

MICHIGAN TRADESMAN

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TRADESMAN COMPANY, PUBLISHERS

\$1 PER YEAR

VOL. XII.

GRAND RAPIDS, MAY 29, 1895

NO. 610

WHEN DEAF MUTES WANT THE
S. C. W. CIGARS

They **DO THIS**



Best 5 cent CIGAR

Sold by all Wholesale Druggists, Confectioners and Grocers traveling from Grand Rapids and the Manufacturer,

G. J. JOHNSON,
GRAND RAPIDS.

IN THE LINE OF
Heating --- Plumbing

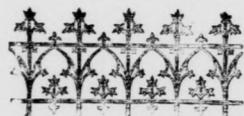
Steam, Hot Water or Hot Air.

IN ALL ITS PARTS.

Sheet Metal Work

NO FIRM IN THE STATE HAS BETTER FACILITIES OR REPUTATION. OUR WOOD MANTEL GRATE, GAS AND ELECTRIC FIXTURE DEPARTMENT is pronounced the FINEST IN THE COUNTRY, East or West.

WEATHERLY & PULTE,
GRAND RAPIDS.



J. L. SYMONDS.

A. J. SYMONDS.

SYMONDS' WIRE and IRON WORKS

DETROIT, MICH.

MANUFACTURERS OF

Roof Cresting and Weather Vanes

Wire and Iron Fences, Bank and Office Railing, Stable Fixtures, Window Guards, Fire Escapes, etc. State your wants and send for Catalogue.

There are thousands of SIGNALS, but none so good as the

"SIGNAL FIVE"

A Fine Havana Filler Cigar for 5 cents.

ED. W. RUHE, Maker, CHICAGO. **F. E. BUSHMAN**, Agent, 523 John St., KALAMAZOO

Office Telephone 1055.

Barn Telephone 1059.

SECURITY Storage and Transfer Co.

Warehouse, 257-259 Ottawa St. Main Office, 75 Pearl St.

Moving, Packing, Dry Storage.

Expert Packers and Careful, Competent Movers of Household Furniture. Estimates Cheerfully Given. Business Strictly Confidential. Baggage Wagon at all hours. F. S. ELSTON, Mgr.

COMRADE

Is one of the few Good 5 cent brands, which All smokers will Realize by giving them a trial.

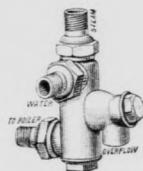
ED. W. RUHE, Maker, Chicago
F. E. Bushman, Agt., 523 John st., Kalamazoo



Our Plan
Saves disputes and enables you to discount your bills. Saves book charges and bad debts. Saves worry and loss of sleep. Wins cash trade and new customers.

IF NOT SATISFACTORY, YOUR MONEY BACK.

Absolute Tea! THE ACKNOWLEDGED LEADER!
SOLD ONLY BY
TELFER SPICE CO.,
GRAND RAPIDS, Mich.



— THE —
PENBERTHY SPECIALTIES.

FOR THE BOILER AND ENGINE. ARE THE ENGINEERS' FAVORITES. 95,000 PENBERTHY AUTOMATIC INJECTORS in use, giving perfect satisfaction under all conditions. Our Jet Pumps, Water Gages and Oil Cups are Unequaled. SEND FOR PENBERTHY INJECTOR CO. DETROIT, MICH. CATALOGUE. BRANCH FACTORY AT WINDSOR, ONT.

SPECIFY DAISY BRAND IT IS THE BEST



For Sale by all Jobbers of Groceries, Hardware and Woodenware.

CHRISTENSON BAKING CO. Crackers AND FULL LINE OF Sweet Goods

MANUFACTURER OF

252 and 254 CANAL ST., GRAND RAPIDS

ALDEN & LIBBY, Wholesale Produce
STRICTLY FRESH EGGS, Choice Creamery and Dairy Butter A SPECIALTY
Northern Trade supplied at Lowest Market Prices. We buy on truck at point of shipment, or receive on consignment. PHONE 1300.
93 and 95 South Division Street, GRAND RAPIDS, MICH.

The Only **Pepsin Cracker** In the Market.
AMERICA'S GREATEST RELISH!
Endorsed by medical fraternity. Portable use their delicious, creamy flavor is never forgotten. Cure Dyspepsia, Indigestion, Sick Headache, Nervousness, Sweeten the breath. Sold by all dealers. In handsomely lithographed cartons. Retail at 20 cents each.

Ask Jobber for a sample order, or **American Pepsin Cracker Co.** 348 Grand River Ave DETROIT.

SWEET'S HOTEL
MARTIN L. SWEET, Proprietor.
HENRY D. and FRANK H. IRISH, M'grs.
Steam heat in every room. Electric fire alarms throughout the house. Other improvements and decorations will soon make it the best hotel in Michigan.

WHEAT HAS ADVANCED-----

Yes, a startling advance, and it is one of the signs of and factors in returning general prosperity. It means better business, larger profits. Your customers will want the best brands of Flour, and we make the VERY BEST ON EARTH. Write us for prices.

BRANDS—Sunlight, Michigan, Electric, Purity, Magnolia, Daisy, Morning Star, Idlewild, Diamond.

SPECIALTIES—Graham Flour, Wheatena Flour, Buckwheat Flour, Rye Flour, Rye Meal, Pearl Barley, Wheat Grits, Rolled Oats, Bolted Meal, Feed (Corn and Oats), Meal, Mill Feed.

WALSH-DE ROO MILLING CO., HOLLAND, MICH.

MICHIGAN BARK AND LUMBER CO.,

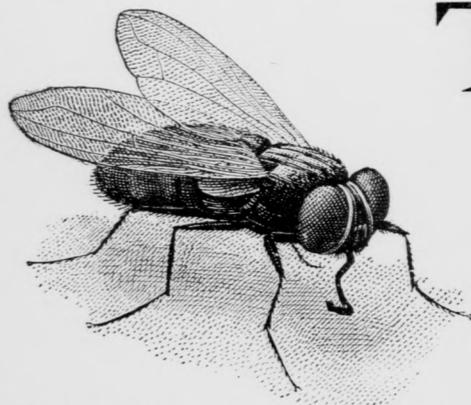
GRAND RAPIDS, MICH.

18 and 19 Widdicomb Bld.

N. B. CLARK, Pres.
W. D. WADE, Vice-Pres.
C. U. CLARK, Sec'y and Treas.

We are now ready to make contracts for bark for the season of 1895.

Correspondence Solicited.



Tanglefoot "LITTLE TANGLEFOOT"

SEALED STICKY FLY PAPER

YOUR CUSTOMERS WILL ALL PREFER IT.

PRICES FOR THE REGULAR SIZE.

Per Box.....	38 cents	Per Case.....	\$3 40
In 5 Case lots, per case.....	\$3 30	In 10 Case lots, per case.....	3 20

If you are particular about your STICKY FLY PAPER, specify

TANGLEFOOT

Order the largest quantity you can use and get the BEST DISCOUNT.
FOR SALE BY ALL JOBBERS.

5 1/4 x 9 inches.

Particularly adapted for Show Windows and Fine Rooms.
25 Double Sheets in a Box, 15 Boxes in a case.
Retail for 25 cents a box.
Costs \$1.75 per case.

Profit nearly 115 per cent.
Will be a Good Seller.

A COOKING SCHOOL



now exists which, recognizing the importance of having plenty of pure milk on hand for cooking purposes, has found its requirements fully met by

Borden's Peerless Brand Evaporated Cream,

and it highly indorses same. Merchants interested in supplying their customers with satisfactory goods, at a reasonable profit to themselves, will find that the Peerless Brand is a good article to purchase and a reliable one to sell.

Prepared and guaranteed by the New York Condensed Milk Co.

FOR QUOTATIONS SEE PRICE COLUMNS.

CONGRESS

Congress Cigars

ARE MADE BY THE BEST CUBAN WORKMEN FROM THE

CHOICEST AND HIGHEST GRADE HAVANA TOBACCO



CIGARS

This Brand of Cigars is a decided success. Try them. Send a sample order to any of the following Jobbers:

Hazeltine & Perkins Drug Co.

Ball-Barnhart-Putman Co.

Olney & Judson Grocer Co.

Lemon & Wheeler Co.

Musselman Grocer Co.

Worden Grocer Co.

I. M. Clark Grocery Co.

Putnam Candy Co.

A. E. Brooks & Co.

MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, MAY 29, 1895.

NO. 610

THE MICHIGAN TRUST CO., Grand Rapids, Mich.

Makes a Specialty of acting as

**Executor of Wills,
Administrator of Estates,
Guardian of Minors and In-
competent Persons,
Trustee or Agent**

in the management of any business which may be entrusted to it.

Any information desired will be cheerfully furnished.

**Lewis H. Withey, Pres.
Anton G. Hodenpyl, Sec'y.**



J. BRECHTING, ARCHITECT,
79 Wonderly Building, GRAND RAPIDS.
Correspondence solicited from parties who intend to build.

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Has a FIELD of its own.
THAT'S WHY
Advertisers get RESULTS.

**Commercial
Credit Co., Limited.**

Reports on individuals for the retail trade, house renters and professional men. Also Local Agents Furn. Com. Agency Co.'s "Red Book." Collections handled for members. Phones 106-1030
65 MONROE ST., GRAND RAPIDS.

**Michigan Fire and Marine
INSURANCE CO.**

Organized 1881
Detroit, Mich.

THE Grand Rapids FIRE INS. CO.
PROMPT, CONSERVATIVE, SAFE.
J. W. CHAMPLIN, Pres.
W. FRED McBAIN, Sec.

FOR RENT.

Three-story and basement factory building, size 50 x 150 feet. West end Pearl street bridge. Water and Steam Power.
Full line of Wood Working Machinery, Benches, Dry Kilns, etc.
Also other property with power for manufacturing purposes.
WM. T. POWERS,
Opera House Block.

THE PRIZE WINNER.

Brief Biography of Frank Lawrence, of the Putnam Candy Co.

THE TRADESMAN is gratified at the action of the awarding committee of the Retail Grocers' Association in selecting the essay of Frank T. Lawrence on "Advantages of the Cash System" as the one most worthy of the first prize, as the author is one of the bright and intelligent young men associated with the wholesale trade of the city and richly merits the honor thus bestowed. For the past two years he has prepared the fruit market report of this journal, and the retail trade throughout Michigan are aware that the summaries given from week to week are as true an index of market conditions as is to be found in any trade journal in the country. The gentleman in question was born in Clarendon, Orleans county, N. Y., in September, 1859, and passed the period intervening between that date and November, 1871, in the village of his birth. His parents moved to Michigan in the latter year mentioned and until 1877 his daily labors were passed as a farm boy. A desire for commercial life then took possession of him and he came to Grand Rapids and entered the employ of A. B. Knowlson as delivery boy and general hustler, and held that position, with gradual promotion, as the business warranted, until 1884, when he purchased his employer's grocery interests and for the two succeeding years did a most lucrative business, but, owing to various causes—he is frank enough to say that like many another he could not stand success—he was forced to discontinue and sold out to his head clerk, Oscar Emmons. His next move was to obtain a position with Putnam & Brooks as city oyster salesman and from that position he was rapidly advanced to city shipping clerk and house salesman, and, when that firm dissolved in 1889, he remained with the new corporation which succeeded it, known as the Putnam Candy Co. He was installed as manager of the oyster and fruit departments and so well are his abilities thought of that for two years past he has been looked upon as one of the managers of the institution and evidences of his handiwork may be found in all the transactions and correspondence of the firm named, and he is directly responsible for all the advertising and printed matter which emanates from the house. In ingenuity and aptness it is second to none, and his productions in this line stamp him one of the successful "ad" writers of the day. He is a "hustler," in the accepted sense of the word, and generally gets what he goes after, whether orders for the house or the good will of co-workers and management, and it is a matter of pride with him that he was never discharged from a position he was selected to fill. To earn more than his salary by conscientious, painstaking application, is his motto, and the success he has achieved in that direction proves conclusively what any

young man may accomplish by well directed, untiring energy. Personally, he is affable, obliging and quick to perceive points of advantage when they incline to the benefit of the house he labors with, and he stands high in the estimation of all who know him as being one of the young men who are destined to become a factor in business circles.

The Drug Market.

Acid—There is a continued unsettled and irregular market for salicylic, with the combination prices more or less nominal. Benzoic remains easy. Citric is active and steady. Tartaric continues to harden under the influences last noted and manufacturers' prices have been further advanced.

Alcohol—Grain continues to advance in sympathy with the steady improvement in crude material. Business is of average volume and there is less competition.

Beans—Angostura tonka are firmly held under diminishing stock and unfavorable reports concerning the new crop. Vanilla continues to move freely into consuming channels, with prices well sustained.

Borax—Is without much animation, the demand being moderate, with prices unchanged.

Bromides—Manufacturers have advanced prices 2c per lb.

Cocaine—Is in good consuming request at the decline noted last week and a fair business is reported.

Cod Liver Oil—It transpires that stocks in this country are much smaller than previously estimated and the bulk is now under control of one holder. The situation abroad indicates increasing strength and the lowest quotation named is said to be equivalent to \$42 laid down here.

Cream Tartar—The continued upward tendency of argols abroad has influenced a further advance in manufacturers' prices.

Morphine—The anticipated decline was announced last week, when manufacturers and importers reduced quotations 10c per ounce on all quantities and sizes.

Quinine—Continued activity is reported, with the tone of the market strong.

Roots—The stock of jalap in first hands continues to accumulate and in the absence of interest on the part of dealers, the market has a drooping tendency. Arrivals of Jamaica ginger are steadily growing smaller and indications favor a higher market. Serpentina, senega and golden seal are all ruling quiet at unchanged prices.

Sugar of Milk—The leading brand of powdered has been advanced, but there is no change in the lower grades or crystals.

The Detroit *Herald of Commerce* has ceased to exist and L. S. Rogers has entered the employ of the Detroit *Evening News* in the capacity of advertising agent.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at the office of the MICHIGAN TRADESMAN on Tuesday evening, May 21, President White presided.

The following letter was read by the Secretary:

GRAND RAPIDS, May 18—I find it impossible to continue my talk on the subject of the rebate system of selling flour, as the situation has changed in some cities since I last addressed you. In Baltimore and Buffalo this method is continued, but in Minneapolis it is changed somewhat. The fact is, there is a continual change, especially when wheat is so erratic and fluctuating as at the present time. If the grocers will act together the rebate method of selling flour can be easily arranged so as to be mutually beneficial and wrong no one.

C. G. A. VOIGT.

Mr. Wagner moved that the communication be accepted and placed on file and that Mr. Voigt be requested to keep his agreement to continue the discussion of the flour question and announce his position in the matter of selling flour on the rebate plan at the next meeting of the Association. Adopted.

John H. Goss moved that a committee of three be appointed to wait upon the yeast manufacturers and solicit their assistance in securing a representative attendance at the next meeting of the Common Council. Adopted.

The same gentleman moved that every grocer consider himself a committee of one to wait upon the aldermen of his ward and secure their co-operation, if possible, in maintaining the present license fee for hucksters. Adopted.

The following resolution, introduced by the Secretary, was unanimously adopted.

Resolved, That the thanks of this Association are hereby tendered Aldermen O. A. Ball and G. H. DeGraaf for the able manner in which they championed the cause of the grocer in the matter of licensing hucksters and peddlers.

A communication was received from the Commercial Credit Co., Ltd., offering to collect the unpaid dues on the basis of 10 per cent. commission. On motion of Mr. Lehman the offer was accepted.

Chairman Wagner, of the special Committee on Essays, then presented the report of the Committee, announcing the prize winners, as follows:

1. Frank T. Lawrence, Grand Rapids.
2. E. A. Owen, Vittoria, Ont.
3. E. A. Cloonan, St. Louis, Mo.

Mr. Wagner stated that the essays were so uniformly good that the Committee had much difficulty in determining which were entitled to the prizes, and suggested that the essays receiving the prizes be taken up and discussed at the next meeting of the Association. Adopted.

The subject of employing a regular salaried secretary was then taken up and discussed at some length, culminating in the adoption of a motion, offered by Mr. Lehman, that the Secretary send each member a circular letter, calling his attention to the expense of employing an officer to give his entire time to the work and asking whether such action is in accordance with the wishes of the members.

Peter Schuit introduced the subject of the grocers' picnic by suggesting that a parade of wholesale and retail grocers' wagons be held on the morning of the picnic and that prizes be offered to both branches of the trade making the best display. The suggestion was well received and will be discussed at the next meeting.

There being no further business, the meeting adjourned.

Commercial Aspect of the Bicycle.

Written for THE TRADESMAN.

The local street railway officials are complaining because the bicycle is making business a little dull for them. The liverymen are also registering a kick on the pneumatic tired horse, and for the same reason. A report has been circulated that the latter people are trying, in imitation of their brethren in Denver, Col., to induce the Common Council to pass an ordinance providing for an annual tax of some odd dollars to be levied on each wheel in the city, hoping in that way to reduce the number of bicycles used. Their kick is funny. It might be compared to a man stationing himself at the dock of a steam transportation company and trying to induce the people to take passage in a frail rowboat; it also resembles a man trying to sell straw hats in December. They are trying to induce people to spend their money for something they don't want. They don't want a horse and buggy, because a bicycle will, without effort, cover twice the number of miles in an hour that the ordinary equine will. They don't want to ride on a street car, because, on a "bike," they can take an even start with an electric motor and beat it to any given point in the city. Old wheelmen have known this for the past three or four years. The Great American Public is just finding it out, with the result of a material decrease in the two lines of business referred to.

A little calculation as to the amount the Street Car Company is losing through the great increase in bicycle riding might be interesting. The bicycle dealers in the city ought to be the best judges of the number of wheels used here. They think that a conservative estimate would be about 6,000 of all kinds. Now, out of this number, at least 5,000 would take two street car rides a day—to their work in the morning and home again at night. That would represent \$500 in nickels. Then, there are about 1,000 more who would take four rides a day. This would add \$200 to the above amount. The amounts taken in by the conductors in the evening, which would come outside of both these classes of people, would foot up no small sum. Certainly, enough people use bicycles who formerly took the car at night to average up \$50 more, bringing the grand total up to \$750. Even considering 6,000 as an exaggerated estimate of the number of wheels in use here, the money saved to the riders is surprising. Upon a basis of only half that number the amount represented would, in six months' time, amount to \$67,500. It is astonishing but figures don't lie.

What do they all do in winter? At present, they store their wheels away; that is, most of them do—not all of them. Winter riding is easy. In the future, it will be made still more easy. That "Necessity is the mother of invention" will prove to be true in this case. A bicycle rider dislikes to put away his wheel worse than anything he could be asked to do. So, when nearly everybody shall own one, city ordinances will be enacted providing for means to keep the streets clean and passable for bicycles the entire winter. Riding on the snow is not hard work; in fact, hard packed snow makes one of the best surfaces for bicycle riding extant. When properly dressed, there can be no objection to winter riding, and, when the people find

this out, as they have just found out that the bicycle is a good thing to use, cycling in January will be as common as it is now in July. People wonder at it now, but they also wondered, a long time ago, whether wheels would ever be improved sufficiently to enable their riders to glide past a horse on the road. Now that it is easy, and winter riding will some day be easy, also.

Referring to city ordinances suggests some of those now in force relating to the bicycle. Here in Grand Rapids, wheelmen are allowed the use of the sidewalks outside a certain limit and on paved streets. Actually, they have no right on a sidewalk or sidepath used by foot passengers. A bicycle is a vehicle and its status as such has been decided in the courts time and again; therefore, it must go in that part of the public thoroughfares set aside for vehicles. Wheelmen, here, are allowed the privilege of the sidewalks, because the city streets, as a rule, are almost unridable. At this, the horse owners come forward with a remark to the effect that a vehicle that cannot be used on any street in the city has no place in the city. They forget that, if the wheel is, according to law, a vehicle, and must be classed with other vehicles, the communities in which the machines are owned are obliged to keep the highways in a passable condition. An instance of this was noticed in a Massachusetts town some time ago. A young man rode his bicycle on the sidewalk, was arrested and paid a fine. He then sued the town for maintaining a nuisance in the shape of an impassable street where he was using the sidewalk and collected damages. Lamp and bell ordinances are also unenforceable, unless every other vehicle is compelled to come under the rule. There should be no discrimination. Here, in this city, wheelmen carry bells in exchange for the courtesy of sidewalk privileges. When they are compelled to keep in the street, off go the bells, or else every other kind of vehicle is provided with a gong.

That article in the New York *Tribune* which was noticed in the last issue of THE TRADESMAN was very well taken. A good wheelman asks no odds of anything that goes over the surface of the earth. "Roadhogs" are plenty, and the way they impose on new riders, and especially on ladies, is a disgrace to the community that permits it, as well as to the guilty parties. A good share of this kind of driving, however, is not intended to be spiteful. Drivers become so used to seeing wheelmen dart around through all sorts of places that they have become tired of turning out for them when they see that it is of no use, and so they make up their minds to go straight ahead, and, not knowing whether the approaching bicyclist is experienced or not, they often cause new riders, and, as I say, ladies especially, considerable inconvenience. When a wheelman is approaching a pedestrian, he begins, as soon as he sees him, to make calculations how he will pass him. He looks to see if any other persons are about and, if so, he calculates their relative rates of speed and how near together they will be when he arrives in their vicinity. Bicycle riding enables a person to make these calculations correctly and, if the persons walking keep their course, the rider can tell, rods in advance, just exactly where he will go in passing them. If a man is crossing the street, the rider will, nine times out of ten, go behind him; so, if the pedestrian does not stop or try to dodge, there will be no trouble. Of course, there are exceptions to every rule, and there are blunderers riding bicycles, just as there are blunderers in all walks of life. Occasionally, a "hobo" is seen rushing through the streets, paying no attention to the safety of anyone in his path, but they are rare. They also manage to break their wheels about twice or three times a week by their carelessness, which is good enough for them and is good for the public, as, when their wheels are in the repair shop, they are not taking up twice the amount of room in the street that is generally allowed one man. MORRIS J. WHITE.

West Michigan Agents

CANDEE RUBBER GOODSLarge Stock
Prompt Shipment

Also a Full Line of

Wading Pants and Boots.HOSE
BELTING
PACKING
Everything in Rubber**STUDLEY & BARCLAY**

4 MONROE ST.

Grand Rapids, Mich.

BICYCLE CLOTHING

Of all descriptions

We are Exclusive
Agents for**Boston Patent
Pants Co.**BICYCLE SUNDRIES
BASE BALL and TENNIS GOODS
Agents Wanted**Perkins & Richmond**

97-99-101 OMAHA ST.,

GRAND RAPIDS, MICH.

**BOSTON PATENT BICYCLE PANTS.****You can always tell**

Which bicycle is the most popular, most satisfactory, most pleasing to the fastidious eye, and the keenest competitor, by what its business competitors say about it. The dealer

Who is hurt by

Such competition as our customers are able to put with our line of NEW CLIPPERS, generally tells you that CLIPPERS are "no good," they "run hard," are "ice wagons," etc., etc. We have been

Noticing who hollers

Lately: it's those who can't find a better line to compete with these "ice wagons;" they hurt because they stand up and give satisfaction. If you want a Bicycle Built for Business, just TRY A NEW CLIPPER before you buy. We'll be willing to submit to your unprejudiced judgment.

Makers of



Grand Rapids Cycle Co.

Mich.

Portable Bath Tub

Made of Galvanized Steel



Can be used as a Portable or Stationary Bath Tub, with or without casters.

W. C. Hopson & Co.

W. C. HOPSON.

H. HAFTENCAMP.

Louis and Campau Sts.
Grand Rapids.

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J. T. MURPHY,Successor to
SUTTON & MURPHY CO.

MANUFACTURER OF

SPECIAL AND ORDER FURNITUREOffice Fixtures,
Store Fixtures, etc.

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Telephone 738.

THE BACK OFFICE.

Written for THE TRADESMAN.

I suppose there are exceptions to every rule, but, when I read the other day that it is a good rule in business to throw a bucketful of dirt on those who throw a spoonful on us, my first thought was that the exceptions to the rule would be more numerous than the instances that established it; but I have been looking the ground over more carefully since the reading, and I find in business the prevailing idea to be, not an eye for an eye and a tooth for a tooth, but for each eye and each tooth take two! The idea is, of course, that there are a good many mighty mean men in the world—that these men resort to the meanest business practices, and that the only thing to be done is to punish the offender that the offense will not be repeated. It has been proven, times without number, and it is nature's way. Whosoever stops a flying brick gets hurt; "A burned child dreads the fire." So these men, overpaid in their own coin, are mighty glad to sneak away, and the lesson, once well learned, does not need repeating. It is readily seen what the reverse of this leads to. That thief filled his pockets with his employer's money and slipped to Canada; this wretch, crazed with whisky, kills his brother, and other crimes are committed against the public peace and safety. Then the philanthropist steps in, talks about the "quality of mercy" not being strained and its dropping "like the gentle rain from heaven upon the place beneath." Then the thief comes back, the murderer, poor fellow, is set at liberty, the other crimes are condoned; and then everybody wonders what the world is coming to. Anybody with half an eye can see what it has done in politics. Saints are made of the biggest scamps unhung, and a decent man won't accept public office for love or money. That's what it's coming to in business; and the only way is to shut down on these scamps. If they throw a spoonful of dirt on us, they must be treated to a bucketful, or, better still, bury them under a mountain of it. Tough, but that's the only way.

