

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS.

\$1 PER YEAR

VOL. XII.

GRAND RAPIDS, JUNE 19, 1895

NO 613

SPECIFY DAISY BRAND IT IS THE BEST



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

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

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

FOR SALE--Profitable Business. The Best Advertised Druggist and Grocer's Specialty offered in Michigan.
---Zenoleum Sheep Dip, Hen Dip, Vermicide, Disinfectant.
Ask for particulars. Order of your Jobber. 50 PER CENT. PROFIT.
The A. H. ZENNER CO., 98 SHELBY ST., DETROIT, Mich.

A Valuable Pointer!

For \$35.

IT VANISHES IN SMOKE

A GOOD THING FOR 4th OF JULY OR ANY OTHER DAY

Ask your Grand Rapids Traveling Men about it.



M. B. ALDEN **ALDEN & LIBBY,** C. H. LIBBY
STRICTLY FRESH EGGS, Choice Creamery and Dairy Butter Wholesale Produce A SPECIALTY

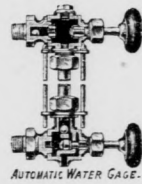
Northern Trade supplied at Lowest Market Prices. We buy on track at point of shipment, or receive on consignment. PHONE 1300.

93 and 95 South Division Street, GRAND RAPIDS, MICH.

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.



—THE—
PENBERTHY
SPECIALTIES.

FOR THE BOILER AND ENGINE. ARE THE ENGINEERS' FAVORITES.
85,000 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.
BRANCH FACTORY AT WINDSOR, ONT.

SYMONDS' WIRE AND IRON WORKS

J. L. SYMONDS DETROIT, MICHIGAN. Phone 1255-2r.
A. J. SYMONDS Manufacturers of

WIRE SIGNS

Wire and Iron Fences, Window Guard, Bank and Office Railing, Fire Escapes, Roof Cresting, Stable Fixtures, Etc. State your wants and send for Catalogue

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

—MANUFACTURER OF—

SPECIAL AND ORDER FURNITURE

Office Fixtures, Store Fixtures, etc.

Factory, 99 N. IONIA ST., Grand Rapids Telephone 738.

WHOLESALE

Rubber Footwear

EXCLUSIVELY

C. L. Weaver & Co.

161-163 Jefferson Ave., Detroit, Mich.

WOONSOCKETS RHODE ISLANDS

Wide, Medium, Narrow and Piccadilly Toes. We will mail you a Net Table and Catalogue upon request.



—IN THE LINE OF—

Heating --- Plumbing

Steam, Hot Water or Hot Air.

IN ALL ITS PARTS.

Sheet Metal Work

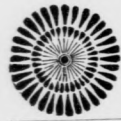
NO FIRM IN THE STATE HAS BETTER FACILITIES OR REPUTATION. OUR WOOD MANTEL GRATE, GAS AND ELECTRIC FIXTURE DEPARTMENT is pronounced the FINEST IN THE COUNTRY, East or West.

WEATHERLY & PULTE,
GRAND RAPIDS.

CONGRESS *INDISPUTABLY the FINEST HAVANA CIGAR in AMERICA*



CIGARS



Congress Cigar

Dealers who are desirous of adding an exceptionally fine Havana Cigar to their stock will find it to their interest to send a sample order to either of the following Jobbers. Ask their Salesmen to show you samples of the

BALL, BARNHART & PUTMAN CO., Wholesale Grocers	MUSSELMAN GROCER CO., Wholesale Grocers	HAZELTINE & PERKINS DRUG CO., Wholesale Druggists	PUTNAM CANDY CO., Wholesale Confectioners	OLNEY & JUDSON GROCER CO., Wholesale Grocers
LEMON & WHEELER CO., Wholesale Grocers	I. M. CLARK GROCERY CO., Wholesale Grocers	A. E. BROOKS & CO., Wholesale Confectioners	WORDEN GROCER CO., Wholesale Grocers	M. H. TREUSCH & BRO., Wholesale Cigars

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.



THE GAIL BORDEN EAGLE BRAND

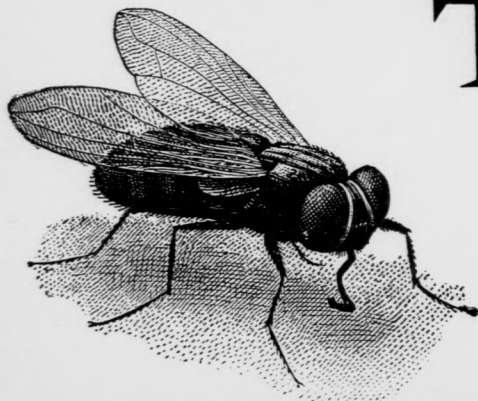
CONDENSED MILK is a staple article; sold everywhere, and as an infant food has no equal.

All reliable dealers sell it and it is a good stock for jobbers to carry. Prepared and guaranteed by the

THE NEW YORK CONDENSED MILK COMPANY

IT HAS NO EQUAL

For Quotations See Price Columns.



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

"LITTLE  TANGLEFOOT"

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.

Retails for 25 cents a box. Costs \$1.75 per case.

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

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

MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, JUNE 19, 1895.

NO. 613

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.

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

THE Grand Rapids FIRE INS. CO.
PROMPT CONSERVATIVE SAFE

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

Michigan Fire and Marine INSURANCE CO.
Organized 1881 Detroit, Mich.

Commercial Credit Co., Limited.

Reports on individuals for the retail trade, house renters and professional men. Also Local Agents Fura. Com. Agency Co.'s "Red Book." Collections handled for members. Phones 166-1030 65 MONROE ST., GRAND RAPIDS.



The Michigan Trust Co.

Grand Rapids, Mich.
Makes a speciality of acting as
EXECUTOR OF WILLS
ADMINISTRATOR OF ESTATES
GUARDIAN OF MINORS AND
INCOMPETENT 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, President.
ANTON G. HODENPYL, Secretary.

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

NULL AND VOID.

The New Peddling Law Proves To Be Defective.

In 1889 the Legislature passed a law allowing Upper Peninsula township boards to assess whatever license they wished on peddlers. In some places it has been prohibitive. The peddler nuisance was thus abated. Representative Hoyt, at the recent session of the Legislature, attempted to have a measure passed which would accomplish the same end in the Lower Peninsula. He had the 1889 act amended to that effect, making the law apply to every township in the State. Unfortunately, the title of the bill was not changed and the act is, therefore, null and void, according to repeated decisions of the Supreme Court.

Section 2 of the act of 1895 also contains a grave error. It provides for the repeal of section 6, of chapter 21, of the Revised Statutes of 1846. This chapter relates to specific taxes and turnpike companies. The evident intention of the act was to repeal section 16, of chapter 21, which relates to hawkers and peddlers.

The result of this miscarriage will be that the Upper Peninsula township boards will continue to fix the license fee at any figure they see fit, while the State Treasurer will continue to exact the statutory fee from peddlers who operate below the Straits.

The Drug Market.

Acids—There is a continued seasonably active market for citric and tartaric, with prices of both ruling firm. Salicylic is also receiving a fair degree of attention, but quotations are yet irregular. Carbolic is moving rather freely in limited quantities at about quoted figures.

Alcohol—Unchanged.
Borax—Is slightly irregular, with small outside holders quoting a fraction under regular quotations.

Cocaine—Weak and lower, having declined 25c per oz.
Chlorate of Potash—Is steadily improving abroad, and a continued strong feeling is manifest on the part of holders here.

Cod Liver Oil—Continues very strong and very active, with large buyers willing to take everything of reliable quality. The situation abroad continues favorable to holders. The ancient information concerning offerings of cod liver oil from which the active principle had been extracted, reference to which was made in this column as long ago as last autumn, has been recently published by contemporaries as fresh news.

Cuttlefish Bone—The demand is very active with the tone of the market stronger, owing to depleted stocks and lessened competition, several of the former dealers having abandoned the article.

Cream Tartar—Is firm under the influences heretofore noted and a fair business is reported.

Essential Oils—Peppermint has developed a firmer feeling among holders,

but aside from a rather better enquiry no cause is assigned for the improvement. Pennyroyal is seasonably active and higher.

Gums—Curacao aloes are somewhat steadier, all the recent direct arrivals having been taken for shipment to Europe. Camphor is strong at the advance noted last week and considerable business is reported from second hands, closing out nearly all their stock of American in barrels. Advices from London are still favorable to holders and all indications point to a further advance. Japan can be had in a limited way only. Chiclé is stronger.

Leaves—Short buchu are very strong, the better qualities being in very light supply. Tinnevelly senna continues to harden under a good demand and increasing scarcity of medium grades. Reports regarding Alexandria varieties continue to be exaggerated; the primary market is stronger, but there is no such improvement as intimated.

Opium—Cables to hand from Smyrna report that market firmer, but no quotation is given; the firmness is said to be due to the belief that large orders have recently been received there. The spot market is also firm.

Quinine—The irregular market quoted in last issue continued several days, when a firmer feeling developed.

Roots—The declining tendency of jalap has been checked. Jamaica ginger is meeting with a fairly active demand from the consuming trade and values have a firm support. Colombo is selling moderately.

Sponges—The spot market is decidedly strong, but there is an entire absence of stock of Rock Island Florida sheepswool in first hands.

Clerks' Corner.

Elk Rapids—A. L. Haight succeeds E. A. Bivins as prescription clerk for Chas. E. Mahan. Mr. Bivins having gone to Alma to take charge of the drug store at that place recently purchased by Mr. Mahan.

Traverse City—James S. Lewis, who so quietly slipped away from all his friends a few weeks ago to marry a Petoskey lady, has returned to this city with his bride, after an extended and very pleasant wedding trip, and has resumed his position in J. W. Milliken's dry goods store.

Hastings—Fred L. Heath's drug store had a narrow escape from fire Sunday. The clerk spilled some linseed oil upon the floor Saturday and then put shavings on to absorb the oil. He afterwards gathered the shavings up and put them in a barrel. Sunday, Mr. Heath and the clerk smelled some unusual odor and began an investigation, which resulted in discovering that the shavings in the barrel were smoking and ready to burst into flames. A few moments later there would undoubtedly have been a blaze had it not been discovered, and in that row of wooden buildings there is no telling where it would have stopped.

Use Tradesman Coupon Books.

The Hardware Market.

General trade continues good and buyers feel confidence in prices and are keeping their stocks up in better shape. The recent advances are held firmly and all indications lead to the belief that the beginning of a firmer market has arrived. In the bar and pig iron centers great activity exists and prices have advanced very materially. We note advances in bar iron of \$7 a ton, while pig iron shows only about \$1 a ton advance; but as one iron mill owner says, "We have been selling iron for \$3 a ton less than it cost us for the past two years, and we feel as though we were entitled to a little advance."

Wire Nails—Are firm and mills are refusing to name any price for July and are declining orders for June, claiming they are all filled up. The price of \$1.30 at mill and \$1.45@1.50 from stock is firmly held.

Barbed Wire—The market is strong and there are orders enough in sight to keep the mills busy for several weeks. Wire now has advanced over the lowest price \$5 a ton. The present price is \$1.95 for painted and \$2.30 for galvanized.

Window Glass—A new list has been adopted by the Association and a new discount made, which is 75 and 5 on both D. S. and S. S. New lists can be had of the jobbers by writing for them.

Gas Pipe—In sympathy with other goods, has advanced 10 per cent.

Many lines show higher prices and we will mention a few:

Common hollow ware to 60 and 10.
Tin and stove bolts to 70 per cent.
Bright wire goods to 85 per cent.
Lead pipe has advanced ¼c a pound.
Drop and buck shot, 15c a bag.
Galvanized sheet iron is now being quoted by the mills at 70 and 10, with every prospect of being 70 per cent. in a few days.

Carriage bolts to 70 per cent.
Machine bolts to 70 and 10.
Dealers should be careful not to quote any prices on staple goods until they know what they can buy them for. Hold your present stock firm. If you have money to buy with, use judgment and keep good stocks. Of course, some things may recede, but with wages being advanced all over, the tendency to improved business is everywhere manifest.

A new medical story has arrived from Maine. "My doctor is a real joker," said a Lewiston lady. "I didn't know that my talking bothered him when he was writing prescriptions until the other day. He never mentioned it, and I always asked him all sorts of questions while he was writing them out. Recently he examined me and sat down to write something. I kept talking. Suddenly he looked up and said: 'How has your system been? Hold out your tongue.' I put out that member and he began to write. He wrote and I held out my tongue, and when he got through he said: 'That will do.' 'But,' said I, 'you haven't looked at it.' 'No,' said he, 'I didn't care to. I only wanted to keep it still while I wrote the prescription.'"

PROPER STATUS OF THE BICYCLE.

Written for THE TRADESMAN.

An innovation like the bicycle must, necessarily, interfere in some respects with accepted conditions and ideas. It required some time for it to find its proper classification, which it finally did, as a vehicle. It was then taken for granted that it should be subject to all the laws and regulations governing vehicles, while the idea that any of these should be modified, on account of the peculiarities of the wheel, was considered ridiculous. It took a long time to demonstrate that it is something more than an idle plaything, and any considerations of its needs were regarded about as the needs of the boys for coasting in the streets in many of the towns of the country.

There was a decided antipathy to the wheel on the part of many. Timid, nervous people disliked it and still do dislike it on account of its silent approach. Many drivers of other vehicles, especially those from the country, would have it suppressed because it frightens their horses. The average farmer has no patience with anything in the streets which does not meet the approval of his team. Many others dislike it from a conservative tendency to abhor all innovations. As a consequence of this dislike on the part of so many, there has developed a strong tendency to antagonize the wheel and in some towns there are severe ordinances regulating its use. For instance, in Hackensack, N. J., it is said that it is not only forbidden the use of sidewalks under all circumstances, but it is not allowed to go through the streets at a greater speed than eight miles per hour, and must be provided with a loud bell or gong at that, while from sunset to sunrise a lighted signal lamp must be carried. Penalties for violating these ordinances are very severe and without appeal.

Perhaps there are no other towns where the regulations are quite so arbitrary, but in many localities they are such as to indicate that the wheel is considered a nuisance, to be suppressed or restricted. Thus, the Common Council of this city has an ordinance under consideration which forbids the use of all sidewalks in an area including a wide belt where the streets are impassable for the wheel much of the year. This is considered the logical sequence of its classification as a vehicle.

What is the proper standing of this mode of conveyance and does it deserve any special privileges over the coal wagon? To reach a logical conclusion on this question, it may be desirable to ask, What is the proper purpose of the streets? The answer is obvious—for the greatest facility of transit of people and their belongings—and to properly serve this purpose there must be adaptation to the requirements of the modes of conveyance used by the greatest number.

Thus the sidewalk is most suitable for the pedestrian, and it is not so very serious a matter for the coal wagon and similar vehicles, even those more elegant, if the streets are rough and coated with a thick layer of mud much of the time; but such conditions are not adapted to so delicate a mode of transit as the wheel, and the question of its deserving consideration turns upon the numbers using it. If all used wheels there would be no objection to their monopolizing the sidewalks. As long as

there were but few wheels in use, they could not properly claim any special consideration; but now that they are getting to outnumber all other vehicles in the streets, it is different. They may properly claim a suitable pathway.

As vehicles, the proper place for the wheel in a city is on the paved street. Where it is not paved and the mud is so deep as to be impassable, the proper way, theoretically, to meet the requirement, is to pave the street. Practically, in a city like this, where rapid growth makes it impossible, on account of taxation, to prevent a wide belt of unpaved streets, it is a question whether it is not better to bend the rules for vehicles and permit the use of sidewalks not too thickly occupied by pedestrians until such time as the city may be able to provide proper roadways; and it is also a question whether the great number—now over 6,000 in this city—does not entitle them to demand some consideration of this kind.

It cannot be denied that the present antagonism is largely caused by the lawlessness of a few wheelmen—reckless speed on the sidewalks with a sudden ring of the bell at the instant of flashing past the pedestrian; starting people by passing without ringing; using the sidewalks when it is unnecessary, when the streets are in good order although not paved, and showing, in other ways, a disregard of the rights and convenience of pedestrians. Thus the convenience of the many is hazarded by the lawless selfishness of the few. More and severer punishments should be meted out to such, and the use of sidewalks, where permitted, should be carefully regulated as to speed, etc. Numbers must compel a recognition of the wheel and it must be accorded corresponding facilities for use.

