot stocks of prunes are larger than of any other dried fruit and the market is very dull with almost no demand. Peaches are steady, but trade is limited because of high quotations and lack of interest on the part of buyers. Until sellers reduce their ideas on prices, little will be done in any quantity. No opening prices are announced yet, but holders apparently expect to receive practically what they are asking now. Buyers are obdurate, however, and refuse to raise their bids. Currants are reported firmer in Greece, but no quotable change has been made on the spot. The reason for the increased firmness is said to be the early influence of the new retention law which goes into effect next month. Sales are small and trade is limited to almost nothing.

Rice—There is a fair demand for rice, it being mostly for foreign grades.

Tea—There is a little more interest shown in the better grades of tea just now and there is a slight improvement in all grades. Local houses have received their first importations of new teas and are now making deliveries.

Molasses and Syrups—Advices from the Louisiana plantations indicate that the cane is doing well and that it has an excellent chance to make a growth that will make up for lost time. Corn syrups are dull with no change in prices.

Fish—Sales of mackerel are small, on account of the high prices caused by light receipts. The prospects for a large fall catch are not considered bright. The market for codfish is firm with good demand. It is reported that the codfish catch as well as the mackerel is very short this season.

Green Fruits—Bananas sell only in a small way and, while there is a slightly easier feeling, no change in prices has taken place. The fight between the combine and its competitors exerts no influence on prices as yet. Lemons are a little stronger and the last sales in New York showed an advance of from 25@50c per box, but this advance has not affected the local market, which is unchanged.

Hides, Pelts, Tallow and Wool.

Hides are in good demand at former prices, with an advance asked. Quantity is lacking, but tanners see no profit to them in paying an advance, which seems inevitable on account of scarcity.

Pelts are some higher and there is a demand for all offering.

Tallow is in light supply, with considerable enquiry. Stocks are held at higher values than soapers wish to pay, while dealers feel confident of their situation and hold strong, with little changing hands.

Wool seems to be on a boom. Manufacturers and speculators are in the market and are buying more than in any week in the past two years. Prices have advanced and no weak spots are apparent; in fact, the prices asked tend to stop sales. The cost of new wools West is fully up to the asking prices East. There is an improvement in woolen goods. Good prices with large sales help the wool market. The outlook is good. WM. T. HESS.

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

Jacob VandenBerg has gone to Kenton to take the management of the general store of J. D. F. Pierson, who also conducts a store at Kitchi.

The Produce Market.

Apples—Cooking stock is in good demand at \$1.75@2 per bbl. Duchess, Red Astrachan and Early Harvest are in fair demand at \$2@2.75 per bbl. Receipts are not heavy, but will be much larger next week.

Beets—50c per bu.
Blackberries—\$1@1.25 per 16 qt. crate. The crop is not large and prices are not likely to go lower.

Butter—Dairy grades are in fair supply, especially cooking stock and worse. Fancy table stock brings 15c and factory creamery is in good demand at 18c.

Cabbage—40@60c per doz., according to size. Receipts are large in amount and fine in quality.

Carrots—10c per doz.

Cauliflower—\$1 per doz.

Celery—16@18c per doz. Receipts are heavy and quality is superb.

Cherries—The crop is about at an end, English Murrillas having advanced to \$1.60@2 per bu.

Cucumbers—25c per doz.

Currants—Black command \$1.40 per 16 qt. crate, Red and White fetch 60@75c.

Eggs—Candled stock fetches 13c while case count stock is handled on the basis of 11@11 1/2c. Receipts are larger and the quality of the receipts has improved very materially.

Gooseberries—75c per 16 qt. crate. The crop is about at an end, receipts this week having been generally overripe.

Green Onions—Silver Skins fetch 10@12c. Black Seed command 8@10c.

Honey—White Clover is scarce, commanding 12 1/2c. Dark amber fetches 8@10c.

Lettuce—25c per bu. for curly; 40c per bu. for head.

Muskmelons—Texas Rockyfords fetch \$1.50 per doz. Cantaloupes command \$1.25 per doz. Little Gems have declined to 50@60c.

Onions—Illinois stock is held at \$1.25@1.40 per bu.

Peas—Marrowfats command 60c per bu. The crop is about at an end.

Pieplant—60c for basket of 50 lbs.

Potatoes—Home grown are in ample supply to meet local and shipping requirements, fetching 40@50c per bu. The price will probably go lower as the area in which home grown stock is produced expands.

Poultry—Broilers are in active demand at 13@14c. Fat hens are in fair demand at 6@7c, while medium hens are in strong demand at 8c. Spring ducks are in fair demand at 10c, while old ducks are slow sale at 7@8c. Hen turkeys find ready sale at 10@11c. Large turkeys are in fair demand at 8c. 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—Black command 80@90c per 16 qt. crate. Red command same price for 12 qt. crate. The quality is keeping up good and the crop will last a week yet.

Squash—75c per bu. box.

Sweet Corn—12 1/2c per doz.

Tomatoes—60c per 4 basket crate.

Turnips—35c per bu.

Watermelons—Georgia stock is about at an end. Missouri stock is now at its best and Indiana Sweethearts will begin to arrive about Aug. 1. Prices range from 12@20c, with Jumbos—weighing from 25 to 30 pounds—held at 22@25c.

Whortleberries—\$2@2.50 per bu., according to quality. Receipts are not large, but quite large enough considering the quality of most of the stock which reaches this market.

The grocery stock formerly conducted at 659 South Lafayette street by L. D. Blackford has passed into the hands of A. M. Cole, who has removed it to 67 West Leonard street.

M. J. Seven has purchased the grocery stock of M. Van Wingen, at 120 West Leonard street, corner Hamilton street, and will continue the business at the same location.

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

Woman's World

Sensible Suggestions on the Education of Children.

The old proverb that sets forth that familiarity breeds contempt never has so much significance to my mind as when I observe the debonair and light-hearted way in which parents regard the school problem. The very fact that the early years of a child's life are the formative ones, that his character is like wax in the teacher's hands, and that every school must set its indelible mark upon him, makes it one of the most important questions of life. Yet the father, with a happy sense that he has no responsibility in it beyond paying the bills, leaves it all to the mother; and the mother, who would scour the town to find the latest thing in knickerbockers for Tommy or a dressmaker who could give a correct set to Mamie's skirt is apparently of the opinion that there is no choice in schools and that any old thing will do.

We make a fetish of education, yet there is nothing else under the sun to whose consideration we bring so little common sense and intelligence. The average child is clapped into school at a certain age and kept there a given number of years, as if he were serving a time sentence in the penitentiary, and when he is out we call the result "education"—God save the mark! He may have spent the time learning football; he may be totally unfitted for the life he was bound to live; it may have been ruination instead of education. It doesn't matter. He has been kept at school and we have a complacent conviction that we have done our full duty. "Why don't you make that big, strapping son of yours carry this heavy bundle for you?" I say to my colored laundress. "Lawd, Miss Do'thy," she returns, "I wouldn't let Jim demean hisself by totin' a bundle through de streets. I done educated dat boy. 'Size, he ain't got time. He playin' on de base ball, and," with conscious pride, "he don't know nothin' 'bout work noway. He's educated."

Of course no one will gainsay its being a parent's duty to give his child the best possible education; to put into his hands not only the weapons with which he is to fight the battle of life, but to give him those higher resources which lift him, who can truly say, "My mind to me a kingdom is," above the petty accidents of fate and fortune. The trouble is that to do this seems to most people so easy that they do not give it sufficient thought. Some fine morning the father and mother awaken to the fact that Tommy and Mamie are getting to be big children. "Goodness gracious," they say, "it is time they were beginning their education. There's a school on the next block. How lucky!" and forthwith poor little Tommy and Mamie are bundled off to it and have one of the most important steps in their life decided for them without one thought ever having been given to what sort of school it is, whether it is going to meet their needs or not, or whether they are to be under a teacher who has enthusiasm and sympathy enough to kindle the fire in their souls, or whether she is a mere teaching machine, who grinds out learning like a hand organ grinds out grand opera, with all the soul of it dead and gone.

You see, we make the fatal mistake of taking it for granted that anybody who can answer a certain percentage of

questions in a school examination is fitted to teach. Never was a greater error. As well might we say that anybody who could read "Locksley Hall," and scan its lines, and diagram its sentences, could write it. Even more than poets teachers are heaven-born—not made—if they are worthy of their vocation, and it is the greatest pity there isn't some way to weed out the profession and retire all of the dry-as-dust pedagogues who are doing everything they can to murder the love of knowledge in so many young breasts. It may be set down as a fact, with hardly an exception, that wherever a child hates school and fails to be interested in his studies, unless he is a dullard and a fool, it is the teacher's fault. She has no enthusiasm, no magnetism. Her work bores her and wearies the scholar. There is nothing in her to stimulate and inspire. If we have a cook whose soggy bread and greasy soup and watery vegetables slay our appetites the very first glance at the table, we do not starve on year after year under her regime. We send her off and get somebody else. Surely we owe as much to our children's intellectual appetite. If their teacher can set nothing before them that makes them hunger for learning and thirst for information, be certain that she does not possess the first requisite of her calling, and keep changing schools until you find what you need.

Another point upon which too much stress can not be laid is in parents trying to find out what a child can do and educate him along that line. This is the day of specialists. There is no place in the world for bungling amateurs with a smattering of knowledge of what they are trying to do. The whole of a lifetime is not too long to learn the craftsmanship of any trade, yet we take no pains to find out what our boys are fitted for and train them to it. It is not too much to say that we could save almost every youth the first five years of hard and discouraging work he has to go through when he starts out in life, if, from his very childhood, he had been grounded in the rudiments of the calling he was to pursue; but we don't do it. We grind them all through the same educational mill, and then when they are grown they have to go back and supplement their education by the real education that teaches them how to make a dollar. With girls there is more excuse, for the girls are the unknown quantity in the problem of existence. No one knows what they will do, still less whom they will marry, and in the general uncertainty whether they will need most to know plain cooking or the etiquette of European courts probably our potpourri style of education is as good as any other.

The boarding school question is another of the vexed questions that parents have to settle. Personally, I am an ardent advocate of the benefits of sending children away from home at a certain period of their lives. There comes a time in the life of every halfgrown boy and girl when they grow restive under parental authority. In their own conceit they are men and women. In their parents' opinion they are still babies. Both are wrong, but it engenders endless conflicts of authority between them. Tommy flatly refuses to give an account of his whereabouts when he was away from home until 9 o'clock. Mamie thinks her mother a monster of tyranny and oppression because she refuses to let her have beaux, and she takes her tears and her complaints to

the sympathetic neighbor, who encourages her to meet the Brown boy on the sly. It is the beginning of misunderstanding, coldness, hard feelings, and that drifting apart that is a tragedy none the less bitter because it is so common.

Out of this difficulty the boarding school offers the open door. By the time the children have had a couple of sessions of it and everyone concerned has adjusted themselves to the new standard, Tommy has had the fact that he is still a "kid" rubbed into him by older boys, and on his side his father has remembered that the world was made when a boy was born, and that every living, single, solitary one has to go through the same experience. Mamie's mother has gotten used to the idea that Mamie has a right to do her hair pompadour and have long dresses and think about being in love, and Mamie has made enough mistakes and shed enough tears over them to be willing occasionally to listen to a word of advice, and so the dangerous place is safely bridged over. Oliver Wendell Holmes says somewhere that the reason families separate is because of the law of self-preservation, and that it is only by leaving each other that the Smiths avoid being Smithed into the grave, and the Jones keep from being Jonesed into the madhouse. Absence of body is often more effectual than presence of mind in preventing family clashes.

Furthermore, the boarding school is appointed and ordained for the salvation of spoiled children. At home the universe may have revolved around Tommy and Mamie. When they got into tantrums mamma cried and begged her precious angels not to break her heart by doing that way. They had developed as many cranks as an old maid. Their table manners were simple savagery, but mamma didn't have the courage to interfere, because they used to eat in that "cute" way when they were babies. Send them to school and they get their first taste of a cruel world, that has no patience with tantrums, that refuses to be bull-dozed by anybody's ways and literally guys them into decent manners. There is nothing else as cold, as penetrating and as unmerciful as the criticisms of one's schoolfellows, and anybody who misses it has lost a valuable educational opportunity.

To the boarding school there is, however, one serious objection, and that is that with few and far exceptions convict fare is still considered sufficient food for growing boys and girls, who need the best nourishment it is possible to give them. Of course, all schools advertise "All the comforts of a home," but that is the most elastic phrase in the language. There are comfortable homes and there are others, and in selecting a boarding school this is one important thing to consider. Plain living and high thinking is a charming theory, but there is no earthly sense in starving the body while you feed the mind. The two should go together.

Finally, there are two important "don'ts" to the school question. Don't send a child to any school, however good it is, and feel that you have a right to wash your hands of further responsibility. It needs the parents' unflagging interest to inspire the child on, for few of us are born with a passion for learning. The love of study is just as often and as much an acquired taste as a love for olives and raw oysters. Only the favored few are born with a natural hankering for them. Above

all, don't crowd a child; don't put pressure on him because he is slow and dull. That involves idiocy and physical collapse. Be honest with yourself and with your child. Don't let your love blind you to defects. Find out what he can do by good, hard, honest work, but not by overstrain, and keep him up to a good average, but don't attempt to push him beyond it unless you want to wreck him, mind and body. And remember, for your comfort, that precociousness in children is no sign of future cleverness in the grown person. The sturdiest trees are of the slowest growth. The sweetest fruits are the slowest ripening. DOROTHY DIX.

Several Specimens of Offensive Advertising.

It is neither good taste nor good business to name an advertised article so as to arouse the antagonism of any class in the community. Agricultural advertisers rarely transgress the laws of trade in this direction, although we sometimes notice advertisements in the agricultural papers that have been the basis of strong opposition. Take the Sorosis shoe for instance. This is a ladies' article of wear, but so emphatically has the well-known and time-honored Sorosis club objected to the appropriation of its name and so distasteful to the members is it that the club has almost become disrupted because of it. There is not much likelihood that the shoe will become popular among the members of the best ladies' associations.

The Geo. W. Childs cigar, so lavishly advertised on bill boards, is another case in point. The use of this most distinguished of Philadelphia names on a cheap cigar is extremely distasteful to the widow of the newspaper man. The picture always accompanying the advertisement and which is supposed to represent Mr. Childs is a hideous caricature of him.

The use of the word Quaker in connection with patent medicines, home-made bread, breakfast foods and linen shirts does not meet the views of the members of the Society of Friends, we venture to say, in a single instance, and it is certain that no Quaker would ever look on the name as an inducement to purchase the goods. They are a staid, conservative people, and their trade would be of value to any advertiser. The name is a favorite in the advertising world because it is typical of worth and stability, but the people who have given it the character it has do not stand sponsor for the business houses adopting it. No Philadelphia Quaker ever uses his religion as an argument to obtain business.

We are manufacturers and jobbers of

**Seat Shades
Large Umbrellas
Wagon Covers
Stack Covers
Tents, Awnings
Flags
Camp Furniture**

CHAS. A. COYE,

11 Pearl Street,
Grand Rapids, Mich.

Phone 106.

The People Know a Good Thing

The People Know When
They Get Value Received



More Hemmeter Champion Cigars sold in Michigan than any
other two five cent brands

HEMMETER CIGAR CO., Detroit, Mich.

PHIPPS, PENOYER & CO., Distributing Agents

SAGINAW, MICHIGAN.



Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,
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TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - JULY 19, 1899.

BUSINESS CONDITIONS.

Perhaps the most notable feature of the week is the continued advance in prices in the iron and steel markets. To meet the needs of demand, production has been increased by every possible means, new furnaces going into blast every week, until production exceeds that ever known in the history of the industry. It would seem that such an increase of production must soon begin to tell in the price situation, but instead the quotation for Bessemer rose to \$20.75 and grey forge to \$17.50 at Pittsburgh, with a corresponding advance in other Eastern cities. It is too much to expect that consumptive demand will continue indefinitely to meet such an increase of production and thus maintain these high values.

The course of the stock market has been steadier for the past two or three weeks than for a long time previous, the bear efforts of speculators being met by such strength of position that they could only serve to hold the market at a uniform level. Records of production, of tonnage and earnings are being broken to an extent which would seem to make a further advance inevitable.

The monetary outlook, which some have considered threatening, is much improved by the gain in exports of the great staples so soon after the crop year begins, but still more by the continuing net receipts of currency from the interior and the information which comes from Western cities, such as Chicago, that country banks are offering loans there and bidding against city banks at the very season when the needs of the country for crop moving have usually brought some strain upon all markets, even to the seaboard. Few realize how greatly the available wealth of the West has been increased by two good years, but it is also probable that in the financing of many industrial corporations more money than has yet been realized has been distributed in the purchase of properties scattered over many states, which were much dependent upon interior banking institutions.

The movement of wheat opens the crop year with much greater activity than was expected. Prices have yielded slightly, but on the whole show considerable steadiness. Export movement opens heavy and exceeds the same period last year by over 33 per cent.

A considerable advance has been made in many woolen goods, after some successful selling by the American Woolen Company, which is said to have

covered its entire production for the season in some lines. But the rise is hardly enough as yet to cover the increase in cost of wool since the middle of May, when the manufacturers were objecting that wool was too dear to be made into goods. Cotton is held without change for spot, although declining 3-16c last week for futures, but the quantity now in sight—10,984,993 bales—is 100,000 more than last year, while weekly receipts exceed last year's, and point toward a crop of 11,300,000 bales or more. Exports in half of July have been 125,850 bales, against only 48,151 bales last year, but takings by Northern spinners have been 32,679 bales, against only 4,490 last year. The goods are generally in sufficient demand to hold prices fairly steady, although some fancy prints were reduced one-half cent.

Emperor Nicholas has just taken a step which certainly does not give indication of very friendly feelings towards the United States. He has just given orders to have every horse with American blood in its veins kicked out of the stables and out of the imperial stud. The latter is, perhaps, the largest in the world and some years ago imported a very large number of American stallions and mares of famous American trotting stock with the idea of cross breeding with the Russian horses, and thus developing the trotting qualities of Muscovite horse-flesh. Not content with this, Emperor Nicholas has issued instructions that all horses bred in Russia from American stock, or else from crosses between American and Russian stock, should be subjected to the same taxation, as well as to the same racing disadvantages as if they were foreign horses. This constitutes a great blow to stud owners, such as Count Vorontsoff, former grand master of the imperial household; to the Imperial Prince George of Leichtenberg; to Prince Sergius Galitzine, and to the numerous other stud owners who have spent enormous sums of money in importing American trotting stock with the object of crossing it with Russian horses. In fact, the steps adopted by the Czar are such as to practically bar all horses with American blood in their veins from the Russian turf. People even at St. Petersburg are at a loss to discover the reason which has prompted the Czar to take this extraordinary step, and many are asking whether perhaps Nicholas may not be taking this action with the object of demonstrating to the United States his ill-will for the part which he conceives America to have played in bringing about the failure of his peace congress at The Hague.

Statistics compiled from the press of the country show that the number of those killed by Fourth of July accidents in the United States, outside of nearly a score of subsequent deaths from lock-jaw, was 35, while the number of seriously injured was nearly 1,900. The causes of various accidents were divided as follows: From firecrackers 849, sky-rockets 129, powder explosions 248, firearms 238, cannon 259, bullets and other 142.

California has now about 30,000 acres of olive trees. Two-thirds of them are not yet bearing fruit, but it is estimated that in five years California will be able to supply the market for the United States.

The architect of his own fortunes must be careful about laying foundations.

SIMPLE ACT OF COURTESY.

The visit of the Emperor William of Germany to the French schoolship Iphigenie, and the exchange of effusive telegrams between that potentate and President Loubet, of France, has been one of the recent sensations in Europe, and has attracted a great deal more attention and been given more significance than it deserves. To the average American or Englishman the visit can be construed only as one of natural courtesy and good feeling. A large schoolship is always a matter of more or less interest to a sailor, and, as Emperor William prides himself upon his sailor tastes and habits, it is but natural that he should have wished to visit the Iphigenie, a vessel which, by the way, visited this country something more than a year ago.

To attribute serious political significance to such an act is clearly ridiculous. That Emperor William should be desirous to cultivate friendly relations with France is natural enough; but that the French people can be made to forget by a simple act of courtesy the fact that a large slice of their territory was wrested from them thirty years ago by the present Emperor's grandfather is expecting entirely too much. Emperor William is addicted to doing things in a showy and melodramatic style, and his acts of that sort must not be taken too seriously; hence his telegram to President Loubet is easily understood.