It is remarkable how history repeats itself: That's just the way they got to talking some nineteen hundred years ago. You favor me and I'll do the same for you; but, if you hit me with a club, confound your everlasting picture, I'll smash your head with a crowbar—I guess they had a crowbar, or something like it, then; and then, from Bethlehem, from the lips of Him who spake as never man spake, comes echoing down the centuries: "I say unto you that you resist not evil, but whosoever shall smite thee on the right cheek, turn to him the other also; and whosoever shall compel thee to go a mile, go with him twain." That Jordan may be a hard road to travel, but if we insist on an eye for an eye and so overcome, "What reward have ye? Do not even the publicans so?"

Human nature is something that never changes; and isn't it possible, even in business, that, if the bucketful of dirt be replaced with another filled with the milk of human kindness, there will be fewer of the spoonfuls thrown and so fewer to resent? I have lived a good many years in the world, and I have yet to see any good accomplished by a faithful following of this old principle, "An eye for an eye and a tooth for a tooth," nor do I believe that the world will be any better,

even in business lines, by exacting two eyes or two teeth for one.

* * *

There is a trade paper published in Canada which finds its way in here now and then and is sure to make itself welcome, a good many times over. It is broad-gauged and thinks no more of talking of matters and things outside of dollars and cents than it does of printing a price list. In the copy I have before me, it asks why young ladies in a certain part of the provinces use the word "aught" for "naught," and proceeds to tell the ladies that naught is the right word to use when naming the cipher.

The mistake is not confined to Canada nor to those Northern ladies; but, what I am after now is the fact that a trade paper should find this a matter of sufficient interest to give it a place in its columns. There is a common argument south of the Great Lakes: "Tradin' 's tradin'; 'n' 't don't make no difference haow ye say it, 'f ye c'n git threw 'n' git y'r money for 't; 'n' 'f ye hed a bill 'ith a couple o' aughts on 't, I wouldn't keer, b' gosh, what ye called 'em, 'f ye'd gimme the bill!"

Has the time, indeed, arrived when it does make a difference whether the trader at his desk and the clerk behind the grocer's counter speak, in its purity, their mother-tongue; and, is it dawning upon the business world that a man's grammar, in the marts of trade, as well as his manners, has a commercial value? I know that, in the higher walks of trade, where merchant princes dwell, the "aught" element was ostracized long ago; I know, too, that much, if not all, of that "looking down upon" which the grocery clerk sometimes complains of is due, not so much to the work as to the lack of training so woefully apparent in all he says and does; but I did not know that Trade, *per se*, is beginning to care how a thought is expressed, and that he not only knows the difference between aught and naught—something and nothing—but that he insists that others shall mark this difference and shall state it in good and intelligent English.

I beg leave to tender my hearty congratulations to the leading paper of British America, and to say that, if there is aught I can do to help in the good work begun, I shall be only too glad to make every effort, even should it amount to naught. RICHARD MALCOM STRONG.

Toots from Ram's Horn.

Sin is deadly only when it can hide its face.

God is still calling some people to do small things.

To say "Thy will be done," means to say good-bye to self.

God's warriors are always chosen from his worshippers.

When you shut your closet door, lock it with a promise.

The rod never does good unless the hand of love holds it.

□ Whatever is gained in Sodom must be lost with Sodom.

The only things we really know are those God tells us.

It is never hard to believe when we get on believing ground.

It is the wolf in sheep's clothing that has the sharpest teeth.

We can only walk with God when we are willing to go his way.

The devil is most like a lion when he looks most like a sheep.

Let us do right, and God will see to it that we come out right.

There is nothing a man likes to think about more than his difficulties, when he has conquered them.

Yes, we've got 'em!

Novelties and Staples in Dry Goods.
Everything in Notions.
Big Line of Gents' Furnishings.
All that can be desired in Yarns.

We are Headquarters for

Floor Oil Cloths and Linoleums

Have you ever done business with us? If not, let's get our heads together and see what we can do.

VOIGT, HERPOLSHEIMER & CO.

Wholesale Dry Goods,
GRAND RAPIDS, MICH.



Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

Dress Goods, Shawls, Cloaks, Notions,
Ribbons, Hosiery, Gloves, Underwear,
Woolens, Flannels, Blankets, Gingham,
Prints and Domestic Cottons.

We invite the Attention of the Trade to our Complete and Well Assorted Stock at Lowest Market Prices.

Spring & Company.

We are ready to show, both in the house and on the road, samples of

Fall Underwear, Overshirts,
Yarns, Hose, Socks, Batts,
Dress Cashmeres in 36, 38, 40, 45 in. widths
Dress Flannels, 26, 36, 50 in. widths,
Eiderdown and Teazel Down
Flannels,

And all at our usual Low Prices.

P. Steketee & Sons

Duck Coats and Kersey Pants

We manufacture the best made goods in these lines of any factory in the country, guaranteeing every garment to give entire satisfaction, both in fit and wearing qualities. We are also headquarters for Pants, Overalls and Jackets and solicit correspondence with dealers in towns where goods of our manufacture are not regularly handled.

Lansing Pants & Overall Co.,

LANSING, MICH.

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Newaygo—Bruce & Blanchard have opened a meat market.

Niles—Snyder & George, jewelers, succeed W. H. Snyder, Sr.

Clio—G. M. Long has sold his grocery business to Reuben Parmelee.

Manistee—George Johnson & Co. have opened a new shoe store here.

Oscoda—Chas. E. Ernst succeeds Ernst Bros. in the bazaar business.

Charlevoix—Geo. Bates has purchased the meat business of A. J. McLeod.

Muskegon—Geert P. Bulthuis succeeds Bulthuis & Co. in the feed business.

Thompsonville—J. A. Evetts succeeds J. P. Winters in the hardware business.

Coleman—Philo Stemple succeeds Stemple Bros. in the confectionery business.

Kalamazoo—M. E. Bennink succeeds Roelof DeKorning in the grocery business.

Escanaba—Ehnerd & Willard succeed Herman A. Breitenbach in the meat business.

Hancock—Juntilla & Co., grocers, have dissolved, S. Juntilla continuing the business.

Paw Paw—A. Hathaway & Co. have assigned their stock of lumber to Geo. W. Longwell.

Coleman—Harrison Sampson has purchased the grocery and notion business of Seth Bowdish.

Dowagiac—C. E. Lyle is succeeded by the Jones & Murray Co. in the dry goods and carpet business.

Alba—Fred Shepard has bought a stock of groceries and begun business in the Welch building.

Pontiac—Losee Bros. & Co. is the name of a new firm who will shortly open a shoe store here.

Menominee—Cate & Cate, druggists, have dissolved. The business will be continued by H. B. Cate.

Ironwood—The Rebate Mercantile Co. has merged its business into a stock company under the same style.

Stanwood—Burghdoff & Mitchell, dealers in dry goods and groceries, have dissolved, Thos. Mitchell continuing the business.

Traverse City—Richardson & Co. and Schoolcraft & Co. have consolidated their grocery stocks under the style of Schoolcraft & Richardson.

Flint—The C. E. Smith Shoe Co., of Detroit, recently foreclosed a chattel mortgage on the shoe stock of E. M. Weller and sold it to C. D. Ulmer.

Sherman—Wm. Foster has sold his interest in the hardware stock of Wilson & Foster to his partner, who will continue the business under the style of Thos. Wilson.

Elwell—Taylor & Meyer have leased the store building formerly occupied by E. L. & J. I. Gee and moved their drug stock to that location. They will add lines of dry goods and groceries.

Sand Lake—F. W. Pollock has decided to erect a one-story brick building, 22x60 feet in dimensions, for the reception of his drug stock. A. Giddings will erect a building adjoining Mr. Pollock's store, 22x70 feet in dimensions.

Otsego Lake—Thomas McArthur, of Gladwin, has purchased the boot and shoe stock of C. W. Bahel and will continue the business. Mr. Bahel will take a summer off and says he will next fall embark in the drug business at Gaylord.

Petoskey—Guy M. Harwood has sold his drug stock to E. J. Burrell and Harry Luke, who will continue the business under the style of Burrell & Luke, having leased Mr. Harwood's store building. Mr. Burrell was formerly connected with the chemical department of the Mancelona iron furnace. Mr. Luke was formerly employed by J. G. Johnson, the Traverse City druggist.

East Jordan—C. W. Dunham, who for the past three and a half years has had charge of the mercantile department of the East Jordan Lumber Co.'s business, has tendered his resignation of that position, to accept a more congenial position with a wholesale house in Chicago. Mr. Dunham has been a resident of this place for twelve years, seven of which have been spent in the employ of the Lumber Co.

Owosso—At a recent meeting of the Owosso Business Men's Association committees were appointed to look after the pickle factory and the Exeter Manufacturing Co., both of which are desirous of locating in this city. The Mt. Pleasant Plow Co., which was recently burned out, is also considering the idea of removing to this city. Officers of the company were here a few days ago with that object in view. A committee was also appointed at the last meeting to devise ways and means for bringing to the attention of outside capital the business advantages of our city.

Cadillac—The Chicago Supply Co. suffered a complete knockout at the hands of a jury in Justice Long's court one day last week. A short time ago Mathew Proud, of Colfax, was sued on a note for \$80 held by the Drovers' National Bank of Chicago. The note was given to the Chicago Supply Co. by Mr. Proud for a parcel of merchandise, represented by the agent to be of much greater value than the amount of the note given. When convinced that the goods were of an inferior quality and not worth the amount to be paid and that their verbal agreements were not kept, Mr. Proud resolved to let a jury decide the merits of the case, with the result above stated. This virtually decides the invalidity of the notes given the Supply Co., so far as justice court juries are concerned, and the many gentlemen of this section whose notes are held by the Drovers' Bank will feel secure against payment of the obligations held against them.

Port Huron—Mayor N. S. Boynton has tendered his resignation as President of the Chamber of Commerce, accompanying the resignation with the following caustic criticism: "I had invited the grocers and commission merchants of this city to meet at the Chamber of Commerce to make arrangements for entertaining the grocers of the Saginaw valley, who were to have their annual excursion or outing in the near future, and I had invited them to come to Port Huron. Only four of our grocermen showed up. Instead of an active interest being shown in the work of building up our city, holding what enterprises we have and securing others to locate here, I find that a great deal of indifference prevails. One of our most valuable manufacturing institutions has been forced to move elsewhere, and it looks as if others would follow. Empty dwelling houses are found everywhere, and more are being vacated. There seems to be a disposition on the part of some of our business men and large real

estate owners to oppose public improvements and exhibit an utter indifference to add to our industrial enterprises."

Detroit—The joint executive committee of the cigarmakers' and cigarpackers' unions has finished the appeal to the international union asking its indorsement of the strike to be begun against the "open" shops of this city, and it was mailed to the headquarters in Chicago Saturday night. At a meeting held Tuesday it was voted to strike if the international union gave its consent. The matter has been referred to a vote of all the unions affiliated with the international union, or the executive board may indorse the application. It will probably take a couple of weeks before the answer of the international reaches Detroit. An open shop is one in which both union and non-union persons are employed. The blue label is not placed on the goods manufactured by open shops. The shops classed as open shops by the local union are the Banner, Detroit Cigar Manufacturing Co., George Moebis & Co., Alexander Gordon, Cabinet Cigar Co., and H. Dietz. The union men have no grievance, so far as wages or hours are concerned, but it grieves them beyond measure to be compelled to work side by side with non-union men who do not contribute to the support of unionism and the upbuilding of anarchy.

Detroit—Two of the oldest business houses in the State will be married Sept. 1. The firm names of H. P. Baldwin, 2d, & Co., and A. C. McGraw & Co. will then be wiped out of existence, and in their place will be written that of Baldwin, McGraw & Co. H. P. Baldwin, 2d, & Co. is composed at present of H. P. Baldwin and Samuel C. Sutter. The members of A. C. McGraw & Co. are the A. C. McGraw estate, Thomas S. McGraw, William A. McGraw and S. G. Caskey. The new firm will be made up of H. P. Baldwin, Samuel C. Sutter and Thomas S. McGraw. H. P. Baldwin & Co. are doing business at the southwest corner of Woodward avenue and Woodbridge street in the building that they have occupied since 1851. A. C. McGraw & Co. are at the southwest corner of Griswold and Woodbridge streets, so that the two factories are separated by only an alley. After Sept. 1 Baldwin, McGraw & Co. will occupy the latter location, which affords an immense floor space. Not only will there be no decrease of the number of operatives, but an increase is expected. The change is due largely to a desire to close up the estate of A. C. McGraw, and, no doubt, to the advantages to be gained by combining the interests of the two institutions and stopping the competition between them. Both firms have made enviable records as manufacturers of boots and shoes. H. P. Baldwin, 2d, & Co. is the outgrowth of H. P. Baldwin & Co., which, in its turn, was established in 1836 by the late Gov. Baldwin. H. P. Baldwin, 2d, and Mr. Sutter were taken into the firm in 1870 and succeeded to the business in 1878 under the present name. An indication of the conservatism of the house is shown in their long tenancy of their present quarters. Only one other firm in this city, it is said, has remained the same length of time in one place; that is, T. H. Eaton & Co. The other house was established by Alexander C. McGraw in 1832. Stephen Smith was taken in as a partner in 1843, but S. G. Caskey succeeded him in 1853. Subsequently, Wm. A. and Augustus C.

McGraw were admitted. Alexander C. McGraw died in 1893, and since then the business has been conducted by the executors of his estate and his surviving partners. A rubber business was connected with A. C. McGraw & Co.'s boot and shoe factory at 33 Woodward avenue. This will be carried on by W. A. McGraw.

MANUFACTURING MATTERS.

Armada—Hulett & Case will begin making cheese about June 1.

St. Clair—The Diamond Crystal Salt Co. is erecting an addition to its works 48 x 41 feet in size and three stories high. On the second floor will be a grainer.

Dorr—A 50-barrel roller process flour mill is to be built here by Herman Geerds, of Fremont. The citizens donate a site and \$500 in cash as encouragement.

Detroit—The name of the Globe Foundry Co. has been changed to the Globe Iron Works and its capital stock has been increased from \$5,000 to \$15,000.

Muskegon—E. E. Nolan, W. E. Thornton and D. M. Stever have leased the upper floor of the Bercus saw shop and will embark in the manufacture of bicycle rims under the style of the Only Perfect Wood Rim Co.

St. Ignace—Immense gypsum beds have been discovered three miles northwest of this city and Kansas City capitalists have secured options on all the land in that locality, with a view to developing the business.

Detroit—Articles of association of the Globe Electrical Co. have been filed in the county clerk's office. It has a capital stock of \$10,000, of which \$3,000 is paid in, and is held by Will H. Palmer, 400 shares; Scott H. Morris, 399, and Friend Palmer, 201.

Traverse City—The Potato Implement Co. has purchased the woolen mill property and will convert it into a factory for the manufacture of the Acme hand potato planter, the Acme plaster sifter, the Hill improved knapsack sprinkler and a new cart sprinkler, recently acquired by the company. C. K. Buck is now devoting his entire attention to the business.

A Prompt Settlement.

GRAND RAPIDS, May 24—Yesterday my house at No. 174 Lyon street was badly damaged by the fire in the Second Reformed church. I reported the loss to the office of the Grand Rapids Fire Insurance Co., and the proper persons immediately took up the adjustment, and this morning Secretary McBain handed me a check in full settlement of my loss. I recommend all Grand Rapids citizens to insure their property in our home company, where they are sure to receive prompt, honorable and courteous treatment. CALVIN L. IVES.



FLAGS!

A 1 kinds, sizes, qualities and quantities of Flags at

STEKETEE & SONS.

Henry J. Vinkemulder says that his book-keeper files his order slips in Shaw's Name File Book and that, when so filed, accounts are always ready for settlement. Mr. Vinkemulder's growing trade necessitates the most economical system of accounts.

GRAND RAPIDS GOSSIP.

E. O. Goss succeeds Caldwell & Goss in the meat business at 351 East street

White and Armstrong have opened their office for the sale of cigars at 75 Lyon street.

N. M. Hooker has opened a grocery store at Moline. The Olney & Judson Grocer Co. furnished the stock.

E. L. Lanphere, formerly of Toledo, Ohio, has purchased the grocery stock of L. J. Wheeler at 704 Wealthy avenue.

Edwin Fallas has enlarged the scope of his activity by adding machinery for the refining of syrups at his jelly, pickle and mince meat factory on Livingston street.

E. H. Donnally, trustee for the creditors of the Sweet Electric and Manufacturing Co., announces that he will dispose of the assets at public sale on May 31.

The United States Circuit Court of Appeals of Boston has granted the O. & W. Thum Co. a rehearing on each of the seven points asked for in their suit against Boston parties who imitated the salient features of their Tanglefoot.

The report that Wm. Graham and S. Fred Rouse had consolidated their grocery stocks under the style of Rouse & Graham is untrue. Mr. Graham continues business at 703 Madison avenue and Mr. Rouse remains in trade at the corner of Madison and Griggs avenues.

L. E. Hawkins & Co. have sold the stock in the "Little Corner Grocery," at the corner of East Fulton and Lagrave streets to Aldis E. Holmes, formerly of St. Joseph, and Frank Whipple, of this city, who will continue the business under the style of Holmes & Whipple.

The annual license fee of \$30 for hucksters of vegetables and peddlers of fruit is an established fact, Alderman Shaw having sustained a third defeat at the meeting of the Common Council Monday evening, when the aldermen refused to reopen the question by the decisive vote of 17 to 6. It is now in order for the police department to act promptly and effectively in the matter, prosecuting those who have neglected to take out the necessary licenses as a preliminary to engaging in the peddling business.

The I. M. Clark Grocery Co. recently foreclosed its chattel mortgage on the stock of Leonard Gates, the Howard City grocer, and last Wednesday Fred B. Clark bid in the stock at public sale for \$375. As the claim of the Grocery Co. was \$678 and Mr. Clark had reason to believe that goods had been purloined from the stock and secreted, he caused the arrest of Mr. Gates on a charge of secreting chattel mortgaged property. He subsequently sold the stock to C. A. Straith, who has leased the store building occupied by Mr. Gates and will continue the business at the same location.

The Grocery Market.

Sugar—Hard sugars are firm, but some grades of soft are weak and a shade lower. There are no indications of a decline in granulated, nor are prices likely to go lower unless the European markets develop great weakness and influence a decline in raw sugars here, which at the moment seems improbable. It is believed that jobbers still have fair stocks, the consumptive demand having fallen off, due in a great measure to the cold snap,

and it is not expected that the trade will take hold with freedom until the latter part of this week or early next week.

Bananas—The market for the past week has been rather bare of what could be called real good shipping stock. Nothing but culls could be obtained up to Wednesday, at which time three or four cars came in, but the fruit was entirely green and will not be fit for shipping before next Monday. The severe frosts which materialized during the past ten days injured the berry crop to a considerable extent and for that reason bananas have been in greater demand and have sold rapidly at good prices. It is to be expected, however, that from now on the fruit will be plenty and cheap, as domestic fruit will begin to come in freely and materially affect the demand for this item.

Lemons—Everything at present goes to warrant a possibility of having warmer weather and, if it comes, it can be reasonably expected that higher prices will result. The recent cold spell did not have a tendency to reduce prices, as many dealers supposed and hoped it would. It simply checked the demand. Stocks in general held by Western dealers are light and all of them are kept from buying largely for fear that there should be a slump, and they do not want to be caught with large stocks in such a case. We believe that it will be perfectly safe to buy what will be needed for the next six weeks at present prices and that those who take advantage of them now will reap their reward in dollars and cents. New York brokers and importers report already a stronger feeling and an advance of at least 50c per box will probably be recorded before another issue of this paper, if the weather does its duty.

Oranges—Most of the local dealers are buying in a small way—from hand to mouth, we might say—as all of the seedlings melt down very rapidly and it is much safer to get them in small lots, even at a slight advance over car load prices, than to order them in large quantities, and lose money and labor in repacking made necessary by natural decay. Mediterranean sweets are beginning to come into market and, while the fruit is not at all superior to seedlings in quality, they will stand up much better and for that reason are held at higher prices. Navals are practically gone, what few there are left being too puffy and juiceless to merit any attention. Messina fruit is arriving freely and selling at good prices, but the quality is not up to the California stock. Prices, as they appear in another column, are correct in the main, but, of course, large orders would be shaded a little in price.

Fireworks—The wholesale dealers in fireworks are already giving their men samples, and it is high time that the retail trade began to put in stock, as a great many of the smaller towns are going to celebrate and, if one wants to sell goods, it is necessary to have them in stock in good season. Prices this year are lower than were in force a year ago and in keeping with the times, especially in 40-64 long stem crackers, American cannon crackers, torpedoes, flags and rockets.

L. C. Prescott, formerly engaged in the paint and wall paper business here, has removed, with his family, to Port Huron, where he has established a successful business in the same line under the style of the Prescott & Winchester Co.

Gripsack Brigade.

C. J. Pope, of Owosso, has taken a position as traveling representative for the Saginaw Hardware Co.

Albert C. Antrim (Alabastine Co.) has returned from a four months' trip to the Pacific coast, going via Washington and Oregon and returning via New Mexico, Arizona and Texas. Mr. Antrim still claims the distinction of being the first traveling salesman to go out of the Grand Rapids market.

J. W. Martin, traveling representative for Voigt, Herpolsheimer & Co., has concluded to take up his residence in Grand Rapids and has, therefore, removed his family from Detroit to this place.

The members of Post C (Detroit), Michigan Knights of the Grip, have chartered the steamer Wyandotte for their annual excursion, to be given to Sugar Island, Saturday, July 6. Invitations have been sent to the different traveling men's associations in the State.

Two more deaths have occurred in the ranks of the Michigan Knights of the Grip—N. L. Bouton, of Pentwater, and Theo. Schultze, of this city. The former was an old member, but the latter had joined only last December, having paid only \$3 into the organization. The \$500 the widow will receive as the result of this investment was all the insurance carried by the deceased. This makes seven deaths in the K. of G. so far this year and, in addition thereto, three deaths occurring during December were carried over to this year's account, making ten in all.

The Grain Market.

Another booming week has passed, during which time wheat has advanced fully 5c per bushel. There are various causes for this booming. The scarcity of wheat is caused largely by the enormous quantities of grain used for feeding purposes. As wheat has been so extremely cheap, it seemed that the whole country was bound to destroy it—any way to dispose of it—and now many farmers wish they had the wheat back in their granaries. The frost seems to have injured the growing crop in Indiana, Ohio and Illinois. Kansas reports a very short crop. Our opinion is that wheat is at a pinnacle price. Speculation has been very lively and country speculators for once are reaping the benefits. The decrease during the week was 2,224,000 bushels, leaving the visible 54,260,000 or about 9,000,000 less than the corresponding week last year.

Corn did not advance with wheat, as is usual, owing to the fact that the receipts were large. The present cool and frosty weather is a setback to the growing crop. There is still abundance of time to make a good crop of corn, which is a drawback to its advancing in price, although we think it is the lowest on the list.

Oats are very firm and the demand for them is increasing.

The receipts during the week were as follows: Wheat, 54 cars; corn, 33 cars, and oats, 4 cars. C. G. A. VOIGT.

O. S. Rodenbaugh, of the firm of Rodenbaugh Bros., druggists and grocers at Mancelona, died May 22, after a lingering illness with consumption. Deceased had been a resident of Mancelona since 1882 and was well known and highly respected, having held many positions of trust and responsibility, including that of president of the village.

Ask J. P. Visner for Edwin J. Gillies & Co.'s special inducements on early import teas for June shipment.

Wants Column.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

FOR SALE—ONE HALF INTEREST IN A general store in a hustling town of 3,000 population. Will inventory about \$5,000. Only cash offer considered. Obligated to sell on account of poor health. Address No. 778, care Michigan Tradesman.

GOOD OPENING FOR BARBER SHOP, AND residence to rent cheap. Address No. 779, care Michigan Tradesman.

FOR SALE—FIXTURES WORTH \$1 00 AND good will of an old-established clothing store for \$300. Good chance for a live man to drop into a good paying business. Address A. Markson & Son, Big Rapids, Mich.