W. N. F.

How To Detect Poisonous Cheese.

Numerous complaints have come to THE TRADESMAN during the past two weeks of the existence of poisonous cheese, Fennville, Lamont and several other Michigan towns having suffered severe experiences of this kind. THE TRADESMAN has secured samples of the cheese which caused the trouble at both places named and in both cases the litmus test disclosed the existence of tyrotoxin in considerable quantities.

The Vaughan method of testing cheese for tyrotoxin is so simple that all of THE TRADESMAN'S readers should be prepared to use it in the event of there being any question as to the wholesomeness of any cheese they happen to have on sale. The test is made with blue litmus paper, which can be obtained at any drug store. If a piece of the paper be applied to the freshly cut surface of a cheese, and the moisture therefrom immediately gives the paper an intensely red appearance, the cheese may well be regarded with suspicion. While all new or green cheese feebly and slowly reddens blue litmus paper, only the poisonous cakes give the intense and instantaneous reaction. If the cheese is dry, a bit of it may be moistened with water and the paper then applied.

In a note to the editor of THE TRADESMAN, Dr. Vaughan states that his recently discovered cheese poison is a proteid body, as distinguished from a bacterium like tyrotoxin. He is diligently at work in developing the poison and promises to describe it at length in an early issue of this journal.

WOMEN AT THE AUCTIONS.

Usually Keen, Discreet and Able as Buyers.

During the spring season the keen-witted housekeeper has an appalling list of odds and ends to buy for her summer cottage, and only by sacrificing a gown can she get them at first hand. Her perusal of the morning paper extends from the marriage notice to the auction sales and her mind is made up.

It is the alluring look of an announcement that all the elegant fittings and furniture of some up town house will be sold at a great sacrifice at 11 o'clock that fills her with hope. She goes to experiment, she stays to buy, and she usually comes home having expended just double the amount of her original intention. The gown was sacrificed after all, but the delight of having struck such marvelous bargains was sufficient compensation, and ever after she is a devoted follower of auction sales.

That is the way the average woman is drawn into auction shopping. Finding them good customers, every clever auctioneer now keeps a book in which he is at pains to register as many names as possible, and for every sale that possesses any attractions he sends out little notices to private addresses of the hour and articles for auction.

Unfailingly, almost, he will find the women respond to notices of the disposal of somebody's household effects. If the auctioneer is counting on a large feminine attendance he makes no end of kindly little preparations for their comfort. The common crowd is no longer herded in to stand and listen to the shouts of a lazy or facetious assistant. The women who make big purchases like to be comfortably seated for the task, so that now, when the hammer is about to fall on private household goods, and the articles are sold on the premises, a big room is cleared for the sale, rows of stout folding and camp chairs are provided, the light is pleasantly regulated, and the idle rabble barred out.

For the auctioneer himself, his voice is like silk, low, earnest, cheerful, confidential and sincerely respectful in tone. Whatever may be his native or professional talent for joking, he sternly suppresses it, for no woman ever takes her shopping lightly or will consider the solemn business of bargaining in a jesting mood. She doesn't like to be hurried, either, but she dearly loves to be persuaded and allowed to make and unmake her mind as frequently as she pleases. This is easily and inexpensively done, for, unless it is some really very desirable object, started at a smart bidding pace, the price is apt to rise by very short steps of five, ten and fifteen cents.

The first two or three times a woman attends an auction she is apt to let her wavering decision be clinched by the lively opposition and brisk bidding of some other woman. Then, if her temper gets a bit aroused, she will be apt to bid in an iron pot with a hole in it merely for the sake of showing her rival she knows her rights and can spend her money if she wants. After a little experience she is likely to run to the other extreme of absurd caution, and the oddest fact to be noted in attending these auctions patronized by women is that none of them will buy merely for the sake of a bargain. A woman must always persuade herself she wants a thing before she will

raise her voice in its favor, and no auctioneer has yet been found who can always be sure he is putting forth a desirable bargain before a feminine audience.

A lot of unforgivably ugly, cheap little colored prints will in five minutes be pushed up double, treble their value, but, with the delightful inconsistency of the female mind, purses will shut with a snap and dead silence reign when a set of cut glass is put up at a sacrifice. Only by sobs in his voice and a confessed butchering of price can the bewildered salesman raise a bid.

There are some things, too, a well-trained auctioneer separates as goats from the sheep of good things he can probably sell in a woman's audience. Books only by the standard authors, such as Dickens, Scott, George Eliot, Cooper, Hawthorne and the like, ever find any worthy prices among women. Then they are dreadfully particular as to the completeness of the set, refusing almost to have a broken lot at any figure.

They care nothing for simple, handsome bindings, or rare editions, and they have a particular contempt for other folks' kitchen furniture, but revel in sales of rugs and carpets, house linen, and tableware, and have a particular penchant for bidding in clocks.

But the true charm of the auction is the possibilities of really wonderful bargains, and numbers of women have furnished half their houses from purchases discreetly made under the hammer. They find that for a song china, glass and good plated ware for stocking a country house are to be had at hotel sales, as the modern hostelry uses excellent and tasteful furnishings of this sort, quite appropriate for the most refined private home. An announced sale of rugs invariably brings women out in large numbers, but for the intrinsic value of really beautiful bric-a-brac they have scarcely any appreciation, perhaps the only point on which their thrifty sense of perception fails. Some of them become well-known habitués of auction rooms and buy with amazing discretion, never rising above what seems to be a fixed limit; and yet one who attended some fifteen auctions in the month of April secured every detail of furnishing for her little seaside home, and did it all on \$300, including hemmed linen dish cloths and a box of laundry soap.

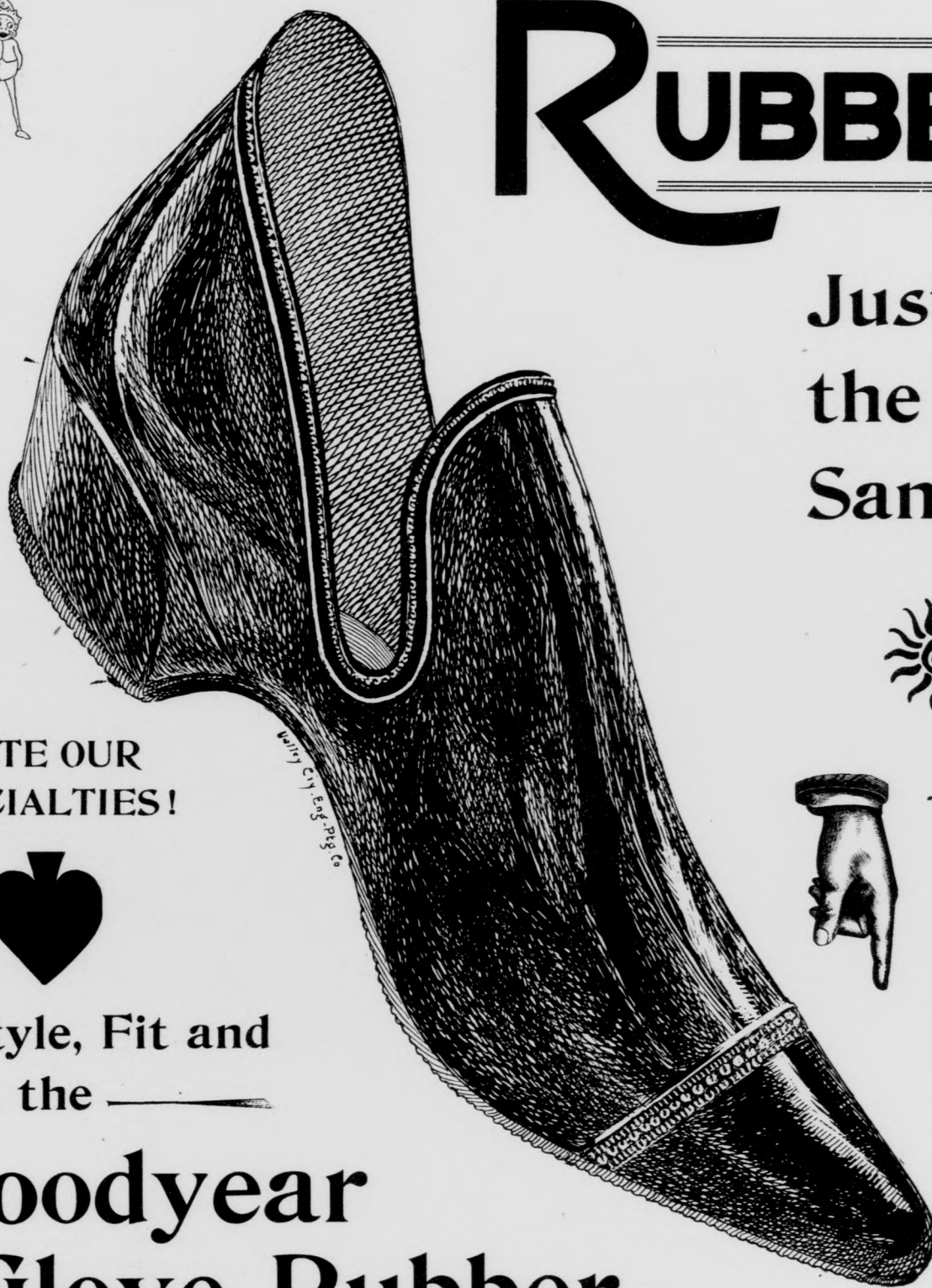
"The reason women make such excellent bargainers," said an experienced auctioneer, "is that they don't object to examine every lot or object personally, criticise and discuss it, and they release a coveted chair or lamp shade rather than overstep their set bounds of price. Once a woman strikes her limit, Orpheus himself couldn't force her over it, and so she gets what she wants in spite of our efforts. Their one weakness is change of opinion, and if a table or a bookcase goes home and seems to be a mistaken purchase, they will come back to me, pour out their woes and voluntarily double my commission to get it off their hands. The funniest instance I ever knew was of a woman who bid in a very gorgeous screen. After it got home she found she was mistaken in her estimate of its color and it wouldn't harmonize with her drawing room walls. She gave it back to me to resell and came to watch its disposal. It took at once, and because a woman she knew and apparently disliked made very lively bidding on it, saying its color just suited her complexion, the first owner paid \$12 over the original price and carried it off again in triumph—perfectly satisfied."

MARGARET BISLAND.

WE ARE NOT OLD AT THE BUSINESS, BUT—

We can give you TIPS on

RUBBERS



Just
the
Same!

NOTE OUR
SPECIALTIES!



For Style, Fit and
Wear, the _____

**Goodyear
Glove Rubber** Leads them all!



We can save
you 6 1/4 per ct.
on all Rub-
bers sent you
before Sept.
30th. Place
your orders
now.

We shall
carry a large
stock to sort
from.



HIRTH, = KRAUSE = & = CO.

GRAND RAPIDS, MICHIGAN.

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Shelby—Andrus & Chapman succeed H. L. Andrus in general trade.

Prattville—J. Z. Dunscombe has sold his grocery stock to Chas. H. Jones.

Ashley—Parmeter & Martin succeed E. Pitts in the grocery business.

Grant Station—Henry Teidy succeeds Henry Hotel in the meat business.

Hillsdale—Cole & Mason succeed Lincoln F. Cole in the grocery business.

Norway—Wm. Buchholtz has sold his hardware stock to H. Treiber.

Chase—L. A. Stone succeeds J. S. (Mrs. W. S.) Gordon in general trade.

Sault Ste. Marie—E. M. Lacy has removed his drug stock to Mt. Clemens.

Freesoil—B. F. Rozelle has added a line of groceries to his hardware stock.

Mt. Pleasant—Hall & Coffey succeed Alex. Hall in the boot and shoe business.

Big Rapids—Jacob Hangstorfer succeeds Wm. Ward & Co. in the meat business.

Rosebush—Will W. Carman is succeeded by Reeves & Carman in the tinning business.

Freeport—F. A. Moore & Co., boot and shoe dealers, have dissolved, I. E. Moore succeeding.

Chelsea—Lewis T. Freeman has purchased the grocery and crockery business of Geo. Blaich.

Detroit—Henry Koester succeeds Kennedy & Koester in the wholesale and retail jewelry business.

Oak Hill—J. Borucki & Co., boot and shoe dealers, have dissolved, J. Borucki continuing the business.

Kitchi—A. L. Handlin & Son, grocers, have dissolved. The business will be continued by A. L. Handlin.

Ionia—L. P. Brock has sold his shoe stock to Arnold & Co., who will continue the business at the same location.

Camden—Ira T. Allen & Co., dealers in boots and shoes and groceries, have dissolved and removed to Moscow.

Marquette—J. C. Fowle, of this city, is building a stove, heading and shingle mill at Falls Siding, Ontonagon county.

Springport—Frank E. Oyer, instead of Frank E. Dwyer, as reported last week, succeeds I. P. Roberts in general trade.

Jackson—Betts, Weber & Co. are succeeded by the American Steam Laundry, proprietors of the Eureka Steam Laundry.

Gregory—Daniels Bros. succeed Montague & Daniels and have removed their stove manufacturing business to Dearfield.

Port Huron—W. H. Appenzeller has removed his boot and shoe and men's furnishing goods stock from Saginaw to this place.

Mason—Vandercok & Rice, grocers, are succeeded by the Vandercok Grocery Co., Jennie (Mrs. A. L.) Vandercok, proprietor.

Maybee—Rupp, Daebler & Humphrey, furniture dealers here and at Monroe, have discontinued their branch establishment at this place.

Alpena—W. P. Deadman & Co., meat dealers, have dissolved partnership. The business will be continued by Louise (Mrs. W. P.) Deadman.

Owosso—E. L. Brewer and J. H. Howe have about decided to erect a store building on their lot adjoining M. L. Stewart & Co.'s lot, in connection with the Stewart addition, now in process of construction. The building will be 19x24 and two stories high.

Albion—Dr. W. A. Munbrue, of Bloomingdale, and S. N. Osborn, of Marshall, succeed J. E. Gary in the drug, wall paper and stationery business.

Kalamazoo—C. A. Peck has leased the building at 124 East Main street to I. Nuput, of Columbus, who will occupy the store with a stock of clothing about July 1.

Jackson—S. B. & H. C. Collins have purchased the coal and wood business formerly owned by Slifer and Schuller, and will continue the business at the same location.

Farwell—Moses A. Herrick writes THE TRADESMAN that the stock he has recently purchased from E. A. Herrick is a general stock, instead of a grocery stock, as stated last week.

Coopersville—Mark Hunter has rented the vacant store formerly occupied by W. D. Reynolds & Co. and will put in a stock of shoes and men's furnishing goods.

Manton—A. W. Sessions and Adrian DeVoist have bought the furniture and undertaking stock of John Turner & Son and will continue the business under the style of A. W. Sessions & Co.

Big Rapids—J. K. Sharpe & Co. have opened a branch grocery store in their own building on East Maple street to accommodate their old customers on the east side of the river. It is in charge of T. J. Sharpe.

Jackson—M. V. Parmelee has sold his stock of groceries and fixtures at 933 East Main street to W. T. Smith, of the Jackson Fruit House. Mr. Smith has removed the stock to his store at the corner of Main and Jackson streets.

Hart—The report that E. A. Noret had sold his hardware stock to Joshua Colby, of Muskegon Heights, was premature, Mr. Noret asserting that he was not in a selling mood at the time the transaction was supposed to have taken place.

Detroit—Articles of association of Barbour, Kirchner & Co., neckwear, shirts, clothing, etc., have been filed. The authorized capital stock is \$20,000, divided into 2,000 shares, and \$4,000 is paid in. The shareholders are: Wm. C. Barbour and Chas. W. Kirchner, 500 each; Chas. A. Crane and Fred D. Goldstone, 100 each.

Mancelona—J. W. Mathewson has purchased the interest of his partner, W. H. Clark, in the furniture and undertaking stock of Clark & Mathewson and will continue the business. W. L. Evans, who has been with the firm of Clark & Mathewson for the past four years, will remain in the employ of Mr. Mathewson, who spends a portion of his time at Bellaire, where he has a branch store.

MANUFACTURING MATTERS.

Reed City—L. G. Steadman succeeds Steadman & Gee in the flouring mill business.

Monroe—W. E. Stone has purchased the cigar manufacturing business of H. A. Burdean.