Some of the French journals point to the belief, now very general, that Emperor William is anxious to visit the Paris exposition next year, and would welcome something like an invitation from the French government, and claim that the visit to the schoolship was cunningly devised so as to lead up to the desired invitation to visit the exposition. This suspicion no doubt does the Emperor injustice, as he is far too impulsive a man to have thought of resorting to so poor an expedient to further ulterior plans. The visit was, in all probability, a simple act of courtesy carried out with the Emperor's well-known penchant for pomp and state. With all his love for ostentation and his other faults, there is certainly nothing mean nor petty about the German Emperor. He is entirely too great a man to become a party to petty intrigues.

While the supply of money in New York City is normal, there is an unusual scarcity of paper currency, and many merchants are paying out and taking in gold almost exclusively. The scarcity of currency is due primarily to the increased prosperity of the country, for there is more money in general circulation than there has been for a long while. The total amount of paper money in the United States is \$1,100,000,000, of which not more than \$20,000,000 remains in the national treasury. The outflow of currency has been mainly to the West and Southwest, where big crops are ready to be moved, but \$10,000,000 has gone to Cuba and Porto Rico. The withdrawal of small bills from Eastern money centers has been heavy because they can be shipped more cheaply and be more easily handled than gold. Many New York banks have still on hand a considerable amount in bills of all denominations, but they expect a more marked scarcity in the near future, and it may be necessary to ship gold to the interior.

A man realizes what a hard world this is when he falls from a bicycle and hits some of the world's earth.

The proposed amalgamation of wholesale drug houses has received a death blow by the circulation of letters from a number of the leading importing and jobbing houses of the country, stating that they will have nothing whatever to do with the proposed trust and that the use of their names by the promoter is unauthorized by them. The idea of a wholesale drug trust is so ridiculous that the project did not find lodgment in the minds of the sane men of the trade, it having been encouraged only by a few enthusiasts who permitted their anxiety to get out from under a load of indebtedness to override their better judgment.

Chicago shoppers are preparing to boycott the stores which refuse to provide seats for their women clerks. They affirm that it is injurious to female health to stand up without relief nine hours daily, and that the merchants who persist in imposing such an unfeeling and unreasonable task upon them deserve to lose their customers. The employers will no doubt give in as soon as their trade is seriously threatened, showing that even the Chicago purveyors may be coerced into humane and considerate ways of doing business if the proceeding is set about in the right way.

Senator Clark, of Montana, the richest man in the Senate, is declared to have an income of considerably over \$1,000,000 a month. Mr. Clark had to borrow money right and left to buy the ground for his first copper mine, and everybody predicted utter failure, most experts saying the place was worthless. Mr. Clark went ahead, and in the first two years turned out 30,000,000 pounds of copper, paid his debts and laid the foundation of his great fortune.

The French match factories are now turning out friction matches which will ignite on any surface, but which are free from the objections raised against white sulphur. No smoke or odor is perceptible in the factories. The inflammable ingredients of the paste are sesquisulphide of phosphorus and chlorate of potash.

Unless all signs fail the thirteenth annual picnic of the Grand Rapids Retail Grocers' Association and the fourth annual picnic of the Grand Rapids Retail Meat Dealers' Association, which will be held at Reed's Lake August 3, will mark the high water mark in Michigan picnics of a mercantile character.

An examination of a sample of roasted coffee berries seized in Paris showed them to be entirely artificial, chemical analysis disclosing ash, gum, dextrine, etc., and the microscope showing grains of wheat, starch, vegetable debris and animal hairs.

Fat men are generally comfortable and satisfied with themselves and other people, while the too thin men may feel naturally as if a slight had been put upon them.

A man who can not settle his bills can not expect to ever become settled in life.

The Secretary of War has developed unmistakable staying qualities.

A woman has much to bear when she has pride and corns both.

Political pots seem to boil easily in hot weather.

SOCIALISM AND TRUSTS.

Pierre Lorillard, a New York millionaire whose ancestor of the same name made a large fortune selling tobacco and snuff in that city and left it to his descendants, has recently written to the New York Herald a letter in defense of trusts. In the course of it, Mr. Lorillard said:

The consolidation of rival manufacturing firms in large companies, wrongly called trusts, has been caused by the severe competition of the last few years, which has rendered manufacturing unprofitable, has effected a reduction in wages and led to the employment of an army of drummers and advertising agents and the payment of enormous sums to country newspapers by advertising rival factories.

It is estimated that 350,000 commercial travelers have been thrown out of employment on account of these consolidations, whose average expenses of \$10 each per day amount to the sum of \$3,000,000 per day, or \$900,000,000 per annum. Besides this saving, there are the thousands of country papers, who live on these advertisements. Of course, this army of drummers, advertising agents and country papers will attack the so-called trusts, but they can never reinstate, by legislation or otherwise, the old state of affairs.

The object in the formation of these vast commercial and industrial combinations is to abolish and destroy competition. It is competition which necessitates the employing of commercial travelers and advertising in the newspapers. The trust which controls the entire output of some particular product does not need to send out selling agents or to advertise in the public press, because nobody has that article save the trust, and, in order to secure any of it, everybody must go to the trust and pay the price demanded by the trust.

The result is that the people are placed at the mercy of a monopoly which forces consumers to patronize it, since the articles can not be otherwise procured. The article in question may be well or poorly made, and the price may be oppressively high. The trust controls the market, and the people are helpless to change the situation for the better.

The abolition of competition is a great object with the socialists. They claim that competition cuts down wages. The effort of producers to undersell each the other necessitates the reduction of the wages of the employees. This may be true; but is any advantage gained for the laboring man by the trust system, which discharges hundreds of thousands of its agents and advertisers, and, being a monopoly, has the power to fix wages at the lowest possible rate? The object of a monopoly is to make the largest profit possible on its business. Does anybody suppose that monopolies are in the business for the purpose of raising the wages of their employees? When the monopoly finds the market overstocked with its products, and it finds it necessary to stop a dozen or so of its factories, what becomes of the employees? Is there any concern or pity for them?

But the trust system of destroying competition is scarcely any more to the taste of the socialists than is competition itself. To meet their idea, it would be necessary for the Government to take charge of all industries and furnish employment to all able-bodied inhabitants at good wages, selling the products of the industries to the people at the lowest rates. It would be necessary, in order to keep the people on the same level of pecuniary benefit, to see to it that there should be no private

owners of property, and, above all, no rich people. To accomplish such a condition, it would be necessary to confiscate all private property to the use of the State, and all the population, being reduced to the same necessity of working for wages, would be forced to a social and financial, as well as a political, equality.

As between the trust system of destroying competition and the socialistic idea of securing equality, the democratic system of competition, of giving to each individual an opportunity to do the best with such faculties as he may possess, seems far preferable. Competition can be relied on to prevent the forming of a permanent and powerful moneyed aristocracy, because the operation of competition in business is to find the weak places in every commercial and industrial system. No sooner does one concern rise to the top than new discoveries and improved processes in that particular line tend to drag it down and to erect something else in its place.

Human intellect, energy and enterprise are ceaselessly at work to discover better methods and devise more advantageous processes in every industry, and, therefore, the human race is making progress every moment of its existence under the competitive system. Socialism on one hand would operate to drag the whole human race down to the same dead level, since the suppression of competition would prevent any individual from rising above his fellows. On the other hand, the destruction of competition by the monopoly system would operate to create a powerful wealthy class, which would control all the industries for the enrichment of its own members and, holding all the rest of the population in bondage by low wages, would keep down the masses to the condition of entire dependence on the trusts.

A great deal has been said about human equality, and some such notion was in the minds of those who originated in the time of the first French revolution the expression, "Liberty, Equality, Fraternity." Any realization in human affairs of the doctrine contained in those words is an impossibility. The only equality which American democracy teaches is the right of each individual to do the best with the means or faculties he may possess, under the conditions which environ him. No two individuals are equal in any sense. No two of them are equal as to animal, intellectual or spiritual faculties. They are not equal as to the conditions which govern them; they are not equal as to opportunity to use their abilities. Since no human equality exists, no set of human beings can possess any right to an equality which does not exist. As well claim that all men, or any men whatever, possess a natural or inborn right to be beautiful, to be intellectually brilliant, or to be rich and powerful.

It is commonly said that any American boy may expect to be President of the United States. This is an absurd fallacy, since, under the law, it is only possible that there may be twenty-five Presidents in a century, and if any number of those who are chosen should serve two terms, the number, as has been the case up to the present time, would be much less than twenty-five. Thus it is that of the 35,000,000 males in the United States it is absurd to say that every one of them may expect to be President; but that some, a very few, the number and personality depending

on a vast system of conditions beyond human calculation or control, will attain the office is certain. To say that every American has a right to be President is a complete absurdity, since the masses of the population can have no right to something that was not intended for the whole, but only for a few, and is out of the reach of any save those who reach it through a long train of fortuitous circumstances beyond human calculation or foresight.

True American liberty means that every individual is free to enter the competitions of life with such powers as he may possess, under the conditions which environ him. If the powers and abilities of all were equal, and if the conditions surrounding all were alike, then there would be some such thing as human equality but, as matters stand, it is in every sense an impossibility, and although the doctrine has been announced as the basis of more than one political and social revolution, the results which followed have demonstrated the fallacy. Human life is a state of competition and it will ever remain so, for, whenever the right to compete is endangered, men will fight to restore it.

"Old home week" in New Hampshire is to begin on Sept. 1. This is the outgrowth of a suggestion made by Governor Rollins in Boston last winter, at a meeting of the New Hampshire Association of that city, that a week be set apart each year during which natives of the State living elsewhere might be specially invited to revisit the scenes of their childhood and to fraternize with home friends of the earlier days. To insure a good start for what may become an enjoyable annual festival week, the Old Home Week Association has been organized and a partial programme has been outlined. It has been arranged that one day of the week be set apart in each town as a holiday occasion, when there will be a town gathering in grove or hall, with such formal exercises as the townspeople may determine. Then another day will be chosen for a general gathering at a central part, probably in Concord, with a more pretentious programme of exercises. The remainder of the week will be entirely at the disposal of the visitors, but it is not promised that any exceptions to the sporting laws will be made in their favor.

Mrs. Charles Sonneman, of Irvington, N. J., who is the mother of three little children, has become insane, under peculiar circumstances. Three months ago she was the wife of a frugal and industrious man, and was herself a model housekeeper. But she seemed to be utterly unable to withstand the temptations of the bargain counter. Despite her husband's protests she continually visited a big department store in Newark. Several times when a few dollars had been laid by, Sonneman would come home to find it expended and in its place a lot of knickknacks and notions that had been secured at "less than cost." Finally he became angry and left home, and his wife has not seen him since. Of late the family has been dependent on the overseer of the poor. Now the woman has become insane. The moral of this pathetic story appears to be: Don't buy for a dollar what you can get for 99 cents, and don't buy it then if you don't need it.

A Chicago man has sold portions of his skin to be used in repairing a wounded boy. He is not the first man who has been skinned in Chicago.

DEATHS BY LIGHTNING.

According to the records of the weather bureau there were 120 deaths from lightning in the United States in 1890. The following year there were 204, and in 1892 as many as 251. The number dropped to 209 in 1893, rose to 336 in 1894, and reached 426 in 1895. In 1896 the total was 341, in 1897 it was 362, and last year it was 367. These figures give an annual mean of 312. Judging from the reports that have come from different portions of the country this year, the deaths from lightning this year are likely to be fully as numerous as they were last year.

While the danger to life from lightning is reduced to a minimum in cities, towns and thickly-built-up places by reason of the greater opportunity of harmless discharge of the electric current, still the increase in deaths by lightning seems to follow the increase in population, if not in the United States at least in countries where larger and more elaborate records have been kept. These deaths, however, as a rule, are distributed in the agricultural districts, where conditions are more favorable to the fatal effects of lightning, and the cities continue to be fairly immune. Still, new conditions seem to bring new dangers even in cities. For instance, a woman was killed in Cleveland the other day by a bolt which struck a trolley wire and passed into a car on which she was riding.

The greatest average number of thunder storms per year in the United States is the 45 in the oval which includes Florida. The line of 40 storms annually runs up into Alabama and Georgia. The line of 35 takes in Louisiana, Mississippi, Tennessee and a part of Arkansas, while there is another 35 oval in Central Indiana, Illinois, Southwestern Iowa and Northeastern Missouri. The 30 a year line crosses the country from North Carolina to Missouri, curving down into Central Texas. New York State is in the 25 oval.

So far the zones of greatest frequency of deaths by lightning in the United States are not coincident with the zones of densest population, but as population increases the loss of life should prove heavier unless prevention in the shape of better protectors against bolts from the sky is secured. With the advance in the science of electricity, new devices may appear that will afford better protection to buildings, and perhaps lessen the danger from lightning even in the open air. The extension of trolley wires into the country and the increase in the number of telegraph and telephone wires already seem to be serving as distributors of electrical discharges from the sky, and the time may come when a systematic arrangement of wires connected with high rods will greatly reduce the danger from lightning.

The Commissioner of Internal Revenue has informed Collector McClain in Philadelphia that women purchasing agents, who buy goods outright at the stores, and direct the stores to deliver the goods to the parties giving the orders, are not commercial brokers, as defined in the war revenue act, and therefore not liable to the \$20 tax.

No one can see the good luck of a horseshoe over a bureau when it falls and smashes a looking-glass.

The man who lives to save money misses much of the happiness of life.

Fruits and Produce.

Observations by a Gotham Egg Man.

After the call on 'Change one day last week I asked a receiver of eggs why he did not sell some of the marks that he claimed were firsts, and in the conversation that followed I drew from him rather an interesting story which bears upon the technical grading of eggs under the new rules of the Exchange: "I had a standard brand of Michigan eggs which ought to pass as firsts, and which would be acceptable to any buyer who wanted fine stock," remarked the receiver. "They were carefully selected eggs, packed in new cases, with good new fillers, and over the top layer was a piece of heavy brown paper on which the excelsior was placed. It did not occur to me that anything objectionable could be found with that sort of packing, for it was the same as is used by some of our best packers in many sections, including certain well known and favorite marks from Indiana. I called in the Inspector and he would not pass them because the rule says that there must be a flat on top. I argued the point with the Inspector, but he stood on his dignity and said that he had only the rules to guide him in his inspections. Now if I had sold those 150 crates of eggs I would have had to pay 5 per cent. penalty. There are technical questions of this kind that meet a man when he attempts to do business under the call, and to tell the truth I am afraid to tackle it." I saw at once the point raised, and while to many it may seem an arbitrary rule that would throw out a fine mark of eggs from the grading of "firsts" simply because brown paper had been used instead of a regularly made flat, it is clear that the object of the rule is to secure the best style of packing possible, and to have it uniform. It is a simple matter for packers to buy flats when they are getting a supply of fillers. For the guidance of shippers and others who are interested I quote the following from the new rules on packages and packing: "Extras, firsts and No. 1 dirties or checks must be in new cases of standard sizes and good quality, smooth and clean. Fillers shall be of substantial quality, sweet and dry, with flats under bottom layers and over tops; sweet, dry excelsior or other suitable packing under bottom and over tops."

* * *

"The contention I have always made," said a large receiver of eggs, the other day, "is that shippers and packers of eggs that are supposed to be fancy should always select their stock carefully, throwing all rotten and dirty eggs out. It is impossible to sell poorly selected stock to advantage and there is no reason why shippers should pay freight on eggs that will not bring any more here than at home." There is really good cause for complaint on the manner in which some shippers pack eggs. It is surprising that men who make a regular business of shipping eggs continually ignore demands of trade. The desire to sell eggs at mark at all seasons of year has perhaps caused a few shippers to select more closely, but the majority of packers and shippers seem to care very little about the manner in which they pack stock, depending largely on competition among receivers to help them out. Such a course if followed long enough will result in but one thing, that is disaster. Merchants can not afford to "stand un-

der" all the time and when they do not on poorly selected lots the shipper of such suffers financial loss, which in nearly all cases could have been avoided if more care and judgment had been used in packing.

* * *

The "ifs" play an important factor nowadays in the statements of dealers who would predict the outcome of this season's egg transactions. With cold storage houses in all sections of the country carrying large quantities of eggs it will be necessary for kind Providence to extend a helping hand to bolders if loss is averted. It is to be hoped that the Almighty will see to it that the weather during the last month of this year and the early months of 1900 is unpropitious for egg production.

* * *

There is a plentiful supply of under grade eggs, but fresh eggs of really fine quality are difficult to obtain and such have been in fairly good demand.

* * *

The efforts of dealers here to have shippers and packers of eggs discontinue the use of the 36 doz. egg case have been quite successful. A few of these cases continue to arrive, but the regular packers who still have a supply of 36's advise receivers that as soon as it is exhausted they shall pack only in 30 doz. cases. The demand for 30's this season has been so universal that many receivers sent out letters to their shippers to use only this size case as the 36's were not in favor with buyers. A ready compliance with this demand resulted beneficially to packers. Those who still use the 36 doz. case should, if best results are expected, get rid of their supply as soon as possible and use only the 30 doz. case.—N. Y. Produce Review.

His Wages Were Raised.

"I've got to have my pay raised," announced the butcher's boy in gentle but decided tones. "It's got to be raised."

The butcher smiled indulgently and replied: "Well, Jimmie, of course I'm always willin' to do the right thing, but times in this business was better once an' my shop is small. Still, if I can do anything—"

"It's all over that Mrs. Justmarried," complained Jimmie. "I get along all right with everybody else but her—well, say, I told you how she wanted the salted mackerel sent up with 'only a pinch of salt.'"

"Yes."

"And about that order of 'one dozen lamb chops, freshly laid,' and the pound of 'boneless sausage.'"

"Yes."

"Well, to-day happened the worst yet. She's got a Mexican lady stopping with her, and I guess the other women in that flat have been stringin' her to get up a Mexican dinner, for to-day she sailed in high and mighty as you please, and she says: 'You may send up, James, six Spanish omelettes, cut thick, and with the bones broken. And, let me see—yes, one pint of whipped chile colorow and eight tamales dressed and ready for the oven. Pick out the plumpest tamales you have in the yard and have them killed and dressed before noon.'"

"Say, won't that Mexican lady have a hot time? How can I go up there and explain matters unless—"

"I guess I can give you 50 cents more a week, Jimmie," said the butcher.

Made Himself at Home.

"I'll know better next time," said Mrs. Ferguson, speaking of it afterward. "I told George's uncle to consider himself at home in our house."

"Well?"

"Well, it wasn't five minutes afterward that he began to grumble about the cooking."

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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.

REFERENCES:

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

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are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

GOTHAM GOSSIP.

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

New York, July 15—These are long, hot, dull and rather lazy days, when the man who comes to town doesn't care whether school keeps or not, so far as his buying is immediately concerned. He sees nothing especially alarming in the grocery market and, when he has leisure, he takes a little line of goods from one and from another, and so mid-summer quietude prevails. Of course, business is "going on at the old stand," but there is not the rush that will come in a few weeks, of course.

Coffee is steady, but there is very little business going forward and purchases are only of sufficient quantity to repair broken assortments. Rio No. 7 is worth 6@6 1-16c. In store and afloat there are 1,137,390 bags, against 894,068 bags at the same time last year. In mild grades there has been a fair amount of business, comparatively speaking, and Good Cucuta is held at 8 1/2c. East India coffees have been as dull as previously noted. Padang Interior, 24 1/2@25 1/4c; Mocha, 16@19c, the latter for fancy. A prime to choice Guatemala coffee is worth 14@19c and represents an excellent article.

Nothing of interest has occurred in the tea market. Rather more interest was shown at the auction sale and prices seemed to be pretty well sustained; but on the street trading is almost at a standstill, with quotations practically unchanged.

Most of the sugar business this week has consisted of the moving of sugar on contract, the volume of new business transacted being light. Prices are seemingly well held at unchanged quotations. Raws are quiet.

Domestic grades of rice are quiet and the supply of really desirable goods is not large. The call for foreign grades, while rather greater than for domestic, has not been active, only enough changing hands to meet current wants. New crop Louisiana rice is expected here by the second week in August. The quality and quantity both promise to be satisfactory.

The business in molasses and syrups has been of the most ordinary character and prices show no change. Syrups are in a fairly satisfactory condition, and exporters, as well as the home trade, have shown more interest than for some time. Prime to fancy, 18@22c.

Dried fruits are dull and buyers are not taking supplies ahead of current needs. Futures are attracting no attention, although it is said there has been some speculative buying in apricots and peaches. Apricots are quotable at from 12 1/2@15c; peaches in boxes, 11@11 1/2c.

Lemons are quiet, although prices are well sustained. Choice Sicily, \$2.75 @3.20, as to size. Oranges, while held at firm prices, have met with light demand and business lacks animation. There is a good demand for pineapples, fine Florida Abbakas bringing \$3@3.75. Bananas are dull at 85c@1.10 per bunch for firsts.

In canned goods, lively trading is reported on all sides. The pea pack of Maryland is almost sure to be short and it is likely to be the same in New York State. Deliveries of asparagus have been very light. The demand is good for all lines and prices are well maintained, with salmon higher for futures, and higher rates also for New York corn and apples.