FOR SALE—DRUG STOCK AND FIXTURES; corner location; stock in good condition and business paying. Good reasons for selling. Address Dr. Nelson Abbott, Kalamazoo, Mich.

FOR SALE OR EXCHANGE—A FIRST-CLASS nearly new steam evaporator, with all attachments; seventy-five bushels capacity. Address W. H. N., care Michigan Tradesman.

FOR SALE OR RENT—THE SAUGATUCK basket factory, fully equipped with machinery. Enquire of John T. Strahan, Grand Rapids.

GOOD OPENING FOR DRY GOODS DEALER with \$2,000 to \$5,000 capital, in a town of 1,000 inhabitants. For particulars address No. 775, care Michigan Tradesman.

FOR SALE—DRUG STOCK, CONSISTING OF staple drugs, patent medicines, stationery, blank books, wall paper, etc. inventorying about \$4,000, for one half cash and two years' time on balance. Cash sales last year, \$5,000. Store has steam heat, electric lights, hot and cold water—everything in first-class shape—and is situated in best town in Upper Peninsula, in mining district. Reasons for selling, ill health, necessitating a removal to a warm climate. Address No. 769, care Michigan Tradesman.

FOR SALE—HOUSE AND CORNER LOT ON finest residence street in Grand Rapids. Lot 76x145 feet in dimensions, with alley. House on rear of lot, leaving room for mansion on front of lot. Price, \$9,000. Terms, \$3,500 cash; balance on time. Address No. 772 care Michigan Tradesman.

FOR SALE—GOOD STOCK CLOTHING, DRY goods and boots and shoes, at 60 cents on the dollar. Best stock ever offered; fine location; will invoice about \$5,000. Address No. 770, care Michigan Tradesman.

FOR SALE—A WELL SELECTED STOCK OF drugs and fixtures complete, located on good street in Grand Rapids. A bargain, if taken at once. Address Chas. E. Mercer, phone 863, 1 and 2 Widdicombe block.

FOR SALE OR EXCHANGE—HOTEL PROPERTY. Good location. For particulars address J. C. Tracy, Custer, Mich.

WANTED—PARTNER TO TAKE HALF INTEREST in my 75 bbl. steam roller mill and elevator, situated on railroad; mill preferred; good wheat country. Full description, price, terms and inquiries given promptly by addressing H. C. Herkimer, Maybee, Monroe county, Mich.

EIGHTY CENTS WILL BUY \$1 WORTH OF a clean stock of groceries inventorying about \$5,000. Terms, cash; sales, \$30,000 annually; strictly cash store; good town of 7,000 inhabitants. Address 738, care Mich. Tradesman.

MISCELLANEOUS.

FOR RENT—B. V. STORE, 523 SOUTH DIVISION street. Splendid location for furniture, house furnishing, crockery or gentlemen's furnishing goods. Apply to John C. Dunton, 57 Lyon street.

FOR RENT—DOUBLE STORE BUILDING for furniture and house furnishings. Only one in city of 3,500. Chance of a lifetime. Address Lock Box 869, Belding, Mich.

WANTED—PAIR PLATFORM SCALES, standard make, capacity not less than 1,000 pounds. Large platform preferred. Address No. 768, care Michigan Tradesman.

GRANITE AND MARBLE MONUMENTS, markers and all cemetery work. Largest stock. Write us about what you want and we will quote prices. Grand Rapids Monument Co., 818 South Division.

MEN TO SELL BAKING POWDER TO THE grocery trade. Steady employment, experience unnecessary. \$75 monthly salary and expenses or comm. If offer satisfactory, address at once, with particulars concerning yourself, U. S. Chemical Works, Chicago.

WANTED—POULTRY, VEAL, LAMBS, BUTTER and eggs on consignment. Ask for quotations. F. J. Dettenthaler, Grand Rapids, Mich.

WANTED—BUTTER, EGGS, POULTRY, potatoes, onions, apples, cabbages, etc. Correspondence solicited. Watkins & Smith, 81-86 South Division St., Grand Rapids.

WANTED—EVERY DRUGGIST JUST starting in business and every one already started to use our system of poison labels. What has cost you \$15 you can now get for \$4. Four teen labels do the work of 113. Tradesman Company, Grand Rapids.

SITUATIONS WANTED.

SITUATION WANTED—REGISTERED ASSISTANT pharmacist; first-class references; graduate in pharmacy and chemistry. Address No. 780, care Michigan Tradesman.

TOLEDO'S EARLY DAYS.

Pioneer Incidents of the City on the Maumee.

Written for THE TRADESMAN.

No town in the United States which cannot trace its rise to the fort can ever hope for a place among the aristocracy of cities; and, when the time comes for Toledo to take her place as the Great—not the Future Great—City of the world, she will point with pride at the place "where the brook and river meet,"

and tell the story of her early toils and tears to those who come to stand on the spot where Fort Industry stood, the cradle where was rocked the infancy of the Lady of the Lakes. It was near the mingling of these waters—Swan Creek and the Maumee—where, early in the present century, the fort was located—"a stockdale fort," the records say, "as near as can be determined, on Summit street"—and, it may be added, it is, probably, the site of Fort Industry Block on the corner of Summit and Jefferson streets, and the scene, on July 4, 1805, of a treaty with the Indians, when their claim to Fire Islands, a tract of country including all of Huron county and most of Erie, was given up.

With this in mind, I sauntered to the dock at the foot of Jefferson street, not a stone's throw from the site of the Fort, and looked out upon the placid Maumee, as wide here, perhaps, as the Rhine at Cologne, and almost as dirty. It is not a hundred years since the old stockade shut out the Indians, but marvelous are the changes which have taken place since then. The old-time picture is easily painted, for the woods, then, came down to the river upon either bank; the sky was probably flecked, as to-day, with hints of recent storms; the sun brightened alike the leaves and the ripples, and up the stream and down the stream it was a scene of woods and river, breeze-kissed under a cloud-dotted sky of blue.

No records tell us how many built and occupied the Fort, nor who they were; but they do say, later on, that the woods were full of game, and, indirectly, they furnish an idea of the life going on around the old Fort. Deer in large herds roamed the forest, ready, when needed, for the wants of the hunter. Wild turkeys are especially mentioned and we are led to infer that it was no uncommon thing for the turkey to weigh, when dressed, thirty pounds. Partridges and quail were in great abundance, also woodcock and snipe, and, farther down the river, where Jackson street strikes it, it was no unusual sight to see, at one time, 500 prairie chickens. Quail were then sold at a shilling a dozen, bringing 6½ cents more when dressed, and ducks and geese, of which there seemed to be no end in Maumee Bay, were sold for the magnificent sum of 30 cents a dozen.

These are pleasant things to read; but there were other things to be taken into account by those who thought of settling near Fort Industry. They might, with composure, read,

"On Maumee, on Maumee,
The potatoes they grow small;
They roast them in the fire,
And they eat them tops and all."

But, when they learned that Mr. Ague had pitched his tent here, and that they who felt his grasp shook so that "the house and all" fairly rocked, it is probable that more than one, when assured of this,

"Folded his tent like the Arab,
And as silently stole away."

I myself have heard from the lips of

A. HIMES.

Wholesale Shipper

**COAL, LIME, CEMENTS,
SEWER PIPE, ETC.**

1 CANAL ST. GRAND RAPIDS.

S. P. Bennett Fuel & Ice Co

Mine Agents and Jobbers for

ALL KINDS OF FUEL.

GRAND RAPIDS, MICH.

Thos. E. Wykes

**LIME, SEWER PIPE,
FLOUR, FEED, Etc.**

Any quantities, Wholesale and Retail. Write for prices.

45 S. Division St., Grand Rapids.

A. B. KNOWLSON,

Wholesale Shipper

Cement, Lime, Coal, Sewer Pipe, Etc.

CARLOTS AND LESS

GRAND RAPIDS, MICH.

S. A. Morman & Co.

19 Lyon St., Grand Rapids.

**Lime, Cement
Sewer Pipe, Coal**

Wholesale and Retail

We handle the **Alsen's Cement**, the best in the world for sidewalk work

Chas. A. Coye

MANUFACTURER OF



Tents, Awnings,

**HORSE, WAGON and
BINDER COVERS.**

11 PEARL STREET,

GRAND RAPIDS, MICHIGAN.

The Bradstreet Mercantile Agency,

The Bradstreet Company, Props.

Executive Offices, 279, 281, 283 Broadway, N.Y.

CHARLES F. CLARK, Pres.

Offices in the principal cities of the United States, Canada, the European continent, Australia, and in London, England.

Grand Rapids Office, Room 4, Widdicomb Bldg.

HENRY ROYCE, Supt.

Bonus Offered:.....

The citizens of the village of **VANDERBILT** will pay a liberal bonus for a Hardwood Factory that will employ seventy-five men or more.

We have the choicest of Maple, Birch and Basswood Timber.

Correspondence solicited.

Arthur L. Morse
VANDERBILT
Otsego Co., Michigan

SMOKE

CAMEO

The Best

5 Cent

Cigar

On Earth

**Worden
Grocer
Co.**

Grand Rapids, Mich.

**The Sun ---
Draws Water**

From all parts of the world without apparent effort.

**You Can
Draw Trade**

From all directions almost as easily if you handle our Famous Brands of Spring and Winter Wheat Flour, our Celebrated Feed and our well-known Specialties.

IT PAYS to buy where you can get EVERYTHING you need. IT PAYS TO BUY OF US.

BECAUSE our goods are continually advertised all over the State.

BECAUSE people KNOW them.

BECAUSE people WANT them. What people want they BUY.

VALLEY CITY MILLING CO.

GRAND RAPIDS, MICH.

the early settlers how, when the place had become a growing town, it was a common thing, in ague time, to meet strangers at the station and take their measure, that their coffin might be in readiness, and that confusion and delay which otherwise might be expected to follow be avoided—a practice not calculated to secure a rapid increase of population. This and similar stories were recited, however, as a sample of what the enemies of the Future Great City were in the habit of saying of their aggressive rival; but the retailers of these yarns informed that the stories were pleasant little fictions, merely, and that they were wholly without foundation. There might have been some ground for them when Swan Creek, unvexed by the Perry street bridge, mingled its waters with the yellow waves of the Tiber—I should say Maumee—but, since then, no ague to amount to anything has darkened a single day of the Lady of the Lakes, especially if she began the day in the orthodox fashion with a good horn of whisky and was careful to see that her stock of quinine was not exhausted—*began* and *was* careful, mind you, for, now, there is not a city in the basin of the St. Lawrence so free from malaria and from disease of any kind as is the city of Toledo.

When I first knew the city, she was struggling with that awkward period known as the "betwixt and between" time of life. Hardly large enough and hardly old enough to don the garb of womanhood, and yet painfully aware that some of the proprieties of maturity must be observed, she wore, at that time, a gown much too large for her and, with skirts frayed and bedraggled in the mire of pasturelands and vacant lots as forlorn as they were neglected, reminded one of a buxom country lass, with stockings and shoes to wear, if she would, but much preferring to go without them. She took pride in Summit street and believed, after one or two buildings of brick had been put up, that little more was wanting to make her the business center of North America. When one or two lines of railroad had connected her with the rest of the world, she complacently contemplated the Maumee and Lake Erie and wondered how long it would take the poor stupid world to find out the location of the Future Capital of the Western Empire. The building of the Oliver House was an event; of the Boody, a climax, and, when Society left White's Hall and engaged a box at Wheeler's Opera House, after rejoicing that she was no longer provincial, my Lady of the Lakes concluded to go barefoot no longer and, putting away childish things, to enter upon that career predicted by the early settlers about the Fort at the mouth of Swan Creek.

Then it was that Toledo began to be a city. She found that a store could be built on some street besides Summit, and she built it. She concluded that, with a water way unsurpassed at her very door, she ought to be more of a railroad center; so she built the roads. These finished, she insisted that a city so connected with the remotest parts of the country should be a manufacturing center; she gained her point. Then she became tired of living in a basement house wedged in between two other basement houses and without any dooryard, and, going out where there were green fields and an abundance of tall trees, she built her a

home worthy of the daughter of a fort-building father; and the pasturelands and the woodlots of long ago are now so many carefully-kept lawns, the pride of as many beautiful palaces, upon streets nowhere surpassed in pave or border, the whole having gained for her the title she gracefully wears—"The Lady of the Lakes."

It was of the palace and not the Fort that I thought, as, my reverie over, I joined the crowd on Summit street; and yet there must have been something of the old hunting ground spirit within me striving for expression, for, while I was under the shadow of The Nasby, a regular sky scraper, I found myself humming, as I followed its lofty top into the clouds:

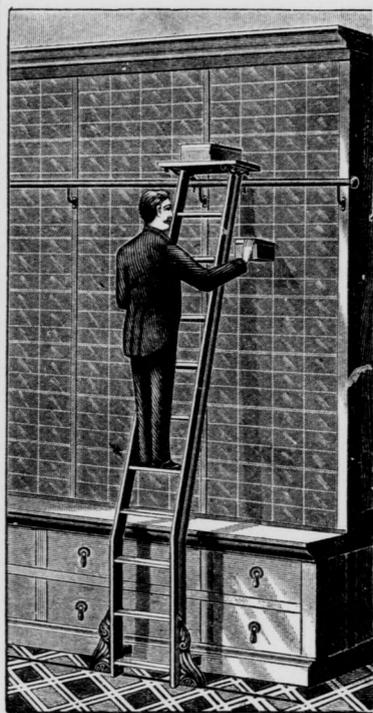
"On Maumee, on Maumee,
The potatoes they grow small;
They roast them in the fire,
And they eat them tops and all!"

RICHARD MALCOM STRONG.

PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber

CYCLE STEP LADDER.



WRITE

HIRTH, KRAUSE & CO.,
MICHIGAN STATE AGENTS,
for Catalogue.

NOTHING SUCCEEDS LIKE MERIT!

—THE—
Rocker Washer



Has proved the most satisfactory of any Washer ever placed upon the market. It is warranted to wash an ordinary family washing of
100 Pieces in One Hour as clean as can be washed on the washboard.
Write for Catalogue and Trade Discounts.

ROCKER WASHER CO., Ft. Wayne, Ind.



HIGHLAND BRAND VINEGAR

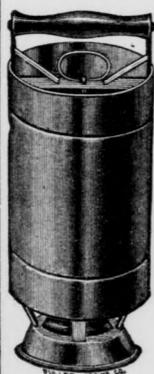
Is known by more people,
Is used by more people who know how to live,
Is appreciated by more people and regarded by more people as a superior article than any other vinegar on the market

Good goods will increase your business Your stock is not complete without a barrel of the Highland Brand.

OAKLAND VINEGAR AND PICKLE CO.
HIGHLAND STATION, MICH.

GET READY FOR THE

Potato Bugs



THE ECLIPSE

IS A NEW AND VALUABLE IMPROVED

Water Sprinkler with Sifter or Duster Attachment.

(Patented 1886. Improved 1889.)

Especially adapted for applying Paris Green Water, Powder Compounds, Plaster, etc., to Potato Vines and other plants.
THE ECLIPSE is manufactured in such a durable manner as to be practically indestructible, and also so simplified as to be quickly and easily detached for any purpose necessary, making it the Cheapest and Most Convenient Sprinkler for all purposes—in doors or out—and a practical device indispensable for effectually destroying the Potato Beetle and other plant insects.

For Store or Floor. For Dusting.
For Sprinkling. For Vines or Plants.

Acme Plaster Sifter

FOR POTATOES AND OTHER VINES.

EASY TO OPERATE ===== SIMPLE and DURABLE
EIGHT TO TEN ACRES COVERED PER DAY.

To Operate the Sifter.

Place the square piece of Sheet Iron with points down over the agitator in the bottom. Put the Plaster in can on top of square piece. This square piece takes part of the weight of plaster, which is very heavy, from the agitator and allows it to work freely. A slight turn of the wrist, easy or hard, as you may wish much or little plaster to be delivered, is all that is necessary to operate the sifter.

With one in each hand a man can care for two rows at once, covering from eight to ten acres per day.



FOSTER-STEVENS & CO.
MONROE ST.

GRAND RAPIDS.



A WEEKLY JOURNAL DEVOTED TO THE
Best Interests of Business Men.

Published at
New Blodgett Bldg., Grand Rapids,
— BY THE —
TRADESMAN COMPANY.

One Dollar a Year, Payable in Advance

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men.

Correspondents must give their full name and address, 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 Grand Rapids post-office as second class matter.

When writing to any of our advertisers please say that you saw their advertisement in THE MICHIGAN TRADESMAN.

E. A. STOWE, Editor.

WEDNESDAY, MAY 29.

CONSEQUENCES OF THE DECISION.

There has been considerable discussion as to the consequences of the income tax decision in its curtailment of the power of taxation by the general government and many dire effects are predicted by those who dissent from the opinion of the court. These predictions are of all degrees of absurdity and prophesy ruin and chaos to the revenue system. Senator Morgan, of Alabama, an able constitutional lawyer, goes so far as to say that the decision will make it necessary to refund all liquor and tobacco taxes, claiming that they are as much direct taxes as a tax on personality. Some even discuss the necessity of an extra session of Congress to repair the wreck and to make provision for the deficit so greatly increased by it.

The more conservative majority, however, are not at all alarmed as to the situation.

They recognize, what would seem to be the fact, that the constitution in its intention and interpretation clearly defines that the general government has the sole right to levy all duties and tariff taxes, and any others that would interfere with commerce between states. It also has the right to levy a per capita tax. It was evidently the belief, which has been justified, that, without the last, these would be sufficient for all ordinary needs of the government. If some of these have been diminished to an imprudent degree it is not a fault of the constitution.

To offset these reservations by the general government the power of direct property taxation is by the same instrument secured to the individual states.

There seems to be nothing in the decision that interferes with the statement of the situation. All talk of an amendment of the constitution to enable the government to impose direct taxes is the sheerest nonsense. The anarchistic spirit that made it possible to pass such a law through its activity and the demagogism of Congress really actuates but a small minority in this country. It might be possible to carry a state or two, but it is an absurdity to think of carrying the necessary two-thirds to secure the adoption.

It is probable that improved conditions will so increase the revenues of the government that the increase of the deficit will be speedily arrested. This will allay the anxiety on that subject until a

new Congress can take such action as may be necessary to put the revenues into a healthy condition, and the unpleasant episode of an income tax will be soon forgotten.

THE CUBAN SITUATION.

The reports from the insurrection in Cuba indicate that the movement is growing in magnitude and that while the Spaniards are continually reporting severe defeats administered to the Cubans and the killing of the prominent leaders, these reverses seem to be constantly increasing the strength and activity of the revolutionists, and two prominent leaders seem to spring up where one is cut down. The Spanish government relied greatly on the prestige and prowess of their greatest general, Campos, fancying that his going to the island with a large army, nearly 30,000 men, would overawe and dishearten the Cubans and that it would be an easy matter for him to restore its authority in the provinces in rebellion.

The result has been far from their anticipations. His coming has advertised the importance of the movement and caused great accessions to the insurgent ranks from the Cuban population impelled by the patriotic hope that independence would become the question at issue. It has also led to the flocking of great numbers of Cuban sympathizers and other adventurers from this country to the island with munitions of war and other assistance.

It is said that the Cubans are depending on the assistance of that grim destroyer, pestilence. The unacclimated Spaniards can hardly hope to pass the heated term without suffering severely from yellow fever, while the islanders will be comparatively exempt from its ravages, and will have command of many of the healthier localities.

The prospect of a termination of the movement is, to say the least, very remote. The Spanish general has waited so long before attempting decisive movements, that it would seem his opportunity is gone. If the Cubans pursue a defensive policy, they will tire the Spanish government with the expense of maintaining such armies in the field and by the loss of so great a share of the revenues it has exacted, and it is not unreasonable to conjecture that the war will result in greatly lessening the rigor of Spanish rule, if not in independence.

There has been built, at the London Empire of India Exhibition, a wheel on the plan of the Ferris wheel at the World's Fair. It is considerably larger, to beat the Yankee wheel, of course; and, to adapt it to the differences in national customs and prejudices, it was found necessary to make ten of the forty cars in luxurious style for first-class passengers, while the remaining thirty will be adapted to the more plebeian patrons. The Ferris wheel had thirty-six cars on a democratic level.

Technicalities and motions are being introduced into the litigation attending the management of the affairs of the Whisky Trust to an extent that bids fair to give the lawyers the lion's share of the profits of that association for a long time to come. United States Courts are reliable business managers, but when there are so many conflicting interests to receive attention, their services are pretty expensive.

OPPORTUNITIES IN CHINA.

During the past ten years Li Hung Chang, the Chinese viceroy, has made every effort to break down the prejudice of the Chinese government against modern inventions and to secure the adoption of modern arms and implements. Before the recent war, he was defeated in most of these efforts by the advisers nearest the throne. In the instances where he has succeeded in getting the assistance of foreigners in the customs and other services, the results have been very favorable, and at the same time those rendering such assistance have speedily acquired large fortunes. The government is willing and can afford to pay for such service munificently when it will accept it at all. It is probable, as one result of the war, that the liberal Viceroy will be allowed to have his way, and already numbers of English and American promoters have gone to that country, ready to take advantage of any move on the part of the Chinese government to construct railroads or telegraphs or to adopt any foreign inventions. With legitimate commissions there is a fortune for the foreigner who can get the contract to supply the army with new guns and ammunition, or to furnish material for the new navy which China must speedily secure to take the place of that navy which was broken up at the Yalu and at Wei-hai-wei. In the building of railroads and canals there will be even greater profits. China needs railroads and waterways more than anything else, and if the Viceroy is not checked he will see that the main provinces are well supplied with means of communication.

Foreigners who can speak Chinese have an enormous advantage, and any man of ability who can speak and write the language of China ought to get a lucrative post in these days. The Oriental Departments of American colleges like Yale, Harvard and Cornell ought to turn out men who can prove of great value to China in her present extremity. Certainly, the government service, as well as trade, in China offers great returns to young Americans who know the Chinese language and who have the business ability to make use of it. There may not be another fee so fat as that \$100,000 in silver given to ex-Secretary John W. Foster for his few weeks' work in arranging terms of peace for China; but the Chinese are prepared to pay liberally for any foreign expert advice that will help them to get even in the race with Japan.

NOW SEE THEIR ERROR.

It has taken a long time for the railway labor organizations to arrive at correct conclusions as to the merits of the great Pullman strike. That some of them seem to have finally done so is indicated by the following extract from the official address of the Secretary of the Brotherhood of Railway Trainmen at the recent biennial session of that body:

The general effect of the strike will, I believe, be beneficial in the end to organized labor. It has taught the lesson that in order to win a fight of any consequence you must be in the right. I do not pretend to say that the cause of the Pullman Company was just, but I am obliged to admit that the strike against the railroad companies—and, particularly, those with which our membership and that of other railway labor organizations had contracts—was wholly unjustifiable. I am satisfied that those members now see the error of this action, but

at the time it was impossible to convince them that strict compliance with the law and their contracts with the companies was the only proper course for them to pursue.

It would hardly seem necessary that so self-evident a truism as the statement that to "win a fight of any consequence you must be in the right" would need so costly a lesson of blood and riot in an unjust cause to demonstrate. The injustice of the strike was as potent to the intelligent among the labor leaders during its occurrence as at this late day, but it seems the question as to whether an unjust strike could be won needed to be determined.

It has been noticed that the old prejudice against the Hebrew has well-nigh disappeared in most countries, and no sensible or right-minded person discredits a Jew because of his race or religion. In fact, in some quarters there is a distinct tendency to the other extreme, and many persons are glad to claim Jewish descent. Members of the English royal family have been known to boast that they have Jewish blood in their veins. And it is certainly in the power of the offspring of Princess Beatrice to do so, for the mother of Prince Henry of Battenburg, Princess Julie of Battenburg, was of Jewish extraction on her mother's side. If belonging to an old family gives a sound claim to distinction, certainly there is reason for pride in the Jewish blood. The Jews as a race far antedate the oldest families in Europe, royal, noble or aristocratic. They are quite able to care for themselves when it comes to intelligence, enterprise, education, influence and wealth.

The opening of the Kickapoo reservation for settlement last week was attended by a rush in some regards more exciting than the famous Oklahoma rush. The number of people, as compared with the number of claims, was much greater—25,000 for 437 claims. Great numbers of claimants are camped on a single claim in many instances, and it will be a considerable time before peace is restored and it is decided who are the rightful claimants. Of course, in a majority of instances might will be the arbiter.

Chas. A. Dana, the veteran editor of the New York Sun, thus discusses the necessity of character in the publishing business:

A fellow who is practicing arts of deception may last a little while, but he cannot last long. The man who stays is the man who has the staying power; and the staying power is not merely intellectual, it is moral. It is in the character.