Nadeau—Nadeau Bros. are making arrangements to rebuild their sawmill, which was recently burned.

Owosso—The Dewey & Stewart grist mill has been leased to C. E. Miller and Wm. J. Hoxsie, of Vassar, who will operate the mill under the style of Miller & Hoxsie.

Manistee—A great deal of satisfaction is expressed over the sale of the East Shore Furniture Co.'s plant. This plant has been idle for some time. The pres-

ent owners are practical men with ample capital, who will begin operations at once and employ a large force of men the year round and be quite a valuable addition to our industries.

Dollarville—Danaher & Melendy, of Ludington, have purchased the Dollarville mill plant here and a large quantity of timber tributary thereto. This firm also owns 100,000,000 feet of fine timber near Grand Marais.

Bay City—The Hardwood Lumber Co. will start its planing mill at once in order to get out material for a dry kiln to be built in connection with the plant. A side track from the Flint & Pere Marquette connects the mill plant with that road.

Frankfort—The Frankfort Refrigerator Co., recently established here, will at once put up a main building, 40x100 feet in size and two stories high. The works will begin operations next fall, employing about sixty workmen.

Kalamazoo—The Remington & Ford Co., operating the planing mill on North Church street, has made an application in the Circuit Court to close the partnership and have a receiver appointed. The object is to change the name of the concern.

Detroit—The Peninsular Soap & Chemical Co. has filed articles of association. The capital stock is \$5,000, divided into 500 shares, of which 180 are paid in. They are held as follows: Thomas C. Hogle, 40; Emma Hogle, 136; Guy B. Sawyer, 3, and Horatio B. Hamlen, 1 share.

Alpena—Our business men are considering a project to erect a factory for the manufacture of jack pine pulp wood. A proposition has been made that Alpena shall take one-half of the \$250,000 necessary to put in the proposed plant, provided A. F. Neuman, who holds the patents, would secure the remainder from Eastern capitalists and paper makers. Mr. Neuman expresses himself as satisfied with the proposition.

Bay City—The Business Men's Association is figuring on several woodworking industries, among them the Hunt Chair Co.'s factory, which can be secured for a bonus of \$1,400 with which to secure a site. The Association is also endeavoring to clear the title to the McLean mill premises to secure the Estey & Calkins plant being located there. A match factory and a wood pulp plant are projects that are also being considered.

Manistee—There is considerable talk among our mill men of establishing a retail hemlock yard in which they shall all pool their product and so have an unlimited supply of sorts. One of our mill men says he has not sold a foot of hemlock so far that has not netted him more than \$6.50 at the mill and running up in lengths and sizes from that to \$9. Of course, there is always a percentage of No. 2 that is not salable by car, but at those figures a man can afford to throw away a good deal of No. 2, considering the fact that it only nets about \$1.50 at present prices.

When Lemons Are High

It pays to buy bright waxy stock. You can always get that kind of the Putnam Candy Co.

Be on hand for new Japan Teas. They are now seasonable. Gillies' Fans are the best. J. P. Visner, Ag't.

Rapid Rise of a Man Who Did Not Watch the Clock.

SAGINAW, E. S., June 15—I heard a very pretty story here the other day, which I think will bear repetition. Everyone knows that A. W. Wright is many times a millionaire, and it so happened that, some years ago, there was employed in his sawmill at Saginaw City a young man who drew the munificent sum of \$1.25 a day for piling slabs as they came from the saws. Unlike every other employe of the mill, this young man failed to have his coat on so as to jump for the street the moment the whistle blew for noon or quitting time at night, and, as luck would have it, Mr. Wright happened to notice this peculiarity of the young man on more than one occasion. Feeling that his services were worth more than ten shillings a day, he applied to the manager for an advance, and was told that, while he filled the position to the entire satisfaction of the foreman, the work he did was worth no more than he had been receiving. He, thereupon, gave notice that he wished to leave the employ of the mill at a certain time. Happening to learn of the circumstance, Mr. Wright interrogated the young man on the occasion of his next visit to the mill as to what he proposed to do. The young man stated that he was going West to embark in the sheep raising business, whereupon Mr. Wright stated that he thought he would go along and see what sort of a business sheep raising was. Finding a ranch which met their requirements, the young man invested his savings of \$200, Mr. Wright advancing the remainder of \$12,000 and making a contract with the young man, giving him a quarter interest in the profits for looking after the business. That was several years ago, and Mr. Wright now states that he has no more loyal and trusted partner than the former employe who did not know what it was to have his hands washed and his coat on, ready to jump when the whistle blew. There is a moral to this story which some men will recognize, which is that no man need expect his employer to take any interest in his welfare unless the employe exhibits a disposition to look well to his employer's business. VINDEX.

PROVISIONS

The Grand Rapids Packing and Provision Co quotes as follows:

PORK IN BARRELS.	
Mess,	12 50
Short cut	12 00
Extra clear pig, short cut	14 00
Extra clear, heavy	13 00
Clear, fat back	13 50
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. pails, 1/2 c	
10 lb. " " "	
5 lb. " " "	
3 lb. " " "	
BEEF IN BARRELS.	
Extra Mess, warranted 30 lbs.	7 00
Extra Mess, Chicago packing	7 00
Boneless, rump butts	10 00
SMOKED MEATS—Canned or Plain.	
Hams, average 20 lbs.	9 1/2
" " " 16 lbs.	9 1/2
" " " 12 to 14 lbs.	10
" picnic	7 1/2
" best boneless	9
Shoulders	7
Breakfast Bacon boneless	8 1/2
Dried beef, ham prices	11
DRY SALT MEATS.	
Long Cuts, heavy	6 1/2
Briskets, medium	7
PICKLED PIGS' FEET.	
Half barrels	3 00
Quarter barrels	1 65
Kits	90
TRIPE.	
Kits, honeycomb	75
Kits, premium	65
BUTTERINE.	
Creamery, rolls	16
" tubs	15
Dairy, rolls	11 1/2
" tubs	11

GRAND RAPIDS GOSSIP.

J. George Lehmann has opened a meat market at 43 East Bridge street.

D. C. Hunter has opened a confectionery and cigar store on Burton avenue.

James V. Jury, of Traverse City, has opened a meat market at 5 Robinson avenue.

Barton & Swift have opened a grocery store at Big Rapids. The I. M. Clark Grocery Co. furnished the stock.

Mark L. Hunter has opened a grocery store at Coopersville. The Olney & Judson Grocer Co. furnished the stock.

T. Schoonbeek has opened a grocery store at 110 Cedar street. The stock was furnished by the I. M. Clark Grocery Co.

The style of the Richmond Manufacturing Co., at 47-55 Alabama street, has been changed to the Grand Rapids Book Case Company.

W. H. Hickok has embarked in the grocery business at 670 Cherry street. The stock was furnished by the Olney & Judson Grocer Co.

E. J. Herrick has leased the grocery store privilege at Ottawa Beach and will conduct a store at that resort during the summer season under the management of Miss Mary Ormand, the efficient young lady in charge of the candy department in his Monroe street store.

S. A. Sears and A. D. Rathbun, Jr., have sold their stock in the Cycloid Cycle Co. to the other stockholders, in consequence of which A. Video and Wm. E. Martin have been elected to succeed them on the Board of Directors. Geo. C. Fitch succeeds Mr. Sears as Vice-President of the corporation.

Attracted by the uniform profit which has now been maintained on feedstuffs for several years, a number of local capitalists are considering the idea of establishing a feed mill on a large scale. It is also reported that the Voigt interests will invest \$20,000 in the same sort of an establishment in the near future.

The retail grocers of Chicago are not so fortunate as their Grand Rapids brethren in the matter of obtaining adequate license fees for peddlers. They endeavored to get an ordinance passed, placing the fee at \$25 per annum, payable at the time issued. The friends of the peddlers made a desperate attempt to get the license placed at \$10, and a compromise was finally effected, making the license \$25, payable in quarterly installments. This leaves the matter in bad shape, as a peddler can now take out a license for only three months and peddle only during the most profitable portion of the peddling season. An annual fee of \$10 would be preferable to a quarterly fee of \$6.25. The Grand Rapids method is by all means preferable—\$30 per year, annual licenses only.

Gripsack Brigade.

C. S. Hitchcock, of Marshall, has taken a position as traveling salesman for the Steele-Wedeles Co., of Chicago. His territory comprises Southern Michigan.

David McGhan, formerly with the Kortlander & Murphy Co., but for the past year on the road for Nussbaum & Sloman, of Chicago, has engaged to travel for Hulman & Beggs, of Terre Haute, Ind., covering the same territory as before.

Frank E. Chase and family left Monday for Detroit. From there Mrs. Chase and Miss Chase will proceed to Cape Cod, where they will spend the heated term with friends.

T. J. Patterson succeeds Isaac Baer as specialty salesman for the Standard Oil Co. in this territory, with headquarters in this city. Mr. Patterson hails from Cleveland and brings with him all the enthusiasm characteristic of the home office.

The commercial traveler of to-day is a man of energy, earnestness of purpose, education, refinement of deportment, sobriety and indomitable industry. Competition and organization have driven from the road the bummer, the gambler, and the libertine. Such are outclassed and cannot compete with the man of self-respecting mind, who is possessed of the esteem of both his employer and his customer.

The Grain Market.

Wheat, as compared with last report (one week ago) closed lower—cash, 7 1/2 c; July, 7 1/2 c, and September 6 1/4 c. The depression was caused by the small amount exported, which was only 1,781,737 bushels, against 2,991,600 bushels the previous week and 2,254,000 bushels the corresponding week last year; still the bear element kept pounding for all there was in it. The tired longs sold and large lots of wheat were moved on stop loss orders, and many sold to save what margins they had in it. The fact is, it was a general liquidation all around. All the news favored stronger markets. Illinois reports only 39 per cent. of an average crop and Indiana claims only about 18,000,000 bushels of a crop, against 43,644,000 bushels last year. Combining the small amount exported and the causes enumerated above are the reasons for the slump. While wheat declined in wheat centers we find it hard to get cash wheat here, as farmers are holding on to what they have, knowing the growing crop will be short. The highest reported estimate is only 420,000,000 bushels, with only a small amount in farmers' hands. Our yearly home consumption is about 350,000,000 bushels. This would leave a surplus for export of only about 70,000,000 bushels, while this year we exported about 150,000,000.

Corn followed wheat down, but there is a good cause for the decline in that cereal, as the outlook for a good crop is all that could be wished for at present writing.

Oats are also weaker, with a lower tendency.

The receipts for the week were: wheat, 34 cars; corn, 9 cars and one car of oats—rather a small amount of oats.

The visible decreased 2,000,000 bushels, which was about 500,000 more than was looked for. C. G. A. VOIGT.

Change in the Secretaryship of Jackson Post.

JACKSON, June 10—A meeting of Post B. Knights of the Grip, was held June 8, at Castle hall. In the absence of President Alward, C. McNulty was elected chairman *pro tem*. W. S. Mest tendered his resignation as Secretary and F. C. Davis was elected to fill the vacancy.

A proposition was made that Post B co-operate with the United Commercial Travelers in arranging for a day's excursion and picnic during the summer. After considerable discussion, it was decided to call a meeting of the Post at the office of the Secretary, Saturday evening, June 22, to take action in the matter. F. C. DAVIS, Sec'y.

Suggests the Employment of a Salaried Secretary.

The following letter has been mailed to the members of the Grand Rapids Retail Grocers' Association:

GRAND RAPIDS, June 17—As you are probably aware, the business engagements of Mr. Stowe are so numerous that he earnestly desires to retire from the Secretaryship of the Association, at the same time recommending that a person be employed who will devote his entire time and attention to the work of the organization.

The suggestion has been discussed at several meetings of the Association, culminating in the adoption of a resolution requesting the Secretary to communicate with each member by letter for the purpose of ascertaining the sentiment of the membership on this subject. You will, therefore, please answer the following enquiries at the earliest possible date:

1. Do you think it advisable to employ a regular salaried Secretary?
2. Will you agree to contribute a proportionate share of the expense of maintaining such an officer?

No definite statement can be made as to the cost of such an undertaking, but if every grocer in the city were to join the Association, the expense of such an officer, including office rent, telephone and other incidentals, would, probably, not exceed \$3 per year per member.

The advantage of such an arrangement will be readily manifest, as the employment of a regular Secretary would enable the Association to use its good offices in adjusting differences between members and harmonizing matters of an annoying nature which might arise between the wholesale and retail trade.

The Association has been remarkably successful in maintaining a uniform price on granulated sugar for nearly three years, thus saving the grocery trade from the demoralization which prevails in Detroit and other cities where no attempt is made to obtain uniform prices.

Please let us have your reply at the earliest possible moment and oblige

Yours truly,

E. A. STOWE, Sec'y.

Purely Personal.

Lewis T. McCrath has leased his cottage at Ottawa Beach to E. J. Herrick, who will occupy it with his family during the heated term.

Henry J. Vinkemulder, the South Division street grocer, will become a Benedict June 26, when he will lead to the altar Miss Belle L. Blake, of Grandville.

J. A. Henry, Manager of the Seager Bros. & Janney cannery, at Hart, has returned from an extended trip through the Central States, during which time he placed all the stock left of the pack of 1894.

Will Canfield (Olney & Judson Grocer Co.) suffered the loss of his youngest child—a two year old boy—by cholera infantum last Saturday. The funeral and interment were held at Plainwell on Sunday.

John McConnell, the old-time hardware dealer, has left the city to spend the summer on his large tract of land on Bear Lake, near Petoskey. Mr. McConnell led an active life for nearly a quarter of a century and merits the respite he is now able to take from business cares.

Preparatory to the installation of a structural iron and steel plant, to cost \$1,750,000, the Illinois Steel Co. has been asking for an ordinance giving it the right of way for better facilities for shipping its product. The failure to give such an ordinance is likely to locate the new plant at Joliet, where the company already has extensive works.

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.

TO EXCHANGE—360 ACRES FARMING land in Crawford county, Mich., close to railroad and county seat, for improved farm; also village lots in fine, flourishing villages in Missouri and Tennessee, for horses, buggies, wagons or bicycles. Address H. Harrington, Reed City, Mich. 787

FOR SALE CHEAP—A STEAM LAUNCH, 6 x 30 feet, two horse shipman marine (Kerosene) engine; carries eight to ten persons; adjustable awning; screw propeller, with automatic skag; needs no engineer or license; mounted on trucks; hull made at Plainwell and wain scoted all around inside; double floor; cost \$500; will sell for \$250 cash; no trade; going to California and have no use for it; speed, 7 to 9 miles. S. B. Emmons, Mendon, St. Joe county, Mich. 788

WANTED—A GOOD LOCATION FOR DRY goods, clothing and boot and shoe store. Address No. 792, care Michigan Tradesman. 92

FOR SALE—NICE CLEAN STOCK OF HARDWARE, involving about \$4,500, in good enterprising village of 700 or 800 inhabitants, situated on two railroads—Grand Rapids & Indiana and Wabash; also a stock of agricultural implements in connection. Address No. 791, care Michigan Tradesman. 791

FOR SALE OR EXCHANGE—A GOOD FARM, stock, tools and crops, for general stock of lumber yard, price, \$4,000; also large new brick hotel, furnished complete, doing a good business, to exchange for a good farm. Address W. H. N., care Michigan Tradesman. 789

FOR SALE—STOCK OF CLEAN GROCERIES in good town, well located. Inventories from \$1,800 to \$2,000. Best of reasons for selling. Address No. 785, care Michigan Tradesman. 785

WILL PAY CASH FOR LARGE GENERAL stock, if cheap. Quick deal. Address Lock Box 39, Sheridan, Mich. 786

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. 776

FOR SALE—DRUG STOCK, CONSISTING OF staple drugs, patent medicines, stationery, blank books, wall paper, etc., inventing about \$4,000, for one half cash and two years' time on balance. Cash sales last year, \$8,000. 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. 769

WANTED—PARTNER TO TAKE HALF INTEREST in my 75 bbl. steam roller mill and elevator, situated on railroad; miller preferred; good wheat country. Full description, price, terms and inquiries given promptly by addressing H. C. Herkimer, Maybee, Monroe county, Mich. 711

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

MISCELLANEOUS.