The condition of the butter market has remained practically the same for a number of weeks. The demand is not especially active and yet seems to be sufficient to prevent any large accumulation. For extra Western creamery the outside limit seems to be about 18 1/2c, and the goods must stand very close inspection to fetch this. There is a good deal of really good butter here, just under the best grade, selling from 17 1/2@18c. Exporters took about a thousand tubs of creamery at 16@17 1/2c. Imitation creamery is worth 13@16c; dairy, 12@15c; factory, 13@14 1/2c.

The cheese market is pretty well clear of accumulations and, as a result, is

firmer. Large size, State cheese, 8 3/4c; small, colored, 8 1/2c.

First-class eggs are in good demand at 17c for State; Western extras, 15@15 1/2c. The supply is not equal to the demand at all times.

Potatoes are worth from \$1.25@2.50 per bbl., as to size. The supply is too large for the demand, and especially is this true of stock that is inferior in size and quality, selling in some instances for 50@75c per bbl.

White Holland Turkeys Taking the Place of Bronze.

Chas. H. Long in Poultry Herald.

Never before have I seen such a demand for White Holland turkeys as at present. People seem to be awakening to the fact that the greater demand is for the turkey presenting a delicate pinkish-yellow tint when dressed, and it must also be free from the appearance of dark pin-feathers.

Hotel keepers prefer two turkeys, each dressing from eight to twelve pounds, to one dressing from fifteen to twenty-five pounds. Also with private families we find the demand for the smaller plump birds greater than that for the larger ones. White Holland turkeys seem no more susceptible to disease than other breeds, hence we have a more desirable sized and colored bird without sacrificing hardiness, and it is without doubt the most domesticated turkey in existence to-day.

Flocks having good management become attached to the home surroundings as do the chickens. They invariably lay in the hen house or other buildings where nests are prepared for them.

Another of their important and individual merits is their adaptiveness to confinement. They can be successfully confined and fattened—a merit found lacking in most other breeds.

We all know of the capability of the turkey to create neighborhood quarrels, hence the White Holland finds many friends among those having close neighbors, or in close confinement.

The question has frequently been asked: "Why would not a cross between the White Holland and Bronze turkeys produce a good general purpose fowl?" And there seems to be a great diversity of opinion in the answers.

Personally I can say that the offspring from such a cross, i. e., White Holland hens mated with a Bronze tom, inherit most of the qualities of the Bronze; are more hardy than either; are scarcely more domesticated than the Bronze, and are of intermediate size.

My principal objections to the offspring from such a cross are (1) that nothing advantageous has been gained in size; (2) the appearance, when dressed, is inferior to the White Holland; (3) those undesirable colored pin-feathers appear; (4) they are of no value except via the chopping block, as mongrel breeders are unsatisfactory, and (5) you have practically lost the most valuable merit of the turkey family, i. e., the domesticated habits.

The Real Thing.

Mrs. Winkley—Is your husband a brave man?

Mrs. Bronston—I should say he was. Why, once he jumped right in front of a swiftly moving train and saved a little child from what seemed certain death.

"Oh, that's no indication. Would he have courage enough to grab the cat when it was having a fit and throw it out of the house?"

In the Chair of Dentistry.

"I shall have to crown that tooth," said the dentist, indicating the particular molar.

"Yes," assented the victim. "It's a-king rather more than any of the others."

Whereupon the dentist mentally decided to make the bill about \$2.50 higher.

There are two bad things about cigarette smoking: first the cigarette, and second the fellow who smokes it.

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.



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.

Shoes and Leather

Some Side Lights on the Shoe Trade.

Considerable misapprehension prevails with regard to the ease with which the advance was got from retailers, according to a well-known drummer, who has just returned from his trip. "In some cases," said he, "I found it about the toughest proposition I was ever up against. Some of my best customers at first absolutely refused to listen to me or look at my samples, and all the tact and eloquence I am possessed of had to be brought to bear before I could get a hearing. Their contention was that if we increased prices and kept up the quality of the shoes, other manufacturers would produce inferior goods which would be sold to other retailers and people would go where they could buy the cheapest and they would lose their trade. If I were to attempt to tell you how long it took me to combat that argument in several cases you would come to the conclusion I was—well, romancing. At any rate I brought them to see that the loss of reputation was considerably more than the loss of the little extra profit they might derive for the time being by selling an inferior shoe, that our house had established a reputation it would not forfeit for any consideration and that if they were wise they would adopt the same course. Well, I got the advance, but it was a hard pull." Asked if he thought the advance was likely to be maintained he replied: "Yes, I think it is. Instead of going back to the old figures, the probability is that there will be another advance in the near future. True, some manufacturers are turning out an inferior quality, which of course hurts the trade more or less, but as none of the Western manufacturers have adopted these tactics, they can not affect us much. No; things are bound to improve and I am very hopeful of the future."

Some people are endowed with a certain amount of superfluous energy which, by reason of their intellectual faculties not being properly balanced, is usually expended by interfering in the business of others. This very frequently takes the form of demanding compulsory legislation for the seating of female employees. The agitation at present is very widespread, extending from here across the herring pond to England. In Nebraska the agitators may be said to have "put their foot in it," for although they had a law enacted by the State Legislature, yet many employers said their business would not admit of providing the accommodation, and consequently female help was displaced to make room for men. In England the agitation is not meeting with the success its promoters hoped for, as sensible people are all of the opinion that employers taken as a whole are not so inconsiderate and selfish as the faddists would have us believe. Moreover, the instincts of humanity will assert themselves, and where in some isolated case it is found that an employer is too exacting or too neglectful of his responsibilities, it is in the hands of those employed to redress any grievance by voluntary movement rather than have recourse to an appeal for legislation which, almost invariably, hampers and cripples trade.

Preparations for sacrifice sales need not necessarily imply neglect of show windows. If anything, more attention should be devoted to this particular

branch. They should be made as attractive as possible and the lines of shoes selected for slaughter should be displayed to the utmost advantage. The cards attached to them, too, should be neat and plain, showing the original sale price and that which they are selling at. If needs be a description of the shoe might be given, but particular care should be taken that nothing on the card would have a tendency to mislead. No merchant can afford in this age of close competition to do anything, even inadvertently, that would send a customer to some other store.

Next to a judicious use of printers' ink the show window, which is another medium of advertising, is a most important factor for bringing trade to an establishment. Day by day its value is becoming more appreciated, and what was until recent years almost entirely ignored is now studied from every standpoint and hundreds of thousands of dollars are spent annually to bring about the best results. For it stands to reason that a well-dressed or unique window is bound to attract attention and cause people to stop and criticise it, as nearly all human beings are attracted by beautiful or startling effects.

Mistakes are common to humanity and shoe dealers as well as others are not exempt from them, and yet with a little care many of them might be avoided. This is particularly true as far as cash transactions are concerned. Trifling errors have been the cause of turning many good customers away from a store to deal elsewhere, for while the proprietor may explain that it was entirely a mistake and that he was glad to rectify mistakes, still a lurking suspicion is harbored in the mind of the customer that the clerk was trying to take advantage of him and nothing will convince him to the contrary.

Deception in business may be successful a few times, or perhaps oftener, but it may be accepted as a general principle that nothing recoils so quickly on the heads of those who practice it. It is a boomerang that should be left severely alone. Some attempt it by placing wrong cards on the goods in the window and substituting some other quality of shoes for those so marked when a customer asks for them. But that never occurs more than once with the same person. The dealer has, perhaps, made a little extra profit on that transaction, but can he calculate how much he has lost by driving that customer elsewhere? To find out who is the greater sufferer from such practices, the man who indulges in them only needs to look in his mirror. Honesty is the best policy.

He Filled His Store.

Merchants who encourage the young are always popular and any expenditure in that direction is certain to bring large returns. Quite recently a merchant evolved the idea of giving prizes for a singing contest, one for boys and one for girls, the boy's prize to be a watch and the girl's a lawn swing. The piece selected was a composition to the tune of "Marching Through Georgia," and having been duly advertised when the contest came off both store and sidewalk were packed. Of course, the merchant was widely talked about, which was just what he wanted, and he thinks the advertising was very cheap.

"Mother, may I go out to shop?"
"Yes, my darling daughter;
Here's seven cents, fulfill your wants
At Blank's 'grand annual slaughter.'"

REMOVED



AT HOME, 10-22 N. IONIA ST.

If you want the best Leather Top Lumbermen's Rubber made, buy our "Ajax." It is made of duck, with rolled edge, and oil grain top, heel and spring.

RINDGE, KALMBACH,
LOGIE & CO.,
GRAND RAPIDS.

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

Wales=Goodyear

Terms Nov 1st, 30 days.

Wales-Goodyear, 25 and 5 per cent.

Connecticuts, 25, 10 and 5 per cent.

Woonsocket Boots, 25, 5 and 5 per cent.

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

Herold=Bertsch Shoe Co., Grand Rapids.

GET THE BEST



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

HIRTH, KRAUSE & CO., Grand Rapids

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

We sell them and want your orders.

We also have WOONSOCKET Rubbers; 25-5-5 per cent. from list.
RHODE ISLANDS 25-5-5-10 per cent. from list.

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

GEO. H. REEDER & CO.,

19 SOUTH IONIA STREET,

GRAND RAPIDS, MICH.

Why He Stayed at Old Silver Crown.
Written for the TRADESMAN.

"Well, young fellow, do you remember me?"

The boy whom I addressed, a tall thin fellow of 17 or 18, was seated on the doorstep of what had once been the Silver Crown store.

"Lordy, yes! you're the feller come up here three years ago a lookin' fer something to write about. I ain't a fergittin' things like that. Dad an' me we talked about thet fer months after you was here."

"Why, I wasn't aware that my visit to your place was worthy of particular note."

"Not so much thet; but ye see we didn't heve so very many city fellers a comin' to see us, an' your visit sort o' broke in on the sameness fer a spell an' geve us something to talk about."

"You seem to have gone out of the store business—didn't it pay?"

"Oh, yes, it sort o' paid; but the sheriff be come out one day an' took possession an' then he loaded all o' the store stuff onto a wagin an' hauled it into Cheyenne an' sold it to the highest bidder. Then Dad an' me we took out the shelves an' the counter. There wasn't no use o' leavin' them when we didn't have nothin' to sell."

"No, of course not; but couldn't you raise enough money to buy a new stock?"

"We couldn't raise nothin'. Nobody wouldn't trust Dad no more after the sheriff took his stuff. It sort o' broke Dad all up a gettin' sold out. He wasn't no good 't all after that."

"Is he still mining in the Silver Crown hills?"

"No, Dad ain't a minin' no more. The life seemed to slip right out o' him after we took out the shelves an' the counter. He didn't seem to care 'bout minin' nor nothin' no more. If you remember, I told you, when you was here before, about buryin' Mam down yonder? Well, Dad he used to sit down thar side o' Mam's grave a good deal; but after the sheriff come Dad he jest natchelly spent all o' his time thar, an' one evenin', about sundown, I went down thar to call Dad to supper an' found him a lyin' stone dead alongside o' Mam's grave. Thar wasn't nothin' left fer Dad to live for. I wasn't no sort o' use, as I never knew nothin' about minin', an' Dad he'd given up a'most everything fer old Silver Crown, an' as he hadn't nothin' else left to give, he jest natchelly lay down an' give up hisself. Some o' the men an' me we buried him down thar alongside o' Mam, an' I guess Dad he's satisfied, fer he always said he wanted it that way."

"How long has your father been dead?"

"Let me see—it's jest two years ago this month."

"And you have stayed at Silver Crown all this time with nothing in view? You told me three years ago that the camp was no good. Why don't you leave it and get employment of some sort at which you could make a living—you might work for your board and clothes and go to school if nothing else."

"O Lordy! 'tain't no sort o' use. I've tried it an' it jest won't work. A store-keeper down to Cheyenne he geve me jest that sort of a chance; but I couldn't stay. I wasn't made up like the boys in town an' they sort o' made fun of me, an' I jest quit the job an' come back to old Silver Crown. Thar ain't nothin' here but the hills an' the sky; but they're old friends o' mine.

They don't make fun of me, they always listen to everything I say, an' I love them. Ye see, it's diff'rent with me, fer I was born here. I h'ain't never knowed no other place an' I don't feel to home nowhere else; besides, Dad had two or three claims in the hills here an' he always said they was worth lots o' money only they needed developin'. Them claims is mine now, an' I somehow can't believe that Dad was mistaken. If I stick to 'em maybe some day somebody'll want 'em an' then all o' Dad's work won't 'a' be'n in vain."

"Well, supposing no one ever wants them, are you going to waste your life here waiting? Isn't it enough that your father and mother spent their lives here without yours being added to the list? The claims will keep, they can't run away, and if some of the miners in the camp do strike it, and your claims become valuable, you can come back then and work or sell them as the case may be."

"Yes, it does look so to most folks; but fer me thar ain't no place in all the wide world jest like Silver Crown. 'Tain't home, 'tain't nothin' to you, but 'tis to me. I've growed up in it an' it's growed into me, an' when I'm away fer a week I'm all the time a wishin' an' a longin' to be back."

"How do you expect to earn a living here? The few miners who are working here can't employ you, and you must eat."

"Oh, I can go on a doin's I have since Dad died. Thar's ranchers down in all o' the valleys an' they need help every once in a while, a bayin' an' sich, an' I can always earn enough to keep me from starvin'; an' wherever I go in these parts 'round here I can always see old Silver Crown a loomin' up an' I don't git lonesome like I do in Cheyenne. Why, I think 't Cheyenne is the loneliest place 't ever was—I'd jest die ef I had to stay thar!"

"Well, come down and see me—I'm camping in the valley near the old Lenox & Steadman claim. I'll be glad to see you any time."

I left him seated on the doorstep of his lonely cabin, and took my way along the tortuous mountain-path, wondering how such things could be. I like to come among these lofty forbidding mountains for a short vacation, but their rugged unfriendliness soon satisfies me

and I am always glad enough to get back to civilization. Here was a young fellow who called them his friends, who said they were kinder to him than the people in the town, who preferred to stay among them and eke out a bare subsistence rather than lose sight of them. Well, he could have them.

A half-hour's ride down the widening canon brought me into the little valley where my companions and I had pitched our tent and I was soon engrossed in the mysteries of cooking supper.

MAC ALLAN.

Using the Wrong Scales.

"When you get your groceries today," said the butcher to his wife, "don't go to that little grocer next door to my shop."

"Why not?" she demanded.

"Because he sent in yesterday and borrowed an old pair of my scales."

Economy



System

What you charge fills big books; but what you forget to charge represents a constant loss and can never fill one book, your pocketbook. Therefore, we ask you to investigate

The Egly Autographic Register Systems,

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

L. A. ELY,
Local Salesman: Sales Agent, Alma, Mich.
S. K. BOLLES, 39 Monroe Street, 3rd Floor.

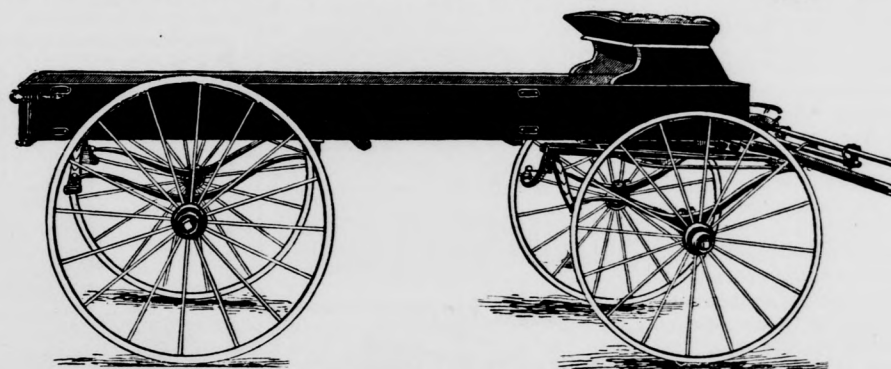
Testing by Tasting

Five cents will buy an ingenious package of **Uneeda Biscuit** in exactly the same condition as they left the baker's oven—crisp, tender, delicious. Every housewife should test them, every person should taste them. And the test is in the tasting—the most satisfactory test.

Uneeda Biscuit

are the highest and best development of the baker's skill. Everything that money can buy contributes to make them good—the best materials, the best machinery, the brightest expert biscuit experience. They are as good as good can be. Only sold in 5 cent moisture proof packages—never in bulk. Ask your grocer about them. Test by tasting.

Platform Delivery Wagon



NO. 113

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

THE BELKNAP WAGON CO., Grand Rapids, Mich.

Acetylene Lighting

Interesting Facts Relating to Acetylene.

It is now five years since the use of acetylene as an illuminant was suggested to the public, and it may be of interest to give a sketch of what has been done during this time, especially as it seems that with the year 1899 the tentative period which must characterize every new industry is in some respects passe, and a period of solid and well-directed industrial effort, backed by ample capital, has begun. The knowledge gained during this tentative period by the laboratory experiments of scientific men, and by the practical work of inventors and promoters, has made it possible for the industry to enter on its new phase. To understand its present and to foresee its future importance it is necessary to briefly review the work of the last years.

In May, 1892, Mr. Thomas Willson, a Canadian electrician, tried to make the metal calcium in an electric furnace in his works at Spray, North Carolina, by heating a mixture of lime and coal dust. He thought that the lime (calcium oxide) would act on the coal (carbon) to form calcium and carbon monoxide. He did not succeed in getting calcium, but found in the furnace a brown, crystalline mass, which was decomposed by pouring water on it, yielding an inflammable gas. Willson is not a chemist, and he therefore sent specimens of the material to several men of science to determine its nature. It was shown to be calcium carbide, a compound of calcium and carbon, formed by the action of the carbon on the calcium oxide. The gas formed by the action of water was acetylene, a compound of carbon and hydrogen. Calcium carbide and water form acetylene and lime. If enough water is added, the lime is slaked, and slaked lime, or calcium hydroxide, is formed. Neither calcium carbide nor acetylene was a new discovery; acetylene was discovered by Edmund Davy in 1836, and its properties were studied by Berthelot in 1862. Impure calcium carbide was first made in 1862 by Wohler, who described its decomposition by water into acetylene and lime. What was there new, then, in Willson's discovery? Two important facts: 1. He was the first to make carbide by a method applicable commercially. 2. He was the first to make crystalline carbide. Wohler's carbide was impure and amorphous; Willson's, nearly pure and crystalline, so that he succeeded in obtaining United States patents for crystalline carbide, and, as all carbide made by commercial processes is crystalline, its manufacture is covered by Willson's patents.

In the same year, 1892, Prof. Henri Moissan, of Paris, announced the discovery of crystalline calcium carbide. Moissan's discovery, too, was an accidental one. He was reducing refractory metallic oxides in an electric furnace made of lime. At the close of the article in which he reports his work to the French Academy of Sciences he refers in two lines to the formation of an ill-defined carbide of calcium by the action of the carbon electrodes on the lime of which his furnace was made.

As is common with most important inventions, there is a dispute as to the priority of making carbide by an electric furnace; and the wonder is, not that there is a dispute, but that there are so few claimants. A few words of explanation of the electric furnace will

show why. The enormous heat of the electric furnace (2,000 to 3,000 deg.) C. is caused by an electric arc, formed by currents playing between carbon electrodes; carbon is often used in the furnace processes; here we have one constituent of calcium carbide. Lime, the material for the other constituent, withstands heat better than any other common substance excepting magnesia; naturally, inventors would use it, as Moissan did, as a refractory lining to the furnace. Electric furnaces were not new. The conditions then were such that the discovery of the carbide was fairly forced on experimenters, and, as we have seen, the discoveries of Willson and Moissan were both accidental.

American priority was claimed by Willson, French priority by the friends of Moissan, German priority by Professor Borchers, of Aix la-Chapelle. Fortunately for Willson, among those to whom he had sent specimens of carbide was Lord Kelvin, the famous English physicist, whose reply to Willson, stating that the substance received was calcium carbide, was dated October 3, 1892, two months before Moissan's first publication. Borchers' claims are too vague to waste space on. Willson's priority is now generally recognized excepting in France. The German government has acknowledged it, and has annulled the German patent granted to Bullier.

Commercial carbide is essentially an American discovery, and it was developed industrially by Willson's associates before industrial action began abroad. Messrs. Dickerson and Suckert, of New York, were the first to undertake the industrial liquefaction of acetylene. Dr. G. de Chalmot, chemist, and Mr. J. M. Morehead, electrician, worked up the details of the furnace process in the early days at Spray, North Carolina, and the purity and the yield from a given weight of material to their carbide have never been excelled, although cheaper working furnaces are now in use.