The new Utah constitution provides for a jury of eight members, instead of twelve, and that a verdict may be rendered in civil cases by a three-fourths vote of that number. The experiment will be watched with great interest by the older states and, if successful, as it probably will be, similar innovations will follow elsewhere.

Country merchants who are pestered by peddlers should remember that the law regulating the peddling evil has been amended so that peddlers must now obtain separate licenses from the township boards of each township in which they peddle their goods.

The business office of THE TRADESMAN will close at noon Memorial Day.

GETTING THE PEOPLE.

Art of Reaching and Holding Trade by Advertising.

Written for the Tradesman.

It is generally conceded that the pharmacy—and especially the drug store in the smaller towns—is one of the most difficult branches of merchandising to successfully advertise. The druggist cannot conscientiously say, in his allotted space in the local paper, "Bankrupt Sale of Sticktite's Everlasting Porous Plasters. A job lot on our hands, which we must move at once to make room for Spring Styles." Plainly this would never do. Job lots in porous plasters and pills with which to beguile the unwary have not, as yet, been introduced in the drug line. Still, there's no doubt, if trade demands them, they will be made available. Neither can the dealer in physics attract the bargain-seeking eyes of the fair sex by calling attention to his "Spring Stock of Thattiredfeeling & Co.'s freshly imported Painless Kalamazoo Compound," which is guaranteed to cure the most obstinate case of "Blue-Mondays" in fifteen minutes or money refunded.

Obviously, none of these things will "fetch," and "fetching" business is what the drug man is trying to accomplish. Yet there's no doubt in my mind that a thousand and one different and fresh ways of bringing trade to his door may be devised by the "thinking and observing" advertiser. Personally, I never sold an ounce of drugs in my life, and am utterly without experience in the pharmaceutical business; yet, by giving full rein to my imagination, by "putting myself in the place" of the ad. readers, and making myself, to a certain extent, a mind-reader, I am egotistical enough to believe that I can devise new advertising—advertising which will "fetch" and hold trade—even for a drug store.

When you stop to think of it, attracting public attention is no trick at all. The foundation of the whole fabric lies in appealing to the cupidity, curiosity, characteristics and conditions of mankind.

Just sit down behind your desk some day, when business is slack, and write an advertisement something like this:

Politics and Roguery

Are often supposed to go hand in hand. This may be so, yet we can prove that "Roguery and Druggery" do not fit, in our case. In our

DRUGGERY

are no adulterations or roguism of any sort, but only the purest and best drugs on the market. A full line of Surgical Instruments, Toilet Preparations, etc.

JACK & PILL,

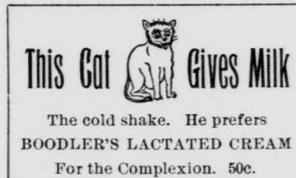
Open every moment. Upthehill street.

The above will appeal to the "curiosity" side of mankind. Then you may add to it just enough in the way of some special bargain to attract the attention of Mr. Cupidity, *alias* "Buycheap," and, in the language of Solomon, you've "got 'em."

Personal invitation advertising by means of neatly printed slips, delivered at the homes and addressed especially to the ladies, is an old-established method and, if the advertising is properly worded, will pay.

It is an easy matter to obtain the portrait of a cat. Get a nice-looking, corpulent "Tommy"—not one who looks as if he had been through a nocturnal prize-ring and concert contest. Place the pic-

ture in your show window, surrounded by the article to be advertised. The startling announcement, "This cat gives milk," is very certain to attract the attention of pedestrians. A card like this, printed in plain black letters on white cardboard, with plenty of white space around it, will do the rest:



This can be varied to suit any article of a similar nature.

Mr. Druggist, you haven't begun to get at the meat of drug store advertising. Look over your shelves, and get something new and novel before the public camera every day. Impress on the minds of the people that you are in business to sell goods—that your store is not merely a gossiping resort, a place to wait for the car, a convenient city directory holder, nor yet a rendezvous for lovers who dare not meet except by apparent chance. Give it to 'em hard—I have even heard of cases where a positive insult was embodied in the advertising and it drew trade. Yet this is bad practice and is frowned upon by all legitimate advertisers.

Some day, as you pass your local blacksmithing parlors, ask the brawny artist in iron for an old pair of broken buggy springs, the rustier and more old-fashioned, the better. Perhaps you have a liver invigorator of your own make—if not, sell some other. Place the broken spring tastily upon a bed of cotton, surrounding it attractively with the medicine.

POSITIVE SPRING REMEDY!

Bonnet's Hooperupella

WILL STRAIGHTEN OUT THE MOST TORPID LIVER.

Add to this in any attractive way and place the card above the springs. Underneath you might say:

"THE BROKEN SPRINGS"

Of life welded and made to carry the weight of care over the rough places without jolting, through the agency of—

I will venture to assert that your window will be crowded with lookers.

Buy your goods with especial reference to advertising. Never place an order without including some novelty or staple which you can "boom," thereby "fetching" the people to your place of business. Once there, you and your clerks, as courteous gentlemen, will know how to keep the people and bring them back again.

Don't fall to the rear in the race for trade, Mr. Druggist of the "Druggery;" there are plenty of advertising methods for you in the possibilities of art combined with English "as she's wrote," all pulverized with the pestle of "perseverance" in the mortar of "pleasing the public." FDC. FOSTER FULLER.

New York City is still hard at work getting rid of the overhead wires which disfigure the city and are a constant menace to the lives and property of the citizens. At last week's meeting of the Board of Electrical Control the Secretary reported that since the last meeting 642 miles of overhead wire and 317 poles had been removed. He said that 126 more poles were to be removed at once. This is as it should be. Subterranean wires cost the companies a little more, but in the long run they cost the public a good deal less.



Michael Kolb & Son

Wholesale Clothiers

Rochester, N. Y.

Our representative, WILLIAM CONNOR, of Marshall, Mich., will be pleased to call upon the Trade and show you samples, if you will favor him with a line. Mail orders promptly attended to.

Reeder Bros. Shoe Co.

State Agents for Lycoming Rubber Co.

LYCOMINGS are our FIRST QUALITY KEYSTONES are our Second Quality

Nine years ago these goods were not known in Michigan, and to-day they stand second to none and are as well known as any. A great many of the best retail merchants in Michigan and Indiana think they are the best goods made, being made from the Purest Rubber and on the best style lasts, and are the best fitting goods in the market. Our trade for the past nine years on these goods has steadily increased.

OUR LEATHER LINE is full and complete; also an elegant line of FELT BOOTS and SOX for fall.

See our salesmen—it will pay you to examine samples.

REEDER BROS. SHOE CO.

GRAND RAPIDS, MICH.

A. HEROLD, F. E. WALTHER, A. C. WETZEL, SAM H. SIMMONS

ARE HUSTLING THESE DAYS FOR ORDERS ON

WALES-GOODYEAR RUBBERS

THE BEST WEARING BRAND ON EARTH, for the

Herold-Bertsch Shoe Co.,

5 and 7 Pearl St., Grand Rapids.

P. S. Write us care the house.

RINDGE, KALMBACH & CO.

12, 14 and 16 Pearl St.

Manufacturers and Jobbers of

Boots, Shoes & Rubbers

Agents for the Boston Rubber Shoe Co.'s goods.

Now is the time to order your rubbers. They will be higher Oct. 1st. If you place your order with us, we will take good care of you and give you the best possible terms and discounts, and guarantee them until time of payment. You do not have to pay for them any sooner, and you are more sure of having your order filled complete if given now. Light goods very much improved in style and quality.

BOSTON RUBBER SHOE COMPANY'S

Goods are found at

McGraw's DETROIT

We have the Greatest Variety of the Freshest Goods, and the Largest Stock of any house in the United States.

Use Tradesman Wants Column

IT REACHES THE PEOPLE.

ONE PAIR OF GLOVES.

Thirty-three years ago this autumn, a little boat was dropping slowly down the Medway, below the old stone bridge of Maidstone. In it were Ralph Erroll and Bessie Farleigh, and there is small wonder they did not hurry their journey, for to them it was a sail into Loveland. Bessie was beautiful, and the evening was beautiful. The air was redolent with the rich, balmy, bitter odor of hops; far and near were the little camps of the pickers, and drifting in fitful strains over the river came the echoes of their songs and laughter.

It was not an evening when love needed to plead; he could let his presence blend with all other sweet influences, and trust to the effect. Bessie felt the charm of the sweet gloaming and the still stronger charm of Ralph's presence. By and by the boat drifted into a cove, and, stepping ashore, they were in a park that rose gradually toward an old gray Hall.

"See, Ralph; there are lights in the parlor! We must go home."

"Wait here one minute, Bessie; I have something to ask you. When I have made a little practice in London, will you be my wife? Answer me truly, now, as a good, honest girl ought to."

"I will, Ralph."

And when they came among the old-fashioned flower-beds, they were solemnly pledged to share life's fortunes together. For one minute they stood leaning on an old sun-dial, and in the newly-risen moon everything about Bessie had a strangely bewitching beauty. Ralph could not help noticing how exceedingly small and shapely was the hand that lay in his, and how dainty and pretty the pearl-colored kid glove that covered it.

When they parted, he said:

"Bessie, this has been a great night for me; give me this glove, that I may know to-morrow it was not all a dream."

Bessie laid it in her lover's hand with a smile and a kiss.

"Take it, Ralph," she said, "it is my gage that I will redeem my promise."

Ralph put the delicate little pledge away and went up to London. He had something to work for and hope, now, and he soon made these influences tell. Bessie's parents had not objected to the match. 'Squire Farleigh was the poorest of a long race of Kentish 'squires, and though the old Hall and lands remained, he had not been a successful farmer, and money was very scarce with him. There seemed nothing better for Bessie than that she should marry Ralph Erroll, for house and lands must go to her brother Tom, and every year the savings toward her dower had been less and less.

But the very next spring after Bessie's engagement, a speculative neighbor who had money proposed to the 'Squire the planting of the rich meadows of Farleigh in hops. Everyone knows that the culture of hops is the gambling of agriculture. As it happened, it was a lucky move for 'Squire Farleigh. It was a new crop to his lands; the yield was enormous, and the rate of duty—on which everything hangs—unusually small. When the picking was over, the hops sold, and profits divided, the 'Squire had 4,000 pounds in the bank.

Everything looked different now. He had found an El Dorado at his own door, and could do nothing but abuse the conventional stupidity which had led him always to plant wheat and oats and

feed cattle, simply because the 'squires before him had always done so.

But he was no better able to bear sudden riches than most men are. He immediately launched into unusual expenses—refurnished the Hall, and rebuilt his kennels, and bought a couple of hunting horses. There was plenty of time for Bessie's dower; next year's crop would provide for her; and, indeed, he had already begun to doubt the wisdom of Bessie's choice. He told himself that she would never live in a close city, and a doctor to him was only associated with scenes of death and misery.

The next year's crop was another success, and the 'Squire began to build fine oast-houses on his lands, for he was now determined to have everything necessary to the culture of hops of the very latest and best description. In the meantime, the whole family were learning extravagances never thought of in the days of simple farming. Tom Farleigh put no stint to his pleasures, and they were all of an expensive kind, and Bessie had developed equally expensive desires in the way of dress and watering-places. The 'Squire, with all his influx of ready money, was always in a tight place.

In the second winter of her engagement, Bessie was to stay with a new acquaintance in London. So far as Ralph was concerned, it was a very unhappy visit. He loved Bessie with all his heart. Bessie had begun to love many other things besides Ralph. The charm of London society, in all its splendid novelty, captivated her imagination. A life without the park and the opera, without balls and shopping, seemed like a return to the dark simplicity of Farleigh before the hop days.

Bessie thought she still loved Ralph, but she did not know her own heart until, one day, Ralph took her to see a little cottage at Richmond, and told her how much his income was, asking her honestly to redeem her pledge to him at once. She was struck with dismay at the apparent narrowing of her life, and positively refused to accede to an immediate marriage.

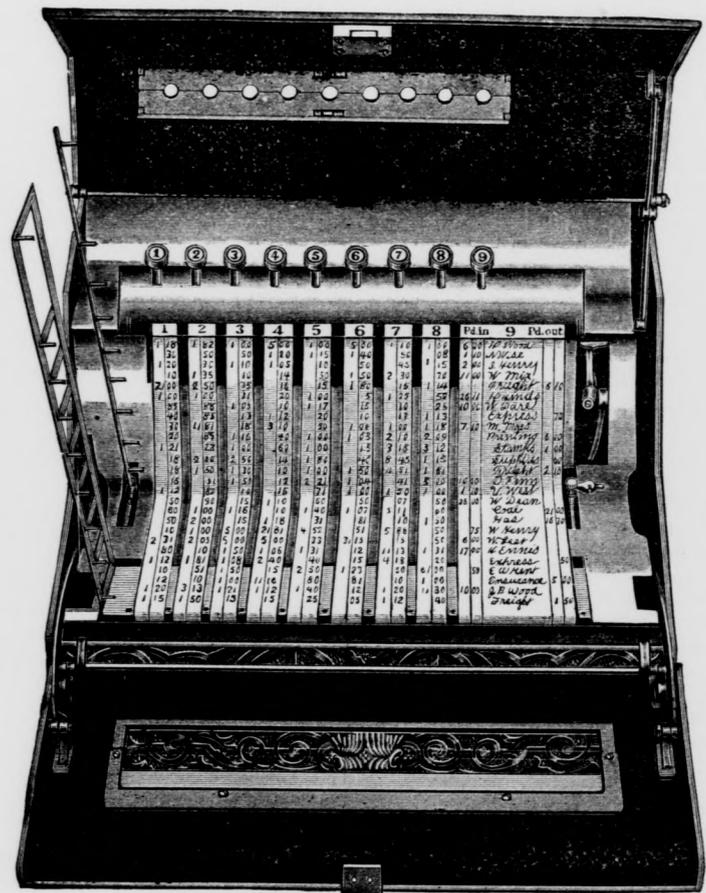
Indeed, the possibility of breaking it off had now entered her mind, and being once admitted, the idea made rapid progress, and she found plenty of reasons and excuses for her conduct. Ralph felt the change, but love is always blind where it does not want to see; and one morning, when he read her engagement in the *Morning Chronicle* to a wealthy magnate of the East India Board, he felt as if his life had been suddenly smitten with blindness.

When a man is constant, there is no constancy like it. Ralph refused to blame Bessie; everything and everybody were wrong but her, and he treasured the little glove that had been such a faithless gage beyond all his possessions. Day after day he watched the post with a feverish hope that incapacitated him for every other employment. He wrote and wrote to Bessie, and was quite sure that sooner or later she would find means to answer him. The only answer that ever came was a description of her marriage festivities down at the old Hall at Farleigh.

Then he knew his love was dead to him, and he tried to bury it in some sweet-scented corner of his heart; but just as he thought he was succeeding, he one day came suddenly face to face with

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Our No. 9 Machine with lid open, exposing interior view, showing accounts as separated into proper columns.

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The careless person IMPLICATES only HIMSELF, and NOT everybody in the store, as with other registering systems.

Every essential feature of the CHAMPION is fully protected by patents owned and controlled by the Champion Cash Register Company. Users will be protected and infringements will not be allowed.

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CHAMPION CASH REGISTER COMPANY,

GRAND RAPIDS, MICH.

Bessie in Oxford street. He suffered so keenly after it that he determined on putting himself out of the way of such encounters. So he advertised for some medical position, and had three answers. One would take him to Canada, one to Ireland, and the other to India. He determined to let the decision rest on which ever offered him the highest salary.

The Indian appointment won, and within a few weeks he was on the road to Calcutta. He had destroyed every memento of his engagement except one; but on that last night in England, when he had sadly burned Bessie's letters, and her little gifts, and even her picture, he had not been able to commit to destruction that dainty little glove that had so long comforted him. It seemed almost part of Bessie, and though he several times dropped it toward the flames, he finally put it away with a sad and half-reproachful tenderness.

It found its home in no very romantic place—a secret drawer in his medicine chest—and there through eighteen long years it remained untouched and unlooked at. In this retreat it went with Ralph to Calcutta, and after a few months, he had no temptation to disturb it. He had become an enthusiast in his profession, and a devoted botanist, and in the two pursuit found ample interest for life.

His salary was a very good one, and he was not indifferent to that fact. He loved money just enough to be anxious to make it; and as his practice lay very much among native princes and begums, his professional rewards were frequently magnificent—twenty years ago these dignitaries did not calculate quite so closely as they do now—good investments were plentiful, and Ralph was known in Calcutta as a man who always had a few thousand rupees for a profitable scheme.

He grew attached to his Indian life. One relay of officers after another was exchanged or sent home on long furloughs, but Ralph never thought of any change save a few weeks every summer to the cool heights of the Neilgherrys. Probably he would have died a very contented exile, if he had not received a letter in the eighteenth year of his Indian life, telling him that he had become the lawful heir to the barony of Erroll and Hastings.

Then he went back to England. But after the first excitement and pleasure of his return and his new position were over, he began to feel a sense of ennui and disappointment. His profession was dear to his heart, and it was impossible at once to find the calm, easy duties of a country gentleman equivalent for the exciting incidents and labors of a physician whose circuit had extended over a range of fifty miles every way. In fact, in spite of wealth and honors, he was bored, and seriously inclined to a journey of unlimited length in any country or countries that promised him something to do, or to learn.

He had come up to London with this idea in embryo, resolving to make inquiries and preparations there. Bessie had no place in this movement. He knew, indeed, that she was living in Hampshire; but he had no thought or hope of meeting her, and would have avoided such a possibility at some personal trouble. Probably he still feared her power over him, for he had never dared to look

at the only souvenir of their love, nor yet to love any other woman.

He did not hurry his preparations, but talked at the various clubs with various travelers on polar and tropic lands, and wavered considerably in his intentions. One day, when he had about decided on California and the "Great West," he met an old Indian acquaintance at "The Oriental." They had a long chat together, and as the major was leaving, he said:

"Doctor, I want you to-morrow night. My daughter Belle—you saved her in that jungle-fever, you know—is to be married soon to Jack Dawson, of 'Ours,' and it is her betrothal party."

"I never meddle in such affairs, Major. I will come another night and see Miss Belle."

But the happy father would hear of no excuse, and Ralph was obliged to go. It was a very splendid affair, but the doctor was used to Indian magnificence, and the splendor did not interest him. What pleased him most were the groups of fair, innocent-looking girls, their pale-brown curls, and blue eyes, and rosy skins, and their candid, child-like joyousness, contrasting so vividly with the bronzed-colored, dark-eyed, half-veiled mysterious beauties of the Far East.

By and by, wandering through a conservatory, he came suddenly upon a sight which gave him an inexpressible emotion—a little, scented, pearl-colored glove, lying on a rustic table. He stood looking at it with a strangely tender feeling in his heart, and in a few moments a young girl glided up to him, and, looking shyly in his face, said:

"It is my glove, sir."

Then Ralph looked at her. She was a little rosebud of a girl, clothed in pearl-gray silk, white lace and pink ribbons; and he fell irremediably in love with her in that one moment. He followed her timidly about for an hour or two, and finally got an introduction to her—"Miss Bessie Wilmot." It was Bessie Farleigh's daughter, of course, but he was thinking so little of the old Bessie at that moment that the circumstance never struck him, until someone asked the new Bessie, as they passed her, when she next went to Farleigh.

Well, this meeting changed all Ralph's plans. He did not go to California; he went down to Farleigh instead.

He found the 'Squire alive and prospering; Farleigh Hall had become one of the show-places in Kent; and in its old gardens, and again floating down the Medway when hops filled the air with a richer perfume than olibanum or nard, he wooed and won the lovely Bessie Wilmot.

He has two little pearl-colored gloves now, and the first Bessie laughed pleasantly when he showed her that the two were excellent matches, and made a pair.

"The second gage redeems the first," she said, with a tender, happy look at the little Bessie so dear to them both.

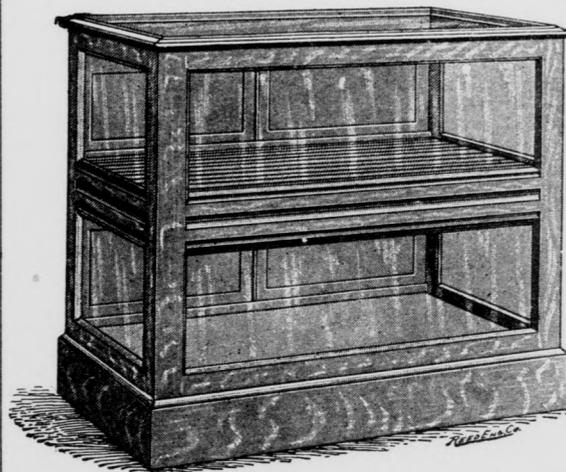
Three years ago they were married, and Ralph does not now find the country gentleman's life dull. Indeed, as he has some idea of taking 'Squire Farleigh's advice and planting hops in Erroll meadows, I have no doubt he will find in the uncertainty and anxiety of their culture, taxation and sale plenty of material for excitement, if he still thinks it necessary to happiness.

AMELIA E. BARR.

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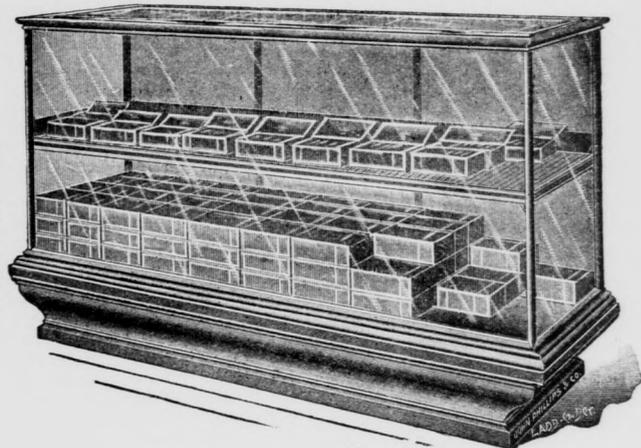
WRITE FOR PRICES ON ANY SHOWCASE NEEDED.

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Show Cases, Store Fixtures, Etc.

BUY PHILLIPS' CASES. ESTABLISHED 1864.



Silent Salesman Cigar Case. Send for Circular.

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Importers and Jobbers of

TEAS

21 LAKE ST., CHICAGO, ILL.

Saleswomen in the Great Stores.

From the Cosmopolitan Magazine. Reprinted by permission.

In spite of "Daisy Miller," there is no settled type of the American girl. The country is too young. She is only one of a large assortment, like a naturally beautiful, but untrained voice, where one note differs from another, following its own or its great Creator's fancy without any respect for the most approved methods. So the shop-girl, in spite of the inevitable Psyche knot, is composed of many varieties, all sizes, ages, complexions and nationalities, with the Jewess and Irish maiden well in the lead. The former has a way of drawing money from the customer which is certainly astonishing to the uninitiated and delightful to her employer. The Irish girl is usually a strong second in running what is called a "good book," from her characteristic native wit, but the American, while you will find her modest and oftentimes refined, lacks the "push" and "go" to be come as valuable.

To be a good saleswoman is not to be able to sell a customer something that she asks for and has started out, after studying the bargain columns, to get, but to sell her something she does not want and has no idea of buying when she comes into the shop. A cloak is advertised for some one day only for \$7.50, worth \$15, "special." That is what is called a "leader," and that is the bait which draws the customer to the house.

A clever saleswoman will gently lead the innocent victim onward and upward until she walks out with a \$35 garment, of some elegant material, maybe, but of an old style which they are longing to be rid of, and which the purchaser fancies is the most wonderful bargain, as she still hears its songs of praise ringing in her ears. Then it is that the pretty little Jewess who has made this sale pats herself on the back and lets everyone else know of her achievement, even the proprietor himself, if it is possible, telling of it in a deprecatory style which is a sort of combination of modesty and self-appreciation. The average hurried, impatient shopper in these crowded dry-goods houses gets very indignant at the saleswomen. The short answers, the indifference, the particularly discouraging information of "three rooms over," "two counters below," make one feel oftentimes as though these people were leagued against you and the proprietor, in an iron-clad union, the motto of which is: "Sell as little as possible and be as disagreeable as you can." But this is not the case. They are most anxious to sell, for their positions are held almost solely by their sales, and the greatest amount of rivalry exists among them in trying to outdo each other.

There is no bone of contention so great as one which is a common occurrence. For instance, a woman comes in in an uncertain frame of mind to buy a hat. Every style, shape and argument in the place is brought to bear upon the question, but the discouraging verdict is obtained by the weary saleswoman that she "will look a little further before deciding." The next day she walks in and buys of another the same hat that has been high in favor the day before. War is immediately declared. "That is my 'come back,'" says saleswoman number one, in the shop vernacular, "and I ought to have that check."

"Well, you won't get it," says number two, with more firmness than politeness, "for I lost a check the same way yesterday," etc.