WANTED—YOUNG REGISTERED PHARMACIST, well recommended, who can build up a business in a new store. Address No. 790, care Michigan Tradesman. 790

FOR SALE CHEAP—COMPLETE SET TINNER'S tools. Address P. W. Holland, Elsie, Mich. 784

GRANITE AND MARBLE MONUMENTS, G markers and all cemetery work. Largest stock. Write us about what you want and we will quote prices. Grand Rapids Monument Co., 81 South Division. 761

MEN TO SELL BAKING POWDER TO THE grocery trade. Steady employment, experience unnecessary. \$75 monthly salary and expenses or com. If offer satisfactory, address at once, with particulars concerning yourself, U.S. Chemical Works, Chicago. 757

WANTED—POULTRY, VEAL, LAMBS, BUTTER and eggs on consignment. Ask for quotations. F. J. Detenthaler, Grand Rapids, Mich. 760

WANTED—BUTTER, EGGS, POULTRY, potatoes, onions, apples, cabbages, etc. Correspondence solicited. Watkins & Smith, 81-86 South Division St., Grand Rapids. 673

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. Fourteen labels do the work of 113. Tradesman Company, Grand Rapids.

6 foot length.



Grocers
WE KNOW YOU

Patented Feb. 12, 1895.

WILL WONDER how you ever got along with that old-style counter, once you have seen and used "SHERER'S." Finished and framed in Oak, substantial and made to last, it displays the goods attractively and keeps them secure and clean. First-class and up-to-date in every respect. Standard height, 33 1/2 inches; length, as desired, from 3 ft. 8 in. to 12 ft. Send for descriptive testimonial and price list to the Sole Manufacturers, SHERER BROTHERS, 37 River St., Chicago.

Book-keeping and Management.

Book-keeping in the nineteenth century is a wonderful science, capable of wonderful results, as many good and trusting people can testify. But bank book-keeping should be as free from the multiplication of books and figures as possible.

Complicated or so-called scientific book-keeping is a temptation to the expert employe. No new system is required for protection. The best bank vault or safe made can be unmade if time and opportunity are given the burglar. The best system of book-keeping can be juggled if opportunity and inclination exist.

But the second proposition, "management," is the road to safety. The management of the book-keeping and of the men who keep the books and handle the cash in a bank should in most cases be the duty of the cashier. He should be possessed of dignity, but not of the unbending kind. His experience and what he knows of the practice of others should be his guide for formulating rules to be observed.

Banking is a progressive science, and hard and fast rules must not be laid down to meet all new conditions. Give all new ideas and the suggestions of others careful consideration, and if they prove practical, do not hesitate to adopt them.

Changes of position must be made from desk to desk, not necessarily at stated periods, but the rotation must be certain. The relationship between the cashier and his employes should be such that rules and orders will not be taken as evidence of suspicion, and the cashier should court suggestions from employes. Of course, pass books and accounts must be balanced periodically. All pass books, when balanced, must be examined by the customer. The cashier will derive information and much satisfaction from this rule. It should be understood to be an unpardonable sin for a book-keeper or teller to assume the responsibility on an overdraft to the extent of a farthing. In calling off or checking up work, all errors must be corrected at once, and before calling the attention of the men responsible for them.

It is most important that the cashier should know the antecedents of an employe when he is taken on, and when they are working for him he must become thoroughly acquainted with them. He must gain a complete personal knowledge of the characteristics of every one of them.

Any man who is unhappy or dissatisfied with his position must not be retained. He is not strongly fortified against temptation. He will become careless; he will not take any interest in his work, and should get another situation before his feelings are hurt by some hasty remark.

The rule or practice of a bank in the matter of promotions should be rigidly adhered to. Never discourage a score or two of clerks by glaring favoritism. Clerks should not be allowed to give personal bonds. Good character and correct habits are indispensable.

I will only add that "eternal vigilance" should be the watchword. Thereby hang all the law and the—profits.

Origin of Alpaca Goods.

Perhaps the most familiar object in the average woman's daily life, and of the substance of which she remains most ignorant, are the wool and mohair goods

that heap the dry goods counters and are sampled, measured, piled, twisted, tested and felt of every hour of the day. Like "the primrose by the river's brim," it is mohair, cashmere or alpaca to them and nothing more, and many are strong in the belief that mohair and alpaca are one and the same material, with only a little difference of weave. As a matter of fact, the substance for their weaving comes from exactly opposite sides of the world, and from the time of the Peruvian Incas to 1836 alpaca was a stuff unknown in any woman's wardrobe. Its arrival was wholly due to the inventive cleverness of Titus Salt, of England, who afterwards got a title to dignify his odd name, and who, in the year above mentioned, stumbled across, in a Liverpool warehouse, a number of bales of ill-smelling black hair from South America. As no one seemed to have any special desire to possess it, he bought the 300 bales and from it produced a fabric every woman grew so mightily to fancy that presently he had five large factories in full operation. Now the essential difference between mohair and alpaca is that the first is woven from the fine white hair of the Angora goat and accepts any dye, while alpaca is made from the coarser coat of the South America llama and is rarely dyed, but sold in the natural tones of black, gray, or rusty dark brown. Though "Made in Germany" is stamped upon so many of the small findings and trimmings of gowns, the average American woman has grown to believe that the decently clad world must depend upon those little Prussian towns. The best of the mohair braids are English woven, and just why the English surpass all other nations in their manufacture of goods from Angora goat and llama hair is chiefly because of the moisture in the English air. It is only in damp atmosphere that this yarn can be spun, an atmosphere that in Russia, Germany and France must be artificially produced and in which the spinning and weaving are not nearly so successful as in England.

Disadvantages of a Dark Store.

A dark store seems to imply the merchant's lack of confidence in his wares. It subtly suggests dingy, shop-worn merchandise which will not bear morning sunshine—old stock which ought to have been replaced by several generations of fresh merchandise.

A dark store not only suggests uncleanliness, but actually fosters it. The most conscientious sweeper cannot see into dim corners, and no one feels a moral responsibility for dust which must be sought for with a lighted lantern.

A dark store means increased expense for artificial light and danger of fire from matches struck to find things in a hurry.

A dark store depresses the spirits of every one who works in it, from the proprietor to the errand boy. It means cross words, endless mistakes, and probably incivility to patrons.

A customer never sees anything new in a dark store. He buys only what he had in mind before he came in, transacting his business as quickly as possible so that he may get into the light and sunshine again. This means a decrease of many per cent. in a day's total sales.

A Lightning Phonographer.

Business Man—Can you write shorthand?

Applicant—Yes, sir.

"How many words a minute?"

"I never counted 'em, but the other day when my wife found in my overcoat pocket a letter which she gave me to mail last fall, I took down every word she uttered as fast as she said it."

"You'll do."

"There goes a man that keeps his word!"

"He does!"

"Yes; no one else will take it."

The Antiquity of Butter and Cheese.

Butter was not known, or very imperfectly known, to the ancients, although the early Hebrew translators claimed to have found it mentioned in scripture; those best acquainted with biblical criticism, however, unanimously agree that the word "chamea" signified milk or cream or sour milk, and not butter.

The first mention of butter, though this is doubtful and obscure, is in the account given of the Scythians by Herodotus. "These people," he says, "pour the milk of their mares in wooden vessels, cause it to be violently stirred or shaken by their blind slaves, and separate the part that rises to the surface, as they consider it more valuable and more delicious than that which is collected below it." The writer evidently explains that the richer part of the milk is separated by shaking, and thus alludes to butter; this is also confirmed by Hippocrates, who was almost contemporary, but he gives a more detailed description: "The Scythians pour out the milk of their mares into wooden vessels and shake it violently; this causes it to foam, and the fat part, which is light, rising to the surface, becomes what is called butter. The heavy and thick part, which is below, being kneaded and properly prepared, is, after it has been dried, known by the name of 'hippace.' The whey or serum remains in the middle." This writer evidently speaks of butter, cheese and whey. The Scythians probably quickened the separation of the caseous part from the whey by warming the milk, or by the addition of some substance known to them to effect this.

It is noteworthy that the word "butter" does not occur in Aristotle, though we find in his works information in connection with milk and cheese. He at first gives milk but two component parts—the watery and caseous—but he afterwards remarks that in milk there is also a fat substance, which, under special circumstances, is like oil. He in all probability intended to point out that the fat part of the milk was observed under an oily appearance in cheese made of sweet milk, from which the cream had not been separated. Their comparison to oil also occurs in Dioscorides and Pliny.

Considerable importance has been attached to the remarks of Dioscorides and Galen on the subject of butter. The former says that good butter was prepared from the fattest milk, such as that of sheep and goats, by shaking it in a vessel till the fat was separated. To this butter he ascribes the same effects, when used externally, as those produced by our butter, adding (and he is the first writer who makes the observation) that fresh butter melted and poured over pulse and vegetables was far preferable to oil, and that it was an excellent substitute for fatty matters in making pastry.

The Roman writers, giving an account of the ancient Britons, all agree that they lived principally on milk, but while some tell us that they used cheese, others affirm that they were not acquainted with the method of preparing it.

Pliny says they did not make cheese but butter, which was largely used as an article of food; he even goes so far as to ascribe to them the invention of it, and describes the vessels employed for making it, which appears to have been somewhat similar to those at present in use; at all events he says that they were covered and that the lid was perforated.

"Oxygala" was a kind of cheese prepared with sour milk, the serum being separated. According to Pliny, this cheese was made from the caseous parts which remained in the buttermilk, which, when separated by acids and boiling, were mixed and prepared in various ways. Galen says its acidity or sourness affected the teeth, but mentions a mild cheese under the name of "caseous oxygalaetium;" in the "Geoponica" directions were given how to keep this cheese for a length of time.

You Want Them.

The finest Mediterranean Sweet Oranges which are produced by California growers can be had of the Putnam Candy Co. See their ad. on page 20.

Clothing Merchants:

See our Fall and Winter Line of Ready-Made CLOTHING for all ages. Every size and kind, most complete. Write our Michigan Agent, WILLIAM CONNOR, Box 346, Marshall, Mich., to call on you—no harm done if you don't buy—or meet him at Sweet's Hotel, Grand Rapids, Mich., on Thursday or Friday, June 27 or 28. Customers expenses allowed.

Michael Kolb & Son

CLOTHING MANUFACTURERS,
Rochester, N. Y.

Now is the Time

TO ORDER PLANTS, THEY ARE CHEAP. YOU CAN MAKE MONEY ON THEM. I OFFER YOU

Cabbage and Tomato Plants, 200 in box, box 65c
Sweet Potatoes and Celery Plants, 200 in box 80c
Common Green Onions, per doz. 10c
Seed Onions, per doz. 15c
Radishes, long or round, very fine, per doz. 10c
Asparagus, per doz. 30c
Cucumbers, per doz. 50c
Spinach, new, per bu. 50c
Pie Plant, per bu. 40c
Bananas, per bunch \$1.50/2.00
Wax Beans, Peas, Green Beans, Beets, Carrots and Strawberries at lowest market prices.

We are a Mail Order Fruit and Produce House. Am certain I can save you money. Send me your mail orders and you will always get GOOD FRESH GOODS.

Yours respectfully,

HENRY J. VINKEMULDER,
445-447 S. DIVISION ST.,
GRAND RAPIDS, MICH.

Chas. A. Coye

MANUFACTURER OF



Tents, Awnings,

HORSE, WAGON and

BINDER COVERS.

11 PEARL STREET,

GRAND RAPIDS, MICHIGAN.

FOR RENT.

Manufacturing Property with Power,
One Store and several fine Offices.

APPLY TO

WM. T. POWERS or J.W. SPOONER

Room 34, Powers' Opera House Block.

THE MICHIGAN BARREL CO.

GRAND RAPIDS, MICH.

MANUFACTURER OF

Bushel Baskets, Cheese Boxes,
Bail Boxes, Axle Grease
Boxes, Wood Measures.

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.

MICHIGAN MINING SCHOOL, M. E. Wadsworth,
A high-grade technical school. Practical work.
Electric system. Summer courses. Gives degrees of
S. B., E. M., and Ph. D. Laboratories, shops, mill,
etc., well equipped. Catalogues free. Address
Secretary Michigan Mining School, Houghton, Mich.

Office Stationery

LETTER, NOTE, BILL HEADS
STATEMENTS, TRADESMAN
ENVELOPES, COMPANY
COUNTER BILLS. GRAND RAPIDS.

GLASS PAPER.

A More Accurate Designation Now-days than Sandpaper.

From the Philadelphia Inquirer.

Sandpaper as now made is false to its name, for it has no sand about it, the place of that material being now taken usually by powdered glass, which does its work with vastly greater effect.

One of the most important operations in the fabrication of sandpaper is the pulverization of the glass into powder of the different grades of fineness. Commonly, an iron mortar is used for this purpose, a heavy iron pestle being the crushing instrument. Stamping machinery is better. It consists of a stout box, whose iron side walls serve as a base for the stamping machinery. In the box, which can be closed by a wooden door to prevent waste of material and also injury to the workman, are two iron cylinders in which play the stamps. These crush the glass, turning on their own axes as they work.

For grading the powder several shifting cylinders are necessary, covered with gauze of different mesh. Beginning with the coarsest the workman proceeds gradually to the finest, resifting each time that which passes through the network.

The paper to be used in the manufacture must be good, strong, and rather long-fibred; it must also be free from knots and irregularities, and if there be any such they must be planed off. If they should be overlooked, they would interfere with the proper use of the sandpaper; the knots would protrude through the glue, and little ridges and channels would result, making it impossible to smooth off a surface evenly with the paper.

The paper is cut into large sheets, spread on work tables, fastened down, and then painted, by means of a large brush, with a thin, even coat of hot glue. If the glue is too thin and the paper of bad quality, the glue soaks into the paper, so that which remains is not of sufficient consistency to hold the glass. Thus results a sandpaper from which the glass easily rubs off, or which, in places, has no glass at all, or not enough. This is notably the case with the coarser varieties, in which the layer of glue must be put on with exceeding care, that the relatively large fragments of glass, which can in no manner be soaked with the binding material, may be held fast in it. On the other hand, if the layer of glue is too thick or the consistence too viscous, the outer part hardens too quickly, so that the glass powder cannot embed itself in it.

When the glue has been spread on the paper, the powdered glass must be sifted on through an appropriate sieve. This operation also requires considerable skill, though not so much as the spreading of the glue, for the glass must not be sifted merely in such a manner as to use a given quantity to a sheet, but so that each sheet may be covered evenly. Even then all the powder will not stick, and some of the particles lie upon others without touching the glue; these can be shaken off by a slight movement of the paper. When the superfluous glass powder has been removed, a wooden roller is passed lightly over the paper to press the particles of glass as firmly as possible into the glue and to form a perfectly even surface.

Must Watch the Course of Trade.

It is an old saying that "straws show which way the wind blows," and the merchant must watch the straws well. If he sees that some of his customers are not coming quite so frequently, or that their purchases are less when they do come, or if he finds that he cannot hold his customers year after year, but that in two or three years, or possibly only as many months, his best customers vibrate gradually to his neighbor's store, the time has come when the wise merchant will open his eyes and see if he cannot find the cause, and by studying the movements of the straws he may possibly be able to change the direction of the wind, or find some remedy for the trouble. Are his prices too high? Does he keep a good grade of goods? When his customer now and then complains of

some defect in goods, does he turn carelessly away, remarking that this will happen sometimes, or does he try to remedy the defects and make it right with the customer? Are he and all his assistants kind and courteous to those who enter the store, whether they purchase anything or not? If they are not purchasers at first, they may become such, or they may be displeased with the treatment received and not come again where their inquiries for information are curtly answered. The merchant cannot afford to make enemies when a few kind words and a courteous manner will make friends instead.

A Novel Scheme.

Of all the *fin de siècle* schemes to draw trade, the one recently gotten up by a shoe dealer in a town in the interior of Pennsylvania is probably the most novel. He offers a bicycle to the boy through whom the largest quantity of shoes is sold in two months. Naturally, nearly every boy in town has interested himself in the matter, and, as a result, he is making life miserable for "his sisters, cousins and his aunts," besides his father, mother, Sunday school teacher, etc. Each boy participating in the contest is given a pack of cards on which his name is written. These cards the boy distributes to his friends, requesting them to buy their shoes during the two months at So-and-so's, and present at the store one of the cards on which his (the boy's) name is inscribed. The storekeeper places the amount of purchase upon the card and files it to the boy's credit. At the expiration of the two months, the various amounts will be summed up, and the boy whose account is the largest gets the "bike."