Carbides of other metals can be made in the electric furnace, but, owing to the cheapness of the new material, calcium carbide is the only one of these which has industrial value as a source of acetylene. One pound of pure carbide yields 5.89 cubic feet of acetylene.

Thus far carbide has been found industrially valuable for two other purposes. The one is for carbonizing steel; experiments in Germany show that iron or soft steel takes up carbon more readily when it is heated with carbide than when it is heated with coal dust or charcoal. Some steel works are now using carbide for this purpose. The other use of carbide is more important. It is found to be a valuable germicide. It is said to be the most effectual preventive of black rot, and to destroy Phylloxera, the two worst enemies of the grape. The action of the carbide as a germicide depends on its decomposition by the moisture of the soil, forming

AMERICAN CARBIDE CO., Ltd.
Jobbers of

Calcium Carbide

and all kinds of

Acetylene Gas Burners

Distributing agents for The Electro Lamp Co.'s especially prepared Carbide for bicycle and portable lamps, in 1, 2 and 3 pound cans.

Orders promptly filled.

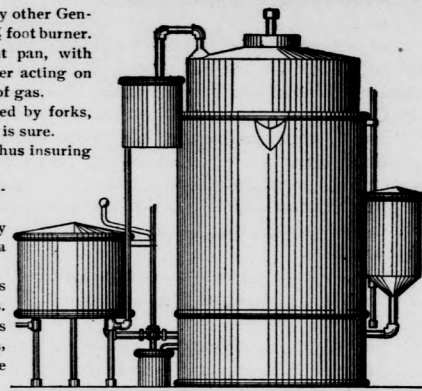
Jackson, Michigan.

The Best of Reasons why you should be prejudiced in favor of

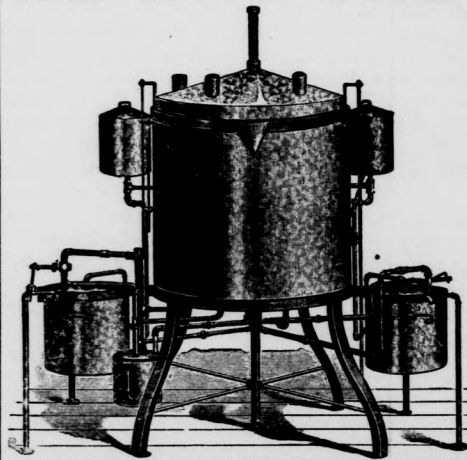
1. The generating capacity is larger than any other Generator on the market, holding 1 lb. carbide to 1/2 foot burner.
2. Our carbide container is a compartment pan, with pockets holding from 1 to 3 lbs. each, the water acting on but one at a time, thus no heating or wasting of gas.
3. There are no valves to be opened or closed by forks, ratchets or levers. It is extremely simple and is sure.
4. Our Gasometer has no labor to perform, thus insuring at all times the same even pressure.
5. All pipes are self draining to the condensing chamber.
6. Our Gasometers for same rated capacity are the largest on the market, and will hold a large supply. It saves.
7. The Bruce Generator, when left to do its own work, will not blow off or waste the gas.
8. Not least, but greatest. Our Purifier takes out all moisture and impurities from the gas, making it impossible for pipes to clog up or the burners to choke up and smoke.

American Carbide Co., Jackson, Agents for Michigan
Office and Factory, 183 to 187 West 3d Street, St. Paul, Minn.

THE BRUCE GENERATOR



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.

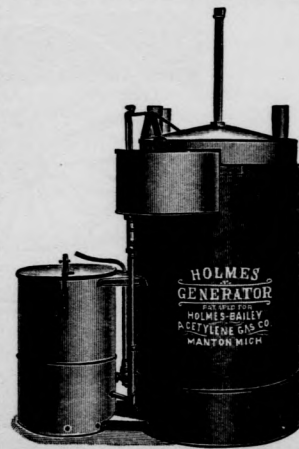


Here It Is!

The Holmes Generator

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

Holmes-Bailey Acetylene Gas Co.
Manton, Michigan.



acetylene, which kills the Phylloxera. If the use of carbide on a large scale substantiates the claims made for it, this is a discovery of vast importance. The ravages caused by the Phylloxera in the vineyards of Southern Europe, of Africa and Australia must be ranked as great national calamities.

A temperature ranging from 2,000 to 2,500 degrees C. (3,600 to 4,500 degrees Fahrenheit) is required to make carbide. It is probable that this temperature can be economically attained only by the electric furnace using water power as the source of the electric current, and this is the only method used for making carbide, with the exception of the Walther process, which does not use electricity but depends on the intense heat generated by burning acetylene under pressure. In electric furnaces the formation of carbide depends simply on the heat of the arc, which fuses the mixture of lime and coke. The latest improvements on the first very simple forms of furnace have secured continuity of work and economy of electric energy. In the United States carbide is made exclusively in the Horry furnace. This furnace consists of a huge short cylinder or hollow wheel, mounted to revolve slowly on a horizontal shaft. The periphery of the cylinder is closed by removable cast-iron slats. As the cylinder is partly revolved on its axis from time to time, the slats are taken off from one side and replaced on the other, thus leaving the top always open. The cylinder is filled on one side with the powdered mixture of coke and lime. Into the mixture two vertical carbon electrodes project downward through the open top of the cylinder. As the carbide is formed, the cylinder is revolved, lowering the mass from the electrodes. The fused carbide cools, hardens, and is broken off and removed as it rises on the other side of the slowly revolving cylinder; new material is constantly fed in to maintain the level around the electrodes. The process in the Horry furnace is continuous; the furnace can be run without arresting the current until repairs are necessary. It is said to combine the different theoretical improvements referred to, and to reduce the cost of production. The Horry furnace is in use at Niagara Falls and at Sault Ste. Marie. At St. Catherine's, Canada, Willson is using his own furnace. Abroad, the older types of furnace, the Willson, Bullier and Heroult, are those chiefly in use.

The actual ingot of good commercial carbide is nearly pure—96 to 99 per cent.—but the ingot is surrounded by a crust of carbide mixed with unchanged material, containing 40 to 70 per cent. of carbide. Foreign makers break and blend ingot and crust to standard size, the best makers guaranteeing their carbide 90 per cent. pure, giving five cubic feet of acetylene per pound (pure carbide gives 5.89 cubic feet). Eight to nine pounds of carbide per horse power in twenty-four hours, averaging five cubic feet of acetylene, is considered satisfactory work. The Union Carbide Company, which controls the sale of carbide in the United States, is selling graded carbides under guarantee, the first grade being the nearly pure ingot, the lower grade the crust.

As the moisture of the air decomposes the carbide, it must be broken up as soon as made, and packed in air-tight tin cans, varying in size from one to four hundred pounds.

The present price of carbide abroad

averages \$96.80 in large lots, and \$7.26 per hundredweight in small lots, packing included; in the United States, \$70 per ton in large lots, and \$4.50 per hundredweight in small lots, packing included. In 1898, 4,650 tons are said to have been made in the United States and Canada, and a much larger amount abroad. The output for 1899 is estimated at 12,000 tons for the United States, with a capacity in the new works in erection at Sault Ste. Marie and at Niagara Falls of 41,000 tons. The new works building in Europe, to be finished in 1899-1900, have a capacity for making 80,000 metric tons. These figures will justify the statement made at the beginning of this article, that the new industry has found ample capital.

The statement is still current that acetylene attacks copper and brass, forming an explosive compound. This is not true. Exhaustive experiments by Moissan and by Gerdes, keeping these and other metals in contact with acetylene for months at a time, have shown that the metals were not affected. The conditions under which the explosive copper acetylide is made in laboratories can not well occur in generators or gas holders. It has been said that acetylene is very poisonous; the experiments of many observers, and especially those of Grebant, do not confirm this statement. Grebant experimented on dogs, causing them to breathe mixtures of acetylene, air, and oxygen, which always contained 20.8 per cent. of oxygen, this being the percentage of oxygen in pure air. By this device he was able to discriminate between the poisoning caused by acetylene and suffocation caused by insufficient oxygen. A mixture containing 20 per cent. acetylene inhaled for thirty-five minutes did not seem to trouble the animal. A sample of the dog's arterial blood contained 10 per cent. of acetylene. A dog which inhaled a mixture containing 40 per cent. of acetylene died suddenly after fifty-one minutes, having inhaled one hundred and twelve litres of the mixture; the arterial blood contained 20 per cent. acetylene. Grebant proved that acetylene simply dissolves in the blood plasma, while carbon monoxide forms a compound with the haemoglobin of the blood. A dog breathing a similar mixture of air, oxygen, and illuminating gas containing only 1 per cent. of carbon monoxide quickly showed convulsive movements, and died after ten minutes; its blood contained 24 per cent. of carbon monoxide. Thus acetylene, while slightly poisonous, is less poisonous than coal gas, and vastly less than water gas, which contains a high percentage of carbon monoxide.

A pressure of thirty-nine atmospheres and three-quarters at 20 degrees C. converts acetylene into a liquid weighing one-third as much as the same volume of water, while one cubic foot of the liquid when released from pressure gives five hundred cubic feet of gas.

Hitherto acetylene was used only as a source of heat or as a source of light; yet with very cheap carbide it would prove useful in many ways in chemical industry, and its use would have the most widespread effect on industry and agriculture. For instance, a method of making alcohol from acetylene is patented abroad, and by another patented process it is proposed to make sugar from acetylene. With the present prices of alcohol, sugar, and carbide, these processes have no commercial value.

Acetylene may be made from the carbide in gas works and delivered to the consumer through mains like ordinary illuminating gas; or it may be liquefied at gas works and delivered to the consumer in the liquid form under pressure; or the consumer may purchase carbide and generate acetylene for his own consumption. All three of these methods are in use.—Edward Renouf in Popular Science Monthly.

Prompt Shipment

Those of you who have been doing business with us for years have probably noticed that we fill your orders a great deal more promptly than we used to. Those who are new customers are pleased to find that we are so prompt.

This is not because we are doing less business than formerly—we are doing more and more every year—but because we realize that when people order goods they want them and want them quickly.

Therefore we are making a special effort to give every order, small or large, immediate attention and prompt shipment.

Let us have yours.

Valley City Milling Co.,

Grand Rapids, Mich.

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

Advertising that pays

The average business man doesn't give all branches of his business equal attention.

Usually it's the advertising end of it that suffers.

Just there we can help him—by laying out a definite plan for his advertising, preparing his advertisements, booklets, folders, catalogues—whatever our experience has taught us that he needs.

Our Little Red Solicitor—the booklet, "Advertising That Pays,"—will be sent to any business man who asks for it on his letterhead.

Robt. N. Shaw
Advertising Agency
Grand Rapids Mich.



The Hercules Ventilated Barrels

Just the barrels in which to ship apples, potatoes, onions, vegetables or anything that requires ventilation. We furnish the barrels to you knock-down in bundles, thereby making a great saving in freight. Fourth-class freight rates apply in less than car lots. One boy can set up from 75 to 100 barrels per day, and with your first order for 500 barrels we furnish free our setting-up outfit, or we charge you \$1 for it and refund the \$3 when you have purchased 500 barrels. The Hercules has been endorsed by all prominent fruit and produce commission men in Chicago and is considered the very best barrel for shipping any produce requiring ventilation. Our prices f. o. b. Chicago are: 100, heads and hoops complete, knock-down, 22c. 300, heads and hoops complete, knock-down, 21c. 500, heads and hoops complete, knock-down, 20c. Setting up outfit included. We can make prompt shipments. For further particulars and sample barrel address

Hercules Woodenware Co.,
293 W. 20th Place, Chicago, Ill.



FREE SAMPLE TO LIVE MERCHANTS

Our new Parchment-Lined, Odorless Butter Packages. Light as paper. The only way to deliver Butter to your customers.

GEM FIBRE PACKAGE CO., DETROIT.

THE Keeley **BENTON HARBOR, MICH.**
Cure **Alcohol and**
Opium Using
Treated to a successful conclusion. Write us for literature and full information. Don't delay if you need this treatment.
THE KEELEY INSTITUTE
BOX 1185
BENTON HARBOR, MICH.

Dry Goods

Rainy Day Story in a Clothing Store.

Written for the TRADESMAN.

It was a dull, rainy day, and there were few customers in the corner clothing store, so the clerks stood in little groups about the showcases and talked over past experiences. I stood just inside the door, waiting for a brisk shower to pass, and listened.

Presently a messenger boy carrying a large, loosely-wrapped package, plentifully sprinkled with mud, brushed past me and threw his burden down on the counter.

"Mr. Plunck says he don't want this suit," he bawled. "Gimme a receipt for it."

"What's the matter with it?" asked a clerk, evidently the one who had made the sale.

"I dunno," was the reply. "He said he took it out on approval an' don't want it. Gimme my receipt."

The clerk looked at the clothes and gave the required receipt.

"That's the last suit of clothes I'll ever send out on approval without express orders from the boss," said the clerk, as the messenger disappeared. "They have been worn in the rain and it will take an hour to get them into shape again."

"Perhaps he wanted them for one night only," suggested one of the clerks. "I'll bet he wore them to a wedding or a swell reception or some place where he wanted to cut a dash. There's a lot of that sort of thing done."

"There wouldn't be much of it done here if I owned the store," said another. "There isn't a sale made in one case out of ten, and the clothes always come back in bad shape. It's a nuisance."

"I had a remarkable experience in the 'out on approval' line once," said an old salesman, after his companions had assented to the proposition that the custom was entirely wrong, "and one which I shall not soon forget."

"Get hung up for them?" asked a clerk, with a laugh.

"Not exactly," was the reply, "but I had a lot of bother over the affair. If you don't mind, I'll tell you about it."

Of course the clerks all wanted the story, and I stepped a little nearer to the speaker.

"I was working in Chicago at the time," began the salesman, "and was almost an entire stranger in the city. The one man I knew well was the man who got the clothes. He boarded where I did and we spent most of our evenings and Sundays together. He was employed at a jewelry store on the South Side, and, being the last man on duty at night, carried a key to the store and knew the combination to the safe where the diamonds were kept."

"I scent a diamond robbery," said one of the clerks.

"It's nothing less than a murder," said another.

"Don't be in a hurry to make a plot of your own," said the salesman, "and I'll come to the sensational part in short order. One day Charley—his name was Charley Dingman—told me that he wanted to get a suit of clothes on approval for one night. In this case, you see, there was no inducement of purchase held out. Charley simply wanted to borrow the clothes and I let him have them. Of course, however, I listed them as 'out on approval.' I knew that Charley had rather a swell sweetheart,

the daughter of a piano manufacturer, and took it for granted that he desired to take her out into good society, so I helped him along.

"The clothes were left at my room before I was out of it the next morning, and when I got down to the dining room Charley was not there. I had been at the table but a short time when I observed a suppressed excitement among the boarders, and in a minute more the cause of it came out. Charley had been arrested, while in bed in that very house, charged with burglarizing his employer's store and stealing his diamonds."

"I thought so," said one of the clerks. "The morning paper stated that the thief must have had a key to the store and must have understood the safe combination, for the diamonds had been taken without breaking the safe, or in any way molesting the lock of the street door. The paper further stated that Charley, when arrested, about 1 o'clock in the morning, or about an hour after the discovery of the robbery by the nightwatch, and immediately upon his return to his room, had absolutely refused to give an account of himself during the early hours of the night. The boarders, with the charity usually exhibited in such cases, all declared themselves satisfied of the guilt of the young man, and I must confess that I looked upon his case as a tough one."

"I took the package of clothes, which Charley had left for me in the sitting room and which had been transferred to my room by a domestic, down to the store, reported the return, and started to put them back in stock. You may well imagine that my thoughts were all on my chum and that I felt not a little worked up over the affair. While straightening out the clothes the thought came to me that it would be a clever thing to examine the pockets, and I did so. You see, I couldn't make up my mind that Charley would go to the trouble of borrowing a new suit of clothes to wear while committing a robbery, and I had an idea that the contents of the pockets might show where he had spent the early hours of the night—the hours for which he strangely refused to account when questioned by the officers. Well, I found the clue I sought in the right-hand vest pocket."

"Diamonds?" demanded the clerks in chorus.

"Worth more than diamonds to Charley," replied the salesman. "I put my find into an envelope, secured leave of absence for half a day, and went straight to the Harrison street police station, where Charley was confined."

"Come, old man," I said to him, as soon as I secured admission to his cell, 'you may as well tell where you were last night and walk out of this!'

"What do you know about it?" he asked, savagely, I thought.

"All about it," I replied. "Now, tell me, do the girl's parents object?"

"Yes, they object," was the reply, "and the girl and I thought we'd have an innocent little lark down on the South Side, and no one would know. You see what's come of it. I suppose I'll have to go up for about five years; but I tell you right now that I'll do that before I'll tell where we were, and so compromise the girl. I only hope she'll have sense enough to keep her mouth shut."

"Now, Charley," I said, "I know where you were and know that the place isn't a very respectable one for a young lady to visit, but I also know that it is

a place of public entertainment and that hundreds of swell people go there on the sly every week. I'm not going to see you get five years for taking your sweetheart there, and if you don't tell the truth I will."

"Well, he objected, but I sent for the girl's father and told him the truth right before the blushing young man, and the father took one of the detectives over to see the girl, and when they came back Charley was released, with many a grin on the part of the officers. Now, what do you think I found in the pocket of that vest?"

"Bill of the play," shouted one.

"Seat checks," shouted another.

"Both," was the reply, "and it wasn't a very bad theater either, but Charley had a fool notion in his head that his girl—they are married now—would be compromised if her presence

there should become known. However, in protecting the girl, he won the heart of the parents, so it all came out right, like a story, and another clerk afterwards confessed to the robbery."

"I think," said one of the clerks, "that you'd better hire out to write fiction. You're wasting your time selling clothes and letting them out on approval."

Then the rain ceased and I stepped out of the store. ALFRED B. TOZER.

Took His Employer Literally.

Old Lady (to grocer's boy)—Don't you know that it is very rude to whistle when dealing with a lady?

Boy—That's what the gov'nor told me to do, mum.

"Told you to whistle."

"Yes'm. He said if we ever sold you anything we'd have to whistle for the money."

Goods for Fall!

Now that the sale of summer goods is about over, it would be well to look up your stock of Fall and Winter goods. We have our sample line open and are in a position to take your orders for fall delivery. We have a complete line of Underwear in Ladies', Gents' and Children's. Our prices are right. Give us your orders and we will guarantee satisfaction.

P STEKETEE & SONS,
GRAND RAPIDS, MICH.

We Bought Early

And are able to offer as tasty a line of Prints as ever shown in this vicinity at 3½ to 5 cents per yard. Not an old style in the line; all new Fall designs. We miss our guess if you don't say that it is the prettiest lot of goods you ever looked at. Let us book your order now.

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods.

Grand Rapids, Mich.

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.

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.
President, JAMES E. DAY, Detroit; Secretary and Treasurer, C. W. ALLEN, Detroit.

United Commercial Travelers of Michigan.

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

Grand Rapids Council No. 131.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

Geo. A. Sage, of Rockford, was home a few days after the Fourth under the weather, but he is now over the weather, making his Northern trip.

A. B. Gates has been East, caught cold, been sick, and attended the Detroit Christian Endeavor convention—all in the past three weeks.

L. W. Little, with the Horton-Cato Manufacturing Co., Detroit, has a small name, but his sales are large. He sells sauces and yet he is gentlemanly about it.

A. W. Peck (Hazeltine & Perkins Drug Co.) has launched a steam yacht on Grand Traverse Bay. The craft is 22 feet long and will easily carry ten persons.

E. E. Wooley (Root & McBride Bros.) and wife and W. R. Compton and wife, of Mears, are spending a fortnight in an abandoned lumber camp on Lake Michigan, located on a narrow strip of land between that body of water and an inland lake.

Otsego Union: D. W. Shepherd has been assigned the territory in Michigan formerly covered by J. S. Linton as salesman for the Otsego Chair Co. Mr. Shepherd has been with the company for nearly three years, traveling through Iowa and Illinois. He will start Monday on his first trip through Michigan.

E. P. Dana (Phelps, Brace & Co.) registered at National Hotel, Howell, last Thursday. Age seems to have little effect on Mr. Dana, in fact, he seems to be growing younger with well doing. Few at the age of sixty and twenty-three years as a commercial tourist can grow young until they look not more than forty-five.

J. B. Evans, a former Grand Rapids hustler, is now manager of the Wayne Baking Co.'s Detroit branch and has his office and ware rooms at 179 W. Woodbridge street and, with his five aides—F. P. Kelly, F. J. Carr, Geo. Seabold, H. P. Damon and Elmer Cole—furnishes the Detroit dealers with anti-trust crackers and sweet goods.

Parke Mathewson, Michigan and Ohio representative for B. T. Babbitt, is pending a fortnight at Ottawa Beach as the guest of his old-time friend, Henry Spring. The rare companionship of these "old fellows" is something pleasant to look upon, although the suggestion of age in connection with either gentleman would probably be resented by them and their friends, because both of them are apparently growing younger every year.