Women who go from shop to shop ought surely to try to find the same girl who has shown so much patience in waiting on them.

Before I looked into this question, my sympathies were, to a great extent, with the customer; but, since, they have been transferred to the much-enduring saleswoman. The time women take to look at an article, to finger it, to ask questions, the same one over and over in a dozen different forms! The many times they try it on, and decide first for and then against its becomingness. How they almost come to the point and then shift off and try every one of its kind in the room, asking the same thing over, and then come back to the original! And all this is bad enough if there is only one person

to suit. But when the customer is accompanied by two friends, each, of course, of a different mind! But the bane of the saleswoman is the "looker."

Thousands of women promenade the shops having not the slightest idea of buying, fingering this and pricing that, so that it is no wonder the poor shop-girl is often short in her answers to a person who really means to buy. If these "lookers" could only realize how hard it is on the people who have to wait on them, they would certainly refrain from this form of amusement.

The proprietor of a large store on Sixth avenue one day asked the saleswoman what was wanted by a customer who had strolled along and addressed some question to her. "She did not want anything; she was only looking." Happening to feel somewhat out of sorts that particular morning, the proprietor said: "Oh, I guess she would have bought something, if you had expressed a little more interest in her. I don't think we want such people as you around; you go to the office and get your salary;" and so the girl was out of a place, and all because a too curious woman had asked the price of some fancy goods that she had not the remotest intention of buying.

The grading in a store forms a very important element. A girl begins as "cash" on a dollar and seventy-five cents a week, and it is her duty to do everything she is called upon to do by everyone in authority, and, of course, everyone is in authority over the poor little "cash." But all things have an end, and when she is promoted to the next place, "packer" (wrapping and neatly tying up the parcels), her turn comes, and she orders about the "cash" in a much more supercilious manner than the head of the firm himself. After serving a sufficiently long term as a "packer," a steady, bright girl is often called upon to take charge of a table of bargains; then her head is apt to be much turned, for she has reached the zenith of her ambition. She is a "saleslady!" A young girl who had left the packing desk about a week before to take charge of selling at a bargain table of aprons was heard berating a small cash girl who had offered her some slight indignity. "The idea," she said, "of telling me what to do, and me a saleslady and her a cash! The very idea!"

There are all sorts and conditions of saleswomen—some, at the head of the profession, very wise and important; others, secondary lights and "under-studies," those who dust and take care of the stock only coming forward to sell at busy times and seasons. There are, also, in all the important shops, beautiful girls, used almost exclusively as models, and when the customer sees a gown, coat, or hat on an almost perfect figure or charmingly pretty face, she, not being able to "see herself as others see her," lays the flattering illusion to her soul that it will look just like that on herself, and is, thereby, much more tempted to make the outlay.

At the head of each department is the "buyer." That is a position of importance and responsibility, for a large part of the success of the establishment depends upon the judiciousness of the "buyers," and this position is generally earned by a long shop girl apprenticeship. They go to the wholesale houses to select and haggle for the goods, scour the town for "jobs," a lot that can be sold cheap, with a great hue and cry of advertising, and get a very comfortable profit for the proprietor. The salary of a "buyer" is generally very good, from twenty-five dollars a week up to several thousand a year.

The workrooms, filled with shop-girls, where they manufacture the beautiful creations in hats, fancy bodies, tea-gowns, and collarettes are, perhaps, the most interesting part of an establishment. A glimpse into a millinery workroom, for instance, reveals two or three French "trimmers," and some of other nationalities, who are seated at different intervals, each surrounded by three or four girls called "millinies," or "improvers," and two or three apprentices, who are "learning the trade," bob in and out collecting and "matching up" the materials for the work. General Washington, at the head of his army, could not

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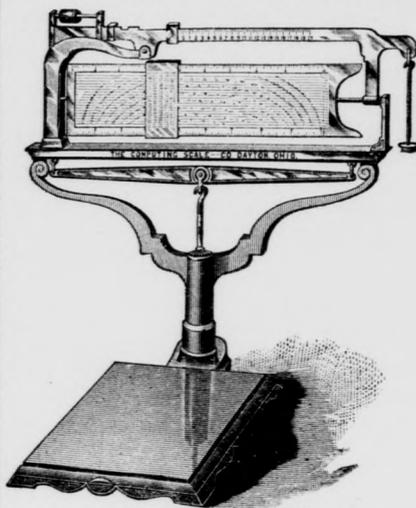
BULK WORKS AT

GRAND RAPIDS,
BIG RAPIDS,
ALLEGAN,MUSKEGON,
GRAND HAVEN,
HOWARD CITY,MANISTEE,
TRAVERSE CITY,
PETOSKEY.CADILLAC,
LUDINGTON,
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Highest Price Paid for

EMPTY CARBON & GASOLINE BARRELS.

COMPUTING SCALES!



More Than 13,000 In Use

At Prices Ranging From \$15
Upwards.The Styles shown in
this cut

\$30.00

Which includes Seamless
Brass Scoop.For advertisement showing our World Famous
Standard Counter and Standard Market

Dayton Computing Scales

See last page of cover in this issue.

THE COMPUTING SCALE CO., - DAYTON, OHIO

have felt, or made others feel, so much his august presence as did the diminutive French woman. "This little woman had the best seat in the room, near the light, she was screaming for the stool for her feet, she was ordering about her girls in the most dictatorial style, and, above all, she was turning out truly wonderful creations of art and fashion!

Conversation in the workroom is carried on almost incessantly in a brisk but low-voiced manner, always brought to an abrupt standstill at the entrance of the "forewoman," the thread of the discourse immediately resuming as the door shuts behind her. The theme is almost invariably the coming man. He may vary from day to day in his style, his accomplishments, his attainments, but he is always in it, so to speak, for these working-girls look forward with the constant hope of being released from their daily bondage by matrimony. The majority of the older girls, I found, have what they call their "steady company," and when they decide upon some one particular favorite they are, for the most part, very loyal to him. It is then only a question of time and salary when the nuptial knot will be tied. All their little pennies are saved up for Christmas and birthday souvenirs, and I was greatly surprised at the magnitude of these gifts. A working-girl would scorn a plain gold ring as an engagement badge, and many of them possess diamonds of quite goodly proportions, which they do not always wear except upon a Sunday.

Some of them have very wild and ambitious flights of fancy concerning this coming arbitrator of their fate. One girl, getting a salary of six dollars a week for the consideration of sewing little puffings of lace on a wire frame, calmly announced one day in all seriousness that she was going on her vacation for two weeks where a certain young bachelor, worth many millions, has a country-seat, and who knows what may happen! The significance of the look which followed this declaration quite awed the workroom into complete silence for several minutes. The society notes failed to chronicle an event of a startling nature, so the young woman still continues to sew, although the winter velvet has taken the place of the summer lace.

But not all are looking forward to a life of matrimonial bliss. Some dream of independence. Some have more pronounced flights of fancy. One young girl, who was perfectly indifferent to the correctness of speech as prescribed by Mr. Murray, announced, after a short acquaintance, that she was not very much interested in her work, that she did not expect to be learning a trade much longer—she was going to be a literary lady, and was studying to that end "evenings." She also brought books to read during the lunch hour, not the lovely, romantic tales, such as "Dora Thorne," "Wife in Name Only," or "The Curse of Clifton," devoured by the girls with the sandwiches and cakes at noon, and perused morning and night going up and down on the elevated, but essays on "How to Compose Sonnets," "The Proper Course of Instruction To Become a Poetess," and similar deep literature. "Oh, yes," she said, "I have written a great deal of poetry. I haven't had it printed yet, but the minister's wife died the other day and I sent him an original poem on embossed cardboard, with a beautiful gold edge and a hand-painted bunch of violets at the top, tied with a black ribbon. Would you like to hear it?" Of course, there was a general consent, and forthwith a copy of the poem was produced and read to the admiring crowd with such pathos as brought tears to the eyes. How they did pity that poor afflicted minister! The embryo poetess worked so hard at her studies "evenings," burned so much after midnight oil, stunted herself so, that she might buy her essays and systems of "Complete Compositions," that she finally grew unfit to work at the plebeian millinery business, and the last that was heard from the poor girl was that she had succumbed to a fever. After that all trace of her was lost.

Some, of a more practical turn of mind, were figuring on "setting up" in busi-

ness, and one actually did, and lost the earnings of many months.

Superstitions in the workroom are many and varied and command great respect. To drop an unfinished hat on the floor is a sure guarantee of its success, and, as many are sold that have taken a tumble, and would be naturally, the sign is considered infallible. To drop your scissors means extremely bad luck, if you stoop to pick them up yourself. You must step on them, and then have some one else return them to you. When you are so fortunate as to get an order for a bride's hat, you must pluck a hair from your own head and sew it in your work; then, every girl demands the privilege of trying it on, and she is sure to get a husband on her own account.

Every one knows the adage about trying on a mourning hat, but, strange to say, many, even the most superstitious, drape themselves in widow's weeds whenever they get an opportunity; probably, although thoroughly believing in the fate in store, they do it on the principle: "'Tis better to have loved and lost than never to have loved at all."

A sneeze is fraught with augury. What sneezing portends is expressed in rhyme.

"Sneeze on Monday
Sneeze for danger.
Sneeze on Tuesday
Kiss a stranger.
Sneeze on Wednesday
Get a letter.
Sneeze on Thursday
Something better.
Sneeze on Friday
Sneeze for sorrow.
Sneeze on Saturday
Joy to-morrow."

In most of the large establishments, where many people are employed, the rules are very strict and the punishment is generally a fine, which is deducted from the salary at the end of the week. For example, a cent a minute is generally charged for tardiness, and many of the people, no matter how small the salary, and maybe living many miles from their place of business, frequently, in fact, almost uniformly, carry home their salaries at the end of the week minus fifty cents or so. On the other hand, if customers come in late and stay over closing time, these same girls are expected to wait on them cheerfully some fifteen or twenty minutes after six without extra compensation. Still, fining seems necessary, for, when not enforced, there are always those who take advantage of it, and they must be in their places to get their stocks in order and be ready to wait on the customers.

Fining applies more especially to the low-salaried sales-people. The higher up in authority, and the bigger wages one receives, the more leniency shown; therefore, the "head fitter," getting her \$75 a week, the French trimmer, whose time is worth her weight in gold, or the large-salaried buyer, arrive with an air of importance a half hour or so after the appointed time of opening.

In most of the great shops there is a surprising lack of comfort in the way of a lunch-room, or a place to spend the allotted three-quarters of an hour at noon. In some places this room is at the top of the building, and in others in the cellar, but almost all are dirty and unattractive in every way. In one particular house on the west side the rats are so large and numerous that the services of a Pied Piper are sadly in demand. This is a disgrace, especially when one sees the fine waiting-rooms provided for the customers. There are one or two notable exceptions to this, however, one especially, which is following closely upon the lines of the famous Bon Marche, in Paris, and it is greatly appreciated by all the employees. It is an unpretentious house on Lower Broadway, but the comfort of the sales-people seems to be as much considered as that of the customers. They take an especial pride in their lunch-room, which is large and neat. Clean, attractive tables, at which four can comfortably sit, line the sides, and in the middle is a beautifully neat cooking counter bristling with cakes, sandwiches, eggs, pies, frankfurts, tea, coffee, milk, and other edibles, in charge of a pleasant-faced woman, who keeps her little flock well in hand and does not allow so much as a speck on the floor. She will show you her ice-box

The Salt that's all salt

Do you handle it?

The general public are recognizing more and more every day the desirability of pure salt. The result is a largely increased demand for *Diamond Crystal Salt*. Of course you aim to handle the best goods in every branch of the trade. Why not in salt?

Diamond Crystal Salt

is now packed so the grocer can handle it at a profit equal to that made on inferior goods. Note these greatly reduced prices:

120	2½	bags in a barrel,	@ \$3.00
75	4	" " " "	@ 2.75
40	7	" " " "	@ 2.50

For other sizes in proportion see price current on another page.

Diamond Crystal is much lighter than common salt, and the 2½, 4, and 7 lb. bags are about the same size as 3, 5, and 10 lb. bags of the ordinary product. *Diamond Crystal* is purer, stronger, and goes farther. The bags are handsome, and made of the very best material—saving waste from broken bags.

DIAMOND CRYSTAL SALT CO., ST. CLAIR, MICH.



Do You Sell Cheese?

If so, you, of course, aim to get the best, but you will "miss your aim" unless you get

IDEAL

which is made at Morenci, Lenawee Co., in the center of the famous dairy section of Michigan,

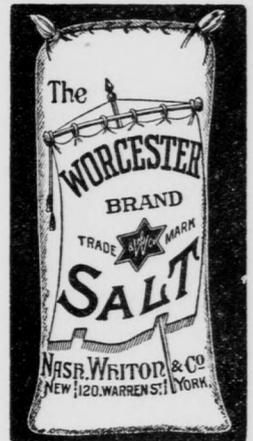
and salted with

WORCESTER SALT

which is a guarantee of quality.



We are Sole Agents for the above.



I. M. CLARK GROCERY CO.

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THE MOST POPULAR BRAND OF

PLUG TOBACCO

In Michigan to-day, and has only been on the market four months. For sale only by

MUSSELMAN GROCER CO.

GRAND RAPIDS

JESS

JESS

with exceeding pride, and well she may, for it is a joy. In summer a bowl of delicious raspberries, two tremendous watermelons, vichy, ginger ale, and sarsaparilla, and, crowning all, a great freezer of ice-cream; while in winter, hot chowders and soups are provided. The employes can buy an appetizing, wholesomely prepared lunch here for a few pennies; and how much it is appreciated they only can say!

The half holidays provided in the warm months are a great boon to the working-girls. Just think how little time they get to do any sewing or mending, or any little feminine fussing and planning. Very few spend their Saturday afternoons at Coney Island and such places, as the common idea may be, but are only too glad to stay quietly at home, making a new shirtwaist or a fancy collarette, and in looking forward, plotting and planning for the great holidays, such as Fourth of July or Decoration Day! Every one has something on hand, and it takes all the next day to tell of its joys, its successes, or, maybe, its disappointments.

A word as to the morals of these bread-winners. They are far above the fin-de-siecle society girl. They have little time, little money, or little opportunity to learn aught of champagne or cigarettes. They have few invitations to gaze on "Living Pictures," and few opportunities to discuss society dramas. As a rule, they live at home, and they have absolutely no control over the little salary which they earn. That is carried home at the end of the week in its envelope, just as it is received, and given to the mother. She provides what she thinks is right for her daughter, regardless of what the child earns, and this right is almost universally exercised, even far beyond the time when the daughter is of age legally and entitled to control her own earnings. Naturally, the little girl who starts out at the age of ten to earn her few pennies as "cash" soon becomes very wise in her generation as to the ways of the world, but she also learns, at the same time, to be her own guardian angel, and she generally succeeds.

MARY P. WHITEMAN.

Thereby Hangs a Watch.

It is the fashion in Paris now among the swells to have the watch attached to a quarter-inch-wide piece of grosgrain ribbon, which is passed around the neck and rests upon each side of the white dress shirt front, then passed through the second buttonhole of the dress waistcoat and thence into the watch pocket. The effect is startling, to say the least; but it will doubtless become a favorite fashion with the ultra swell. If the dude has no watch, or if one that was given to him is in the pawnshop, the ribbon, borrowed from a girl, can be worn all the same, and the swell will seem to be in style.

Among the many useful articles which are sure to be in demand in every family is the "Star Cleaner," a preparation manufactured expressly for cleaning carpets, rugs, curtains, wood work, woollens, silks, satins and plush goods—indeed, all kinds of fabrics that are liable to fade from exposure and become dingy through the accumulation of dust. The advantages and virtues claimed for it are that it saves hard labor and produces quick results all over the house; that one can of it will clean 25 yards of woollen, ingrain or Brussels carpet without removal from the floor and without dampening it underneath. It is guaranteed to brighten up and renew the most vivid or delicate colors. It is moderate in price and will save many weary hours of toil and worry. It is equally adapted for toilet purposes, as it cleans the hands and skin most expeditiously and is invaluable for removing scurf and dust from the hair. Dealers will find this cleanser a profit winner, as it is handsomely packed in enameled boxes and an article used in every family the year around. The manufacturers desire a representative in every city, to whom they give special inducements and supply with advertising matter. For particulars see advertisement, or address the Star Manufacturing Co., Canton, Ohio.

HEROIC IN TROUBLE.

A Story of Suffering and Deprivation Seldom Equalled.

Written for THE TRADESMAN.

In one of the basements—or, rather, cellars—of this fair and prosperous city live a woman and her four little children, an American woman of intelligence and pleasing manners. A partition makes of this underground home two tiny rooms. There is a window in each of these compartments so small that one cannot see to read, even in a sunshiny day, without the aid of a lamp. This woman pays for these unfurnished apartments \$1.25 a week, invariably in advance. She has one bed for herself and these four children, the oldest of whom is but fourteen. She makes a bed of quilts each night upon the floor of one of these underground rooms, and part of them sleep there. The children, as well as the mother, are bright and attractive. The money with which this rent is to be paid, with which fuel and food and clothes are to be purchased, is earned by this woman at the washtub. Once, she could hardly do her own washing; now, she does mine and many more. All she asks of the world is enough washing to do. Perhaps some who rejoice in the welfare and prosperity of their fellow men would think she ought to be congratulated that, in these dull times, with so many out of work, she has five "steady places" to wash; but, if they could see the awful pallor upon that woman's face after a half day's washing, they might possibly conclude it would be just as well if she had a little more money and a little less work.

The reader may be interested enough in this woman to wish to know a little of her former history. Through no fault of hers, through no mismanagement, not even through an unwise marriage, has she come to this hopeless and pitiable condition. Nor was she born to it. It has all come from a circumstance for which she was no more responsible than you or I. Eight years ago, she had a pleasant home and an industrious, devoted husband. He was a young man of only 32 years, a brakeman on a railroad. They were happy with their children and with each other. One day, he was brought home unconscious, injured in the head by an accident. Since that day, eight years ago, he has not even known his wife. It was not the fault of the railroad, hence no damages could be obtained. The little they had saved could not last long, and, after he was found to be incurable, he was sent to one of our insane asylums, where he has since remained, in possession of perfect bodily health but with a hopelessly impaired mind.

At that time, the youngest of her children was but six weeks old—the oldest 6 years. What was she to do? It is merciful that we have not always time for tears, or for memories of the happy past. The great problem of how to get a living confronted her. People cannot receive alms when they are proud and self-respecting, and what was to be done? Had she been capable of teaching, copying or keeping books, could she have done it with those four helpless babies to care for every minute? She did the only thing she could do—washing. At first, she took it home and then, as the children got old enough to be left alone, she went out to different houses. This she has done through all these eight long

THE STAR CLEANER AND FABRIC RENOVATOR

Most Useful, Best and Greatest Labor-Saving Preparation of the Age.

Manufactured Expressly for Cleaning Carpets, Rugs, Curtains, Glass, Woodwork, Upholstered Articles, Woollens, Silks, Satins, Plush Goods, Hats, Kid Gloves and all kinds of Fine Fabrics.

Price to the Trade.

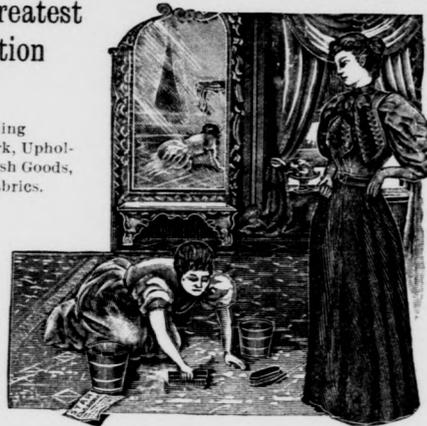
Per dozen \$ 2 00
Per gross 22 00

Retails at 25 cents.

For Circulars and Rates address

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CANTON, OHIO.



SUNSET
will never find you over the washtub if you use
OAK-LEAF SOAP.
It makes the clothes clean and white, without the back-breaking process. It will save your strength, save your money, save your clothes. Try it next wash-day. Sold by all grocers. **OLNEY & JUDSON GROCER CO.,** Wholesale Agents, Grand Rapids, Mich.

SHE USES

CONCORDIA SOAP

SOLD BY ALL GROCERS.

Manufactured by

G.R. SOAP WORKS

See TRADESMAN'S Quotations.



UNITED STATES OF AMERICA
5 CENTS
BUYS POUND BAR
BEST & MOST
ECONOMICAL
ALLEN B. WRISLEY
CHICAGO.
ALLEN B. WRISLEY'S
(TRADE MARK)
OLD COUNTRY
SOAP.

Every Wholesale Grocer in Grand Rapids and the State keeps this Soap in stock, and we want every Retail Grocer to try one box with his next order. He will then use no other in his own family, and will tell his customers that it is the **Best Value** in the market.

- 80 One Pound Bars in box, - \$3.20
- 5 Box Lot, delivered at your station, 3.15
- 10 Box Lot, delivered at your station, 3.10

Write postal for Advertising Matter. Manufactured only by

ALLEN B. WRISLEY CO., 479 TO 485 FIFTH AVE. CHICAGO.

Laundry Soaps, Toilet Soaps, Perfumes and Glycerine.

dreary years, and her whole earthly possessions now consist of that one bed, one stove, a chair or two and a few old dishes and cooking utensils, she having sold, little by little, everything she could possibly live without.

If the seventy-two church members, who were reported last Sunday, at the annual meeting of the C. O. S., to be making friendly visits among the poor for the purpose of giving sympathy and encouragement to "the higher life," were all to visit this woman, either singly or in a body, it could not help her. That is not the way to help this woman, fighting, single-handed, life's hard battle so bravely. Away with such! When she gets home at night to her hungry children, she is too tired to receive friendly visitors; besides, such as she shrink from notice and prefer to bear their trouble alone. Sympathy and encouragement are best shown to such as this toiler by a month's rent being paid in some mysterious way, or, better still, by her landlord being interviewed and his conscience touched; by a good Sunday dinner being sent in, on the assumption that she is "too busy," and not that she is too poor, to prepare it herself; by any and every practical way in which life may be made less hard.

She is looking forward to something—she hardly knows what; but her hope, her interests, her ambition, center in these children and in their future.

I have given you, without embellishment and with no drawing on the imagination, the story of a woman in this very city, born in our free land and entitled to happiness, but dragged under the wheel of pitiless circumstance—the true story of one showing more heroism than to fight in a hundred battles. Ought life to be so hard and sad for some and so easy and bright for others?

H. A. R.

[THE TRADESMAN is conversant with the circumstances connected with the sad case above described and vouches for the accuracy of the statements and the good faith of the writer. The money paid her for this contribution will be presented to this worthy woman, whose only aim in life is to rear and educate her children; and if any of THE TRADESMAN'S readers feel disposed to contribute anything to assist her in her endeavors to keep the wolf from the door, THE TRADESMAN will see that such contributions are immediately turned over to the writer of the above article, who has taken a friendly interest in the woman's behalf.]

IMPORTANT ANNOUNCEMENT.

"M. Quad" Takes His Old Place on the Free Press.

We find great pleasure in announcing to our readers that Chas. B. Lewis, the famous "M. Quad," has resumed his former place upon the Detroit Free Press. Since his retirement from The Free Press four years ago Mr. Lewis has been writing for one of the leading syndicates. His preference for direct newspaper work, however, led him to abandon that connection, and hereafter his popular writings will appear only in the Free Press. Mr. and Mrs. Bowser, Brother Gardner, Arizona Kicker, Zeb White, Abe Crofoot, Mrs. Gallup, and many new characters, will appear regularly.

The publishers are making a special four months' trial offer of the Semi-Weekly Free Press for 25c to introduce their paper to new readers, and we would advise those looking for a great bargain to send in their subscription at once. The offer is good only until August 1st.

He Paid for the Comb.

He wasn't a bad looking man, nor meanly dressed. His face is often seen about town. He went into a furnishing goods store and made a few trifling purchases. When the young lady clerk went to the other end of the counter to do up the package the customer slipped a pocket comb into his pocket. He did not know—or if he did, it slipped his mind at the moment—that every button on the dress of a young lady clerk is an eye. When it comes to seeing, in the line of their business, the late Mr. Argus is not in the same class with them.

The young lady clerk returned with the package to the customer, smiling sweetly—very sweetly. She laid the package before him, and looking into his face, said in her softest and sweetest tones:

"Did you wish to pay for the comb now, or shall I make a slip of it?"

The customer cleared his throat in an embarrassed sort of a way.

"Ahem! Er-ah; what did you say?"

"The comb; the comb you put in your pocket a moment ago. I thought perhaps you might desire to pay for it along with the other articles."

Alas, the sweetness of her smile and the liquid murmur of her voice!

"Ah!—ahem! What is the price of combs?"