Couldn't Find the Baby.

"A funny thing happened to me," said a drummer, "as I was coming up from Cincinnati the other night in a sleeper. Before I went to bed I noticed two ladies and a little baby in the seat across from me. The next morning I was lying in my berth awake, wondering whether I had better get up or not, when, suddenly, a lady's arm was thrust through the curtains, and I was gently tapped on the shoulder.

"Excuse me," said a feminine voice, "but is my baby in your berth?"

"I was considerably surprised, but managed to mumble something about my being a pretty old codger to be her baby.

"No," she said, "you don't understand me; I can't find my precious baby."

"Well," said I, "has it rolled out onto the floor?"

"No," she answered plaintively, "but we were so crowded in our berth last night that I asked the porter to put the little darling in with some gentleman who was alone, and now I can't find it."

Grand Rapids Pharmaceutical Society.

At the regular quarterly meeting of the Grand Rapids Pharmaceutical Society, held at the office of the Hazelton & Perkins Drug Co., last Wednesday evening, President Peck presided.

Applications for membership were received from the following druggists: Wm. Legate, 1213 South Division street; Dennis Baker, 61 West Leonard street; G. S. Putnam, 1168 Wealthy avenue; F. W. Curtiss, 196 East Bridge street; Emil Riechel, 416 West Bridge street; Laura A. Oliver, 702 Madison avenue.

On motion of Frank J. Wurzburg, all of the above applications were accepted and the applicants elected to membership in the organization.

No other business of a public nature was transacted.

True to Life.

Papa—Are you sure that you and mamma thought of me while you were away?

Little Grace—Yes; we heard a man just scolding awful about his breakfast, and mamma said, "That's just like papa."

Those who live only to make money finally become as hard as the money itself.

Use Tradesman Coupon Books.

Hardware Price Current.

Snell's	40
Cook's	40
Jennings, genuine	25
Jennings, imitation	50
First Quality S. B. Bronze	5 25
D. B. Bronze	9 0
S. B. Steel	6 00
D. B. Steel	10 00
Admiral	\$12 00 14 00
Garden	det 30 00
SOVC.	50
Parriage new list	70
Plow	40
Stelgh shoe	70
Well, plain	2 3 2
Cast Loose Pin, figured	75
Ordinary Tackle, 1st April 1892	70
Gr in, Wood brace	\$16 0
Grain, Wire brace	\$18 00
Cast steel	per lb 4
Eye's 10	per m 65
Hick's C. F.	5
G. D.	35
Musk	60
Rim fire	5c
Central Fire	25
socket Firmer	75
Socket Framing	75
Socket Corner	75
socket Slicks	75
Butchers' Tanged Firmer	40
White Crayons, per gross	12 12 1/2
Planished, 14 or cut to size	per pound 25
14x52, 14x56, 14x60	26
Cold Rolled, 14x56 and 14x60	2
Cold Rolled, 14x48	20
Bottoms	22
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
Small sizes, per pound	6 1/2
Large sizes, per pound	06
Com. 4 piece, 6 in	dot net 65
Corrugated	dis 50
Adjustable	dis 40 10
Clark's, small, \$18; large, \$25	30
Ives', 1, \$18; 2, \$24; 3, \$30	25
Disston's	60
New American	60
Nicholson's	60
Heller's	50
Heller's Horse Rasps	50
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16 17	17
Discount, 70	dis
S'anley Rule and Level Co.'s	50
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
Russell & Irwin Mfg. Co.'s new list	55
Mallory, Wheeler & Co.'s	55
Branford's	55
Norwalk's	55
Adse Eye	\$16 40, dis. 60-10
Hunt Eye	\$15 40, dis. 60-10
Hunt's	\$18 50, dis. 30-10
Sperry & Co.'s, Post, handled	50
Coffee, Parkers Co.'s	40
P. S. & W. Mfg. Co.'s Malleables	40
Landers, Perry & Clark's	40
Enterprise	30
Mcbin's Pattern	60
Mcbin's Genuine	60
Enterprise, self-measuring	30
Advance over base, on both Steel and Wire.	
Steel nails, base	1 50 1 45
Wire nails, base	1 50 1 45
60.....Base	Base
50.....	10
40.....	25
30.....	35
20.....	45
15.....	45
12.....	50
8.....	60
7 & 5.....	70
4.....	90
3.....	1 20
2.....	1 50
Pin 3	1 80
Case 10	65
3	75
5	90
Finish 10	75
6	90
Clinch 10	70
8	80
6	90
Barrell 1/2	1 75
Ohio Tool Co.'s, fancy	2 50
Scota Bench	60
Sandusky Tool Co.'s, fancy	50
Bench, first quality	50
Stanley Rule and Level Co.'s wood	60

Fry, Acme	dis. 60-10
Common, polished	dis. 70
Iron and Tinned	dis. 60
Copper Rivets and Burs	50-10
PATENT FINISHED IRON.	
"A" Wood's patent finished, Nos. 24 to 27	10 20
"B" Wood's pat. finished, Nos. 25 to 27	9 20
Broken pack set per lot and extra.	
HAMMERS.	
Maydole & Co.'s	dis. 2 1/2
Kip's	dis. 2 1/2
Yerkos & Plumb's	dis. 40 1/2
Mason's Solid Cast Steel	30c list 7
Blacksmith's Solid Cast Steel Hand	30c 40 1/2
Gate, Clark's, 1, 2, 3	dis. 50 1/2
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 and longer	3 1/2
Screw Hook and Eye, 1/2	net 1 1/2
" " " 3/4	net 8 1/2
" " " 1	net 7 1/2
" " " 1 1/4	net 7 1/2
Strap and T	dis. 7 1/2
Pots	60 1/2
Kettles	60 1/2
Spiders	6 1/2
Gray enameled	40c
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 10
Japaned Tin Ware	2 1/2 10
Granite Iron Ware	new list 40
WIRE GOODS.	
Bight	80
Screw Eyes	80
Hook's	80
Gate Hooks and Eyes	80
LEVELS.	
Stanley Rule and Level Co.'s	dis. 0
ROPS.	
Sisal, 1/2 inch and larger	5 1/2
Manilla	dis. 9
Squares.	
Steel and Iron	80
Try and Bevels	20
Mitre	20
SHEET IRON.	
Com. Smooth	Com.
Nos. 10 to 14	\$3 50 \$7 50
Nos. 15 to 17	3 50 2 6
Nos. 18 to 21	4 05 2 70
Nos. 22 to 24	3 55 2 80
Nos. 25 to 27	3 65 2 90
No. 27	3 75 3 00
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	
SAND PAPER.	
List acct. 19, '86	dis. 30
SASH CORD.	
Silver Lake, White A	list 55
Drab A	50
White B	50
Drab B	50
White C	30
Discount, 10.	
SASH WEIGHTS	
Solid Eyes	per tol \$20
SAWS.	
Hand	20
Silver Steel Dia. X Cuts, per foot	70
Special Steel Dex X Cuts, per foot	50
Special Steel Dia. X Cuts, per foot	30
Champion and Electric Tooth X Cuts, per foot	30
TRAPS	
Steel, Game	60 1/2
Onelda Community, Newhouse's	5
Onelda Community, Hawley & Norton's	7-10 10
Mouse, choker	15c per doz
Mouse, delusion	\$1.25 per doz
WIRE.	
Bright Market	75 1/2
Annulated Market	75 1/2
Coppered Market	75 1/2
Tinned Market	62 1/2
Coppered Spring Steel	50
Barbed Fence, galvanized	2 30
Painted	1 95
HORSE NAILS.	
Putnam	dis. 40 1/2
Northwestern	dis. 10 1/2
WRENCHES.	
Saxer's Adjustable, nickled	30
Joe's Genuine	50
Joe's Patent Agricultural, wrought	7 1/2
Joe's Patent, malleable	75 1/2
MISCELLANEOUS.	
Bird Cages	50
Pumps, Clatern	75 1/2 1 5
Screws, New List	80
Castors, Bed a d Plate	50 1/2 1 1/2
Jampers, American	4 10
Works, hoes, rakes and all steel goods	70
METALS.	
PIG TIN.	
Pig Large	240
Pig Bars	260
ZINC.	
90 pound casks	5 1/2
Per pound	6
SOLDER.	
1/2 1/2	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—MELTIN GRADE.	
10x14 IC, Charcoal	6 00
14x20 IC, "	6 00
10x14 IX, "	7 50
14x20 IX, "	7 50
Each additional X on this grade \$1.75.	
TIN—ALLWAY GRADE.	
10x14 IC, Charcoal	5 25
14x20 IC, "	5 25
10x14 IX, "	6 25
14x20 IX, "	6 25
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x20 IC, " Dean	5 00
14x20 IX, "	6 00
20x25 IC, "	10 00
14x20 IC, " Allaway Grade	4 75
14x20 IX, "	5 1/2
20x25 IX, "	11 50
BOILER SIZE TIN PLATE.	
4x6 IX, " " " " per pound	9
4x8 IX, " " " " "	

MICHIGAN TRADESMAN

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 arrears 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, JUNE 19.

A SOURCE OF CUBAN ASSISTANCE.

Added importance has been given the Cuban revolt by the proclamation of the President, forbidding filibustering. Of course, such action was necessary for consistence in the claims made by this country under the neutrality laws; but the action has no significance as to the feeling of sympathy in this country for those who are fighting for their freedom in Cuba.

That the aid the Cubans are receiving from this country is a very serious factor in the problem for Spain is beyond question, but it is not correct to charge that fact entirely to the sympathy of Americans. The aid they are receiving, while coming from this country, is largely, if not principally, from others than Americans, and the fact of the existence of that source of aid is to be charged to Spanish misrule and oppression.

Commercial intercourse between Cuba and the United States has been very intimate and constantly increasing and many of the most enterprising of the young business men of the Island, trained in that most difficult business school—difficult on account of Spanish exactions—have naturally turned to this country for more favorable opportunities. Here they have quickly assumed prominent positions in the business world and are among the most enterprising and wealthy of many of the large cities. Thus, in New York there is a large Cuban colony. These men are engaged in lines of trade in which Cuba is especially interested, such as tobacco, coffee, fruits, etc. They have come to this country to make money and have retained their interest and patriotism for their beautiful Island. Their relatives are there and, in fact, their homes—they are exiles, not emigrants.

These men, by means of their own wealth and the wealth they are able to command on account of their business interests and associations are supplying large sums for the prosecution of the war for freedom. It has been a matter of wonder how the rebels are provided with the finest modern arms and have unlimited supplies of all kinds. The source is not far to seek and any proclamation of the President or any degree of diligence on the part of the officials will not materially affect it.

The truth of the matter is, Spain has been unable to prevent Cuba from becoming a commercial dependency of this

country. Her short-sighted policy of oppression has weakened the ties between her and Cuba and driven the latter to seek commercial sympathy and aid elsewhere. She has sown the wind and the whirlwind will be the harvest.

There can be no accurate knowledge as to the situation on account of exaggeration and the censorship of Spanish news, but nearly every Spanish success is finally corrected as an insurgent one and all the most prominent Cuban leaders slain in battle continue to turn up elsewhere very much alive. Spain continues to pour in money and troops, but not enough to turn the scale, although her armies there are greater than were ever sent in any previous war in the Island.

WATCHING THE CLOCK.

The letter from "Vindex," published elsewhere this week, setting forth the circumstances which led a young man in comparative obscurity to become associated in business with a millionaire, is commended to the perusal of every clerk within the scope of THE TRADESMAN'S influence. The employe who watches the clock lest he give his employer a few minutes more time than he is paid for never achieves any degree of success, for the reason that his methods are not such as commend themselves to the kindly consideration of the employer. THE TRADESMAN happens to know a man who is expected to be at his post of duty at 7 o'clock. About half the time he is from five to fifteen minutes late (which he never makes up), and whenever he arrives at the place where he is employed a few minutes ahead of time, he sits down with his coat and hat on, waiting for the clock to strike 7, so that the garments may be removed and hung up on the employer's time. Such a man can never get very far away from the shadow of the poorhouse, for the reason that he has seldom sufficient ambition to strike out for himself and, whenever he does so, he is sorely handicapped by slovenly habits which absolutely preclude success. The successful man of the future is the clerk of to-day who is not afraid of work and who is not over particular about the extra hours or minutes he gives his employer, but who devotes every energy to contribute to the success of his employer's business. If this employer happens to be so sordid that he does not appreciate faithful service on the part of the clerk—and there are, unfortunately, such employers—some other employer is pretty sure to detect the good traits of the employe and to reward him therefor by the offer of better pay or a partnership interest in his business. If such recognition fails to come, the employe still has recourse to the broad avenue of embarking in business for himself, in which the habits of faithfulness formed earlier in life will come into play to excellent advantage, and will contribute, in no small degree, to his ultimate success.

The Mayor of Muncie, Ind., is in for it. A few days ago he issued an order for the arrest of the engineer of a passenger train for running into town faster than the law permitted. The arrest caused the train to be delayed for more than half an hour, until another engine could be procured to take it on. Now it occurs to the people of Muncie that the Mayor has interfered with the United States mail and with interstate commerce, and the official is likely to smart for his officiousness.

TRADE WITH THE FAR EAST.

One of the most interesting of the developments connected with the surprising strides in civilization made by Japan in recent years is the progress reported in industrial enterprise. Not only has Japan essayed to produce all that is required for home consumption, but she has also sought to compete for foreign trade with a success which promises in the not distant future to make her a formidable rival of the Western countries.

Within the past ten years a considerable cotton manufacturing industry has been built up in Japan, which not only supplies the home demand for manufactured cotton goods, but also ships goods to China in competition with India. The opening up of new sections of China as a result of the recent war, and the throwing open of Corea to commerce, will develop a wide field for Japanese enterprise in cotton manufacturing. Owing to an abundance of intelligent and cheap labor, the Japanese mills are able to produce cloth at a lower cost than can either India or Manchester. They are also in a better position to manufacture just the styles of goods that will sell best in the Chinese and Corean markets.

The Japanese have discovered that American cotton suits their needs better than India or other Eastern cotton, hence fair quantities of the fleecy staple have been purchased direct from the United States, and still larger amounts of the American product have been imported via Liverpool. Owing to their economical methods of manufacture and cheaper cost of labor, the Japanese find they can import American cotton, manufacture it and sell to China at a cheaper price than Manchester, or even New England milling centers.

Having experimented with American cotton and found it well suited to their purposes, there is no doubt that the Japanese will seek to import an annually increasing amount of cotton direct from the United States. At present the high cost of freight, resulting from the haul to San Francisco and the reshipment there for Japan, is an obstacle in the way of the trade; but when the Nicaragua Canal is built, placing Japan and the East generally within easy reach of the great cotton belt of the United States, the Japanese will import large quantities of new cotton from this country.

THE WHISKY TRUST DECISION.

The decision of the Illinois Supreme Court declaring the whisky trust illegal and its charter void is in the line of the decisions of various courts in the oil, sugar, match and other combinations to control output of industries. The decision will not have the importance in the present case that it would have had if the affairs of the trust were not already in the hands of a receiver. One result of the decision, however, is to leave the question in doubt as to the rightful possessors of the plants, and rumors of seizure by the individual owners have made it necessary for the receiver to provide about 100 deputy marshals in Chicago and a large number at Peoria and other points.

It is remarkable that in most of these decisions affecting trusts the trials demonstrated the fact that their operation had been to lower prices, on account of the greater economy in administration and

distribution. Still, the general reason given in all the decisions is that they tend to destroy competition and are contrary to public policy.

In the case of the whisky trust it was also held that the charter of the corporation only authorized the ownership of distillery plants for the purpose of carrying on its business and the control of any others was in excess of its powers.

Japan is fully meeting the expectations of her admirers in the manner in which she is taking her place as a modern power. The signing of a treaty between that country and Russia is the fourth effected, the others being with the United States, Great Britain and Italy. The most important provision of all these treaties is that Japan is recognized as an equal power, with independent rights to make her own tariff laws and conduct her own judicial procedure without foreign consular courts at the large treaty posts. This means that she is recognized as competent to manage her own affairs without the supervision of the powers which has been exercised, to a great extent, ever since the nation began to admit foreigners. In the manner, also, in which she is gathering up the fruits of her victory over China, the vigor with which she has taken possession of Formosa and has asserted her rights in other regards under the treaty with China, there is nothing to criticize or suggest. There were those who thought that her action in resigning her claims to the territory west of Corea on the recommendation of the powers was a manifestation of weakness, but, as a matter of fact, those recommendations were based on sound political reasons in the interest of permanent peace, and her resistance would have amounted to foolish bravado. That she so quickly recognized that fact and acquiesced cheerfully and with dignity argues well for her appreciation of political interests.