New Orleans Times-Democrat: "The other evening just before we changed watch," said the clerk at one of the hotels, "a fat drummer came up and began figuring out his expense account for the day. He took the first piece of paper he could lay his hands on and didn't notice that it was the blank we use for keeping a memorandum of morning calls. The blank is arranged in columns headed by figures representing hours and half hours and he began his penciling in the 3:30 row. First he jotted down \$1.50 for buggy hire, then 15 cents for stamps, 35 cents for car fare, \$1.60 for express package, \$1.10 for telegrams, 50 cents for a trunk strap, 5 cents for a paper and a quarter for messenger service. Down at the bottom as an after thought he put 40 and wrote 'beer' before it, thinking to work it in somehow, I suppose. Well, at 3:30 o'clock next morning there was trouble and plenty of it. The night clerk supposed of course that the calls had been left in the ordinary way and while he was a little surprised at so many people wanting to get up at such an unearthly hour, he told the boys to wake Nos. 150, 15, 35, 160, 110, 50, 5 and 25 and carry a quart bottle of beer to No. 40. They had a terrible time getting the people up and everybody was as mad as blazes, particularly the fat drummer himself, who happened to be in 110, and swore he was going right down and lick the clerk. About that time the boy with the beer got to 40. There was a preacher from North Georgia in the room and he called out to know what was wanted. 'I've brought you the beer you ordered,' hollers the kid, and the preacher nearly had a fit. 'Merciful heavens!' he said, 'this will ruin me for life! I will go down immediately and see the proprietor!' He and the fat drummer struck the office together. The drummer wanted gore, but when he saw the call list he turned pale around the gills and sneaked back upstairs. It took nearly an hour to get the minister cooled off, and when the facts leaked out next day several people began looking for the fat drummer with clubs. He lay low, but he has bought a new memorandum book on purpose to figure up his cash."

Should Have Given the Name of the Hotel.

Reed City, July 15.—Having been a traveling salesman for twenty-two years and living at hotels, I wish to describe a hotel I came across on the east shore of Lake Michigan this week. As I had occasion to visit the town in which the hotel is located, I put up at what is classed as the commercial hotel of the town, remaining over night. After doing my forenoon's work, I repaired to the hotel about 11:30, expecting dinner would be served at 12 o'clock. I found several traveling men seated around the office, waiting for the dinner call, but as 12 o'clock came, we noticed the landlady came downstairs and proceeded to the dining room. In a few minutes two of the boarders came down and entered the dining room. One of the boys asked the clerk again when dinner would be ready, but received no answer. We waited until the summer boarders were all sent in, also the orchestra, when we poor traveling men finally made up our minds that we were to wait for the second table and, if any fragments were left, we would be allowed to go in and partake of the leavings and walk out and pay our 50 cents. We decided to pay our bill and try a restaurant where we would be allowed the privilege of the first table, which we did, and, it is safe to say, we will always remember the landlord who caters to boarders, help and family first.

C. W. REALS.

Valley City Entertainment Eclipsed by the Celery City.

Nearly fifty traveling men and their ladies accepted the invitation to visit Kalamazoo last Saturday to witness the return game of baseball and participate in the festivities incident thereto. But for the fact that the morning was rainy and the sky indicated a stormy day, probably twice as many would have undertaken the trip. On arriving at Kalamazoo the entire party proceeded to a hotel, pending a decision as to where the ball game should be played. It was originally intended to pull the game off in the city and proceed to Long Lake by special train on the completion of the game, but the attitude assumed by Father Neptune was so threatening that it was decided to proceed at once to Long Lake and carry out the programme originally planned between the showers. The events of the day at Long Lake are so graphically described by the Kalamazoo Telegraph of Monday that the Tradesman is disposed to reproduce the report as it originally appeared in that paper:

Rain couldn't drown them out, those Grand Rapids drummers, and mud couldn't phase 'em when it came to running races and playing base ball; nor could it interfere with the boundless hospitality of the Kalamazoo conferees, who not only entertained their visitors royally, but allowed them to win the ball game and all of the races, to say nothing of free shower baths all day and a jolly good time of it in spite of the weather.

The game was not played until afternoon at the Lake, and it proved a soul-stirring exhibition of the noble American sport. The Kalamazoo battery was not forthcoming, so Brown and Bert Stripp of the college '99 team were used, but they could not suffice to hold down the hard batters from the Rapids. The Grand Rapids men claim that all of their players are bona fide drummers, but they have seen ball playing of old and know all the tricks of handling the league sticks. It was truly a great game and everyone who tried to slide to base was a ready recruit to the ranks of the great unwashed. It was noticeable that when they got home little was said of star plays, although there were some good bunts, and Aldrich, who pitched most of the game, was said to be a cracker-jack in spite of the way that the lucky hits were pounded out. The line-up, as given below, makes it hard to believe that the Kalamazoo men actually did lose with such an aggregation of field talent:

Kalamazoo.	Grand Rapids.
George Dennis	1b W. Pipp
Bert Stripp	c George Rysdale
Brown-Aldrich	p Simpson
Harry Sligher	2b Goebel
Carl Ihling	rf Charles Fear
Brown	ss Sam Simmons
C. Bennett	cf F. Pierce
Cliff Carson	3b Will Richmond
A. Campbell	lf George Findlater

The score by innings:
Grand Rapids, 5 1 0 2 5 4 0—17
Kalamazoo, 0 0 0 3 3 3 0—9

The Grand Rapids ladies were strictly in it when the races were announced. The showers interfered badly and kept the onlookers racing to dodge them, but the regular events went off in spite of the general wetness. Mrs. George Rysdale won the 50 yard race and the backward race with ease. Mrs. Charles Fear had the hurdle race in a walk and Mrs. William Pipp culled the potatoes in a way that left nothing for her adversaries. Everyone of the winners was a visitor and the Kalamazoo ladies had to be content with the consolations, which, with the first prizes, were highly appropriate and useful. Among those from home who took prizes were Mrs. L. D. Austin, Mrs. J. W. Ryder and Miss Alma Ihling.

The 100 yard dash for men went to William Pipp in easy style. Some one said that his wife had trained him for the event, and if so she had done the

work as well as she did her own running. The pair made wonderful time, which the track officials refused to divulge as being too fast for belief by the general public. Honors with the target rifles went to Frank Johnson, of Grand Rapids.

Both dinner and supper were served at the Lake and eaten with the zest born of the racing. There was speaking of a most entertaining kind by a number of gentlemen, Frank Pierce, of Grand Rapids, making the hit of the day.

Several plans for the entertainment of the visitors were spoiled by the rain, including a tallyho ride about the city, but there was plenty of fun all day and the Grand Rapids men went home loud in their assurances of the good time they had found awaiting them at the hands of the local drummers.

Open Letter to President Heald.

Grand Rapids, July 15.—Isn't there some way by which the supper furnished your Saginaw passengers at Edmore can be improved?

The Alma supper is superb, considering the difficulties under which the landlord and passengers labor in getting together, but the Edmore meal is the toughest conglomeration of slop and sourness it has ever been my misfortune to run up against.

You have usually been very fortunate in the selection of caterers for your system, notably at White Cloud, Hartford, Traverse City and Alma, but you have slipped a cog—and a big one at that—in compelling your passengers on the Eastbound Saginaw train to submit to the indignity of an Edmore supper.

If you have any doubts as to the truth of this statement I suggest that you take a trip to Saginaw without your chef and instruct the genial colored man who telegraphs ahead for the suppers that he is not to specify that one of the meals is for the chief mogul of your system. If you will do this and will undertake to eat the supper, I'll eat my sample case in the presence of as large a crowd as can be gathered into any public hall in Grand Rapids in the interest of any charity or series of charities you may name.

I am aware of the fact that there is no money for you or your system in furnishing meals for captious passengers and of course you have more important duties to perform than the reformation of country hotels and eating houses and I therefore suggest that you instruct the porter on your Eastbound evening train to see that the passengers in the chair car have their lunches put up by the caterer in the union depot before starting out on their trip across the State. The coffee may not be warm by the time the passenger is ready for his supper, but it will have one cardinal virtue—it will be coffee instead of slop.

TRAVELER.

The Green Eyed Monster at Kalamazoo.

Kalamazoo, July 17.—Your letter received and contents noted, but too late to send you program. We were all pleased to have the Grand Rapids boys, their wives and friends with us.

You evidently thought I had been appointed manager, instead of E. F. Zander, as your letter was in answer to one written by him. However, when the stockholders get together, I expect to receive the appointment of manager. This man Zander is a flat failure running a ball team. He has had too much Folz, Hoffman and Aldrich, while he has benched such good players as Myself and Bennett. The boys are tired of this and for the best interest of the club I will become manager. L. VERDON.

Thompson & Co. have opened a grocery store at Frankfort. The Lemon & Wheeler Company furnished the stock.

REMODELED HOTEL BUTLER

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

HOTEL WHITCOMB

ST. JOSEPH, MICH.
A. VINCENT, Prop.

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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

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

Examination Sessions.

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

STATE PHARMACEUTICAL ASSOCIATION.

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

Quality of Drugs Gradually Improving.

At the recent convention of the New York State Pharmaceutical Association, held at Albany recently, the Committee on Adulterations presented the following flattering report:

While heretofore the bulk of the specimens of drugs reported upon by your committee has been collected in so-called department and grocery stores, we have this year utterly disregarded these pseudo drug stores, being satisfied that anyone who will knowingly get his medical supplies from such sources is not worthy of protection.

The results which we have to report are not at all discouraging; on the contrary they tend to show that the pharmacists of the State, as a class, evince an earnest desire to comply with the food and drug laws. While we do not deny that there is room for improvement in many directions, the result of our examinations shows that the sensational statements which have appeared from time to time in the newspapers alleging that many of the drugs sold in the stores are either highly impure or grossly adulterated are very far from being true, and are by no means borne out by the actual facts in the case.

We have examined many liquid and solid galenic preparations, such as syrups, elixirs, tinctures, ointments, simple and compound powders, besides pharmaceutical chemicals.

While many of the preparations examined were found deficient in strength, it is probable that this is due not to willful adulteration, but rather to the nature of the substances examined, which made them prone to deteriorate on keeping. Among others enumerated were spirit of ammonia, water of ammonia, aromatic spirit of ammonia and chlorine water. None of the samples of chlorine water contained more than 0.19 per cent. of chlorine, although the Pharmacopoeia requires a percentage of 0.4. The committee recommend that chlorine water be deleted from the Pharmacopoeia, and that some extemporaneous mixture be substituted for it.

One hundred Cc. of tincture of opium are required to yield on assay 1.3 to 1.5 Gm. of crystallized morphine. This tincture has always been a bone of contention, and the results reported this year do not vary from those of former years. Of the fifteen samples collected, the best yielded 1.316, another sample yielded 1.295, and the next followed with 0.980 and so on down to 0.152. The conclusion of the committee is that in many cases either inferior gum has been substituted for the assayed powdered opium or that the drug has been extracted in a careless manner.

The experience of the committee with tincture of iron chloride is very gratifying, as all of the samples, fifteen in number, answered to the pharmacopoeial requirements.

Some confusion seems to exist in regard to what is meant by ether U. S. P. Many of the samples contained added alcohol and corresponded to the ether of the Pharmacopoeia of 1880.

The few samples of hydrogen dioxide water that came under the observation of the committee proved better than anticipated, most of them showing more than 2 per cent. of the pure dioxide. The committee suggests a change in the English title from solution of hydrogen dioxide to hydrogen dioxide water. Hydrogen dioxide is a volatile substance, and the preparation of the Pharmacopoeia belongs properly among the waters.

The experience of the committee with the glacial acetic acid of the Pharmacopoeia was unsatisfactory. With the exception of two the samples obtained consisted of commercial 80 per cent. acetic acid, sold as glacial acid, probably in error.

The samples of "Syrupus U. S. P." which came under the notice of the committee showed "gross carelessness in preparation," being, in many cases, too thin and in others of turbid appearance.

Last year 65 per cent. of the samples of creosote examined consisted of a mixture of carbolic acid of doubtful purity with water, alcohol and glycerin. The warning uttered so frequently in the past by the committee, that the liquid sold as "Creosote-German" was not creosote at all, has had a healthy effect, and only 40 per cent. of the samples collected this year were of this character.

We are unable to report favorably on the quality of zinc ointment. In most cases ordinary lard appears to have been substituted for the benzoated lard prescribed by the Pharmacopoeia. The ointment, moreover, showed evidences of gross carelessness in preparation. The zinc oxide used was, as a rule, the gritty commercial variety and a smooth ointment was consequently the exception. As this ointment is often used in the treatment of chronic ophthalmia, both the rancid fat and the gritty particles of zinc oxide exert an irritating effect. In view of this the formula for the ointment, as laid down in the U. S. Pharmacopoeia, should be strictly followed.

The quality of the precipitated sulphur sold in the shops is very poor, over 60 per cent. of the samples reported upon by the committee being heavily laden with lime sulphate. Common milk of sulphur is often sold for precipitated sulphur, and washed sulphur and flowers of sulphur are not unfrequently supplied where the precipitated sulphur has been called for, a circumstance which points to gross carelessness on the part of the seller.

Of the specimens of potassium iodide examined, a large number showed traces of iodate or were alkaline in reaction.

The average quality of the distilled water kept by the druggists in New York State is not good. Few of the many samples collected came up to the requirements of the U. S. P. While it was not expected that ideally pure distilled water would be obtainable in the drug stores, many of them failed to an extraordinary degree in the test for solids, and few resisted the silver nitrate test. It has been pointed out before that distilled water is largely used in the preparation of eye waters for the solution of silver nitrate, and then as on other occasions a perfectly pure water is a necessity. If distilled water of good quality is obtainable in the open market it should be prepared on the premises, especially since its preparation requires no special apparatus not to be found in every well regulated pharmacy.

Scientific Courtship.

The New York Medical Journal quotes the following advertisement from a local Swedish paper:

"A rich young merchant is looking for an intelligent lady with good health, as a companion for life. Replies addressed to B. will only be taken notice of if accompanied by a portrait, an x-ray photo, and a photo of the interior of the stomach."

Failed to Agree.

"What was the opinion of the doctors whom Thummins called to his house the other day for a consultation on his case?"

"He hasn't found out yet. One was an allopath, one was a homeopath, another was an osteopath and the fourth was a Christian Scientist."

Annual Report of the State Board of Pharmacy.

Ann Arbor, July 15—A summary of the annual report of A. C. Schumacher, Secretary of the Michigan Board of Pharmacy, for the year ending June 30, 1899, is as follows:

RECEIPTS.

Balance on hand June 30, 1898,	\$ 86.50
3,032 Reg. Phar. Certificate renewals for 1899,	3,032.00
267 Assistant Phar. Certificate renewals for 1899,	133.50
89 Applicants for Assistant papers	89.00
161 Applicants for Reg. Phar. papers	483.00
Total,	\$3,824.00

DISBURSEMENTS.

Paid H. Heim, Treasurer,	\$3,575.00
Refunded	3.00
Total,	\$3,578.00

Balance on hand June 30, 1899,	\$ 246.00
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Two special meetings of the Board were held as follows:

Marquette, Aug. 30 and 31, 1898.
Detroit, Jan. 10 and 11, 1899.

Three regular meetings were held as follows:
Lansing, Nov. 1 and 2, 1898.
Grand Rapids, Mar. 6 and 7, 1899.
Star Island, June 26 and 27, 1899.

During the year there were 207 candidates appeared for examination as regular pharmacists and 67 for assistants.

Fifty-nine of the applicants for regular pharmacist papers passed the examinations.

Eighty-nine of the applicants for regular pharmacist papers were entitled to assistant papers.

Twenty-nine of the applicants for assistant papers passed the examination. Fifty-nine of the applicants for regular pharmacist papers failed entirely.

Thirty-six complaints of violation of the pharmacy law were received and recorded during the year.

Seventeen of these cases were placed in the hands of the attorney.

Seventeen of the complaints were ordered dropped by the Board on account of lack of evidence, having procured registered help, etc.

Two are in the hands of the Secretary for investigation.

Total fines and costs for violations since the law was enacted to June 30, 1898,	\$2 874.88
Fines and costs for last year,	61.50
Total,	\$2,936 38

Legal expenses for the year 1899,	277 89
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Legal expenses since law was enacted,	8 561.69
Total,	\$8,839 58

Eighty-three registered pharmacists failed to renew their certificates for this year.

Seventy assistant pharmacists failed to renew their certificates for this year.

Total number of registered pharmacists to June 30, 1899, 3,099. Total number of registered pharmacists in 1898, 3,115. A decrease of 16

Total number of assistants to June 30, 1899, 324. Total number of assistants in 1898, 328. A decrease of 4.

Total number of registered pharmacists who have failed to renew their certificates since the law was enacted in 1885, 1,440.

Total number of registered assistants who have failed to renew their certificates since the law was enacted in 1885, 841.

The remaining meetings of the Board for the year of 1899 will be held as follows:

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

All persons wishing to take these examinations must file their applications with the Secretary at least a week before the meeting.

Applications can be procured from the Secretary.

The Drug Market.

There are few changes to note.

Opium—Has again advanced and is in a very firm position under present reports of crop from primary markets.

Morphine—Is firm and is tending upward on account of advance of opium.

Quinine—American manufacturers have reduced their price 2c per ounce, and the market may be said to be weak.

Alcohol—Is unchanged, competition among jobbers keeping the price at about cost.

Carbonate Ammonia—Has advanced and is tending higher.

Glycerine—On account of higher price for crude, is very firm and the present position would warrant 1@2c per pound advance.

Naphthalene Balls—Are in better supply and as the rush season is about over lower prices will rule.

Oil Peppermint—Is advancing on account of heavy demand from abroad and small crop.

Gum Camphor—Has declined 1c per pound.

Linseed Oil—On account of lower price for seed, has declined.

Display of Fly Paper.

Joseph Hosteley in American Druggist.

When as an antioversleep the flies are vying for superiority over the alarm clock, try this scheme to hasten the selling of fly paper: Cover one side of a large sheet of manila paper with a coating of yellow wax, melted first to realize the result. Prior to the operation some markings might be made on the paper to simulate the appearance of the usual "fly tangle," and a narrow strip of paper fastened on the surface, close to the edge, all the way around, which, when covered with wax, resembles the finger protector seen on most papers. When given this coat of wax many large house flies, butterflies, moths, millers, and other flying things of the insect family that trouble one to catch, are affixed thereto, the conceit tacked to the face of a large box, and the whole stood in the window. The sides of box to be covered with lids of fly-paper boxes, and the floor of window, left unoccupied, hidden from view beneath several sheets of the conventional "tempters," business side up.

Nothing Easier.

Rivers—Old fellow, if you wanted to see something of the world, and had only a short vacation in which to do it, what sort of a trip would you take?

Brooks—If I wanted to see the most of it in the shortest possible time I should go up in a balloon.

YARNALL INSTITUTE

NORTHVILLE, MICH.