The young lady clerk leaned gracefully upon the counter with her dainty elbow, while the magnetic glance of her eye penetrated his soul and percolated through every molecule of his nervous system.

"The price of the one you have in your pocket is 5 cents."

He ran his hand violently into his pocket and pulled out all the money he had, a solitary and sickly-looking 10-cent piece. He threw it on the counter, and, without waiting for the change, went out at the door so fast that he upset an umbrella rack and nearly overturned the showcase on the outside.

The young lady clerk laughed a rippling, sunny laugh; the cash register rang with a merry jingle and showed up the private signal as follows: "10c."

Then the young lady clerk returned demurely to her fancy work.

At the present time the Australian aborigines are the lowest known species of humanity. They have little or no reasoning faculties, and their only idea of a higher power is through fear. They are chocolate colored, wear little clothing, and their weapons are of wood.

The report of the legislative committee on the management of the Illinois State penitentiaries embodies a recommendation that the convicts be put at work on the extension of the Chicago ship canal.

WILLIAM REID,

JOBBER OF

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26-28 Louis Street, GRAND RAPIDS, MICH.

PERKINS & HESS,

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Hides, Furs, Wool & Tallow,

Nos. 122 and 124 Louis Street, Grand Rapids, Michigan.

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Harnesses, Harrows, Plows, Cultivators.

AND A FULL LINE OF SMALL IMPLEMENTS AND REPAIRS.

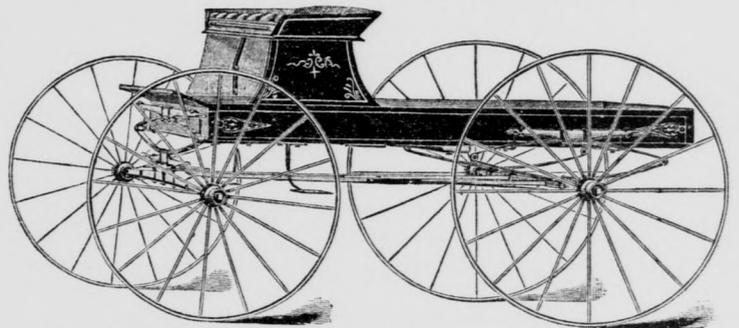
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MANUFACTURERS OF

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GRAND RAPIDS, MICHIGAN.

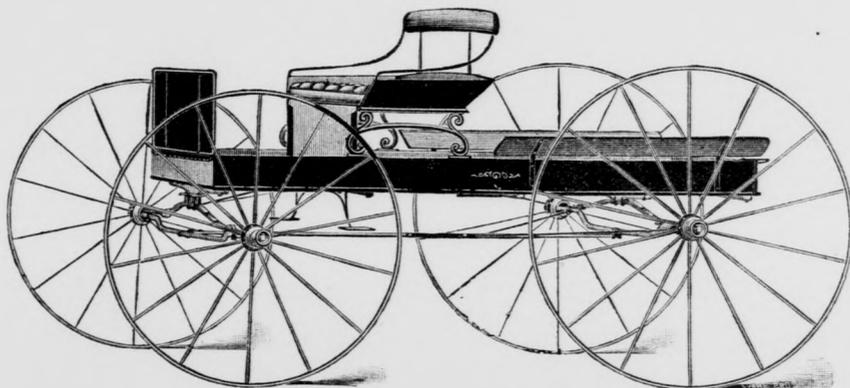


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Body 7 ft. long, 36 in. wide, drop tail gate.....\$40 00
Body 9½ ft. long, 38 in. wide, drop tail gate..... 48 00

Belknap, Baker & Co.

WHOLESALE AND RETAIL.



Light Delivery and Order Wagon.

88-90-92 S. DIVISION ST.

GRAND RAPIDS

THE POMPANO.

Written for THE TRADESMAN.

In a recent issue of THE TRADESMAN appeared an article with the title, "Canning Delicacies at Sea," in which it was stated that a schooner had been fitted out at New York for the purpose of plying the Southern waters and canning and preserving, on board, delicacies of a perishable nature. Among other good things in the edible line to be conserved for our future delectation was mentioned "the pompano."

"The pompano"—what was that? My ignorance on the subject was dense. I dimly recollected having heard the word mentioned someway in connection with fishes; and, possessing a child's inquisitiveness in regard to the unknown, I hid me to my desk and "dropped a line" to a retired old tar down on the Florida coast—aged enough to be gathered to his fathers. He's a good old soul, is he, and has been wont to help me in similar times of need. In answer to my peremptory demand, "The pompano—tell me all about it," came along, by the next mail, a lengthy dissertation on the subject, interspersed with many a quaint seafaring phrase, and giving more than a hint of the traditional nautical tobacco. I shall not attempt to produce the whole of his kindly effort in my behalf—it possessed all the charm of an old-fashioned friend's conversation—nor to give it verbatim, only attempting to get at the main facts in the case.

[So much for the pompano of the Atlantic Coast. That of the Pacific Coast will be treated in a future article. ED.]

THE POMPANO.

He's a beautiful fish—as good to eat as he is pretty to look at. He comes—

like some of his mammalian brothers—of an old but plebeian family. This family is surnamed Mackerel. You hear him referred to as "the far-famed pompano of Florida," so no wonder that, with such fulsome praise, his head sometimes gets turned.

As good a fisherman as ever wet a line says that the skill necessary for hauling him in lies mainly in knowing the most favorable bottom-grounds, the state of the tides most propitious to success and the best inducements to offer him to allow himself to be caught—you might call it bait—at the various seasons of the year.

He succumbs to being "taken in" only with the hand-line, which must have a heavy sinker.

The rod and reel are ignored and voted useless by anglers of the deep-sea line. With regard to tackle, game fish, in general, of Florida are uneducated. They are not at all particular, and expensive flies need not be used to allure their fishships. For hand-line fishing, resident experts use cable-laid cotton and braided cotton lines. The main thing is strength of tackle—stout lines and large hooks. But the Izaak Walton who would ensnare the wily pompano must have more than mere tackle—he must be to a degree, alert.

In the matter of bait, our pompano doesn't object to clam, in fact, rather likes it. Alas for him when he gazeth on it too often and too fondly!

Mr. Pompano and his fellows are caught in small schools, in shoal water along the sea beaches, where they illustrate the saying, "The big fish eat up the little ones;" but their principal diet

is a small shell-fish—known as the "pompano shell," on account of being eaten by them—which seems to hobnob amicably with their digestive apparatus. Their habit is to swim as near the shore as the depth of the water will permit. They seldom appear at the surface, although occasionally jumping into the air in play or for unwary insects. Other things being equal, the best grounds cannot be expected near cities and the larger towns, where steamers and various sailing craft frequent and scare away these denizens of the deep.

There is a great commercial demand for fish of this variety, which is fully supplied only a few weeks of the year—spring and early summer. In the New Orleans market it ranks first with epicures, and, in fact, is considered by most as the finest food-fish of the Southern waters. Along the southern coast of Florida, this funny animal is found all the year round. At Key West they are caught in great quantities. Farther north, they arrive at the coast only in the spring and disappear in the fall. Their movements are from the eastward. Their ordinary range is northward to the coast of South Carolina. They are found occasionally as far north as Cape Cod. It is chiefly the baby pompanos that are found so far north as this point, the grandmothers seeming inclined to prefer a more southerly home—case of Old Rheum. mayhap.

A curious feature of this much-lauded fish—as well as much-landed, I might say—is that, when he gets old, he loses his teeth, which may be as great a cause for annoyance and lament with him as with some others that might be men-

tioned. And, when he becomes a Methuselah, and his blunt nose begins to sink in, he may not be the object of beauty that he once was. *Hic jacet omnia—more's the pity!*

But, though Old Age overtake him, it cannot rob him of his good long names—*Trachymotus Carolinus* is his chief one, although he locomotes under a number of others. Near and around Charleston, he goes by the cognomen of crevalle, which was bestowed upon him by the early French settlers.

And he brings a good price, too—that is, during the seasons when he "makes himself scarce," so to speak. Then he commands \$1 apiece; but, when abundant, he loses prestige—men, the world over, don't want that which they can procure without effort—and goes begging at 5 cents apiece.

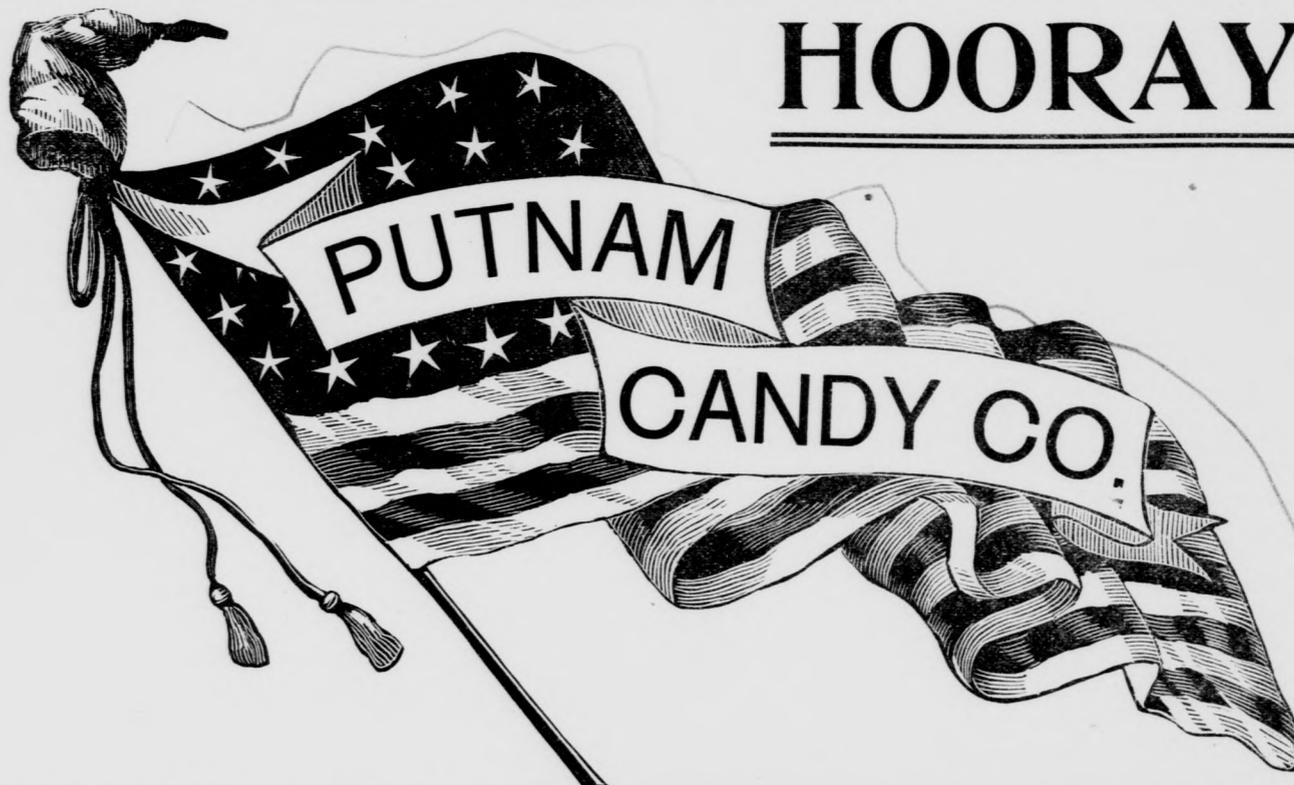
He tips the beam at 6 pounds. Another species of pompano of inferior edible quality boasts a weight of 20 pounds—illustrating "Quantity, not quality."

To sum up: The angler may have net, seine, gig or barb; he may fish in boat, or from the shore; in the daytime, or by torchlight; for fun, or for fish—he will find nowhere on this continent a better theater for piscatorial feats than the waters around that beautiful Gulf State—Florida—and no fish will better repay his skill than the bold biter swimming under the name—the pompano.

H. E. R. S.

It is a foolish man who spends his time mourning over lost opportunities instead of looking round for new ones.

Use Tradesman Coupon Books.



HOORAY!

The glorious Fourth of July is fast approaching, and for a tenor and bass to the eagle's scream, you want

FIREWORKS

You want first-class goods—something that doesn't fizzle or flash in the pan. We handle the best makes and our prices are right. Figure with us before placing your order.

PUTNAM CANDY CO., Grand Rapids, Mich.

Short Measures from the Standpoint of the Fruit Grower.

GRAND RAPIDS, May 24—This paper is written by request in reply to a number of articles written by grocerymen in regard to fruit packages.

I have argued for years that all produce should be bought and sold by weight and then all would get their just dues. I am willing to admit that there are fruit growers who will "stuff" a package and give short measure—it would be strange if there were not—and I would be willing to admit that there are a good many grocerymen who have the same reputation; yet it would be unjust to say that "a more dishonest class of men ever existed." I wonder if Nemo ever sent to the morning market and bought berries by the crate and potatoes in a "bastard" bushel basket, kicking and finding fault about the quality and the measure and then chuckling to himself over the good bargain he had made; and after reaching home and dumping the potatoes in another basket and having some over a bushel to sell to someone else; also dumping his crate of berries into a tray and when a customer came along, saying, with a galvanized smile, "Yes, they are the finest berries I saw on the market and I am selling them for exactly what they cost—ten cents a quart," then taking his battered tin wine quart measure, larger at the bottom than at the top, and with a shingle shovel, filling the measure until it ran over and giving his customer an "honest quart," and yet having enough left to make a good profit on the crate. But enough of this, and now for a few facts in regard to fruit packages:

I take it for granted that the St. Joe baskets are spoken of only as a sample of what all the manufacturers are making, so I will take them as an example. The standard bushel basket in general use in Grand Rapids and all over the country will hold by measure level full a bushel of wheat, sealed measure. In some places fifty pounds are allowed for a bushel of peaches. As generally put up here, peaches weigh fifty-five pounds gross weight. A legal bushel of fruit or vegetables must be heaped measure, which we always give. If we use a cover it gives one and one-eighth inches above the top of the basket. It is claimed that nine-tenths of the small fruits are sold by wine measure. The raising of the bottom in the square Hallock berry box has always been a subject for jokes, but it is an actual necessity to allow for the heaping up of the bottom boxes in the crate. A wine measure quart contains fifty-seven and three-fourths cubic inches. The Hallock wine measure quart berry box holds fifty-seven and one-fifth cubic inches. The band is four inches wide, scored to make a box four and one-half inches square and three inches deep, inside measure. A dry measure quart contains sixty-seven and three-fourths cubic inches. The Hallock box is made four and three-fourths inches square and three inches deep inside of box and contains sixty-seven and one-fifth cubic inches, and we always give heaped measure. Pints in both wine and dry measure are of the same dimensions, except, of course, only one-half as deep. There are a limited amount of Hallock berry boxes made, called the Standard quart, holding about sixty-two cubic inches and claiming to hold full dry measure quarts.

There is no law compelling either the producer or grocer to use a certain size of package. At the last three annual union meetings of the Western Michigan Horticultural Societies, held in Grand Rapids, resolutions were adopted agreeing to use the Standard bushel basket for fruit and the Climax four and one-half and eight pound baskets for grapes, and to discourage the use of a smaller package.

As a rule, the grocerymen do not properly encourage honesty in packing and in measure. If you have extra goods, they will quote you what they can buy poorer stock for, when they know the comparison is not just, and wish to buy yours at the same price.

WM. K. MUNSON.

Use Tradesman Coupon Books.

Eggs.

We want your Eggs. Will pay you full market price for them, delivered here Please note, we are Buyers, not commission men.

We are Headquarters for Egg Cases and Fillers. Will sell you

- No. 1 Cases complete, in lots of 10, each, \$ 30
- No. 1 30 doz. Cases, in lots of 10, empty, each..... 23
- No. 2 30 doz. Whitewood Cases, empty, each..... 13
- No. 2 30 doz. Whitewood Cases, knock-down, in lots of 25, each..... 10
- No. 2 36 doz. Whitewood Cases, each..... 14
- No. 2 36 doz. Whitewood Cases, K.D. each..... 11
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PRICE, 50 CTS. PER GALLON, BY THE BARREL.

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Send for Pamphlet of Testimonials, etc.

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NOTICE TO DRUG AND GROCERY TRADE.

If you wish to avoid annoyance and loss on goods that will remain on your shelves, don't give your jobber orders for ZENOLEUM—Sheep Dip—Hen Dip—Vermicide and Disinfectant. These goods ARE MADE TO SELL AND DO SELL.

THE A. H. ZENNER CO., 98 Shelby Street, DETROIT, Mich.

FLOUR DEALERS AND GROCERS:

Do you want a Graham that sells? If so, you should keep on hand

Drake's New Process Graham Flour

Guaranteed to give Perfect Satisfaction. Samples and Prices on application. Manufactured only by

O. DRAKE & SON, Armada, Mich.

I OFFER YOU

- Cabbage and Tomato Plants, 200 plants in box, per box..... \$ 75
- Green Onions, per doz..... 12
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- Lemons, per box..... \$4 00 @ 4 50
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Soliciting your Mail Orders, I am Very respectfully,

HENRY J. VINKEMULDER,
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GRAND RAPIDS, MICH.

Office Stationery
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TRADESMAN COMPANY,
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No Petroleum

In Our Lime Rock

Asphalt Paint

Contains nothing but Pure Asphalt Gums.

Paint Your Roofs

With it. Don't let any firm make you believe that petroleum is the proper base for a paint. We positively guarantee our Paint Strictly Pure Asphalt, and that it covers more surface than any other paint sold.

Price, 50 cents gallon, In Bbls. or Half Bbls.

Manufactured by

H. M. REYNOLDS & SON,
GRAND RAPIDS, MICH.

Drug Department.

Grand Rapids Pharmaceutical Society.
President, John E. Peck; Secretary, B. Schrouder.

HOW TO FIT TRUSSES.

Pertinent Suggestions by a Druggist of Experience.

Were any one of us to talk with a dozen different druggists on the subject of truss-fitting and selling, we should probably find their opinions about equally divided regarding it. Some would say that they like it, that they find it an interesting, in the main a pleasant, and a fairly profitable branch of their business; others would pronounce it a nuisance—more bother than it is worth. This difference of verdict may be due somewhat to the difference of the druggists in matters of taste and in mechanical skill, but I think it is mainly due to their different modes of conducting the business. The first requisite to successful truss-fitting is to have a clear conception of what a hernia is—to be able to recognize the various forms of rupture, and to know in each case in just what direction to apply pressure in order to reduce the hernia, and also to hold it most securely and at the same time most comfortably to the patient. There are published various anatomical charts which illustrate this subject. A person may gain a very good knowledge of it by studying Gray's Anatomy. Some of the manufacturers' catalogues also contain illustrated chapters on hernia, and on symptoms of hernia often mistaken for those of other affections.

The second requisite to successful truss fitting is a good outfit. No man can do good work without a good place to work in and a good assortment of good tools to work with. Under the head of outfits I would place first of all a suitable room, where one is retired, not subject to interruptions, where things are neat and clean, comfortably warm, and where trusses and tools are or can be arranged conveniently at hand. One works at a decided disadvantage when he takes his customer behind the prescription-case, or down cellar, or into a back room among barrels and boxes, subject to constant interruptions, and where it is so cold that the patient in his exposed condition soon becomes uncomfortable and impatient.

Next in order comes a good assortment of trusses. By good assortment I don't mean that one should try to keep some of every kind and style that are made, and buy every new-fangled, double-gearred contraption that comes along. He should select a few good styles which by experience he knows he can do good work with, and then have a full assortment of sizes of these on hand. As to what is the best truss to keep, good judges would no doubt give different opinions. One thing certainly is true: no one truss is the best truss for all cases. Were a new man in the business, just putting in a new stock, to ask me to advise him in making a selection, I should say to him: Get a few elastic belt trusses, a few soft, kid-finished, light-spring, French pattern, including infant sizes, and then get the greater part of your stock in hard-rubber covered trusses. Of the different styles of hard-rubber trusses I would select the ones in Seeley's Catalogue as Figures 3, 5 and 6 ("Hood's"). I think very highly of the Hood pattern; it seems to me to obtain the lifting pressure resembling that which one exerts when holding a rupture on himself by his fingers on the same side, the nearest of any truss that I have ever used. The "cross-body" style worked well in the few cases of femoral hernia which I have had. For inguinal hernia I do not consider it as good as the other styles mentioned.

The best way to store trusses is in boxes, with a cut showing the style pasted on the outside of the box, and the sizes distinctly marked on it. The boxes should be arranged on shelves, where the marks can be readily seen.

Next to the trusses themselves one should have a vise and a good pair of large pliers, to be used in bending and twisting springs. A No. 8 vise is suffi-

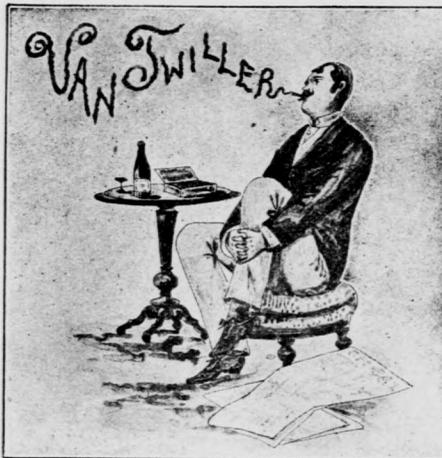
ciently large. Screw-driver, tape measure, alcohol-stove for warming hard-rubber trusses, matches, etc., should be in their places. And the outfit is not complete without a chair in which the patient can be gradually let down flat on his back and gradually brought up again to a sitting position without an effort on his part. Such a chair is better than a couch, because when necessary to fit a truss to a person lying down, the straining required in his rising is apt to throw everything out of place. A cheap surgeon's chair answers every purpose. In the absence of such a chair a couch is infinitely better than the floor, or even some boxes.

With your room, your trusses, your vice, chair, etc., all in good shape, the next question is, how to handle your patient? This is frequently a compound and a complex question. If I could do just as I would like with a patient, I should examine him, make up my mind what kind of a truss is best for his case, take a hard rubber one of that pattern, fit it to him, paying no attention to his suggestions, being sure to have it stiff enough to hold him, and then tell him to come in again after a few days. Then, on his coming in, if I thought I could weaken the spring so as to make it more comfortable for him and still keep the rupture secure, I would do so. That would be comparatively simple and easy work; but, as a rule, we can't do it in that way. The customer is apt to have ideas and whims, to ignore which will offend him and leave him dissatisfied, no matter how good work you may do on him, while to yield to them will insure poor results. The question, then, how to handle your patient, is a double one—not merely how to treat his rupture, but how to manage him, or, as one truss-fitter expressed it, "how to fit his head as well as his rupture."

When a man has worn a certain kind of truss and wants another just like it, if you happen to have that kind it is usually best to give it to him, and practically let him fit himself, even though you may know that it is not the best truss for his case. You might exhaust yourself persuading him to take the kind that you know to be the best for him, but most likely you would do him no kindness. Ten chances to one, he would bring it back to you after a few days, pronouncing it a failure, and his poor opinion of you as a truss-fitter would be established forever. Most men wear their trusses too low; they do not understand that the aperture is above the tumor. If you place the pad where it should be, the first thing they do is to shove it down out of place. It is the truss-fitter's duty to explain to them the anatomy of the parts and why the pressure should be placed higher than they suppose, and, if possible, "educate them up" to wearing the pad where it belongs.