A dispatch from Massillon, Ohio, says that while his thermometer, fifty feet away, registered 100 degrees, Uriah Matthews sat in his cold storage room, the other day, in great danger of freezing to death. He entered the chamber to arrange some supplies, leaving the door open. An employe, not knowing that Mr. Matthews was inside, closed the door and locked it carefully. Mr. Matthews shouted and pounded, but in vain. He had grown stiff and numb and was all but unconscious when, occasion arising for some one to enter, the door was unlocked. He was carried out helpless, but alive. Restoratives were applied and he will recover.

The Chicago *Inter-Ocean*, noticing the prosecution of a woman in New York for attempting suicide, says that the punishment of attempting suicides can only have the effect of making them more careful to be successful in the execution of their attempts. It holds that punishment is brutal, and is founded on exploded superstitions, and thinks that the true way of dealing with such cases is to convince them that there is still something in life worth living for.

In its output of steel rails and railroad iron of various kinds the Illinois Steel Works, of South Chicago, is said to be without a rival, even excelling the famous Krupp works at Essen, Germany, in those particular lines.

WHO IS MASTER?

Now that there is a lull in the scrimmage which has been going on in Asia's back yard, there seems to be some doubt as to who is to take control of the matter as it stands. Time was when the two parties which had come to blows insisted on settling their differences in their own way; but, now, when the one worsted has taken his dose and expected to abide by it, Russia & Co. step in with a decided, "No, no!" and there the thing hangs fire. Japan had a grievance and, with the odds supposed to be fearfully against her, "went in" and gave her overbearing neighbor a drubbing she will remember for many a day; and she is unable to see why she shouldn't have a slice of territory if she wants it? And she can't exactly see what right Russia or England has to call a halt. Isn't India large enough, and was Japan consulted when that part of Asia went over to the English crown? And will the Russian Bear kindly mention the date when, with a "Beg pardon" to Japan, his big paw came down and covered "for keeps" a goodly portion of Asiatic territory? Of course, France is calmly looking on, and, of course, if there is any kind of a show, the German Emperor will be there, and, while the United States cannot hope for anything, she has such a desire to see fair play that she stands on tiptoe looking over the heads of the crowd.

In the meantime, what of China? Beaten and bleeding and robbed, is it to be supposed that she is to remain in the pitiful condition in which Japan has left her? Her foolish dream of superiority and the sleep which produced it are over. It is painfully evident that, if she isn't wide awake, it won't be a great while before she will be, and when 300,000,000 Chinamen "get a move on them," to quote the vernacular of the street gamia, something will be done.

We respectfully suggest to the nations and peoples of the earth that, in their dealings with this question, they exercise due care not to get their digits too near the rapidly revolving buzz saw; something unpleasant will be sure to come of it. A nation may be half civilized, but it is human, and the humanity that is in it will take such an instance as the Alsace and Lorraine episode of 1870 and make as much of it as France hopes to one of these days.

It was Shylock who said: "The villainy you teach me I will execute, and it shall go hard, but I'll better the instruction;" and, when that same idea gets fairly settled in the mind of a nation, the execution is as sure to come as is the sunrise. China has a history; and, if that history repeats itself, when the final answer is given to the question, "Who is master?" the now prostrate nation, in the dust no longer and bleeding no longer, will reply with a single word, and that word will be, "China."

TO MAINTAIN NEUTRALITY.

There is now not the least doubt that a filibustering expedition, well equipped with arms and ammunition, to assist the insurrectionists in Cuba, succeeded in getting away from a Florida port and landing on the north coast of the island. The expedition was an important one, not merely from the fact that it carried over 300 men, but because it was well supplied with arms and ammunition, which have been more needed by the revolutionists than have men.

The evidence of the success of this expedition has urged the Spanish government to make representations at Washington, and the authorities there have been compelled to take notice of the matter and make arrangements to prevent future violations of the neutrality laws. With that object in view, the cruiser *Raleigh* has been ordered to proceed at once to Key West, Fla., in order to cruise along the Florida coast for the purpose of preventing the sending of more filibustering expeditions. Collectors of customs at the various Gulf ports have also been instructed to be on the lookout for expeditions intended for Cuba, and to use the revenue cutters in patrolling the coast.

It is impossible for the Government to refuse to take these precautions now that the fact has been established that the neutrality laws have been violated; nevertheless, it is clear to every impartial observer that popular sympathy in the United States is on the side of the revolutionists, and their ultimate success would be hailed with satisfaction.

All the latest accounts received from Cuba indicate that General de Campos is not meeting with the success he anticipated in quelling the trouble. Owing to the breaking out of rebellion in many new portions of the island, and the prospect of trouble also in Porto Rico, the outlook for a successful termination of the struggle on the part of de Campos is not particularly bright at the present time. His demand for more troops has been met by the ordering of ten additional battalions to Cuba, and that the Spanish government considers the situation serious is attested by the fact that, in addition to the ten fresh battalions ordered to embark, ten more battalions are to be held in readiness to depart at short notice.

By the provisions of a new state law in New York, no railroad corporation shall hereafter employ a locomotive engineer who is not able to read and write. While it is true that ability to do so forms no part of an engineer's duties, it is, nevertheless, some evidence of a man's intelligence. Intelligent men are required in such responsible positions, and, with all the provisions that are made to-day for at least an elementary education, the illiterate cannot be classed as thoroughly intelligent. Another feature of the new law prohibits the employment of any person under 18 years of age, or who has had less than one year's experience as a railroad telegraph operator. This is also on the side of safety, as the operator is responsible for many lives, and the blunder of an inexperienced boy may at any time result in a great catastrophe. By-and-by, when laws are laws, somebody will be to blame if railroad accidents occur.

The property owners and residents along the Grand boulevard of Chicago are up in arms against a proposition to destroy some 500 fine shade trees, for the purpose of constructing a bridge path. The trees are said to be more than twenty years old. They have grown to large size and form a most attractive feature of the boulevard. The petition for their removal came from some of the horsemen of Chicago who wish to have equestrian paths provided where they can enjoy the pleasure of horseback riding. Opposed to them, however, are the pedestrians whose walks are sheltered

by the trees and the land-owners whose property is enhanced in value by the nearness of attractive natural features. As the opponents of the scheme are greatly in the majority, and include wealthy and influential citizens, it is believed that their indignation meeting and the resolutions of remonstrance which have been adopted will be successful in saving the park from devastation.

The tramp question is rapidly forging to the front as one of the most serious social problems of the country. With the warm weather come thicker reports of the depredations of these disagreeable cattle in all parts of the country. A gang of about fifty tramps has been in complete possession of barns and old houses in Baltimore county, Md., and from the Berkshires in Massachusetts news is received of a meeting of citizens called for the purpose of planning some way of relief from a similar scourge there. It is estimated that in the country at large there are not less than 60,000 habitual tramps, who beg and steal their living at a daily cost of about \$30,000, which comes, of course, out of the earnings of honest workers and taxpayers.

Pacific coast people are talking about shipping flour to China to enter into competition with rice. They think that it could be sold there at a profit at 1½ cents a pound, and at that price the Chinamen would buy it in preference to rice. Once they have begun to use it, it is argued, they would not go back to rice, even though the flour costs more, and thus would be created a demand which would keep the flour mills on the Pacific coast running at their fullest capacity. Unfortunately for the plan, the chances are that if the Chinese want wheat they will raise it themselves at prices to ruin the Pacific coast millers.

CURRENT COMMENT.

Rio de Janeiro, the capital of Brazil, has a notoriously bad climate, and the government has resolved to change the site of the capital. A scientific commission has been appointed to select a better place. The commission have selected a plateau which should be a real land of promise to the transmigrants from the coast. The spot is between the parallels of 15 degrees 40 minutes and 16 degrees 8 seconds south, and the meridians of 49 degrees 30 minutes and 51 degrees west. It is over 4,000 feet above the level of the sea and its temperature resembles that of the middle of France. There is plenty of water for agriculture and no yellow fever. The journey by railway from the coast is a matter of some eighteen hours.

The *London Times* thinks that the natives of India are in much greater danger from the use of alcohol than the use of opium. It says: "We are introducing a new industrial era into India, and the milder narcotic stimulants which sufficed for the old organization of labor in India no longer suffice for the new. Every Indian magistrate, every Indian doctor and every Indian governor knows that the present danger to the people arises not from the use of opium, but from its supersession by alcohol. The British nation would take on itself a terrible responsibility by any measures calculated to promote or accelerate that change.

The opium commission was appointed, not to satisfy the whims of extremists, but, as we have said, to instruct and guide the conscience of the nation. If it succeeds in making the nation understand the moral issue now at stake in India, it will have rendered a noble service. We refer not to any financial aspects, but to the plain alternative as to whether the Indians are to remain moderate consumers of a stimulant which sends scarcely a victim to the hospitals, lunatic asylums or jails, and which hardly ever causes the dismissal of an employe, or whether the harmless narcotic that has during generations gradually won its way is to be superseded, under British compulsion, by the alcohol that ruins every tropical race among whom we have brought it."

* * *

Is it to be a silk waistcoat this season or not, and is it to be of gorgeous pattern or of modest and subdued style? These are the questions that are agitating the fashionable tailors of London. The Prince of Wales is the only person who can answer the questions, and he has been more deliberate than the tailors like in signifying his royal will and pleasure. If he says "silk waistcoat," there will be a run on English silk productions, and probably a corresponding rush for the manufactures over here. American silkmakers are quite ready for this bright-hued fashion, and will welcome it *con amore*. The time when gaudy waistcoats were ridiculed will all be brought back, but in these days men are more independent, if less dandified, in their dress, and nobody will be ashamed to resemble robin redbreast or a Baltimore oriole.

* * *

A French optician has recently brought out an entirely new kind of field or opera glass, which may be folded up flat and carried in the pocket. It has no tube or barrel whatever; the object glass and eye-piece are hinged at either bar, which is capable of being lengthened or shortened by a simple ratch and pinion adjustment.

* * *

The project of filling in Lake Michigan out from the Chicago shore to the end of the government piers on the south side of the harbor has assumed such form that it will, undoubtedly, be carried out in the near future. The land thus rescued from the Lake will be added to that adjoining, now owned by the city, and all be devoted to park purposes.

Courage in Business.

Courage is a quality that every business man should possess. Not the courage of a warrior on the field of battle, but Simon-pure, moral courage. He should have courage to say "No" decisively when the occasion demands when dealing with obstinate salesmen or customers; he should have sufficient courage to inform his creditors at all times of his monetary position, and to apologize for and rectify all mistakes. Courage is also necessary to deal honestly with customers and to tell the truth about prices, declining to enter into any altercation concerning the price of a purchase; it is also a very necessary ingredient in the collection of bad debts. A day seldom passes by without the merchant being called upon, in some way, to display his moral courage in various matters pertaining to his business and it is most important to his prosperity that he exercise it in a bold and straightforward way.

GETTING THE PEOPLE.

Art of Reaching and Holding Trade by Advertising.

Written for THE TRADESMAN.

To advertise a grocery business with daily increasing trade as a result requires the patience of a Job, the cunning of the metaphorical fox, the "hang on" of a full-grown bull-terrier and the daring and pluck of a Columbus in discovering new worlds of advertising methods by which to exploit the wares.

Very lately I have seen, in the daily newspapers, advertisements of retail grocers offering a certain number of pounds of sugar for one dollar, which cost the merchant fully that sum, if not more. What is the object? "To obtain custom," you reply, and, of course, that is the end sought. But does this price-cutting result in a healthy and steady growth of the "business tree?" Looking at the matter from the standpoint of an outsider, I believe that such advertising is far from success and solid results. The people who fall over each other in an endeavor to be first at such a sale are, as a rule, a class of "nomadic" buyers, who will never return to the same store for an article at a regular and legitimate profit. The eyes of these "nomads" are continually glued to the columns of the newspapers, watching for "leaders," and "leaders" are all they purchase. When the merchant ceases cutting prices, the "nomads" return to their "stand-by" in their immediate neighborhood, who, perhaps, never made a "cut" during his business life, and steadily reaps a profit where his neighbor pays out a good income on profitless advertising for the benefit of those who "fold their tents and steal away," at the first indication of a return to legitimate values.

Let me moralize a bit. The grocer who remains, year after year, at the "same old stand," is the merchant who builds up his business on the line of confidence, stability and reliability. In other words, his name and reputation as a "purveyor to the kitchen" becomes a "stand-by" and a synonym for trustworthiness. Where you find such a merchant, there you find a Gibraltar in times of business depression, and an increasing trade, year by year.

The grocer must sell goods at a close profit. Therefore, his purchases must be, or should be, for cash, and all that it is possible to obtain for the money. This is true, not only of his shelf and barrel stock, but of his advertising purchases. The most profitable and "People Getting" advertising for the grocer lies in using word pictures which will get attention and in quoting prices which will hold it. The space should be closely filled. In almost all other lines, white space is a positive necessity, but with the grocer it is a detriment and a waste of cash. Fill up your ads. with articles of daily use, quoting prices for standard-goods which your trade will come to look upon as absolutely reliable.

The grocer will find it the part of wisdom, if he wishes to make a special run on any one article, not to add anything to the ad. but make it distinctive. Otherwise you will draw attention from the main point.

The "poetry of description" is an absolute essential for the advertising grocer. There is so much and so sharp competition and profits are so small, that new trade must constantly be obtained and held. Charles Dickens was

an able exponent of descriptive writing. He could take a straw and write several pages of the most intensely interesting facts in connection therewith, causing the reader to doubt if the straw were not fully as valuable and attractive as a diamond. This is the secret of successful advertising. Make the people think there are no goods in existence but yours, no store but yours, no dealer but yourself, and all the world of trade is yours.

Supposing you have an extra choice brand of coffee in stock. Use it as a leader—a "catch-eye." An appropriate cut costs but little and if original will more than repay the expense.

Something like the following, nicely displayed, will be sure to get the attention of the coffee lover:



**Mocha and Java
PRIME
MIXTURE**

Lovers of Coffee will find in this grade a delicious flavor produced by years of careful culture. We call it "Coffee with a Pedigree," because it has become strengthened and refined by years of experiment in cultivation. Coffee was first used in England in the year 1650, and this brand is a lineal descendant, improving each year. 40 cents a pound and every pound guaranteed.

M. O. LASSES & CO.

Small, neatly printed price slips, enveloped and addressed to the ladies direct, are a "trade winner" from 'way back. Use language and metaphor in these slips which will convince the lady that it is impossible to get up a good dinner without your help, and that her husband is apt to get a divorce if she doesn't give you her trade—all in "pretty talk," of course—and you've "got 'er."

Here's a soap ad. which will please the ladies:

Saving Human Life!



ELEPHANT SOAP, through its excellent qualities, is saving the lives of thousands of women annually by a reduction of labor and muscle required, and a saving of garments. It contains no alkali or other deleterious ingredients, and is fully entitled to the name, "Life Preserver Soap." 5 cents a cake, six cakes for 25 cents.

B. JUSTINWATE,

People's Purveyor.

This ad. can be used for any brand of soap desired to "rush," and should be varied to fit the case.

Window advertising is altogether too much neglected by grocers. The idea seems to be prevalent that buyers are anxious to look at pyramids of tomato or other cans, often covered with defunct flies and feathery cobwebs—perhaps not changed in six months. Such displays are worse than useless. Study up something new, new, NEW, NEW! That's what "Get's the People." This is an age of "new-ism," notwithstanding there is "nothing new under the sun." If you can't do better, put a picture of a skele-

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.

Quaker

Flour

Made from Selected
No 1 White Wheat
The Best Flour that can be
made by Modern Roller Pro-
cess.

Guaranteed First Quality.

Sold exclusively by us to the
Trade only.

Send in your orders.



WORDEN GROCER CO.

Grand Rapids, Mich.

ton, or a skull and cross-bones, in the window with this warning legend:

Result of Using Cheap Canned Goods



Our Canned Goods may cost a little more but you avoid funeral expenses by their use. Funerals come high.