FOR THE
CURE OF

Alcoholism or Drunkenness

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

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

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.		Os Sepia		Soda Boras, po		Paints		BBL.		LB	
Aceticum.....	60 5	Copaiba.....	1 15 2	Tolutan.....	50 50	Pepsin Saac, H. & P.	18 20	Soda, Carb.....	14 2 28	Red Venetian.....	1 1/2 2 2 3				
Benzolium, German	70 2 3	Cubeba.....	90 2 1	Prunus virg.....	50 50	D. Co.....	2 1 00	Soda, Bi-Carb.....	3 1/2 2 4	Ochre, yellow Mars.....	1 1/2 2 2 3				
Boric.....	16 16	Exechthitos.....	1 00 2 1			Picis Liq. N.N. 1/4 gal.	2 2 00	Soda, Ash.....	3 1/2 2 4	Ochre, yellow Ber.....	1 1/2 2 2 3				
Carbolicum.....	20 2 4	Erigeron.....	1 00 2 1	Tinctures		doz.....	2 2 00	Soda, Sulphas.....	3 1/2 2 4	Putty, commercial.....	2 1/2 2 3 3				
Citricum.....	40 2 5	Gaultheria.....	1 40 2 1	Aconitum Napellis R	60 60	Picis Liq. quarts.....	2 2 00	Spts. Cologne.....	50 2 60	Putty, strictly pure.....	2 1/2 2 3 3				
Hydrochlor.....	30 2 5	Geranium, ounce.....	1 40 2 1	Aconitum Napellis F	50 50	Picis Liq. pints.....	2 2 00	Spts. Ether Co.....	50 2 60	Vermillon, Prime	13 2 15				
Nitricum.....	30 2 5	Gossypii, Sem. gal.....	50 2 0	Aloes.....	50 50	Pil Hydrag..... po. 80	2 2 00	Spts. Myrcia Dom.....	50 2 60	American.....	13 2 15				
Oxalicum.....	12 2 10	Hedema.....	1 25 2 1	Aloes and Myrrh.....	50 50	Piper Nigra..... po. 22	2 2 00	Spts. Vini Rect. bbl	50 2 60	Vermillon, English.....	70 2 75				
Phosphoricum, dil.....	50 2 6	Junipera.....	1 50 2 0	Arnica.....	50 50	Piper Alba..... po. 35	2 2 00	Spts. Vini Rect. 10gal	50 2 60	Green, Paris.....	13 1/2 17 1/2				
Salicylicum.....	13 2 6	Lavendula.....	1 50 2 0	Assafetida.....	50 50	Pilx Burgum.....	2 2 00	Spts. Vini Rect. 5gal	50 2 60	Green, Peninsular.....	13 2 16				
Sulphuricum.....	13 2 6	Limonis.....	1 50 2 0	Atrape Belladonna.....	50 50	Plumbi Acet.....	10 2 12			Lead, Red.....	5 1/2 6 1/2				
Tannicum.....	1 25 2 1	Mentha Piper.....	1 50 2 0	Aurant Cortex.....	50 50	Pulvis Ipecac et Opil 1	10 2 12			Lead, white.....	5 1/2 6 1/2				
Tartaricum.....	38 2 40	Mentha Verid.....	1 50 2 0	Benzoin.....	50 50	Pulvis Ipecac et Opil 1	10 2 12			Whiting, white Span	50 2 70				
Ammonia		Morhuus, gal.....	1 00 2 1	Benzoin Co.....	50 50	Pyrethrum, boxes H.	2 2 00			Whiting, gliders.....	50 2 70				
Aqua, 16 deg.....	40 6	Myrcia.....	4 00 2 4	Barosma.....	50 50	& P. D. Co., doz.....	2 2 00			White, Paris Amer.....	1 00 2 1				
Aqua, 20 deg.....	60 6	Olive.....	75 2 3	Cantharides.....	50 50	Pyrethrum, pv.....	2 2 00			Whiting, Paris Eng.....	1 00 2 1				
Carbonas.....	12 2 14	Picis Liquida.....	10 2 12	Capsicum.....	50 50	Quassia.....	8 2 10			Universal Prepared.....	1 00 2 1				
Chloridum.....	12 2 14	Picis Liquida, gal.....	10 2 12	Cardamon.....	50 50	Quinia, S. P. & W.....	41 2 46								
Aniline		Ricina.....	32 2 1	Cardamon Co.....	50 50	Quinia, S. German.....	38 2 43								
Black.....	2 00 2 25	Rosmarini.....	1 00 2 1	Castor.....	50 50	Quinia, N. Y.....	41 2 46								
Brown.....	80 2 100	Rose, ounce.....	6 50 2 8	Catechu.....	50 50	Rubia Tincturum.....	12 2 14								
Red.....	45 2 50	Succini.....	40 2 45	Cinchona.....	50 50	Saccharum Lactis py	18 2 20								
Yellow.....	2 50 3 00	Sabina.....	90 2 1	Cinchona Co.....	50 50	Salacin.....	3 00 3 10								
Bacca		Santal.....	2 50 2 7	Columba.....	50 50	Sanguis Draconis.....	40 2 50								
Cubese.....	13 2 15	Sassafras.....	1 70 2 1	Cubeba.....	50 50	Sapo, M.....	10 2 12								
Juniperus.....	60 8	Sinapis, ess., ounce.....	1 70 2 1	Cassia Acutifol.....	50 50	Sapo, G.....	15 2 15								
Xanthoxylum.....	25 2 30	Tigili.....	1 70 2 1	Cassia Acutifol Co.....	50 50	Siedltz Mixture.....	20 2 22								
Balsamum		Thyme.....	40 2 50	Digitalis.....	50 50										
Copaiba.....	50 2 55	Thyme, opt.....	40 2 50	Ferri Chloridum.....	35 35										
Peru.....	2 75 2 75	Theobromas.....	15 2 20	Gentian.....	50 50										
Terabin, Canada.....	45 2 50	Potassium		Gentian Co.....	50 50										
Tolutan.....	50 2 55	Bi-Carb.....	15 2 18	Guaiacum.....	50 50										
Cortex		Bichromate.....	13 2 15	Guaiacum amon.....	50 50										
Abies, Canadian.....	18 18	Bromide.....	5 2 57	Hyoxyamus.....	50 50										
Cassia.....	12 12	Carb.....	12 2 15	Iodine.....	75 75										
Cinchona Flava.....	12 12	Chlorate, po. 17@19c	16 2 18	Iodine, colorless.....	75 75										
Euonymus atropurp	30 30	Cyanide.....	35 2 40	Kino.....	50 50										
Myrica Cerifera, po.	20 20	Iodide.....	2 40 2 50	Lobelia.....	50 50										
Prunus Virgini.....	12 12	Potassa, Bitart, pure	35 2 30	Myrrh.....	50 50										
Quillaja, gr'd.....	12 12	Potassa, Bitart, com	10 2 15	Nux Vomica.....	50 50										
Sassafras.....	12 12	Potass Nitras, opt.....	10 2 15	Opil.....	50 50										
Ulmus.....	15 15	Potass Nitras.....	10 2 15	Opil, camphorated.....	50 50										
Extractum		Prussiate.....	20 2 25	Opil, deodorized.....	50 50										
Glycyrrhiza Glabra.....	24 2 25	Sulphate po.....	15 2 18	Quassia.....	50 50										
Glycyrrhiza, po.....	24 2 25	Radix		Rhatany.....	50 50										
Hematox, 15 lb box.....	11 2 12	Aconitum.....	20 2 25	Rhei.....	50 50										
Hematox, 1s.....	13 2 14	Althea.....	22 2 25	Sanguinaria.....	50 50										
Hematox, 1/2s.....	14 2 15	Anchusa.....	10 2 12	Serpentaria.....	50 50										
Hematox, 1/4s.....	16 2 17	Arum po.....	10 2 12	Stromonium.....	50 50										
Ferru		Calamus.....	20 2 40	Tolutan.....	50 50										
Carbonate Precip.....	15 15	Gentiana.....	12 2 15	Valerian.....	50 50										
Citrate and Quinina.....	2 25 2 25	Glycyrrhiza, pv. 15	16 2 18	Veratrum Veride.....	50 50										
Citrate Solu.....	75 75	Hydrastis Canad.....	70 70	Zingiber.....	30 30										
Ferrocyanidum Sol.	40 40	Hydrastis Can. po.....	70 70	Miscellaneous											
Solut. Chloride.....	15 15	Hellebore, Alba, po.....	18 2 20	Aether, Spts. Nit. 3 F	30 2 35										
Sulphate, com'l, by	50 50	Inula, po.....	15 2 20	Aether, Spts. Nit. 4 F	34 2 38										
bbl, per cwt.....	50 50	Ipecac, po.....	4 60 2 75	Alumen.....	2 1/2 3										
Sulphate, pure.....	7 7	Iris plox.....	35 2 40	Alumen, gro'd, po. 7	3 2 4										
Flora		Jalapra, pr.....	35 2 40	Annatto.....	40 2 50										
Arnica.....	12 2 14	Maranta, 1/2s.....	22 2 25	Antimoni, po.....	40 2 50										
Antemias.....	22 2 25	Podophyllum, po.....	22 2 25	Antimoni et PotassT	40 2 50										
Matricaria.....	30 2 35	Rhei.....	75 2 100	Antipyrin.....	20 2 20										
Folia		Rhei, cut.....	75 2 100	Antifebril.....	20 2 20										
Barosma.....	25 2 30	Rhei, pv.....	75 2 100	Argent Nitras, oz	10 2 12										
Cassia Acutifol, Tin-	18 2 25	Spigelia.....	35 2 38	Arsenicum.....	10 2 12										
nevelly.....	18 2 25	Sanguinaria.....	35 2 38	Balm Gilead Bud.....	38 2 40										
Cassia Acutifol, Aiz.	25 2 30	Serpentaria.....	40 2 45	Bismuth S. N.....	1 40 2 1 50										
Salvia officinalis, 1/2s	12 2 20	Senega.....	40 2 45	Calcium Chlor., 1s.....	10 2 10										
and 1/4s.....	12 2 20	Smilax, officinalis H	40 2 45	Calcium Chlor., 1/2s.....	10 2 10										
Ura Ursi.....	8 2 10	Smilax, M.....	40 2 45	Calcium Chlor., 1/4s.....	10 2 10										
Gummi		Scilla.....	10 2 12	Cantharides, Rus, po.	15 2 15										
Acacia, 1st picked.....	65 65	Symplocarpus, Foti-	10 2 12	Capici Fructus, af.....	15 2 15										
Acacia, 2d picked.....	65 65	us, po.....	10 2 12	Capici Fructus, po.....	15 2 15										
Acacia, 3d picked.....	65 65	Valeriana, Eng, po. 30	15 2 20	Caryophyllus, po. 15	12 2 14										
Acacia, sifted sorts.....	65 65	Zingiber a.....	12 2 16	Carmin, No. 40.....	3 00 3 00										
Acacia, po.....	60 2 60	Zingiber j.....	25 2 27	Cera Alba.....	50 2 55										
Aloe, Barb. po. 18@20	12 2 14	Semen		Cera Flava.....	40 2 42										
Aloe, Cape.....	12 2 14	Anisum.....	10 2 12	Coccus.....	40 2 40										
Aloe, Socotri.....	12 2 14	Apium (gravelous).....	13 2 15	Cassia Fructus.....	40 2 40										
Ammoniac.....	55 2 60	Bird, 1s.....	40 2 6	Centraria.....	10 2 10										
Assafetida.....	28 2 30	Carui.....	10 2 12	Cetaceum.....	50 2 53										
Benzoinum.....	50 2 55	Cardamon.....	1 25 2 1	Chloroform.....	10 2 10										
Catechu, 1s.....	13 2 14	Corlandrum.....	8 2 10	Chloroform, squibbs	1 65 2 1 90										
Catechu, 1/2s.....	14 2 15	Cannabis Sativa.....	4 1/2 2 5	Chloral Hyd Crst.....	1 65 2 1 90										
Catechu, 1/4s.....	16 2 17	Cydonium.....	75 2 100	Chondrus.....	30 2 25										
Camphora.....	50 2 55	Chenopodium.....	10 2 12	Cinchonidine, P. & W	3 2 43										
Euphorbium, po. 35	10 2 10	Dipterix Odorata.....	1 40 2 1	Cinchonidine, Germ	3 2 45										
Galbanum.....	1 00 2 10	Foenugreek, po.....	7 2 9	Cocaine.....	3 80 2 4 00										
Gamboge po.....	65 2 70	Lini.....	3 1/2 2 4 1/2	Corks, 1st, dis. pr. et	70 70										
Guaiacum.....	65 2 70	Lini, gr'd.....	4 2 4 1/2	Creosotum.....	35 2 35										
Kino.....	3 00 3 00	Lobelia.....	35 2 40	Creta.....	2 2 2										
Mastic.....	60 2 60	Pharlaris Canarian.....	3 1/2 2 4	Creta, prep.....	9 2 11										
Myrrh.....	40 2 40	Rapa.....	4 1/2 2 5	Creta, precip.....	9 2 11										
Opil.....	40 2 40	Sinapis Albu.....	9 2 10	Creta, Rubra.....	18 2 20										
Shellac.....	25 2 35	Sinapis Nigra.....	11 2 12	Crocus.....	18 2 20										
Shellac, bleached.....	40 2 45	Spiritus		Cudbear.....	24 2 24										
Tragacanth.....	50 2 60	Frument, W. D. Co.	2 00 2 50	Cupri Sulph.....	6 1/2 2 8										
Herba		Frument, D. F. R.	2 00 2 50	Dextrine.....	10 2 12										
Absinthium.....	25 2 25	Frument, O. T.	1 65 2 00	Ether Sulph.....	75 2 90										
Eupatorium.....	25 2 25	Juniperis Co.	1 75 2 30	Emery, all numbers	8 2 8										
Lobelia.....	25 2 25	Juniperis Co.	1 75 2 30	Emery, po.....	8 2 8										
Majorum.....	25 2 25	Saacharum N. E.	1 90 2 10	Ergota.....	30 2 35										
Mentha Pip.....	23 2 23	Spt. Vini Galli.....	1 75 2 60	Flake White.....	12 2 15										
Mentha Vir.....	23														

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 4 00 Fraser's.....75 9 00 LXL Golden, tin boxes 75 9 00 Plica, 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 doz.....45 1 lb cans doz.....75 1 lb can doz.....1 00 Bulk.....10 Arctic. 6 oz. Eng. Tumblers.....85	BLUING. CONDENSED PEARL BLUING Small, 3 doz.....40 Large, 2 doz.....75 BROOMS. No. 1 Carpet.....2 33 No. 2 Carpet.....2 15 No. 3 Carpet.....1 85 No. 4 Carpet.....1 45 Parlor Gem.....2 50 Common Whisk.....95 Fancy Whisk.....1 00 Warehouse.....2 70 CANDLES. 8s.....7 16s.....8 Paraffine.....8 Wickling.....30 CATSUP. Columbia, pints.....2 00 Columbia, 1/2 pints.....1 25 CHEESE Acme.....@ 10 Amboy.....@ 10 Butterfat.....@ 10 Carson City.....@ 9 Elsie.....@ 10 Emblem.....@ 10 1/2 Gem.....@ 10 1/2 Gold Medal.....@ 10 1/2 Ideal.....@ 10 1/2 Jersey.....@ 10 Riverside.....@ 10 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.....23 Premium.....35 Breakfast Cocoa.....46	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 CREAM TARTAR. 5 and 10 lb. wooden boxes.....30 Bulk in sacks.....29 CONDENSED MILK. 4 doz in case. Gall Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 35 Dime.....3 35 COUPON BOOKS. Tradesman Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Economic Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Superior Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Credit Checks. 500, any one denom'n.....8 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. 30 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50 DRIED FRUITS—DOMESTIC Apples. Sundried.....@ 7 1/4 Evaporated 50 lb boxes.....@ 10 1/4 California Fruits. Apricots.....@ 15 Blackberries.....@ 15 Raspberries.....@ 15 Peaches.....10 @ 11 Pears.....@ 7 1/4 Pitted Cherries.....@ 7 1/4 Prunelles.....@ 7 1/4 California Prunes. 100-120 25 lb boxes.....@ 4 80-100 25 lb boxes.....@ 5 60-80 25 lb boxes.....@ 5 1/2 40-60 25 lb boxes.....@ 6 1/2 20-40 25 lb boxes.....@ 7 1/2 10-20 25 lb boxes.....@ 8 1/2 1/2 cent less in 50 lb cases Raisins. London Layers 2 Crown.....1 45 London Layers 3 Crown.....1 65 Cluster 4 Crown.....2 00 Loose Muscatels 2 Crown.....5 Loose Muscatels 3 Crown.....6 Loose Muscatels 4 Crown.....7 L. M., Seeded, choice.....7 1/2 L. M., Seeded, fancy.....9 1/2 FOREIGN. Citron. Leghorn.....@ 11 Corsican.....@ 12 Currants. Patras bbls.....@ 6 1/4 Cleaned, bulk.....@ 6 1/4 Cleaned, packages.....@ 7 1/2 Pool. Citron American 10 lb bx.....@ 13 Lemon American 10 lb bx.....@ 10 1/2 Orange American 10 lb bx.....@ 10 1/2 Raisins. Ondura 25 lb boxes.....@ Sultana 1 Crown.....@ Sultana 2 Crown.....@ Sultana 3 Crown.....@ Sultana 4 Crown.....@ Sultana 5 Crown.....@ Sultana package.....@	FARINACEOUS GOODS. Farina. 24 1 lb. packages.....1 25 Bulk, per 100 lbs.....3 00 Grits. Walsh-DeRoo Co.'s Brand. 24 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 doz.....25 Macaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....1 75 Chester.....2 25 Empire.....2 50 Peas. Green, Wisconsin, bu.....1 00 Green, Scotch, bu.....1 10 Split, bu.....2 50 Rolls Oats. Rolled Avena, bbl.....4 00 Monarch, bbl.....3 75 Monarch, 1/2 bbl.....2 00 Monarch, 90 lb sacks.....1 80 Quaker, cases.....3 20 Huron, cases.....2 00 Sago. German.....4 East India.....3 1/4 Easley's Self Rising Flour. Pastry. 2 lb. cartons, 2 doz. 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 doz. in case.....1 80 Graham. 2 lb. cartons, 2 doz. in case.....1 80 Tapoca. Flake.....5 Pearl, 24 1 lb. pkgs.....4 1/4 Pearl, 24 1 lb. pkgs.....6 1/4 Cracked, bulk. 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.....80 Holland white hoop mchs.....80 Norwegian.....3 10 Round 100 lbs.....1 40 Round 40 lbs.....1 40 Sealed.....14 Flackerel. Mess 100 lbs.....15 00 Mess 40 lbs.....6 30 Mess 10 lbs.....1 65 Mess 8 lbs.....1 35 No. 1 100 lbs.....13 25 No. 1 40 lbs.....5 50 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.....1 00 No. 1 40 lbs.....1 00 No. 1 10 lbs.....1 00 No. 1 8 lbs.....1 00 Whitefish. No. 1 N 2 F.....2 10 100 lbs.....7 00 40 lbs.....3 10 10 lbs.....5 80 8 lbs.....71 68 35 FLAVORING EXTRACTS. Perrigo's. XXX, 2 oz. obert.....1 25 XXX, 4 oz. taper.....2 25 XX, 2 oz. obert.....1 00 No. 2, 2 oz. obert.....75 XXX D pitchr. 4 oz.....2 25 XXX D pitchr. 8 oz.....1 75 K. P. pitcher, 6 oz.....2 25 Northrop Brand. 2 oz. Taper Panel.....1 20 2 oz. Oval.....1 20 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 6 oz.....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 6 oz.....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.....2 50 Perrigo's Lightning, gro.....2 50 Petrolatum, per doz.....75 HERBS. Sage.....15 Hops.....15 INDIGO. Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 GUNPOWDER. Rifle-Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 35 1 lb. cans.....30 1/2 lb. cans.....18 Choke Bore-Dupont's. Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb. cans.....34 Eagle Duck-Dupont's. Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb. cans.....45 JELLY. 15 lb pails.....35 30 lb pails.....65 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....30 Jalabria.....25 Sicily.....14 Root.....10 MATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 05 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 Wolverine.....1 05 No Brand.....95 NOLASSES. 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 00 Penna Salt Co.'s.....8 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 1/2 @ 6 Japan, No. 2.....4 1/2 @ 5 Java, fancy head.....5 @ 5 1/4 Java, No. 1.....5 @ 5 Table.....@ SALERATUS. Packed 60 lbs. in box. Church's Arm and Hammer.....3 15 Deland's.....3 00 Dwight's Cow.....2 15 Emblem.....3 50 L. P.....3 00 Sodio.....3 15 Wyandotte, 100 1/2 s.....3 00 SAL SODA. Granulated, bbls.....80 Granulated, 100 lb cases.....8 1/2 Lump, bbls.....70 Lump, 145 lb kegs.....80 SALT. Diamond Crystal. Table, cases, 24 3-lb boxes.....1 50 Table, barrels, 100 3 lb bags.....2 75 Table, barrels, 40 7 lb bags.....2 40 Butter, barrels, 280 lb. bbls.....2 25 Butter, barrels, 20 14 lb bags.....2 50 Butter, sacks, 28 lbs.....25 Butter, sacks, 56 lbs.....55 Common Grades. 100 3-lb sacks.....1 95 60 5-lb sacks.....1 80 28 10-lb sacks.....1 65 Worcester. 50 4 lb. cartons.....3 25 115 2 1/2 lb. sacks.....4 00 60 5 lb. sacks.....3 75 22 14 lb. sacks.....3 50 30 10 lb. sacks.....3 50 28 lb. linen sacks.....32 56 lb. linen sacks.....60 Bulk in barrels.....2 50 Warsaw. 56-lb dairy in drill bags.....30 28-lb dairy in drill bags.....15 Ashton. 56-lb dairy in linen sacks.....60 Higgins. 56-lb dairy in linen sacks.....60 Solar Rock. 56-lb sacks.....21 Common. Granulated Fine.....60 Medium Fine.....70 SCALES. Per doz. Pelouze Household.....12 00 Weighs 24 lbs. by ounces. SEEDS. Anise.....9 Canary, Smyrna.....3 1/4 Caraway.....8 Cardamon, Malabar.....60 Celery.....11 Hemp, Russian.....4 1/4 Mixed Bird.....4 1/4 Mustard, white.....5 Poppy.....10 Rape.....4 1/4 Cattle Bone.....20 SNUFF. Scotch, in bladders.....37 Macaboy, in jars.....35 French Kappee, in jars.....48 SOAP. JAXON Single box.....2 85 5 box lots, delivered.....2 80 10 box lots, delivered.....2 75 JAS. S. KIRK & CO.'S BRANDS. MUSTARD. American Family, wrp'd.....2 66 Dome.....2 75 Cabinet.....2 30 Savon.....2 50 White Russian.....2 35 White Cloud, laundry.....6 25 White Cloud, toilet.....3 50 Dusky Diamond, 50 6 oz.....2 10 Dusky Diamond, 50 8 oz.....3 00 Blue India, 100 1/2 lb.....3 00 Kirkoline.....3 50 Kos.....2 50 Scouring. Sapolio, kitchen, 3 doz.....2 40 Sapolio, hand, 3 doz.....2 40 SODA. Boxes.....5 1/4 Kegs, English.....4 1/4 SYRUPS. Corn. Barrels.....17 Half bbls.....19 1 doz. 1 gallon cans.....2 90 1 doz. 1/2 gallon cans.....1 70 2 doz. 1/4 gallon cans.....1 70 Pure Cane. Fair.....16 Good.....20 Choice.....25
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SPICES.