In cases where the patients are not attached to a truss which they have been wearing, but still are disposed to follow their own ideas, making their own selection of a truss and dictating how they want it adjusted, I say to them pleasantly: "I think I know a great deal better than you do what your case requires. If you will permit me to select the truss and fit it to you, and if you will wear it where I place it, I will guarantee that it will suit you, or I will take it back and refund the money to you." When a patient proposes to take one or more of my trusses home and try them, I say: "No; you may select your truss and fit it to yourself here, and if you desire I will assist you, but I take no chances on your truss-fitting. You must pay for the truss before you take it home, and, after you take it home, you must keep it." After a little firm but kind talk of this sort the patient will usually put himself in my hands. In talking that way to a patient I mean just what I say. I will not let any man take my trusses home and try them. If they don't fit, he doesn't know how to make them fit, and he is almost sure to bring them back soiled more or less. I have then had my trouble and the damage to my trusses all for nothing. I will take my chances on my own truss-fitting, and the patient must take his chances on his. On this

(Continued on Page 22)



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ACIDUM.		CUBEAE.		TINCTURES.	
Aceticum	80 10	Cubebae	1 60@1 70	Aconitum Napellis R	50
Benzoficum German	65@ 75	Erechtithos	1 20@1 30	Co	50
Boracic	15	Erigeron	1 20@1 30	Aloes	60
Carbolicum	22@ 32	Gaultheria	1 50@1 60	and myrrh	60
Citricum	41@ 44	Geranium, ounce	2 75	Arnica	60
Hydrochlor	32 5	Gossypii, Sem. gal	60@ 70	Asafetida	50
Nitrosum	10@ 12	Hedeoma	1 25@1 40	Atrope Belladonna	50
Oxalicum	10@ 12	Juniperi	50@2 00	Benzoin	60
Phosphorium dil.	20 20	Lavandula	90@2 00	Co	50
Salicylicum	65@ 70	Limonia	1 30@1 50	Sanguinaria	50
Sulphuricum	1 1/2@ 2 1/2	Mentha Piper	1 80@2 00	Barosma	50
Tannicum	40@1 60	Mentha Verd	1 80@2 00	Cantharides	75
Tartaricum	30@ 33	Morruuae, gal	1 40@1 50	Capficum	50
AMMONIA.		Myrcia, ounce	2 50	Ca damon	75
Aqua, 15 deg.	40 6	Olive	90@2 00	Castor	75
" 20 deg.	62 8	Picis Liquida, (gal. 35)	10@ 12	Catechu	1 00
Carbonas	12@ 14	Ricini	88@ 96	Cinchona	50
Chloridum	12@ 14	Rosmarini	1 00	Co	60
ANILINE.		Rosae, ounce	6 50@2 50	Columba	50
Black	2 00@2 25	Succini	40@ 45	Conium	50
Brown	80@1 00	Sabina	90@1 00	Cubeba	50
Red	45@ 50	Santal	2 50@2 00	Digitalis	50
Yellow	2 50@3 00	Sassafras	50@2 50	Ergot	50
BACCAR.		Sinapis, ess. ounce	2 65	Geniana	50
Cubebae (po 25)	20@ 25	Tigli	2 00	Gentian	50
Juniperus	80 10	Thyme	40@ 50	Gualca	60
Xanthoxylum	25@ 30	Thyme opt	1 60	" ammon	60
BALSAMUM.		Theobromas	15@ 20	Zingiber	50
Copaiba	45@ 50	POTASSIUM.		Hyoscyamus	50
Peru	80@1 00	Bi Carb.	15@ 18	Iodine	75
Terabin, Canada	45@ 50	Bichromate	11@ 13	" Colorless	75
Tolutan	45@ 50	Bromide	45@ 48	Ferri Chloridum	35
CORTEX.		Carb.	12@ 15	Kino	50
Abies, Canadian	18	Chlorate (po. 17@19)	16@ 18	Lobelia	50
Cassiae	12	Cyanide	50@ 55	Myrrh	50
Cinchona Flava	18	Iodide	2 90@3 00	Nux Vomica	50
Euonymus atropurp	20	Potassa, Bitart, pure	23@ 25	Opil	85
Myrica Cerifera, po	30	Potassa, Bitart, com	2 15	" Camphorated	50
Prunus Virgin.	12	Potass Nitras, opt	8@ 10	Deodor	2 00
Quillaja, grd.	10	Potass Nitras	7@ 9	Aurant Cortex	50
Sassafras	12	Prussiate	25@ 23	Rhatany	50
Ulmus Po (Ground 15)	15	Sulphate po	15@ 18	Rhei	50
EXTRACTUM.		RADIX.		Rhizomum	50
Glycyrrhiza Glabra	24@ 25	Aconitum	20@ 25	Serpentaria	50
" po	33@ 35	Althae	22@ 25	Stromonium	50
Haematox, 15 lb. box	13@ 14	Anchusa	12@ 15	Valerian	50
" 1/2 lb.	14@ 15	Arum, po	2 25	Veratrum Veride	50
" 1/4 lb.	14@ 15	Calamus	20@ 40	MISCELLANEOUS.	
" 1/8 lb.	16@ 17	Gentiana (po. 12)	8@ 10	Ether, Spts Nit, 3 F.	35@ 38
FERRU.		Glycyrrhiza, (pr. 15)	16@ 18	" 4 F.	38@ 40
Carbonate Precip.	2 15	Hydrastis Canadian,	2 30	Alumen	2 1/2@ 3
Citrate and Quinia	2 30	(po. 35)	2 30	" ground, (po.	7)
Citrate Solubis	2 50	Hellebore, Ala, po.	15@ 20	Ansetto	40@ 50
Ferrocyanidum Sol.	2 80	Inula, po	15@ 20	Ansmont, po	5
Solnt Chloride	2 15	Ipecac, po	1 30@1 40	" et Potass T.	55@ 60
Sulphate, com'l	9@ 2	Iris plox (po. 35@38)	35@ 40	Antipyrin	2 10
" pure	2 7	Jalapa, pr	40@ 45	Antifebrin	2 25
FLORA.		Maranta, 1/2 s.	2 35	Argent Nitras, ounce	5 53
Arnica	12@ 14	Podophyllum, po.	15@ 18	Arsenicum	5@ 7
Anthemis	18@ 25	Rhei	75@1 00	Balm Gilead Bud.	38@ 40
Matricaria	15@ 5	" cut.	75@1 35	Bismuth S. N.	1 20@1 30
FOLIA.		Spigelia	35@ 38	Calcium Chlor, 1/2 s.	9
Barosma	14@ 30	Sanguinaria, (po 25)	2 20	10; 1/2 s, 15)	2 9
Cassia Acutifol, Tin-	18@ 25	Serpentaria	50@ 55	Cantharides Russian,	2 1 00
ivelly	25@ 30	Senega	55@ 60	po	2 1 00
" Alex.	25@ 30	Similax, Officialis. H	2 40	Capsici Fructus, af.	2 15
Salvia officinalis, 1/2 s	12@ 20	M	2 25	" po.	2 15
and 1/4 s.	12@ 20	Scillae, (po. 35)	10@ 12	" Bpo.	2 15
Ura Ursi	8@ 10	Symplocarpus, Post-	2 35	Caryophyllus, (po. 15)	10@ 12
SUMMI.		duus, po	2 35	Carmine, No. 40	2 3 75
Acacia, 1st picked	2 60	Valeriana, Eng. (po.30)	2 25	Cera Alba, S. & F.	50@ 55
" 2d	2 40	" German	15@ 20	Cera Flava	40@ 42
" 3d	2 30	Ingiber a.	18@ 20	Coccus	2 40
" sifted sorta.	2 20	Zingiber j.	18@ 20	Cassia Fructus	2 25
" po	60@ 80	SEMEN.		Centaurium	2 10
Aloe, Barb. (po. 60)	50@ 60	Anisum, (po. 20)	2 15	Chloroform	60@ 68
" Cape, (po. 20)	2 12	Aplum (graveleons)	14@ 16	" squibbs.	2 1 25
" Socotri, (po. 60)	2 50	Bird, is	4@ 6	Chloral Hyd Crst.	1 15@1 30
Catechu, 1s, (1/4 s, 14 1/2 s,	2 1	Carul, (po. 18)	10@ 12	Chondrus	20@ 25
16)	2 1	Cardamon	1 00@1 25	Cinchonidine, F. & W	15@ 20
Ammoniac	55@ 60	Corlandrum	12@ 14	German	3 4@ 2 12
Assafetida, (po. 40)	35@ 40	Cannabis Sativa	4@ 5	Cocaine	5 80@6 00
Benzoinum	50@ 54	Cydonium	75@1 00	Corae, list, dis. per	65
Camphora	50@ 54	Chenopodium	10@ 12	Geni	2 35
Euphorbium po	35@ 40	Dipsicis Odorate	1 80@2 00	Cressatum	2 2
Galbanum	2 20	Foeniculum	2 15	Creta, (bbl. 75)	5@ 5
Gamboge, po	65@ 80	Foenongreek, po	6@ 8	" prep.	5@ 5
Guaiacum, (po 35)	2 30	Lini	3 1/2@ 4	" precip.	9@ 11
Kino, (po 3 00)	2 30	Lini, grd. (bbl. 3 1/4)	3 1/2@ 4	" Rubra.	2 8
Mastic	2 40	Lobelia	25@ 40	Crocus	50@ 55
Myrrh, (po 45)	2 80	Pharlaris Canarian	4@ 5	Cudbear	2 24
Opil (po 3 10@3 30)	90@2 00	Rapa	4 1/2@ 5	Dextrine	10@ 12
Shellac	40@ 45	Sinapis Albu	7@ 8	Ether Sulph.	75@ 90
" bleached	50@ 80	Nigra	11@ 12	Emery, all numbers.	2 10
Tragacanth	50@ 80	SPIRITUS.		" po	2 6
HERBA—In ounce packages.		Frumentum, W. D. Co.	2 00@2 50	Ergota, (po.) 40.	30@ 35
Absinthium	25	" D. F. R.	2 00@2 25	Flake White	12@ 15
Eupatorium	20	Juniperis Co. O. T.	1 25@1 50	Galla	2 23
Lobelia	25	" 1 75@2 50	1 75@2 10	Gambler	7 2 8
Majorum	23	Saacharum N. E.	1 90@2 10	Gelatin, Cooper	2 60
Mentha Piperita	23	Spt. Vini Galli.	1 75@2 50	" French	30@ 50
" Vir.	30	Vini Oporto	1 25@2 00	Glassware flint, by box 80.	
Rue	30	Vini Alba.	1 25@2 00	Less than box 70.	
Tansacetum V	22	SPONGES.		Gine, Brown	9@ 15
Thymus, V	25	Florida sheeps' wool	2 50@2 75	" White	13@ 25
MAGNESIA.		Nassau sheeps' wool	2 00	Glycerina	13@ 20
Calcined, Pat.	55@ 60	carriage	2 00	Grana Paradisi	2 22
Carbonate, Pat.	30@ 32	Velvet extra sheeps'	1 10	Humulus	25@ 55
Carbonate, K. & M.	30@ 32	wool carriage	1 10	Hydraag Chlor Mite.	2 19
Carbonate, Jennings	35@ 36	Extra yellow sheeps'	85	" Cor	2 69
OLEUM.		carriage	85	" Ammoniac.	2 99
Absinthium	2 50@3 00	Grass sheeps' wool car-	65	Unguentum	45@ 55
Amygdalae, Dulc.	30@ 32	riage	65	Hydrargyrum	2 65
Amygdalae, Amarae	8 90@2 25	Hard for slate use.	75	Ichthyocolia, Am.	1 25@1 50
Anisi	1 90@2 00	Yellow Reef, for slate	1 40	Indigo	75@1 00
Aurant Cortex	1 80@2 00	use	1 40	Iodine, Resubl.	3 80@3 90
Bergamit	3 00@3 20	SYRUPS.		Iodoform	2 40
Cajiputi	60@ 65	Acacia	50	Lupulin	2 25
Caryophylli	75@ 80	Zingiber	50	Lycopodium	60@ 65
Cedar	35@ 65	Ipecac	50	Macis	70@ 75
Chenopodii	2 60	Ferri Iod.	50	Liquor Arsen et Hy-	2 27
Cinnamomii	1 40@1 50	Aurant Cortes.	50	drag Iod.	2 65
Citronella	2 45	Rhei Arom.	50	Liquor Potass Arsenitis	1 9@ 1 12
Conium Mac.	35@ 65	Similax Officialis.	50	Magnesia, Sulph (bbl	2 1/2@ 2 40
Copaiba	80@ 90	Senega	50	1 1/2)	2 40 4

Morphia, S. P. & W.	1 75@2 00	Snuff, Maccaboy, De	2 34	Red Venetian	1 1/2@ 2 25
S. N. Y. Q. &	1 65@1 90	Voos	2 34	Ochre, yellow Mars.	1 1/2@ 2 4
Moschus Canton.	60 40	Snuff, Scotch, De. Voos	2 34	" Ber.	1 1/2@ 2 3
Myristica, No 1	65@ 70	Soda Boras, (po. 7-9)	7@ 9	Putty, commercial	2 1/2@ 2 3
Nux Vomica, (po 20)	2 10	Soda et Potass Tart.	24@ 25	" strictly pure	2 1/2@ 2 3
Os. Sepia	15@ 18	Soda Carb.	1 1/2@ 2	Vermilion Prime Amer-	13@15
Pepsin Saac, H. & P. D.	2 00	Soda, Bi-Carb.	3@ 5	ican	65@72
Co	2 00	Soda, Ash	3 1/2@ 4	Vermillon, English	20 1/2@ 27
Picis Liq, N. C., 1/2 gal	2 00	Soda, Sulphas.	2 2	Green, Paris	13@16
doz	2 00	Spts. Ether Co	50@ 55	Green, Peninsular	5 1/2@ 6
Picis Liq, quarts	2 1 00	" Myrcia Dom.	2 2 00	Lead, red	5 1/2@ 6
" pints	2 85	" Vini Rect. bbl.	2 5 5	" white	5 1/2@ 6
Pil Hydrarg. (po. 80)	2 1	" " 1/2 bbl.	2 6 0	Whiting, white Span.	2 70
Piper Nigra, (po. 22)	2 1	" " 10 gal.	2 6 0	Whiting, Gilders	2 90
Piper Alba, (po 5)	2 3	" " 5 gal.	2 6 5	White, Paris American	1
Pitx Burgun.	2 7	Less 5c gal., cash ten days.		Whiting, Paris Eng.	1 40
Plumbi Acet	10@ 12	Strychnia Crystal	1 40@1 45	cliff	1 40
Pulvis Ipecac et opil	1 10@1 20	Sulphur, Subl.	2 1/2@ 3	Universal Prepared	1 00@1 15
Pyrethrum, boxes M	2 15	" Roll	2 2 1/2	PAINTS.	
& P. D. Co., doz	30@ 30	Tamarinds	3@ 10	No. 1 Turp Coach	1 10@1 20
Pyrethrum, 30	30@ 30	Terebenth Venice	2@ 20	Extra Turp.	1 60@1 70
Quassia	8@ 10	Theobromae	45 48	Coach Body	2 75@3 00
Quinia, S. P. & W.	3 4@3 9 1/2	Vanilla	9 00@16 00	No. 1 Turp Furn	1 00@1 10
" S. German	2 7@ 3 7	Zinci Sulph.	7@ 8	Butra Turk Damar	1 55@1 60
Rubia Tincturum	12@ 14	OILS.		Japan Dryer, No. 1	70@75
Saccharum Lactis pv.	18 18	Whale, winter	70 70	Turp.	70@75
Salacin	2 30@2 50	Lard, extra	60 65	THE TRADESMAN	
Sanguis Draconis	40@ 50	Lard, No. 1	40 45	OCCUPIES	
Sapo, W.	12@ 14	Linseed, pure raw	50 51	ITS OWN FIELD.	
" G	10@ 15	Linseed, boiled.	61 13	Its Columns Bring RETURNS	
Seldits Mixture	2 20	Neat's Foot, winter	65 76	TO ADVERTISERS.	
Sinapis	2 18	strained	65 76		
" opt.	2 30	Sprits Turpentine	35 40		

HARRY'S ROOT BEER



One Bottle Makes
Five Gallons.
Retail Price is Only
10 Cents.

**HAZELTINE
& PERKINS DRUG
CO.**
PROPRIETORS,
Grand Rapids, Mich.

GROCERY PRICE CURRENT.

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

Table listing various grocery items such as AXLE GREASE, BAKING POWDER, BATH BRICK, BRUSHES, CANNED GOODS, and FLY PAPER with their respective prices.

Table listing various grocery items such as Cherries, Raspberries, Strawberries, and various types of Beans and Corn.

Table listing various grocery items such as CREAM TARTAR, COCOA SHELLS, COFFEE, CHICORY, CONDENSED MILK, and various types of BUTTER.

Table listing various grocery items such as "Superior" books, CRACKERS, CEMENTS, DRIED FRUITS, and various types of Raisins.

Table listing various grocery items such as RAINBOWS, DISINFECTANT, FISH-SALT, and various types of BUTTER.

Table listing various grocery items such as FLAVORING EXTRACTS, GUNPOWDER, HERBS, INDIGO, JELLY, LICORICE, LYE, MINCE MEAT, and MATCHES.



Above prices on coupon books are subject to the following quantity discounts: 200 books or over .5 per cent; 500 " " .10 " " 1000 " " .20 " " 2000 " " .30 " "

COUPON PASS BOOKS. (Can be made to represent any denomination from \$10 down.)

50 books \$1.00; 100 " 2.00; 250 " 3.00; 500 " 4.00; 1000 " 5.00; 2000 " 6.00

CREDIT CHECKS. 500, any one denom'n. \$3.00; 1000, " " 5.00; 2000, " " 8.00; Steel punch 75

CRACKERS. Butter. Seymour XXX, cartoon; Family XXX, cartoon; Family XXX, cartoon; Salted XXX, cartoon; Boston; Jersey

Soda, XXX. Soda, City; Soda, Duchess; Crystal Wafer; Long Island Wafers; Oyster

S. Oyster XXX; City Oyster XXX; Farina Oyster

LIQ. GLUE, 1oz 9 60; Leather Cement; Rubber Cement

MAJOR'S CEMENT NEW YORK

DRIED FRUITS. Domestic. Apples. Sundried; Evaporated, 50 lb. boxes; California in bags; Evaporated in boxes

In boxes. Nectarines; Peaches; Pitted Cherries; Prunelles; Raspberries

In barrels. Loose Muscatels in Boxes; Loose Muscatels in Bags

Foreign. Currants; Patras, bbls.; Vostizzas, 50 lb. cases

25 lb. boxes; 1 lb. packages; Citron, Leighorn, 25 lb. boxes; Lemon; Orange



N. Y. Condensed Milk Co's brands: Borden Eagle; Borden Daisy; Borden Champion; Borden Magnolia; Borden Dime



Peerless evaporated cream 5 75

COUPON BOOKS. "Tradesman" 1 book, per hundred 2 00; "5" 2 50

"1" 3 00; "5" 3 50; "10" 4 00; "20" 5 00



Regular Grade Lemon; Regular Grade Vanilla; XX Grade Lemon; XX Grade Vanilla

Jennings. 2 oz regular panel. 75; 4 oz " 1 50; 8 oz " 2 00; No. 3 taper. 1 25; No. 4 taper. 1 50

Northrop's. 2 oz oval taper 75; 3 oz " 1 20; 4 oz regular 85; 4 oz " 1 60

GUNPOWDER. Rifle-Dupont's. Kegs. 3 25; No. 1 bbl, 40 lbs. 1 10; No. 1, kits, 10 lbs. 50; No. 1, 8 lb kits. 48

Whitefish. No. 1 family; No. 1, 100 lbs. 4 25; No. 1, 40 lbs. 1 95; No. 1, kits, 10 lbs. 50; No. 1, 8 lb kits. 48

Whitefish. No. 1 family; No. 1, 100 lbs. 4 25; No. 1, 40 lbs. 1 95; No. 1, kits, 10 lbs. 50; No. 1, 8 lb kits. 48

HERBS. Sage; Hops

INDIGO. Madras, 5 lb. boxes; S. F., 2, 3 and 5 lb. boxes

JELLY. 15 lb. pails; 17 " ; 30 " "

LICORICE. Pure; Calabria; Sticly; Root

LYE. Condensed, 2 doz.; 4 doz.

MINCE MEAT. Condensed, 2 doz.; 4 doz.

MATCHES. Globe Match Co's Brands; Columbia Parlor; XXX Sulphur; Diamond Match Co's Brands; No. 2 sulphur; Anchor parlor; No. 2 home; Export parlor

MEASURES. Tin, per dozen; 1 gallon; Half gallon; Quart; Pint; Half pint; Wooden, for vinegar, per doz.; 1 gallon; Half gallon; Quart; Pint

MOLASSES.

Blackstrap.	14
Sugar house.	14
Ordinary.	16
Prime.	20
Fancy.	30
New Orleans.	18
Fair.	22
Good.	27
Extra good.	32
Choice.	32
Fancy.	40
Half barrels 3c. extra.	

PICKLES.

Medium.	24 00
Barrels, 1,200 count.	2 50
Half bbls, 600 count.	
Small.	
Barrels, 2,400 count.	5 50
Half bbls, 1,200 count.	3 25

PIPES.

Clay, No. 216.	1 70
" T. D. full count.	70
Cob, No. 3.	1 20

POTASH.

48 cans in case.	
Babbitt's.	4 00
Penna Salt Co.'s.	3 00

RICE.

Domestic.	
Carolina head.	5 1/2
No. 1.	5
No. 2.	4 1/2
Broken.	3 1/2
Imported.	
Japan, No. 1.	5 1/2
No. 2.	5
Java.	5
Patna.	4 1/2

SOAP.

Best German Family.	
60 1-lb. bars.	2 25
5 box lots.	2 15
25 box lots.	2 00
Allen B. Wrisley's Brands.	
Old Country, 80 1-lb.	3 20
Good Cheer, 60 1-lb.	3 30
White Borax, 100 1/2-lb.	3 65
Proctor & Gamble.	
Concord.	3 45
Ivory, 10 doz.	6 75
" 6 doz.	4 00
Lenox.	3 65
Mottled German.	3 15
Town Talk.	3 25
Dingman Brands.	
Single box.	3 95
5 box lots, delivered.	3 85
10 box lots, delivered.	3 75
Jan. S. Kirk & Co.'s Brands.	
American Family, wrp d.	3 33
" plain.	2 27
N. K. Fairbank & Co.'s Brands.	
Santa Claus.	3 90
Brown, 60 bars.	2 10
" 80 bars.	3 10
Lautz Bros. & Co.'s Brands.	
Acme.	3 65
Cotton Oil.	6 00
Marseilles.	4 00
Master.	4 00
Thompson & Chute Co.'s Brands.	

SPICES.

Whole Sifted.	
Allspice.	9 1/2
Cassia, China in mats.	9 1/2
" Batavia in bund.	15
" Saigon in rolls.	32
Cloves, Amboyna.	32
" Zanzibar.	11 1/2
Mace Batavia.	70
Nutmegs, fancy.	55
No. 1.	50
No. 2.	55
Pepper, Singapore, black.	10
" white.	30
" shot.	16
Pure Ground in Bulk.	
Allspice.	15
Cassia, Batavia.	18
" and Saigon.	35
" Saigon.	32
Cloves, Amboyna.	35
" Zanzibar.	18
Ginger, African.	16
" Cochin.	20
" Jamaica.	22
Mace Batavia.	65
Mustard, Eng. and Trieste.	32
" Trieste.	25
Nutmegs, No. 2.	75
Pepper, Singapore, black.	16
" white.	24
" Cayenne.	30
Sage.	30
" Absolute" in Packages.	

SEEDS.

Anise.	2 13
Canary, Smyrna.	4
Caraway.	7
Cardamon, Malabar.	80
Hemp, Russian.	4
Mixed Bird.	4 1/2
Mustard, white.	9
Poppy.	9
Rape.	4 1/2
Cuttle bone.	30

SNUFF.

Scotch, in bladders.	37
Maccaboy in jars.	35
French Raper, in Jars.	43

SALERATUS.

Packed 60 lbs. in box.	
Church's.	3 30
DeLand's.	3 15
Dwight's.	3 30
Taylor's.	3 00

SEELY'S EXTRACTS.

Lemon.	
1 oz. F. M. \$ 90 doz.	\$10 20 gro
2 " N. S. 1 20 "	12 60 "
2 " F. M. 1 40 "	14 40 "
Vanilla.	
1 oz. F. M. 1 50 doz.	16 20 gro
2 " N. S. 2 00 "	21 60 "
2 " F. M. 2 50 "	25 50 "
Rococo—Second Grade.	
Lemon.	
2 oz. .75 doz.	8 00 "
Vanilla.	
2 doz. 1 00 doz.	10 50 "

SOAP.

G. R. Soap Works Brands.	
Concordia, 100 1/2 lb. bars.	3 50
" 5 box lots.	3 35
" 10 box lots.	3 30
" 20 box lots.	3 20
Best German Family.	
60 1-lb. bars.	2 25
5 box lots.	2 15
25 box lots.	2 00
Allen B. Wrisley's Brands.	
Old Country, 80 1-lb.	3 20
Good Cheer, 60 1-lb.	3 30
White Borax, 100 1/2-lb.	3 65
Proctor & Gamble.	
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Lenox.	3 65
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Lautz Bros. & Co.'s Brands.	
Acme.	3 65
Cotton Oil.	6 00
Marseilles.	4 00
Master.	4 00
Thompson & Chute Co.'s Brands.	

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HOW TO FIT TRUSSES?

(Continued from Page 18.)

point it pays to be independent and positive.

In cases where a patient is strenuous for a belt truss, either because he has been tortured by a poorly fitted spring truss, or for any other reason, if I think that a belt truss will serve him fairly well I follow his preference.