There is nothing that will kill your trade so quickly and surely as going to sleep and allowing the flies to roost on you and your wares. Be up before your neighbor, and stay awake all day. Not only this, but wake up the people and the "other fellow" with the originality of your advertising and the rush and roar of your volume of trade.

F. C. FOSTER FULLER.

The Subjugation of the Jungfrau.

Written for THE TRADESMAN.

If Mount Blanc is the "King of the Alps," the Jungfrau is, without question, the "Queen." There, in royal majesty, she sits, her crown against the sky, as awe-inspiring to the Alpine traveler as she has been, so far, inaccessible. A few, indeed, of the braver spirits have clambered the perilous heights, but the enchantment which distance lends the view has remained unbroken, and in silence and solitude the Jungfrau has reigned. That reign is almost over. What Hannibal and Napoleon accomplished in the pursuits of war is now to be repeated in the arts of peace, and early summer will see the beginning of an undertaking which will end in the subjugation of the Jungfrau.

An electric road is to be built to the top of that famous mountain. It starts in the clouds, a mile and a quarter above the level of the sea. It tunnels the mountains when that is best; it picks its way over narrow ledges; it spans the precipices at head-swimming heights, and stops, at last, 14,000 feet above the level of the sea. To reach the peak of the mountain an elevator 200 feet high will be built, and there will be erected a pavilion of steel and iron, capable of entertaining 500 people. The length of the road is about seven and a half miles, five of which will be tunnel. Five years are given for the building of it, and the new century can be greeted by the celebrating, among Alpine heights, of the greatest feat of engineering skill the world has ever seen.

It may be put down as a piece of American assumption, but, nevertheless, it is safe to say that the people of the United States are, in a certain sense, largely responsible for this last wonder of a wonder-producing century. Let it be known that American travel is to be stopped, and the building of the Jungfrau electric railway would be indefinitely postponed. Let the road be built and then stop American travel in Europe, and few would be the trips of the electric train to the peak of the Jungfrau. So, when the work is done and the lightning drags the loaded car up among the Alpine crags and peaks—its old-time playground—America, while listening to well-merited praise of her sister continent's genius and skill, may yet rejoice that she has been able to be the instrument of making possible this crowning glory of the grandest century! R. M. STREETER.

Every business man has his troubles and disappointments, but if he keeps on doing the best he can the chances are that in the end he will come out all right.

The Bicycle Trade.

Written for THE TRADESMAN.

The bicycle business, so far this season, has exceeded the expectations of even the most sanguine, and a number of manufacturers are already advising their agents that they will not be able to fill orders on certain models.

In a recent contribution to THE TRADESMAN I suggested that dealers order more liberally, predicting the present situation. Those who did have fared better than their neighbor who ordered sample wheels; but no dealer has been able to get a sufficient supply of wheels to supply the demand. Who is to blame for this shortage? Not the manufacturers. They prepared themselves according to the way dealers ordered.

You have probably sold from 50 to 500 per cent. more wheels than you originally planned orders for; and how could any factory anticipate this demand when you lacked knowledge or confidence?

The demand for ladies' wheels has surprised every dealer and manufacturer and a good wheel of this description is hard to get promptly, except from those who had confidence and placed liberal orders early.

One factory making high-grade wheels proposed to make 3,000 wheels. They have already made and sold over 5,000 and are still a month behind orders. The makers of any kind of medium-grade wheels have found a ready sale, and some of them have advanced prices since March 1. Some jobbers paying from \$1 to \$3 more for a wheel than their contract called for, in order to try and supply their trade.

The small dealer is now beginning to cancel orders, thinking that the trade is about over and that everybody is supplied. They make a big mistake. There will, no doubt, be a large cheap and medium-priced trade all summer and even to the middle of September or the first of October.

Farmers' sons have to have wheels as well as the city fellow, and a great many of them will not buy until after harvest and seeding.

Featherstone has notified his jobbers that he shuts down his factory August 1 for inventory, repairs and to begin on '96 models; and those wishing wheels for late trade will be obliged to place orders at once, in order to get them by August 1. Last year, there was a large trade and this class of wheels was hard to get. This year, the late trade will, in all probability, be in the same proportion as the early trade.

If you want to sell wheels, don't lose your confidence or trade, but make preparations early—now. If you don't, you will be the loser. Stick a pin here.

WILL B. JARVIS.

The Sultan of Morocco has notified the representatives of the foreign powers that he is unable to protect the lives and property of travelers in the interior of his dominions, and that if they go there it will be at their own risk. It would seem as though the time had arrived to relieve him of the burden of governing a country which he acknowledges his inability to govern, and to turn it over to somebody that can and will govern it. France would willingly undertake the responsibility and might do for Morocco what Great Britain has done for Egypt.

Use Tradesman Coupon Books.



Mr. Thomas

IS NOT A MUSICIAN, BUT—

THE BEST FIVE CENT CIGAR

IN THE COUNTRY.

ED. W. RUHE, MAKER,
CHICAGO.

F. E. BUSHMAN, Agt., 523 John St., KALAMAZOO

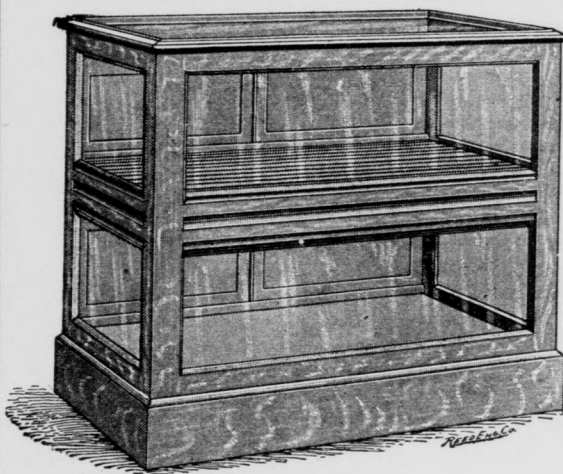
Pop Corn Goods!

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.



NEW CIGAR SHOWCASE.

Heyman
Company

WRITE FOR PRICES
ON ANY SHOWCASE
NEEDED.

55, 57, 59, 61
Canal St.

GRAND RAPIDS

Silent Salesman
TRADE MARK

Show Cases,
Store Fixtures,
Etc.

BUY

PHILLIP'S SHOW CASES.

J. PHILLIPS & CO., Detroit, Mich.

Established 1864.

PERKINS & HESS,
DEALERS IN

Hides, Furs, Wool & Tallow,

Nos. 122 and 124 Louis Street, Grand Rapids, Michigan.
WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

THE BACK OFFICE.

Written for THE TRADESMAN.

We are now "knee-keep in June;" and the maple standing before my window, with its hands spread out for the wind and sun to kiss, is only one of a thousand things which rejoices with lifted palms for

"This day so cool, so calm, so bright.
The bridal of the earth and sky."

I do not wonder that the senior member of the firm puts by the morning mail and looks dreamily at the bit of blue above the top of the block just over the way. I am not surprised to hear the desk-lid come down with something very like a slam, nor to hear him unconsciously whistle an old-time tune as the office door swings noiselessly behind him. He isn't the senior member any more. It was the bars leading to the pasture, not the desk-lid, that clattered so, and he, a "barefoot boy with cheeks of tan," is on his way to the strawberries which June has ripened for him along the wall and around the stumps in the pasture. He and the quails exchange greetings as they pass. The brown thrush on the top of the old chestnut tosses him a bar or two of marvelous song. The bluebird flutes for him from the orchard; the robin warns him to keep away from its "mansion in the skies," and the bobolink,

"atilt like a blossom among the leaves," pours out its heart

"In profuse strains of unpremeditated art."

How bright the grass in the meadow lands to-day; and how the wind, sweet with the breath of clover, throws it into waves till it looks like an inland sea. Off on the hills the cattle are "cropping shorter the short green grass;" the lambs are exchanging terms of endearment; the chipmunk is chattering his "hit me if you can," and the big elm, down where the brook has dug out a place to sleep in when the days are hot, is beckoning with long fingers and pointing to "the old swimmin' hole!"

No wonder that the lid came down with a bang, that the years have dropped into nothingness, that the hot bricks and the tiresome pavement have given place to green things growing! No wonder that the senior member hears the sound of laughing brooks, the hum of bees and the murmur of voices calling across the years, and that, hearing them, he has gone back to-day to the green pastures and the still waters of the long ago. He will be here again to-morrow, and his face will be bright with a gleam of the sunshine he has brought back with him. We shall find him ready to go on with "The Old Oaken Bucket," if we give him the first line; all the old home-poems and songs will come singing from his lips; Whittier and Emerson and Holmes will brighten, in turn, the passing hour, and he will finally turn to his desk, repeating softly to himself, as he lifts the lid:

"When life was like a story, holding neither
sob nor sigh,
In the olden, golden glory of the days gone
by!"

I have been reading an intensely interesting article on buying eggs. It is as full of good points as the article it treats of is full of meat. It tells about the delicious flavor of the new-laid egg, and about what delectable delights for the table can be made of it when in its prime; and, when the story is done, the reverse of this is pictured, until one turns from the description with all the symptoms of *mal de mer*. The whole concludes with

the admonition: "Be careful in buying eggs."

There is no doubt that the advice is worth following. Everyday experience confirms the fact that the less one has to do with a "bad egg" the better; and yet such advice to a grocer doesn't read well to that grocer's customers—not nearly as well as "Be careful in selling eggs" would read. Of course, it is to be inferred that the careful buyer will be the careful seller, but that doesn't necessarily follow, and it is a fact, as the article mentioned says, that "the flavor of the egg undergoes great changes in a few days after it is laid;" and I have known the most careful buyer to keep eggs a great many days after they were laid, and he wasn't particular to state the fact when he sold them. What a reputation that grocer would make who should say to his customers: "I wouldn't use those eggs for salad if I were you, for only the freshest eggs are fit for that, and these are not the freshest. They have been in the store at least a week. For boiling they won't do at all." No danger of my hearing that, you say? I am afraid not, and yet, what a "pity 'tis 'tis true," and what a greater pity 'tis that the statement is not confined to eggs.


Madam was busy, the other day, and sent Bridget out for some bananas. A good price was paid and when the fruit was put upon the table it was so withered and decayed that it couldn't be eaten. In the explanation which followed it came out that "the boy didn't know Bridget and wasn't careful in selecting them." O for the grocer who is as careful in selling as he is in buying!

A great deal was said, last year, about selling strawberries by bulk. The majority seemed to lean strongly to the box—they were less liable to "muss." The box, this year, seems to be the favorite method of transportation and sale, but, when I recently took occasion to remark that, for a quart of strawberries, the one in question was altogether too small, the reply was, "A quart! Don't talk through your hat! We sell 'em by the box—fifteen cents. See?" I am sorry to say I do; and I am also very sorry to see how easy it is for dealers to be careful about buying and yet how utterly careless they are in selling eggs and bananas and strawberries and everything! This is the place for a reference to the Golden Rule; but, as this isn't sermon-day, we forbear, with the remark that that sort of thing will go on for a while and there it'll stop and lucky(?) will that grocer be who made up his mind long ago that "Honesty is the best policy," and that cheating in any form doesn't pay.

It is to be hoped that the Agricultural Department, one of these days, will have a practical farmer at the head of it. It has got so that about everything that comes from that office is sure to tell the farmer that everything he does is wrong. The last paper is to the effect that the abuse of orchards is common among our farmers. After they have worked themselves to death to set out an orchard and get it to bearing, if they don't keep right on, year after year, spending their time and strength on that orchard, they're abusing it! The idea used to be that it did an orchard good to plow it and plant it with grain of some sort. That, now, is only so much "abuse," and the farmer who does that "ought to know better."

S. A. MORMAN CHAS. E. MEECH

S. A. MORMAN & CO.
OFFICE 19 LYON ST.
WAREHOUSES COR. WEALTHY & IONIA ST.



Wholesale and Retail.
Agents for Alsen's German Portland Cement, the best in the world for sidewalk work.
GRAND RAPIDS, MICH.

The Trade is cordially invited to write us for summer prices on

COAL

S. P. BENNETT FUEL AND ICE CO.
GRAND RAPIDS, MICH.

Thos. E. Wykes
COAL AND WOOD,
LIME, SEWER PIPE,
FLOUR, FEED, Etc.
45 S. Diviston St., Grand Rapids.

A. HIMES.
Wholesale Shipper
COAL, LIME, CEMENTS,
SEWER PIPE, ETC.
1 CANAL ST. GRAND RAPIDS.

SEEDS
Everything for the
Field and Garden
Clover, Medium or Mammoth, Alsike, 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.

**Blank Books,
Tablets,
Stationery.**
EATON, LYON & CO.
20 & 22 Monroe St.,
GRAND RAPIDS.

TRADESMAN ACCOUNT FILE

SAVES TIME
SAVES MONEY
SAVES LABOR
SAVES PAPER

Price of File and Statements:
No. 1 File and 1,000 Blank Statements... \$2 75
No. 1 File and 1,000 Printed Statements... 3 25

Price of Statements Only:
1,000 Blank Statements... \$1 25
1,000 Printed Statements... 1 75
Index Boards, per set... 25

In ordering Printed Statements, enclose printed card or fill head or note head whenever possible, so that no mistake may be made in spelling names.

TRADESMAN COMPANY
Grand Rapids, Mich.

GRINGHUIS' ITEMIZED LEDGERS

Size 8 1-2x14—Three Columns.

2 Quires, 160 pages	.....	\$2 00
3 " " 240 "	.....	2 50
4 " " 320 "	.....	3 00
5 " " 400 "	.....	3 50
6 " " 480 "	.....	4 00

INVOICE RECORD OR BILL BOOK.
80 Double Pages, Registers 2,880 Invoices... \$2 00

TRADESMAN COMPANY,
Agents,
Grand Rapids, Mich.

USE JENNINGS' FLAVORING EXTRACTS

SEE QUOTATIONS.

Fireworks We have a complete line of the best goods made, besides many Novelties which sell themselves, and which no other house has.

Send for our Catalogue and Price List. Prices NEVER so low before.

A. E. BROOKS & CO.
5 and 7 South Ionia St., Grand Rapids.

He ought to know that a field that produces apples does all that is expected of it, and anything beyond that is 'way off! Next thing we shall hear will be that the average farmer's wife doesn't know how to make butter, and that that is the reason why so much is said in favor of oleomargarine. What that Dogberry officer in the Agricultural Department needs is somebody to "write him down an ass!"

* * *

The other day, the Supreme Court of the United States, in sending the drunken Debs and his associates to jail, said: "We yield to none in our admiration of any act of heroism or self-sacrifice, but we may be permitted to add that it is a lesson which cannot be learned too soon or too thoroughly, that, under the government of and by the people, the means of redress of all wrong is through the courts and the ballot box, and that no wrong, real or fancied, carries with it legal warrant to invite, as a means of redress, the co-operation of a mob, with its accompanying acts of violence."

That's what nine men say and, in spite of the thousands of A. R. U.'s, Debs goes to jail. Nine to thousands! The majority rules with a vengeance!"

* * *

We have been examining the second Government bulletin for the benefit of exporters, relating to the extension of trade in American products with Germany. Besides the German tariff schedule, so far as it relates to American producers and shippers, it has a statement of the commercial unions of Germany, showing that they have been an active factor in stimulating Germany's foreign trade, which was \$252,280,000 in 1850, and, in 1894, \$1,876,154,000. For the last three years the United States and Russia supplied all the caviare imported into Germany. Consular reports from German commercial centers are appended to show the feasibility of extending the market for American products in their respective fields of observation. But we don't find one of them giving an inch of space to the superior quality of our stuffed cheese!

* * *

It begins to look a little like a war-cloud away off there in the Far East—or west, with us, if we take it the other way. Germany charges Russia with bad faith in making terms with China while taking care of the Chinese loan; and Russia, considering it "like the idle wind which she regards not," keeps on with her schemes of aggrandizement, confident that the young Kaiser has wit enough to know how far to go in that line and when to stop. How sorry France would be to see Germany get into trouble, and how mad England would be to see Russia scope Constantinople!

RICHARD MALCOM STRONG.

Say "No" Gracefully.