Allspice	10
Cassia, China in mats	12
Cassia, Batavia in bund.	25
Cassia, Saigon in rolls	32
Cloves, Amboyana	34
Cloves, Zanzibar	12
Mace, Batavia	55
Nutmegs, fancy	60
Nutmegs, No. 1	50
Nutmegs, No. 2	45
Pepper, Singapore, black	13
Pepper, Singapore, white	15
Pepper, shot	15

Pure Ground in Bulk.

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

STARCH.



King'sford's Corn.	
40 1-lb packages	6
20 1-lb packages	6 1/2

King'sford'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	4 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 65
XXX Powdered	5 75
Cubes	5 65
Granulated in bbls.	5 50
Granulated in bags	5 50
Fine Granulated	5 50
Extra Fine Granulated	5 65
Extra Coarse Granulated	5 65
Mould A	5 75
Diamond Confection	5 50
Confection Standard A	5 25
No. 1	5 00
No. 2	5 00
No. 3	5 00
No. 4	4 94
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@70 00
Rube Bros. Co.	25@70 00
The Hilson Co.	35@110 00
T. J. Dunn & Co.	35@70 00
McCoy & Co.	35@70 00
The Collins Cigar Co.	10@35 00
Brown Bros.	15@70 00
Banner Cigar Co.	30@70 00
Bernard Stahl Co.	35@90 00
Banner Cigar Co.	10@35 00
Seidenberg & Co.	55@125 00
G. P. Sprague Cigar Co.	10@35 00
The Fulton Cigar Co.	10@35 00
A. B. Ballard & Co.	35@175 00
E. M. Schwarz & Co.	35@110 00
San Telmo	35@70 00
Havana Cigar Co.	18@35 00

VINEGAR.

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

WICKING.

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

WOODENWARE.

Bushels.	1 00
Bushels, wide band.	1 10
Market.	30
Willow Clothes, large.	6 25
Willow Clothes, medium.	5 50
Willow Clothes, 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
Fibre	2 25

Tubs.

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

Crackers.

The National Biscuit Co.	
quotes as follows:	
Butter.	
Seymour XXX	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, 8 lb. carton	6 1/2
Soda, City	8
Long Island Wafers	11
L. I. Wafers, 1 lb. carton	12
Zephyrette	10

Oyster.

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

SWEET GOODS-Boxes.

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

Candies.

Stick Candy.

Standard	bbls. pails
Standard H. H.	7 @ 7 1/2
Standard Twist	7 1/2 @ 8
Cut Loaf	8 @ 8 1/2
Jumbo, 32 lb	cases
Extra H. H.	@ 6 1/2
Boston Cream	@ 8 1/2
	@ 10

Mixed Candy.

Grocers	@ 6
Competition	@ 6 1/2
Standard	@ 7
Conserve	@ 7 1/2
Royal	@ 7 1/2
Ribbon	@ 8 1/2
Broken	@ 8 1/2
Daisy	@ 8 1/2
Daisy, 1/2s.	@ 8 1/2
Daisy, 1/4s.	@ 8 1/2
Worden Grocer Co.'s Brand.	
Quaker, 1/2s.	3 @ 60
Quaker, 1/4s.	3 @ 60
Quaker, 1/8s.	3 @ 60
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 pails
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	@ 55
H. M. Choc. Drops	@ 75
H. M. Choc. Lt. and	@ 90
Dk. No. 12	@ 90
Gum Drops	@ 30
Licorice Drops	@ 75
A. B. Licorice Drops	@ 50
Lozenges, plain	@ 55
Lozenges, printed	@ 55
Imperial	@ 55
Motatoes	@ 20
Cream Bar	@ 55
Molasses Bar	@ 55
Hand Made Creams	80 @ 90
Cream Buttons, Pep.	@ 55
and Want.	@ 55
String Rock	@ 60
Burnt Almonds	1 25 @ 55
Wintergreen Berries	@ 55

Caramels.

No. 1 wrapped, 2 lb.	@ 35
No. 1 wrapped, 3 lb.	@ 35
No. 2 wrapped, 2 lb.	@ 50
No. 2 wrapped, 3 lb.	@ 50

Fruits.

Oranges.	
Fancy Rodi's	@ 5 00
Sorrentos	@ 5 50
Valencias	4 50 @ 4 75

Lemons.

Strictly choice 360s.	@ 4 00
Strictly choice 300s.	@ 4 00
Fancy 300s	@ 4 75
Ex. Fancy 300s	@ 5 00
Ex. Fancy 360s	@ 5 50

Bananas.

Medium bunches	1 00 @ 1 25
Large bunches	1 75 @ 2 25

Foreign Dried Fruits.

Figs.	
Californias Fancy	@ 13
Choice, 10 lb boxes	@ 12
Extra choice, 10 lb boxes new	@ 15
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
1 lb cases, new	@ 6
Safs, 60 lb cases	@ 5

Nuts.

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

Grains and Feedstuffs.

Wheat.

Old	67
New	65

Winter Wheat Flour.

Local Brands.	
Patents	4 00
Second Patent	3 50
Straight	3 25
Clear	3 00
Graham	3 50
Buckwheat	3 25

Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.	
Ball-Barnhart-Putnam'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 60
Quaker, 1/4s.	3 60
Quaker, 1/8s.	3 60

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.	
Pillsbury's Best 1/2s.	4 45
Pillsbury's Best 1/4s.	4 35
Pillsbury's Best 1/8s.	4 25
Pillsbury's Best 1/4s paper.	4 25
Pillsbury's Best 1/8s paper.	4 25
Ball-Barnhart-Putnam'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 40
Gold Medal 1/4s.	4 30
Gold Medal 1/8s.	4 20
Parisian, 1/2s.	4 40
Parisian, 1/4s.	4 30
Parisian, 1/8s.	4 20
Olney & Judson's Brand.	
Ceresota, 1/2s.	4 50
Ceresota, 1/4s.	4 40
Ceresota, 1/8s.	4 30
Worden Grocer Co.'s Brand.	
Laurel, 1/2s.	4 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 10
Winter Wheat Bran	11 00
Winter Wheat Middlings	15 00
Screenings	14 00

Corn.

New corn, car lots	38
Less than car lots	39

Oats.

Car lots	30
Car lots, clipped	32
Less than car lots	31

Hay.

No. 1 Timothy clover	9 50
No. 1 Timothy, ton lots	12 01

Fish and Oysters.

Fresh Fish.	
Whitefish	Per lb. @ 8 1/2
Trout	@ 8 1/2
Black Bass	8 @ 10
Halibut	@ 16
Ciscoes or Herring	@ 4
Bluefish	@ 11
Live Lobster	@ 18
Boiled Lobster	@ 20
Cod	@ 10
Haddock	@ 7
No. 1 Pickerel	@ 8
Pike	@ 7
Perch	@ 4 1/2
Smoked White	@ 8
Red Snapper	@ 9
Col River Salmon	@ 12
Mackerel	@ 18

Shell Goods.

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

UNIQUE ATONEMENT.

Chip of the Old Block Asks Forgiveness.

Written for the TRADESMAN.

The day had been long and hot. Mrs. Tod had been working all the afternoon to finish the week's ironing and everything seemed to go against her. She had hoped to get through between three and half past, but the irons didn't work well and here it was after four. Through forgetfulness she let the fire go down and when she exchanged flatirons she found those over the fire as cold as the one she had been using. "Here, Ted," she called to her 10-year-old, who was loitering home from school and behind whom the gate shut with a bang, "hurry around to the woodshed and bring me in a basket of chips as soon as ever you can. My fire's getting low and I shall never finish this ironing—hurry, now!"

But Ted wasn't in the hurrying mood. It happened that he and his teacher had been trying conclusions that afternoon; he had the worse of it, with a stronger conviction than ever that women were "no good anyhow," and he saw no particular reason for troubling himself about the chips.

"Come, Ted, come!" the last "come" meaning business. But Ted had darted out through the back yard and at that moment was beyond call; so the tired, heated woman got the chips herself. The fire, as if ashamed of itself for going out, brightened up and half an hour later the ironing was done.

But that Ted! Should she tell his father? It wasn't the first time he had disobeyed her and as she glanced back over the past few months she could see that his disobedience had been growing upon him, and she determined to appeal for aid from the paternal direction.

"George," she said, "I am sorry to trouble you, but Ted is getting so that I can do nothing with him." Then she told the chip incident, as one of many such.

To the tired woman's great relief her husband, with his arm about her—strange how restful to woman's weariness a husband's arm is!—replied: "All right, Ruth, I'll take him in hand. He's a chip of the old block and I suppose can't help it any more than I can. I'll fix 'im. Ten years old, isn't he? That's the time I began my tantrums. I won't give him a licking—although he needs it if ever a youngster did—so you needn't worry over that; but you must second heartily all I do and say. Dinner ready? All right; let's sit right down. Here he comes now. Don't say anything about the chips and don't seem to notice him in any way."

Ted came bounding in, boy fashion, and sidled into his chair at the table without looking at his mother. "You see," said Mr. Tod as if he were going on with the topic in hand, "if we should leave here at 7:30 we should get there about 2 in the afternoon.—Ted, go to your room and make yourself presentable and don't come to the table again looking like that.—I think we'd better leave Ted at home. We're going for the sake of giving you a rest, and somehow the boy has got it into his head that it's a manly thing not to be respectful to a woman. I haven't said anything, but it's been going on for some time. On my way home, his teacher stopped me to say that if the boy didn't do better in this respect she couldn't have him any longer. You can't rest with a boy of that age saying and acting he will and he won't, so I

think we'll go by ourselves and have a good time again without being plagued by that kind of a boy.—Now, Ted, before you have your dinner you get that basket of chips." He was out and back in a very short time. "Now go and get another basketful—full, mind you, and then I have something to say to you."

When he returned the second time Mr. Tod said: "Your teacher stopped me on the way home, Ted, and told me about your impudence to-day; and when I got home your mother told me about your not minding her. You are just the age I was when I did the same thing. You needn't tell me anything about it—I know what made you do it. I got the licking of my life then and it did me more good than anything that ever happened to me. You think that you are too big a boy to mind a woman—even your mother. Now go to her and put your arm around her neck and kiss her. If you feel as if you will never refuse to mind her again, you may tell her so. I won't insist on that, but I have an idea you'd better. Come, sir."

It was an instance when "come" means go, and to the boy's credit he carried out the program to the letter. After the kiss—it was a hearty one—he said, in a straightforward, wholesouled manner and voice, "Mamma, I'm sorry I didn't get the chips and I'm going to try to do better. 'Twasn't because I wanted to be naughty, but men don't like to—papa knows how it is and he'll tell you, won't you, papa?"

Was the boy in fun or earnest? The stern face of manhood softened as it looked at the faithful little copy of itself, and with something like a smile pulling at the corners of his mouth he said: "I've told her already, Ted; and I've told her, too, that if you do that, or anything like it, I am inclined to think you will be sorry."

"All right, papa." When dinner was over Mr. Tod said to the boy, "Now, Ted, we must go and make your peace with Miss Lindsey. She is considerably wrought up over your actions and I want you to come with me and make it all right with her. Women don't like such treatment as that from men and Miss Lindsey said she simply could not have such a boy as that in her school. We must see what can be done about it, for you must go to school and you must go to Miss Lindsey. Get your hat."

"My dear," said Mrs. Tod, "hadn't I'd better see Miss Lindsey myself? Men don't know how to manage such things so well as a woman."

The man looked at the boy. Rebellion frowned in every feature. "No, that won't do. It's two men against one woman, but it's two gentlemen. Ted and I had better go. Come on, Ted."

As they approached the teacher's home they saw Miss Lindsey in her flower garden. "There, Ted, now you must remember that you have been very rude to Miss Lindsey. She is indignant, as she ought to be, and you must say what you can to conciliate her.—Miss Lindsey," Mr. Tod had opened the gate and Ted had passed in, "my son has something to say to you, and I hope you will be willing to listen to him."

Somehow Ted's hat had wandered away from his forehead and was resting on the back of his head, a locality which gave the wearer an air of manly independence, and without a sign of hesitation he approached Miss Lindsey, looking honestly into her face.

"I was very rude to you to-day, Miss



We Make....

Peppermint Oil Cans

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WM. BRUMMELER & SONS,
Tinware Manufacturers,
260 South Ionia St., Grand Rapids, Mich.

H. M. Reynolds & Son,

Manufacturers of

Asphalt Paints, Tarred Felt, Roofing Pitch. 2 and 3
ply and Torpedo Gravel Ready Roofing. Galvanized
Iron Cornice. Sky Lights. Sheet Metal Workers
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Grand Rapids, Mich.

ESTABLISHED 1863

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Office, 82 Campau st.
Factory, 1st av. and M. C. Ry.

Foot 1st St.

BROWN & SEHLER

WEST BRIDGE & FRONT STS.
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Jobbers in

Buggies, Carriages,
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Robes, Blankets, Whips, etc.

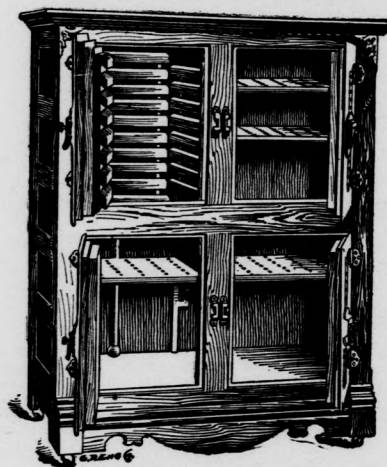
Manufacturers of

A full line of Heavy and Light Harness for
the trade.



REFRIGERATORS

YUKON AND CHILKOOT



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

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GRAND RAPIDS, MICH.

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis,
irrespective of size, shape or denomination. Free
samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

Lindsey, and papa and I have come to make our peace with you. I've been an awful bad boy; but I didn't mean to be—I couldn't help it. You see, I'm a chip of the old block. It's he—hereditary. I didn't know it until this afternoon. Papa was an awful bad boy. He had it worse than I have; and when he was my age he got the biggest lickin' he ever had in his life—didn't you, papa? Mamma wanted to come and settle it, but this is a complaint women don't know anything about and papa thought we men folks better take care of it ourselves. I'm awful sorry I was bad this afternoon to you, Miss Lindsey, and if I promise not to do it again, 'honest true, black an' blue, lay me down an' cut me 'n two,' will you forgive me?"

Miss Lindsey was magnanimous enough to say she would, and thought that was the end of it; but the smaller part of the "men folks" thought otherwise. "When I made up with Mamma," he went on, unabashed, "I had to put my arm around her neck and kiss her. Shall I put my arm around your neck and kiss you? That seems to fix it, you know."

Miss Lindsey heartily acquiesced.

"Now, papa," he continued, "you'll have to do it, too. Mamma'll want to know if we were manly about it, and she wouldn't like it at all if I did it all when you were the one to blame, would she?"

The teacher hastened to assure young Ted that further concessions were wholly unnecessary and that his promise as a gentleman was all that was required. As they walked down the street the young man remarked: "Well, papa, that's over. It came out all right. It takes a man, after all, to straighten things out, doesn't it?"

It is safe to say that when Mr. and Mrs. George Tod went away to enjoy their vacation Ted went with them.

RICHARD MALCOLM STRONG.

The Red-Headed Grocer of Battle Creek.

From the Dry Goods Reporter.

Frank G. Sherwin, of Battle Creek, rejoices in the fact that he has red hair, and is known in the Michigan town as the "Red-Headed Grocer." When Mr. Sherwin started in business several years ago he decided that his locks could be turned to advantage, and the idea has been a decided success from the start. All the wrapping paper, bags, etc., employed by the firm are printed with flaming red ink, "Frank G. Sherwin, the Red-headed Grocer," and frequently the firm's advertising matter is signed "Ever Ready," "Always Ready," and so on. These little pleasantries seem to please the people. Last year, when Ringling Bros. circus was in Battle Creek, the following advertising scheme was used: Arrangements were made with the manager of the parade to use the largest elephant for advertising purposes, and as Mr. Elephant's place was the first in the procession, his size and position made him one of the conspicuous features, made more so by the "Red-headed Grocer's" advertisement, which consisted of two streamers, one bearing the inscription, "This elephant eats 'Red-headed Groceries,'" the other, "The best tea and coffees on earth at the 'Red-headed Grocer's.'" This was a winner with every one, and was more talked about than the circus. Arrangements had been made with a photographer to photograph the elephant directly in front of the store. Advertising cuts were made from the photograph and used in the newspapers and in circular matter. Mr. Sherwin has the reputation of being one of the most novel advertisers in Battle Creek.

Use of Lactobutu Prohibited in Ohio.

Dairy and Food Commissioner Blackburn, of Ohio, has sent out the following notices to butter dealers in that State:

To Whom it May Concern:

It has come to my knowledge that a preparation called "Lactobutu" is on the market, to be used to renovate or re-work old butter and increase its bulk. Samples of this preparation have been analyzed and it has been found to contain chromate of lead, a poisonous substance which is injurious to health. In following the directions a grocer will render himself liable to prosecution by this department for the violation of the oleomargarine laws, as the result, if directions are followed, will not be butter, under the law, but will be deficient in butter fats and must be considered and sold as oleomargarine.

The purpose of this notice is to warn the storekeepers, dealers, and all interested that the use of this preparation, as recommended in the literature in the hands of this department, is a violation of the laws of Ohio and under no circumstances will its use be permitted. Persons interested will take notice and govern themselves accordingly, as any so-called butter found on the markets of this State where the preparation known and called "Lactobutu" has been used will, in the opinion of the Commissioner, subject the user or vendor to the penalty of the pure food and oleomargarine laws.

Took Nails for His'n.

The owner of a general store in an Emmet county village got married. In this little town it is the custom for the happy bridegroom to set up the cigars for all the congratulating males who drop in to wish him joy. So the bridegroom in this instance had a box on the counter, and most of his patrons were regaled from it.

Pretty soon an ancient gentleman lounged in. The storekeeper, who felt friendly to all the world just then, pushed the box toward the newcomer.

"Have a cigar, Uncle Jim," he smilingly said.

Uncle Jim looked at the box and looked at the storekeeper.

"What's this for?" he asked. The storekeeper slightly blushed.

"Been gettin' married."

"Who? You?"

"Yep. Me."

"An' you're standin' treat, eh?"

"Yep," said the storekeeper. The old man picked up a cigar.

"How much did these segars cost ye, Ab?" he enquired.

"Oh," replied the storekeeper, "they cost me 'bout four cents. They're nickel cigars."

The old man dropped the cigar back into the box. Then his gaze wandered around the store.

"Well, Ab," he slowly drawled, "ef it's all the same to you, I'll take a pound o' nails."

And he got them.

Detroit, Saginaw and Bay City Excursion, July 23.

Train leaves D. & M. depot at 7 a. m., arriving at Detroit at 12 noon, Saginaw 11:20 a. m., Bay City at 11:50 a. m. Fare to Detroit and return, \$1.85; Saginaw and Bay City, \$1.50. Particulars at City Ticket Office, Morton House, or at depot.

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

Not at Home to Bill.

"Is your father at home?" asked a caller.

"What is your name, please?" enquired the little girl.

"Just tell him it is his old friend Bill."

"Then I reckon he ain't at home. I heard him tell mamma if any bill came he wasn't at home."

Surely Worth Trying.

Frank Rogers, of West Chester, Pa., reported last year that he had found beyond question that a bunch of ordinary sweet peas kept upon the soda counter would effectually keep the flies away.

Hardware Price Current.