As to the best trusses for women, my experience is limited. Two lady physicians have been in the habit of coming to me for trusses to fit their lady patients with; frequently they have described the cases to me and asked my advice. From that experience I have formed the opinion that, while a woman may face the music and have a tooth pulled with less ado than a man (and dentists tell us such is the case), when it comes to protracted discomfort she has less patience and endurance than a man; moreover, she forms opinions from the looks of a truss. If a truss looks hard and uncomfortable, it will hurt her when she wears it; and if it looks nice, soft and comfortable, she will find it comfortable. Therefore, for women, I would select neat, soft, kid-covered French patterns, with as light springs as possible.

So much on the management of a customer. We will now consider briefly the matter of adjusting a truss. Exactly how to adapt a truss to each individual, it would be impossible for any one to explain without a clinic of a variety of cases, but certain general instructions may be given:

First. Insist on exposing the patient sufficiently to have a fair chance at him. Working under several layers of clothing from undershirt to overcoat, and among a tangle of suspenders, etc., is too much like cutting a man's hair with his hat on. Take off coats, let down trousers, and pin shirts up out of the way. If the patient wishes to wear the truss over his underclothing he can do so after you get it fitted; the thickness of the clothing will probably make no difference with the set of the truss; but fitting over a shirt is blind work. Have the patient stand up straight, with his heels together, and bearing his weight equally on both feet; reduce the hernia while he is in that position if it can be done easily. If that is not easily done, select the truss which you are to use, put your patient on the chair, reduce the hernia, hold it with your fingers while you bring him back onto his feet, then put on the truss, and remove the fingers. In some very bad cases it may be impossible to remove the fingers and adjust the pad without letting the rupture partially escape. In such cases put the truss on him, get the rear adjustment all right, then put him on his back, lift up each pad, reduce the rupture, put the pad in place, then carefully bring him onto his feet. Then sit down in front of him; have him cough and change positions; if it escapes, watch and see just where it escapes. If possible, be sure to have the hernia completely reduced before the truss is put on. Sometimes in an old hernia certain growths or adhesions render a complete reduction impossible. Whatever can be returned to the abdominal cavity without materially lifting the spermatic cord should be held there. Be sure to have the truss completely holding him before you let him go. A truss that is pinching an intestine which has partly, even in a small degree, slipped by it is a very uncomfortable and often a very harmful truss; for that reason it is better to have the spring too stiff than too weak. It is better to say to a patient, "I think this spring is stiffer than you will need it permanently, and, after you have worn it a few days, if you will come in, I will slack it up," than it is to say to him, "I want to make it as easy as possible for you; I will try a limber spring; if it doesn't hold you, I will make it stiffer." If it fails to hold him he is liable to consider you a failure and to want to try some one else. So, on the start, whatever else you do or fail to do, be sure, if possible, to establish the fact that you can hold him. At this point I would emphasize again the importance of keeping a full assortment of sizes, for it is too bad to fail of a perfect job just because

you have to use a truss which is a size too large or too small.

Keep a record of every truss you fit; it will be of service to you in many ways.

RUPTURE IN INFANTS.

It is sometimes impossible to put onto little fellows trusses which will be comfortable, or which will keep in place. I think that, as a rule, a spring truss is better than a compress, and that a soft, leather-covered French pattern is the best. A hard-rubber truss would be cooler and more cleanly, but it is more apt to slide out of place. The following device has worked well in some light cases: Take two corn or bunion plasters, stick their gummed sides together, and stick them onto a piece of adhesive strip. The plasters make a good compress with the hole in the middle; place the compress on the hernia and fasten it in place with the strip. This should be changed quite frequently, and each time the slip should be fastened to a new place. If more pressure is needed, an additional bandage can be attached to the compress and passed around the body.

Sometimes a person coming to the druggist for a truss brings along his physician to superintend the matter. As a rule, physicians are not practical truss-fitters. I have found that the most satisfactory way in such cases is simply to tender the physician the use of your room and your assortment of trusses and leave the case entirely in his hands. If he declines your tender, as most likely he will, he will be careful not to interfere with your work or make any suggestions that will embarrass you.

H. G. COLMAN.

Kalamazoo, Mich.

SMITH-HILL ELEVATORS

Electric, Steam and Hand Power.

PRICES LOW. MECHANISM SIMPLE. NOT LIABLE TO GET OUT OF REPAIR.

Call and see me or telephone 1120 and I will accompany enquirer to dozens of local users of our elevators. J. C. MULBERRY, Agent. Kortlander Building, Grand Rapids, Mich.

L. G. DUNTON & CO.

Will buy all kinds of Lumber—Green or Dry.

Office and Yards, 7th St. and C. & W. M. R. R. Grand Rapids, Mich.

NELSON--MATTER FURNITURE CO.

MAKERS OF

Furniture for City and Country Homes

SELL

FURNITURE

AT RETAIL

33-35-37-39 Canal Street, Grand Rapids

Bedroom Suites, Sideboards, Bookcases, Chairs, Tables, Chiffoniers, Couches and Lounges, Upholstered Parlor Furniture, Lace Curtains and Drapery Silks.

Correspondence and orders by mail solicited.

NELSON-MATTER FURNITURE CO.,

GRAND RAPIDS, MICH.



DECOY & DWARF DECOY

Catches More Flies

than any other Sticky Fly Paper and pleases everybody.

Every box guaranteed by the manufacturer.

Costs no more than common fly paper.

They all say

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

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

CURRENT COMMENT.

The potato patch scheme of charity, originating with Mayor Pingree, of Detroit, last year, has become very popular, and a large number of cities, both in this country and Europe, are preparing to do something of the sort this year. The fact that the poor people of Detroit succeeded in raising last summer, with the oversight and help of the mayor and his co-workers, about \$14,000 worth of produce from 400 acres of land at a total expense of not more than \$3,500, has been accepted as a demonstration of the practicality of the plan, and those most interested in it have been the more gratified because, though essentially a charity, the system accomplishes its purpose by helping the poor to help themselves. The use of the land is loaned, the plowing is done by the city, and the dressing, seeds and tools are furnished; but the most of the labor is done by the poor people who are to benefit by the system, and this fact lifts them above the enervating shame of mendicancy. The plan is found also to have an educational value, for the men who work on these potato patches must of necessity learn something about agriculture in its simpler forms, and by this means they become less dependent upon factory or other employment by which they have been accustomed to seek a livelihood. That this benefit is something more than theory is proved by the fact that a considerable number of the beneficiaries of the Detroit system have left the city for the purpose of engaging permanently in agricultural work on their own account.

A story comes from Massachusetts of a small boy who was playing with dynamite and lost the tops of the fingers and some of the thumb of his left hand. He was taken home, and the doctor who was called in advised the removal of the sufferer to the hospital. The boy was afraid that his teacher would think that he was playing truant, and insisted on being brought before her en route to the hospital. His teacher was very sorry and expressed her sympathy quite freely. "Do you feel badly about it, Willie?" she asked. "About what?" said he. "Why, about losing your fingers and going to the hospital." "Well, no," said he, quite meditatively, "I don't feel so bad about that; but I'll tell you, I play shortstop for our club, and we are going to play a match to-morrow, and I feel rotten to think that I'm out of it."

One of the largest retail houses in New York has applied the card catalogue system to its book-keeping. Two catalogues are kept, one of balanced accounts, the other of open accounts. When the firm wishes to send a statement to a customer, an accountant runs over the live catalogue, takes down all the items against the customer in question, and makes up the statement. When the bill is paid all the cards that went to make up that statement are transferred to the balanced account catalogue, together with a card recording the payment.

The Chinese burglar takes an ingredient of his own, burns it, and blows the smoke through the keyhole of the bedroom where the master of the house is asleep. The fumes dull the senses of the victim just enough to make him helpless, while at the same time permitting him to hear and see everything that goes on in the room.

Pop Corn Goods!

Our Balls are the Sweetest and Best in the market.
200 in Box or 600 in Barrel.

Penny Ground Corn Cakes in
Molasses Squares
and **Turkish Bread**

Are Tip Top Sellers.

DETROIT POP CORN NOVELTY CO. 41 JEFFERSON AVENUE
ESTABLISHED THIRTY YEARS. Detroit, Mich.

DID YOU NOTICE

S

ON YOUR CRACKERS?

SEARS' SUPERIOR SEYMOUR

That is what it means--

"THE ACKNOWLEDGED LEADER OF CRACKERS!"

THEY **Originated in MICHIGAN**
Are Made in MICHIGAN
Are Sold in MICHIGAN
And all over the World.

Manufactured by

The New York Biscuit Co.,

Successors to WM. SEARS & CO.,

Grand Rapids, Mich.

Foreign FRUITS Domestic

EARLY GARDEN VEGETABLES

YOUR ORDERS SOLICITED.

F. J. Dettenthaler, 117-119 MONROE STREET,
GRAND RAPIDS, MICH.

SEEDS - Potatoes - Beans

We handle all kinds FIELD SEEDS, Clover, Timothy, Hungarian, Millet, Buckwheat, Field Peas, Spring Rye, Barley, Etc. Buy and sell Potatoes, Beans, Seeds, Eggs, Etc. Car lots or less.

EGG CRATES and EGG CRATE FILLERS.

If you wish to buy or sell write us.

Moseley Bros. 26-28-30-32 OTTAWA STREET
Grand Rapids, Mich.
Jobbers SEEDS, BEANS, POTATOES, FRUITS.

CHICAGO

Nov. 18 1894

AND WEST MICHIGAN RY.

GOING TO CHICAGO.

Lv. G'd Rapids..... 7:15am 1:25pm *11:30pm
Ar. Chicago..... 1:25pm 6:50pm *7:20am

RETURNS FROM CHICAGO.

Lv. Chicago..... 8:25am 5:00pm *11:45pm
Ar. G'd Rapids..... 3:05pm 10:25pm *6:25am

TO AND FROM MUSKOGON.

Lv. Grand Rapids..... 7:25am 1:25pm 5:30pm
Ar. Grand Rapids..... 11:45am 3:05pm 10:25pm

TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.

Lv. Grand Rapids..... 7:30am 3:15pm
Ar. Manistee..... 12:30pm 8:15pm
Ar. Traverse City..... 1:30pm 8:45pm
Ar. Charlevoix..... 3:15pm 11:10pm
Ar. Petoskey..... 3:45pm 11:40pm

Trains arrive from north at 1:00 pm and 10:00 pm.

PARLOR AND SLEEPING CARS.

Parlor car leaves for Chicago 1:25pm. Arrives from Chicago 10:25pm. Sleeping cars leave for Chicago 11:30pm. Arrive from Chicago 6:25am.

*Every day. Others week days only.

DETROIT,

Oct. 28, 1894

LANSING & NORTHERN R. R.

GOING TO DETROIT.

Lv. Grand Rapids..... 7:00am 1:20pm 5:25pm
Ar. Detroit..... 11:40am 5:30pm 10:10pm

RETURNS FROM DETROIT.

Lv. Detroit..... 7:40am 1:10pm 6:00pm
Ar. Grand Rapids..... 12:40pm 5:20pm 10:45pm

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Lv. G.R. 7:40am 5:00pm Ar. G.R. 11:35am 10:45pm

TO AND FROM LOWELL.

Lv. Grand Rapids..... 7:00am 1:20pm 5:25pm
Ar. from Lowell..... 12:40pm 5:20pm

THROUGH CAR SERVICE.

Parlor Cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train.

Trains week days only.

GEO. DEHAVEN, Gen. Pass'r Ag't.

MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, May 27, 1894.)

Arrive. Depart.
10 20 p.m. Detroit Express..... 7 00 a.m.
5 30 a.m. *Atlantic and Pacific..... 11 20 p.m.
1 00 p.m. New York Express..... 6 00 p.m.
*Daily. All others daily, except Sunday.

Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.

Parlor cars leave for Detroit at 7:00 a.m.; returning, leave Detroit 4:35 p.m., arriving at Grand Rapids 10:20 p.m.

Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.)

A. ALMQUIST, Ticket Agent,
Union Passenger Station.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

EASTWARD.

Trains Leave	↑No. 14	↑No. 16	↑No. 18	*No.
G'd Rapids, Lv	6 45am	11 20am	3 25pm	11 00pm
Ionia..... Ar	7 40am	11 25am	4 27pm	12 35am
St. Johns..... Ar	8 25am	12 17pm	5 20pm	1 25am
Owosso..... Ar	9 00am	1 20pm	6 05pm	2 10am
E. Saginaw..... Ar	10 50am	3 45pm	8 00pm	6 40am
Bay City..... Ar	11 39am	4 35pm	8 37pm	7 15am
Flint..... Ar	10 05am	3 45pm	7 05pm	5 40am
Pt. Huron..... Ar	12 05pm	5 50pm	8 50pm	7 30am
Pontiac..... Ar	10 53am	3 05pm	8 25pm	5 37am
Detroit..... Ar	11 50am	4 05pm	9 25pm	7 00am

WESTWARD.

For Grand Haven and Intermediate Points..... *8:40 a. m.
For Grand Haven and Muskegon..... *1:00 p. m.
" " Mil. and Chl. *5:35 p. m.
For Grand Haven, Mil. and Chl..... *7:40 p. m.
For Grand Haven and Milwaukee..... *10:05 p. m.
*Daily except Sunday. *Daily.
Trains arrive from the east, 6:35 a.m., 12:50 p.m., 5:30 p.m., 10:00 p.m.
Trains arrive from the west, 6:40 a. m. 8:15 a. m. 10:10 a. m. 3:15 p.m. and 7:05 p.m.
Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor Car. No. 82 Wagner Sleeper.
Westward—No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car. No. 81 Wagner Sleeper.
JAS CAMPBELL, City Ticket Agent.

Grand Rapids & Indiana.

TRAINS GOING NORTH.

Leave going North
For Traverse City, Petoskey and Saginaw..... 7:40 a. p.
For Saginaw..... 5:00 p.
For Petoskey and Mackinaw..... 5:25 p. m.

TRAINS GOING SOUTH.

Leave going South.
For Cincinnati..... 7:25 a. m.
For Kalamazoo and Chicago..... 2:15 p. m.
For Fort Wayne and the East..... 3:15 p. m.
For Cincinnati..... *6:40 p. m.
For Kalamazoo and Chicago..... *11:40 p. m.

Chicago via G. R. & I. R. R.

Lv Grand Rapids..... 7:25 a m 2:15 p m *11:40 p m
Ar Chicago..... 2:40 p m 9:05 p m 7:10 a m
2:15 p m train has through Wagner Buffet Parlor Car and coach.

11:40 p m train daily, through Wagner Sleeping Car and Coach.
Lv Chicago..... 6:50 a m 3:30 p m 11:30 p m
Ar Grand Rapids..... 2:50 p m 9:15 p m 7:20 a m
3:30 p m has through Wagner Buffet Parlor Car
11:30 p m train daily, through Wagner Sleeping Car

Muskegon, Grand Rapids & Indiana.

For Muskegon—Leave. From Muskegon—Arrive.
7:25 a m 9:50 a m
1:00 p m 1:15 p m
4:40 p m 5:20 p m

O. L. LOCKWOOD,
General Passenger and Ticket Agent.

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, May 25--Peaceful and happy has the week been. All attention has been concentrated on the wheat pit of the Produce Exchange, and a person not used to the sight would think he had landed in pandemonium had he gone into the visitors' gallery.

Coffee has been actively dealt in during the week, but it is hardly possible to chronicle any advance in the staple. On the contrary, the quotations on No. 7 Rio have been slightly reduced and 15% c seems to be the outside limit. The amount of coffee afloat is much larger than last year, being 554,864 bags, against 326,908 last year. Mild sorts of coffee are in good demand and, as the supply is not excessive, holders are in a cheerful frame of mind.

The tea market--well, there is no market for teas. Purchasers are buying enough to last "over Sunday," but the whole aspect of things is flat. The sale of Wednesday was a large one, nearly 10,000 packages being disposed of. Formosas made the best record, and for these there may be said to exist a better feeling. Fine Formosas are worth 28 @30c.

The demand for refined sugar has shown considerable falling off during the past few days and not many buyers are in the market. All orders are promptly filled. Prices have undergone no change. Grocery grades of molasses are firmly held and are doing better all the time. Syrups and glucose, also, are feeling the effect of stronger markets and holders are singing, "Oh, be joyful."

Rice, both foreign and domestic, is still meeting with an excellent demand and holders are making the most of their golden opportunities.

Spices of all sorts are making a good record for themselves and, while cloves and pepper lead in the race for higher rates, the confident tone extends to the entire list.

Canned goods are quiet and steady. The recent severe frosts do not seem to have exerted any influence, one way or the other. Brokers are sending out so many conflicting reports that one hardly knows what's what.

There is a moderate demand for lemons and oranges, which promises to extend if the warm weather continues. Pine-apples, bananas, etc., are selling well, and prevailing prices are firmly adhered to.

Butter is firmer, and, while the supply is large, it is passing out at a rate which leaves no great accumulation in storage. Best Elgin and State butter is worth 17 1/2 c.

Cheese remains unprecedentedly dull. Small size, full cream cheese, is bringing 6 1/2 c. Export trade is slack and stock going abroad is mostly of a inferior make.

Eggs show a weaker feeling than existed last week. Arrivals are larger, demand lighter and weather warmer--all conditions exerting an influence that tends to lower rates.

Domestic fruits and vegetables are here in such seeming abundance that it would seem as though frosts were unknown. Fine strawberries are retailing at three boxes (alleged quarts) for a quarter. New potatoes prevail at restaurants, but they are mighty poor eating. Old ones are advancing in price.

THE MICHIGAN TRADESMAN is to be congratulated upon the excellent portrait and biography of "Lion" Woolson in the last issue. It is no uncommon thing to see big piles of Lion coffee boxes here. The world is Woolson's parish and his friends are legion.

Annual Meeting of Wholesale Grocers.

The annual meeting of the Michigan Wholesale Grocers' Association was held at Bay City last Wednesday, at which time the following officers were elected for the ensuing year: President, W. J. Gould, Detroit; First Vice-President, A. S. Musselman, Grand Rapids; Second Vice-President, John Robson, Lansing; Treasurer, C. Elliott, Detroit; Executive Committee, Gilbert W. Lee, W. H. Brace,

James Edgar, Detroit; William Judson, S. M. Lemon, Grand Rapids; H. S. Griggs, Jackson; J. W. Symons, Saginaw; Mr. Dixon, Port Huron; W. I. Brotherton, Bay City.

In the evening a banquet was tendered the visitors by the wholesale grocery trade of Bay City.

E. E. Lessiter, the Grattan general dealer, has the sympathy of the trade in the death of his wife, who passed away May 19 as the result of Bright's disease. Deceased was not quite 20 years old and possessed the love and respect of all who knew her.

R. A. Service, the St. Ignace druggist, was in town last week for the first time in several months. He was chief clerk for Thum Bros. (Grand Rapids) for three years and found much pleasure in renewing his acquaintances among the drug trade.

Strong, Lee & Co. (Detroit) have secured the State agency for the celebrated parchment lining, which retains its stiffness, no matter how many times the garment of which it is a part is washed. The paper is evidently destined to have a large sale.

PRODUCE MARKET.

Asparagus--40@45c per doz. bunches.
Beans--It looks now as if the decline which has been going on for some weeks had been arrested and that the bottom had been reached. The jobbers, who were free buyers on the rising market and have been peddling out stocks since, are now practically out of goods and have commenced to buy again. Receipts still continue light.

Butter--In ample supply at 12@15c for choice dairy.

Beets--New, 40c per doz. bunches.

Cabbage--Mississippi stock commands \$1@1.25 per doz.

Cauliflower--\$1.50 per doz.

Cucumbers--Home grown are now in ample supply, commanding 35@40c per doz.

Eggs--11@11 1/2 c and fairly firm.

Onions--Green bring 8@10c per doz. bunches. Bermudas command \$1.50 for 40 lb. crate.

Potatoes--Old stock is stronger and slightly higher than a week ago, the demand from Ohio and Indiana for seeding purposes being quite active. The price hovers around 50c for city delivery, about 40c being paid at outside buying points.

Pieplant--25c for 75 lb. basket.

Radishes--Round, 10c per doz. Long, 15c per doz.

Spinach--30c per bu.

Strawberries--Illinois stock is arriving in fairly good condition, considering the unfavorable weather of the past two weeks. The price ranges from \$2@2.50 per crate of 24 qts.

PROVISIONS

The Grand Rapids Packing and Provision Co quotes as follows:

PORK IN BARRELS.	
Mess.	12 50
Short cut	12 25
Extra clear pig, short cut	14 00
Extra clear, heavy	
Clear, fat back	13 00
Boston clear, short cut	13 50
Clear back, short cut	13 50
Standard clear, short cut, best	13 50

SAUSAGE.	
Pork, links	7 1/2
Bologna	5 1/2
Liver	6
Tongue	8 1/2
Blood	6
Head cheese	6
Summer	10
Frankfurts	7 1/2

LARD.	
Kettle Rendered	7 1/2
Granger	7 1/2
Family	5 1/2
Compound	5 1/2
Cottolene	6 1/2
Cotosuet	6 1/2
50 lb. Tins, 1/2 c advance.	
20 lb. palls, 1/2 c	
10 lb. " 1/2 c	
5 lb. " 1/2 c	
3 lb. " 1 c	

BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	6 75
Extra Mess, Chicago packing	7 00
Boneless, rump butts	10 00
SMOKED MEATS--Canned or Plain.	
Hams, average 30 lbs.	9 1/2
" " 16 lbs.	10
" " 12 to 14 lbs.	10 1/2
" picnic	7 1/2
" best boneless	9
Shoulders	7
Breakfast Bacon boneless	9
Dried beef, ham prices	11 1/2

THE MICHIGAN BARREL CO.

GRAND RAPIDS, MICH.
MANUFACTURER OF
Bushel Baskets, Cheese Boxes,
Bail Boxes, Axle Grease
Boxes, Wood Measures.

SEEDS

Everything for the
Field and Garden

Clover, Medium or Mammoth, Alsyke, Alfalfa and Crimson, Timothy, Hungarian Millet, Peas and Spring Rye. Garden Seeds in bulk and Garden Tools.

Headquarters for Egg Cases and Fillers.

W. T. Lamoreaux Co.

128 to 132 W. Bridge St.,
Grand Rapids, Mich.

BUTTER WANTED!

Prices quoted on application.

NOTE LOW PRICES

On following goods:
Mrs. Withey's Home Made Jelly, made with boiled cider, very fine. Assortment consists of Apple, Blackberry, Strawberry, Raspberry and Currant:
30-lb. pail..... 70
20-lb. pail..... 50
17-lb. pail..... 45
15-lb. pail..... 40
1 quart Mason Jars, per doz..... 1 65
1 pint Mason Jars, per doz..... 1 25
Per case, 3 doz. in case..... 3 61
Mrs. Withey's Condensed Mince Meat, the best made. Price per case..... 2 40
Mrs. Withey's bulk mince meat:
40-lb. pail, per lb..... 6
25-lb. pails, per lb..... 6 1/2
12-lb. pails, per lb..... 6 1/2
2-lb. cans, per doz..... 1 40
5 lb. cans, per doz..... 3 50
Pint Mason Jars, per doz..... 1 25
Quart Mason Jars, per doz..... 2 00
Pure Sweet Cider, in bbls., per gal..... 12 1/2
Pure Sweet Cider, in less quantities, per gal 14
Maple Syrup, pint Mason Jars, per doz..... 2 25
Maple Syrup, quart Mason Jars, per doz..... 9 00
Peach Marmalade, 20-lb pails..... 1 00
Peach Marmalade in pt Mason jars, pr doz..... 1 20
No. 1 Egg Crate Fillers, best in market, 10 sets in case, No. 1 Case included..... 1 25
No. 1 Egg Crates with fillers complete..... 33
Special prices made on 100 Crate lots.
1 make Syrups and quote you Refiners' prices:
White Sugar Drips, 1/2 bbls..... per gal 32
" 1 and 1/2 gal. pails " " 53
Honey Drips, 1/2 bbls..... " " 26
" 1 and 1/2 gal. pails..... " " 44

EDWIN FALLAS, GRAND RAPIDS MICH.

A Dead Shot
In Teas ===

We offer 47 1-2 chests Morilyan, Heimann & Co.'s packing, 1894 Japan Teas, weight 88 lbs., at 25 cents per lb.

We also offer 92 1-2 chests Hellyer & Co.'s packing, 1894 Japan Teas, weight 80 lbs., at 18 cents per lb.

Less 6 per cent. cash with order.

These Teas are elegant value. Send for samples and try them.

THE JAMES STEWART CO.

EAST SAGINAW, MICH.

LEMON & WHEELER CO.

WHOLESALE GROCERS

Grand Rapids

SAY!-----

Did you ever stir up a

PRICE
\$35.00
PER
1000



B. J. REYNOLDS

GRAND RAPIDS

Sole Agent for Michigan

GOODS GUARANTEED

Mail Orders Solicited