AUGURS AND BITS	
Snell's genuine	70
Jennings	25&10
Jennings' imitation	60&10
AXES	
First Quality, S. B. Bronze	6 00
First Quality, D. B. Bronze	10 00
First Quality, S. B. S. Steel	6 50
First Quality, D. B. Steel	11 50
BARROWS	
Railroad	14 00
Garden	30 00
BLOCKS	
Ordinary Tackle	70
BOLTS	
Stove	60&10
Carriage new list	65
Plow	50
BUCKETS	
Well, plain	8 30
BUTTS, CAST	
Cast Loose Pin, figured	70&10
Wrought Narrow	70&10
CARTRIDGES	
Rim Fire	40&10
Central Fire	20
CROW BARS	
Cast Steel	per lb 5
CAPS	
Ely's 1-10	per m 65
Hick's C. F.	per m 65
G. D.	per m 45
Musket	per m 75
CHISELS	
Socket Firmer	70
Socket Framing	70
Socket Corner	70
Socket Slicks	70
DRILLS	
Morse's Bit Stocks	60
Taper and Straight Shank	50&5
Morse's Taper Shank	50&5
ELBOWS	
Com. 4 piece, 6 in	doz. net 65
Corrugated	1 25
Adjustable	dis 40&10
EXPANSIVE BITS	
Clark's small, #18; large, #26	30&10
Ives', 1, #18; 2, #24; 3, #30	25
FILES—New List	
New American	70&10
Nicholson's	70
Heller's Horse Rasps	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16	17
Discount, 60	
GAS PIPE	
Black or Galvanized	40&10
HAMMERS	
Stanley Rule and Level Co.'s	50&10
Maydole & Co.'s, new list	dis 33 1/2
Kip's	dis 25
Yerkes & Plumb's	dis 40&10
Wagon's Solid Cast Steel	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list	50&10
Hinges	
Gate, Clark's, 1, 2, 3	dis 60&10
State	dis. net 2 50
HOLLOW WARE	
Pots	60&10
Kettles	60&10
Spiders	60&10
HORSE NAILS	
Au Sable	dis 40&10
Pittman	dis 5
Cape well	net list
HOUSE FURNISHING GOODS	
8amped Tin Ware	new list 70
Japanned Tin Ware	20&10
KNOBS—New List	
Door, mineral, jap. trimmings	70
Door, porcelain, jap. trimmings	80
Stanley Rule and Level Co.'s	dis 70
MATTOCKS	
Adze Eye	\$17 00, dis 60&10
Hunt Eye	\$15 00, dis 60&10
Hunt's	\$15 50, dis 20&10
METALS—Zinc	
600 pound casks	9
Per pound	9 1/2
MILLS	
Coffee, Parkers Co.'s	40
Coffee, P. S. & W. Mfg. Co.'s Malleables	40
Coffee, Landers, Ferry & Clark's	40
Coffee, Enterprise	30
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	70
Screws, New List	82 1/2
Castern, Bed and Plate	50&10&10
Dampers, American	50
MOLASSES GATES	
Stebbin's Pattern	60&10
Stebbin's Genuine	60&10
Enterprise, self-measuring	30
NAILS	
Advance over base, on both Steel and Wire	
Steel nails, base	2 80
Wire nails, base	2 90
30 to 16 advance	Base
10 to 16 advance	05
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	15
Casing 10 advance	25
Casing 8 advance	35
Casing 6 advance	45
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
PANS	
Fry, Acme	60&10&10
Common, polished	70&5
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	
PLANES	
Ohio Tool Co.'s, fancy	250
Sciots Bench	80
Sandusky Tool Co.'s, fancy	250
Bench, first quality	250
Stanley Rule and Level Co.'s wood	60

RIVETS	
Iron and Tinned	60
Copper Rivets and Burs	45
ROOFING PLATES	
14x20 IC, Charcoal, Dean	5 50
14x20 IX, Charcoal, Dean	6 50
20x28 IC, Charcoal, Dean	11 00
14x20 IC, Charcoal, Alloway Grade	5 00
14x20 IX, Charcoal, Alloway Grade	6 00
20x28 IC, Charcoal, Alloway Grade	10 00
20x28 IX, Charcoal, Alloway Grade	12 00
ROPES	
Sisal, 1/4 inch and larger	10
Manilla	12
SAND PAPER	
List acct. 19, '86	dis 50
SASH WEIGHTS	
Solid Eyes	per ton 20 00
SHEET IRON	
Nos. 10 to 14	com. smooth. com.
Nos. 15 to 17	3 20 3 00
Nos. 18 to 21	3 20 3 20
Nos. 22 to 24	3 40 3 30
Nos. 25 to 26	3 50 3 40
No. 27	3 60 3 50
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	
SHOT	
Drop	1 45
B B and Buck	1 70
SOLDER	
1/40%	17 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
SQUARES	
Steel and Iron	70&10
Try and Bevels	60
Mitre	50
TIN—Melyn Grade	
10x14 IC, Charcoal	7 55
14x20 IC, Charcoal	7 10
20x14 IX, Charcoal	8 50
Each additional X on this grade, \$1.25.	
TIN—Alloway 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.	
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, per pound	10
14x56 IX, for No. 9 Boilers	
TRAPS	
Steel, Game	75&10
Oneida Community, Newhouse's	60
Oneida Community, Hawley & Norton's	70&10
Mouse, choker	per doz 15
Mouse, delusion	per doz 1 25
WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	45
Barbed Fence, galvanized	3 50
Barbed Fence, painted	3 00
Barbed Fence, Plain	2 50
WIRE GOODS	
Bright	60
Screw Eyes	80
Hook's	80
Gate Hooks and Eyes	80
WRENCHES	
Baxter's Adjustable, nicked	30
Coe's Genuine	40
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75

New Prices on Bicycle Sundries

Dealers of Michigan are requested to drop us a card asking for our July list discount sheet on Bicycle Sundries, Supplies, etc. Right Goods, Low Prices and Prompt Shipments will continue to be our motto. Dealers who are not next to us on wheels and sundries are invited to correspond.

ADAMS & HART,
12 W. Bridge St.,
Grand Rapids, Mich.
Wholesale Bicycles and Sundries.

MUSKEGON AND RETURN

Every Sunday

VIA

G. R. & I.

Train leaves Union Station at 9.15 a. m. Bridge Street 9.22 a. m. Returning leaves Muskegon 7.15 p. m.

50 cents

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association held at the office of the Michigan Tradesman Tuesday evening, July 18, President Dyk presided.

The Committee on Oil stated that the picnic arrangements had consumed so much time that its report would have to be deferred until after the picnic. This delay will probably not be material to the oil men, who would not object to deferring action in the matter until 1901. This report was accepted.

Fred Fuller, of the Committee on Arrangements, reported incidents connected with the visit of the Committee to Holland to agitate the matter of attending the picnic and to distribute cards announcing the picnic among the merchants. Only one dealer was found who refused to permit the card to be displayed in his store window. After the work of the Committee was completed a trip was taken to Macatawa Park for the purpose of distributing announcements at both resorts. The Committee then returned to Grand Rapids via train from Ottawa Beach, having received a cordial reception on every side.

Secretary Klap reported having received a letter from the Secretary of the Muskegon Retail Grocers' Association, stating that 1,000 people would attend the picnic, coming on a special train over the G. R. & I. He also received a letter from Grand Haven to the effect that its people would come to the picnic in a special train over the C. & W. M. to the number of 1,000. These visitors, in addition to a delegation from Holland, will be met at the union depot by two brass bands and will be escorted to the headquarters at Sweet's Hotel. A feature of the parade will be a greased pig contest. The butchers of the city will be invited to join in the parade on horseback, wearing white aprons.

A member stated that the half day closing movement during August had not yet been adopted by the meat dealers.

B. S. Harris did not think the project feasible.

President Dyk believed that what trade was lost while the stores were closed would come in during the remainder of the week.

Mr. Fuller stated that the half holiday was an experiment for three half days only. He believed if there is any class of merchants who deserve a half holiday it is the grocers. Even the butchers do not have to get down to their places of business before business hours in order to buy their day's supplies, as the grocer is compelled to do.

Julius Wagner was of the same opinion as Mr. Fuller and thought the plan worthy of trial.

Chas. W. Payne stated that the Association could not act on the matter until definite information was secured from the meat dealers. He suggested that it would be a good idea to secure the opinions of more of the larger grocers. Final action in the matter was deferred until the next meeting.

Mr. Fuller said he explained to the Holland grocers that the programme for the day would not begin until 12:30 p. m., so that those merchants who came early would have an opportunity to call on the wholesale merchants during the forenoon.

The following resolution was adopted: Resolved—That the Board of Trade be requested to co-operate with this Association in providing carriages for our guests from out of town on the occasion of our thirteenth annual picnic.

There being no further business, the meeting adjourned.

Difficulties Experienced in Establishing Early Closing.

Houghton, July 18—Although the early closing movement at Houghton has been in effect but a week, it is already encountering breakers and if it is to continue and be observed by all the business men it looks as though the schedule would have to undergo a

change. It is agreeable to note, however, that there is no disposition among those interested to recklessly break the agreement and keep open as long as there is any one on the streets.

The butchers find it impossible to meet the wants of their patrons by closing at 6:30 in the evening. One of them stated yesterday that his business was bound to suffer by such an arrangement, even although his competitors were closing at the same hour. He added, further, that formerly by working himself until 9 o'clock there was no idle time and henceforth the best he could do toward conforming to the early closing movement was to lock his place of business at 8 p. m.

Then the grocer who handles fruit and vegetables has his troubles. This class of goods offers no profit, it is claimed, and in the evenings the trade in fruit is confined to the small stores, that are not expected to conform to the rules regarding the early closing, so that while the small dealer is given a monopoly the grocer who closes early has his fruit locked up and is taking the chances of its decaying before being sold. As before stated, the merchants are agreeable to closing their places of business as early as possible without their business suffering thereby and, this being the case, it is likely that the closing schedule will soon be readjusted to the satisfaction of all.

Coming a Thousand Strong.

From the Muskegon News.

The Muskegon grocers, at a meeting held Thursday night, accepted the invitation of the Grand Rapids grocers to attend their annual picnic to be held at Reed's Lake August 3. The local merchants have decided to go in a body and attended by their families. The meeting was attended by about forty grocers, all of whom will close their stores on the day of the picnic. Others not present are requested to do the same. The grocers also invite their customers to spend a day of pleasure with them. A special train will be retained for the occasion and the fare for the round trip will be low.

It is expected that a baseball club will be organized to cross bats with the Grand Rapids grocers.

Jackson Grocers to Go to Belle Isle.

Jackson, July 17—The Transportation Committee of the Jackson Retail Grocers' Association has made arrangements with the Michigan Central Railway and the Detroit, Belle Isle & Windsor Ferry Co. for the eighth annual excursion, to be given August 10. In addition to the trip to Detroit the Ferry Co. will take the excursionists up into Lake St. Clair and return them to Belle Isle. Another feature of the occasion will be a band concert at Belle Isle, afternoon and evening, by one of Detroit's best bands. Judging from the active enquiries from every direction regarding the grocers' excursion it looks as if the eighth annual will eclipse all its predecessors. W. H. PORTER, Sec'y.

From the Newsboy's Standpoint.

The Boy—I wouldn't mind if we had another war wid somebody.

The Man—You ain't thinkin' of goin' to the front, are you?

The Boy—No; but there's nothin' like a war for sellin' papers.

In the midst of life a man is in debt—and his creditors don't allow him to forget it.

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.

COUNTY FAIRS—\$5 TO \$10 A DAY MADE with our Futuroscope at county and state fairs, church fairs, picnics, stores, etc. Write for particulars. Jonas N. Bell & Co., 586 W. Lake St., Chicago. 19

FOR SALE CHEAP—A HAND ELEVATOR with capacity of 3,000 pounds. Adapted to use of country store or elevator. Hugh E. Wilson, Trustee, Rutka Hamilton Hardware Co., Grand Rapids. 18

FOR SALE—GOOD BAZAAR STOCK. Enquire of Hollon & Hungerford, Albion, Mich. 16

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. 933

WANTED TO EXCHANGE—STORE BUILDING in Lake Odessa for bazaar or china stock. Address No. 17, care Michigan Tradesman. 17

FOR SALE—NICE CLEAN STOCK OF hardware, invoicing about \$2,500; also tinshop in connection; store building and warehouse valued at \$700; located in the best farming country in Southern Michigan; good live town; good railroad, elevator, roller flouring mill, saw mill, planing and heading mills. Good reasons for selling. Address No. 14, care Michigan Tradesman. 14

FOR RENT—IN A HUSTLING TOWN OF 20,000 inhabitants a solid brick store, two floors and basement, 80x24 feet; desirable location; terms reasonable. Address E. Major, 311 Sycamore St., Manistee, Mich. 13

FOR SALE OR EXCHANGE FOR GENERAL Stock of Merchandise—60 acre farm, part clear, architect house and barn; well watered. I also have two 40 acre farms and one 80 acre farm to exchange. Address No. 12, care Michigan Tradesman. 12

BEAUTIFUL LITTLE FRUIT FARM FOR sale in Petoskey. Address No. 9, care Michigan Tradesman. 9

FOR SALE—LARGE GRAIN ELEVATOR, conveniently located for shipment; complete outfit; twelve bean pickers; six-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

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

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

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

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

MISCELLANEOUS.

WANTED—SWEDISH YOUTH TO WORK in dry goods store. Address Box 341, Cadillac, Mich. 15

WANTED—PHARMACIST OR ASSISTANT Allan Little, Rapid City, Mich. 11

WANTED—POSITION AS REGISTERED pharmacist by a young, single man. Address Aconite, care Michigan Tradesman. 8

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

WANTED—POSITION AS CLERK IN GENERAL store by merchant of long experience who is capable of managing the business. Would not object to position as city or traveling salesman. Address No. 7, care Michigan Tradesman. 7

WANTED—SITUATION AS TRAVELING salesman, commission or salary, clothing, boots and shoes, men's furnishing goods or groceries. Good references given. Address 988, care Michigan Tradesman. 988

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

Aluminum Money

Will Increase Your Business.



Cheap and Effective. Send for samples and prices.

C. H. HANSON,
44 S. Clark St., Chicago, Ill.

Automatic Check Perforator

Protect Your Checks.



Perforates any part of the check, top, bottom or center, and fills perforations with Acid Proof Ink. Positive protection. Full nickel. Price \$5. For cash with order it will be delivered free. Guaranteed 5 years.

SCHOOL & OFFICE SUPPLY CO.
Jobbers in Stationery and School Supplies
Grand Rapids, Michigan.

\$5.50 \$12.00

Special Excursion

TO
Niagara Falls,
Alexandria Bay (Thousand Islands),
via the Michigan Central.

On August 3 the Michigan Central will sell excursion tickets to the above places at \$5.50 and \$12 respectively, good going on the morning train at 7 a. m., and to return on regular trains leaving destination not later than August 17. This is the event of the excursion season. Don't miss it. Phone 606 for parlor car reservations and further particulars.

W. C. BLAKE, Ticket Agent,
Grand Rapids, Mich.



The finest sweet cider, prepared to keep sweet. Furnished October to March, inclusive.

TO-DAY IS YESTERDAY'S PUPIL

Grocers are fast learning that it pays to handle only reliable goods. The

SILVER BRAND CIDER VINEGAR

has behind it years of reputation to back up the statement that there are no better goods made.

Genesee Fruit Co.,
Lansing, Mich.

MAIL ORDERS Given Best Attention.

Travelers' Time Tables.

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

Chicago.	
Lv. G. Rapids..7:10am	12:00nn 5:05pm *2:15am
Ar. Chicago....1:30pm	5:00pm 11:15pm *7:25am
Lv. Chicago....7:15am	12:00nn 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	2:05am 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	12:00nn 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 9:40pm
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.)

GOING EAST	Leave	Arrive
Saginaw, Detroit & N Y.....	6:45am	9:55pm
Detroit and East.....	10:16am	5:07pm
Saginaw, Detroit & East.....	3:27pm	12:50pm
Buffalo, N Y, Toronto, Montreal & Boston, L'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 July 9, 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, Indianapolis, 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 7:20am
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 sleeping car for Grand Rapids.	

Muskegon Trains.

GOING WEST.	
Lv G'd Rapids.....	7:35am *1:35pm *5:40pm
Ar Muskegon.....	9:00am 2:45pm 7:05pm
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon 10:40am.	
GOING EAST.	
Lv Muskegon.....	*8:10am *12:15am *4:00pm
Ar G'd Rapids.....	9:30am 1:25pm 5:20pm
Sunday train leaves Muskegon 6:30pm; arrives Grand Rapids 7:55pm.	
†Except Sunday. *Daily.	

C. L. LOCKWOOD,
Gen'l Pass. 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
Ar Grand Rapids.....	1:00pm 9:55pm

MERCANTILE ASSOCIATIONS

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

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

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

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

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

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

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

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

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

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. CAMPBELL; Treasurer, W. E. COLLINS.

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

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President, L. M. WILSON; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.

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

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

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

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

TRAVEL VIA

F. & P. M. R. R.

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

Established 1780.

Walter Baker & Co. LTD.



Dorchester, Mass.
The Oldest and
Largest Manufacturers of
**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

on this Continent.

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.

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.

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.



CIGARS

STANDARD CIGAR CO, Cleveland, Ohio. THURLOW WEED, \$70 per M. 10c Straight.

THE ONLY WAY...

To learn the real value of a trade or class paper is to find out how the men in whose interest it is published value it. Ask the merchants of Michigan what they think of the...

MICHIGAN TRADESMAN

We are willing to abide by their decision.

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

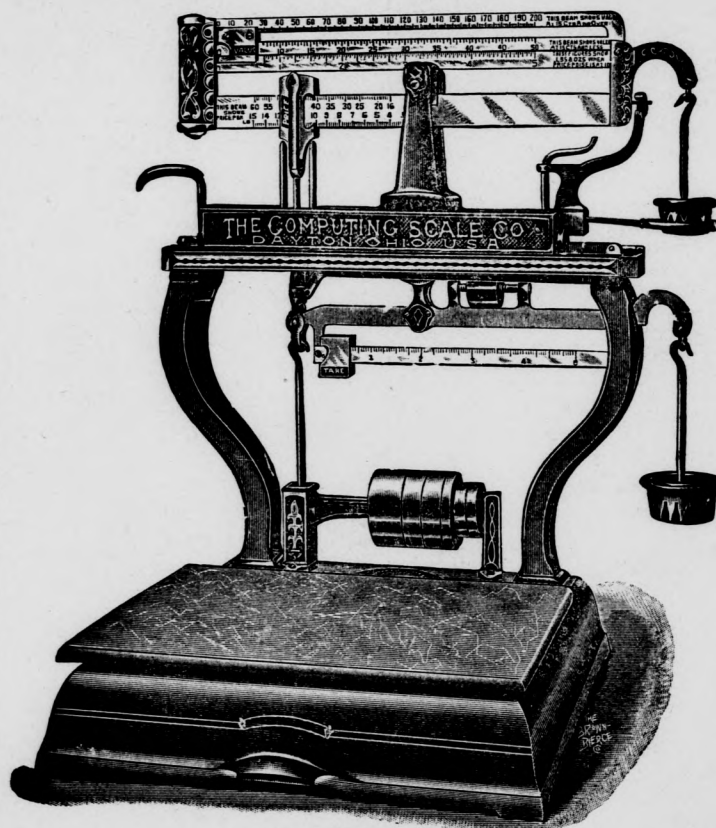
Solid Boxes for Shoes, Gloves, Shirts and Caps, Pigeon Hole Files for Desks, plain and fancy Candy Boxes, and Shelf Boxes of every description. We also make Folding Boxes for Patent Medicine, Cigar Clippings, Powders, etc., etc. Gold and Silver Leaf work and Special Die Cutting done to suit. Write for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

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

Come Into the ..Fold..

Sixty thousand have "caught on," why not you? The Money Weight System of weighing your merchandise is the greatest plan ever invented for saving money. **Money saved is money earned.** Wouldn't you like to have your business earn you more money? Of course you would. Now, why not begin business aright before another week is past? Drop us a postal for our 32 page Hand Book on Money Weight Scales. Long time and easy payments ought to help you out if you are at all doubtful about the ready money. Half the business of the world is done on credit, you know.

THE COMPUTING SCALE CO.
DAYTON, OHIO.



MICA AXLE GREASE

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

ILLUMINATING AND LUBRICATING OILS

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

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

Sunlight at Night!

Queer, isn't it?

The Sunlight Gas Lamp



Does the work at all times and all the time.
One quart of gasolite makes a 100 candle-power light burn from 15 to 20 hours. Wind will not blow it out nor make it smoke.

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.

We guarantee what we say or no sale. Maybe you've seen the other kind—the cheap kind.

Remember, PRICE ALWAYS INDICATES QUALITY.

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., 23 Pearl Street, Grand Rapids.