You are often asked to refund money. This is a sort of an accommodation now which you must submit to. Some merchants will conclude that this is unfair. Sometimes it might be, but be careful how you refuse. If at all possible, refund the money. If not, give a satisfactory reason for being compelled to refuse. Don't get wrathful. Some people can say "no" so gracefully that instead of offending, it is satisfying. There is a knack about this. You can do it, provided you don't get excited. It is a grave mistake to lose your temper at any request.

Use Tradesman Coupon Books.

Starting in the Hardware Business.

In country towns, say of 5,000 to 10,000 inhabitants, connections and the popularity of the would-be hardware merchant have much to do with the advisability or otherwise, of establishing a new store. Of course where a man buys out an old established store, he naturally expects to succeed to the "good will" and patronage enjoyed by his predecessor, but the writer means starting in business in competition with older houses, based on his connections and the promised support of his friends and acquaintances. These latter, unfortunately, are not always to be relied upon; they are, as a rule, a little more exacting and less easily satisfied than the general public. The writer has known in his twenty years' experience, several unfortunate victims to the promises of their friends—has heard of others, who opened a store with glowing prospects of success but closed with more or less disastrous results.

Here is one experience, his friends, as a matter of course expected and got credit and were surprised that he should be so importunate about those little bills, and some of them went so far as to remind him of certain obligations for past favors. A little later, his friends(?) discovered that his goods were no better nor cheaper than those of other merchants, perhaps going so far as to say, "they do not compare favorably with Mr. Sawset's across the street." Finally, he found some of his professedly warmest friends leaving him to trade elsewhere, many of them forgetting to settle. Remonstrances were useless and in some instances lost friends and accounts also. In the end, which was not long coming, the sheriff took possession. Of course, there is another side to this, the man referred to inherited some money on his father's death and having been rather popular with "the boys," hail fellow well met, and so on, sought advice as to what to do with his money. Oh, start a hardware store, \$3,000 will be enough and all your friends will patronize you. He had some business experience, but not in the hardware trade, and being a little too blunt and confident in his manner, which, combined with want of tact and poor judgment together with the loss of his friends' support, soon brought him to grief.

The sole reliance of the beginner in the retail hardware trade, or, indeed, any retail business in a small town, should be integrity in his dealings, reasonable prices, civility and strict attention to the business in hand. Should he properly apply the foregoing principles and possess a fair amount of business ability he will undoubtedly make patrons of his friends and friends of his patrons, thereby laying the foundation of a permanent business success.

At the Back Door.

Mr. Newcomer—Have the neighbors called upon you yet?

Mrs. Newcomer—I should say they had. They've called upon me for almost everything in the house.

DID YOU NOTICE

S

ON YOUR CRACKERS?

SEARS' SUPERIOR EYMOUR

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.

JESS

JESS

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



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.

IT MIGHT HAVE BEEN EXPECTED.

"Now, father, tell us all the news."
Mrs. Merriman had filled the old farmer's pipe, had given him his favorite seat by the fire, for the evenings were growing chilly, and was bustling about the comfortable, roomy kitchen, preparing supper. A market-day supper was a serious business, for Lucy Merriman and her mother took a "snack" on that day instead of the customary noonday meal, and substantial food was reserved for the hearty supper "father" relished so well after his long drive from town.

It was another time-honored custom for the farmer, in the interval while his wife and pretty daughter prepared supper, to tell them all the gossip he had heard in town, and prices obtained for his chickens, butter and eggs, and the purchases were to be unrolled after supper should be over.

But on this especial evening, the farmer, instead of putting down his pipe and clearing his throat for a long talk, glanced anxiously at his only child, his Lucy, the pride and darling of his old heart. She was very pretty, with blue eyes and brown hair, and a very tender smile; but she had lost something in the past three months of the bloom and brightness that had been her great charm. She looked pale and not altogether happy, as she drew out the table and spread the cloth for supper.

"I was right," the old farmer thought; "and yet I hate to tell her. She has never been the same girl since he left."

"Why, father," Mrs. Merriam said, "you look as solemn as if you had bad news. Ain't lost nothin', have you?"

"No—no. I got your calico all right, Jane, and the groceries, but—well, it don't exactly concern us now, but, the fact is, I did hear some disagreeable news to-day."

Then he paused again, wondering at his own reluctance to impart the tidings.

But Lucy had drawn near the arm-chair, her face white as snow.

"Don't concern us now?" she said. "Is it—is it news about Henry Newton?"

"Well, well, women folks are master hands at guessing," said the farmer. "You thought your old father was very cruel, Lucy, didn't you, when he would not let you marry that fine city chap who was turning all the girls' heads?"

"You—you are never cruel, father. You meant to be kind—but—but—what have you heard?"

"Berks has been up to Albany about some business for the store, Lucy, and he heard that Henry Newton had been arrested for forgery and theft."

"But it is not true! Father, it is not true!"

The wailing cry of utter misery called the mother in from the buttery. Lucy was lying in her father's arms, shivering and moaning as if stricken with physical pain.

"It is true, Lucy. I always mistrusted him, the smooth-tongued villain. Thank Heaven, I was firm for once, and kept my darling."

"Father, where is he?"

"Where they put criminals—in jail!"

There was a pause of utter silence, Mrs. Merriman coming across the room to stroke her daughter's hair with a loving touch. Then Lucy rose stiffly from her father's arms, and staggered across the room to the staircase, stumbling up blindly to her own room. Her mother

would have followed, but the old farmer held her back.

"Leave her alone a bit, mother," he said, hoarsely, wiping his eyes with the back of his broad hand. "She'll fight it out best by herself. Who'd 'a' thought she'd take it so hard?"

"We knew she loved him, father!"

"But she's been so quiet since he left, I thought she was getting over it."

"We can't be too thankful she did not marry him when he wanted her!"

"No—but—poor child! poor child! to think of her young, pure heart being set on such a scoundrel, when there's good men would give their right hand to win her!"

"It's the world's way, father. But she'll get over it! We'll see her a happy wife yet, please Heaven."

Then Mrs. Merriman bustled away again, and put the smoking supper on the table. After she had filled the farmer's plate, she went upstairs, coming back with red eyes.

"She'll not eat yet, father!" she said.

And the food left the table almost untouched, for neither father nor mother could eat, thinking of the stricken heart mourning in the room above them. Before they slept they stole in, as if their child was sick, for a silent caress, hoping morning would bring comfort.

But when the sun rose and the farmer lifted his head from a sleepless pillow, he saw his wife coming from the room beyond, white and shaking.

"She's gone, father," Mrs. Merriman whispered. "She's not slept in the bed all night, and she is not in the house. She left this!"

As she spoke, the mother held out a note, at which she had looked with hungry eyes, knowing nothing of reading or writing.

But the farmer could read; and, in a choked, low voice, he read the letter:

"I cannot stay to disgrace you! I was married when Henry Newton went away in August, on the day I coaxed father to take me to town to buy a hat. You will find the marriage on the books of the church opposite the tavern where father always puts up. I saw it written down, there. I have my lines with me that the minister gave me. I must go to my husband, and you must think of me as if I was dead, because I will never come back to disgrace the old home. I am a convict's wife, and no longer worthy to be your loving child. Lucy."

"Oh, father!"

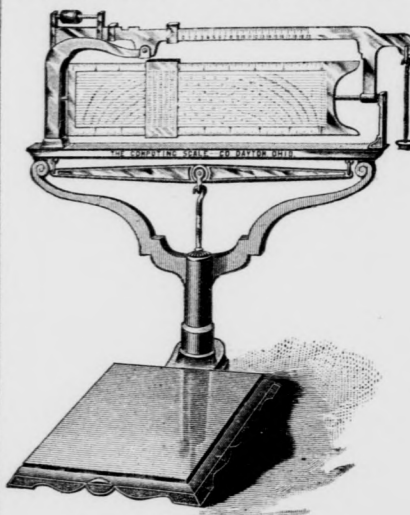
"Married—all this time deceiving us—I thought if there was one true woman on earth, Jane, it was our Lucy, and she has been living a lie to us for weeks!"

"But what will she do? Where can she go? Will she be allowed to go with him?"

"How do I know? I've been an honest man, Jane. What should I know of prisons and prison rules?"

The old farmer's face was set in rigid lines as he spoke, for the treachery of the child who was the very idol of his heart cut him deeply. It had cost him bitter pain to refuse her her heart's desire, but he had doubted the brilliant man who had wanted to marry her, knowing that he was the richest farmer in the country, and fearing that the suitor thought more of that fact than of Lucy. And he had trusted Lucy blindly, never supposing her capable of a deceitful act or thought. Mrs. Merriman went downstairs to get breakfast, knowing it was useless to argue with her husband when his lips were compressed and his eyes stern.

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

Standard Oil Co.,

GRAND RAPIDS, MICHIGAN

DEALERS IN

Illuminating and Lubricating

=: OILS :=

Naptha and Gasolines.

Office, Michigan Trust Bldg.

Works, Butterworth Ave.

BULK WORKS AT

GRAND RAPIDS,
BIG RAPIDS,
ALLEGAN,

MUSKEGON,
GRAND HAVEN,
HOWARD CITY,

MANISTEE,
TRAVERSE CITY,
PETOSKEY.

CADILLAC,
LUDINGTON,
REED CITY,

Highest Price Paid for

EMPTY CARBON & GASOLINE BARRELS.

"He loves her so!" the mother thought, wistfully. "He will never let her go."

The breakfast was a silent meal, and when it was over, the farmer sat with his face hidden in his hands for a long time. When at last he looked up, the mother's heart gave a great throb of gratitude. She did not need to hear his words to know that love had conquered.

"I will go to Albany, Jane, on the noon train. I'll be but six hours behind her."

"You'll bring her back, Dan'!"

"Ay! If she will come."

It was a dreary journey, and when the farmer reached the city, it was after 7 o'clock. He had been to Albany but twice in the sixty-four years of his life, and, he thought bitterly, he had never inquired before where to find the jail.

But it was closed, and he found only a warden on duty at the gate.

"I was wishing to see Henry Newton," he said to that official.

"Any day between 10 and 2, if you are a relative," was the answer.

"I am—" the words came chokingly, "his father-in-law."

The man gave a long whistle.

"By Jove!" he cried, "another one!"

"Will you tell me what you mean? I am an old man, in heavy trouble, and—this man—has—taken my—child. I am looking for her."

"Sit down; sit down. I guess it's a bad business. You see, he's an old offender, this Newton, and he's evaded the law for years, so they are glad enough to have proof now to convict fifty men, if need be. And he's got a wife here in Albany, that he quarreled with years ago and left. But, woman-like, as soon as she heard he was in trouble, she came here to him, and has been every day. But to-day, a young girl, a country girl, came to see him, and his wife was in the cell. There was a row, of course, for Number Two had her certificate, and Number One was furious, and they both went off."

"But where? Where did Lucy go?"

"Lucy! That was the name, sure enough. I can't tell you any more than that she left here."

But, even as the warden spoke, a policeman sauntered up, and, lounging in the doorway, said:

"Remember the country party, Tomkins?"

"Yes. Where is she?"

"Where she won't trouble Newton any more. Mrs. Newton the first has the coast clear."

"You don't mean she has —"

"Yes, I do! Walked from here straight down to the river and hung about till dusk. One of the steamboat hands saw her when she jumped off the dock, and gave an alarm. But, bless you, when they found her she was dead. Hulloo, who's the old man?"

For the farmer with one awful groan had dropped senseless on the floor.

"Her father!" answered the warden, stooping over the prostrate figure. "Was inquiring for her as you came up. Nice pill, that Newton, take him all around."

"Yes! He's coming to himself! Here, old man, you must not give way like that! Here, take a sip of this!"

Rough men both and accustomed to scenes of misery, but they were tender as women in their touch, as they lifted the farmer to a bench, bathed his face and put spirits to his lips.

"Can you take me to her?"

Those were his first words as he looked up into the policeman's face.

"To-morrow. You see it's a coroner's case, and we couldn't get at her to-night. I'll take you the first thing in the morning. Tomkins, can't you let him lie there to-night?"

"Yes, yes. I'll see to him."

And he was kind and sympathizing. But, oh, the long, long night, the weary stretch of time before morning. What could he say to Jane, the farmer thought; how tell the waiting mother that he had kept his promise and brought her child home, dead, never again to smile upon her, never again to speak a loving word.

Then a wild desire for revenge upon the villain who had wrought all this misery seized the old man, and he paced up and down the small room, his hands clenched, his eyes burning, calling for the vengeance of Heaven upon his child's destroyer, and the warden, looking on, whispered:

"Better so than moaning like a girl."

But the day broke at last, and the policeman came to keep his promise. All through the weary, bitter day Mr. Merri-man had to wait with all the patience he could command, till the coroner gave his verdict, and the law allowed the heart-broken father to claim his child.

Another interval was spent in necessary preparation, before she could be taken to the home she had made desolate, and there was unutterable pathos in the father's tone as he said to the undertaker:

"You must arrange for me to have an hour or two before the coffin is sent to the farm, to tell her mother. I cannot send word, for Jane cannot read writing."

But she could read the stricken face for which she was watching, and it needed no spoken word to tell her why Lucy was not with her father.

"She is dead!" she cried, "she is dead!"

And then waited for a denial that never came. It needed not the time the father had asked for to break the dreadful news, but the mother went with a strange, apathetic calmness to prepare the house for funeral rites.

Very fair and beautiful was the face that was pillowed in Lucy Merriman's coffin, and very sincere was the sympathy extended to the sorrowing parents. But, with the deep mourning, the sincere pity, was ever the bitter truth that comes to so many sorrowing hearts, that at the root of all the desolation and grief was the one act of deception, the one lie, that was the parents' reward for years of devoted love.

There is much written of true love, of parental tyranny, but thousands of tales could be told where the love is but a glamour of youth, and the tyranny only tenderest of fatherly love; where the pain of opposition is as keenly felt by the father as by the wayward child. Many a home tragedy that will remain forever unwritten is founded upon one such hasty act of deceit, one such living lie as desolated the home of Lucy Merriman, and brought her in her first youth and loveliness to fill a suicide's grave.

MARY A. WHITE.

Times may improve, but if you do not keep your stock and business methods up to date you are not likely to reap much benefit from the more favorable conditions.

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.



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.

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.

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.

Agents for the

Boston Rubber Shoe Co.'s Goods

RINDGE, KALMBACH & CO.

12, 14 and 16 Pearl Street

Manufacturers and Jobbers of

Boots and Shoes

We make the best line of Medium Priced Goods in the market. You can improve your trade by handling our goods.

LINDEN NEEDLE TOE.



Use Tradesman Wants Column

IT REACHES THE PEOPLE.

THE ROAD PROBLEM.

Written for THE TRADESMAN.

This question is one having many undetermined elements, that is, undetermined by practical demonstration, though many ideal and theoretically complete schemes of practical solution have been devised and published. The fact, however, that there is so little real progress in the work of securing good roads seems to indicate that there is something lacking in practicality.

The practical difficulties in the way of permanent road improvement are indicated by the remarkable fact that so many railroads have been built in regions where the real needs of commerce would have been better served by improved highways to other, not distant, railroads. I base my assertion as to the better serving the needs of commerce on the fact that so many such roads are built at vast expense where it seems utterly hopeless that they will ever pay, and where the attempt to make them pay must be at exorbitant tariffs. Now, why is it that these roads can be built at such expense and nothing can be done for the highways?

Aside from questions of speculation, fraudulent floating of bonds and schemes of municipal aid, the difference lies in the fact that in the construction of a railroad there is obtained by the company a positive property and monopoly that is impossible in any scheme of road improvement yet devised even if such monopoly were desirable. The toll roads from many of the larger towns are of so little importance to the main question and the tenure of monopoly is so slight they are scarcely to be noted as exceptions.

In these facts, then, seems to lie the greatest difficulty: There is no definite basis for organization of road improvement which shall give to those investing in the work a definite and tangible indication of the amount of their several ownerships in it. And there is no means of making a sufficiently apparent return for the investments of each owner in such improvement.

I mean by this that there has not yet been devised a plan for co-operation in road improvement that can command the confidence of the average farmer, or, as to that matter, merchant, and induce an investment in it. It seems strange that the economic conditions are such that capital will build such a great mileage of railroads at such vast expense, when the same investment in improvement of highways would produce so much greater returns. The building of one mile of railway costs about \$20,000. The permanent improvement of one mile of highway is placed by the best authorities at less than \$1,000. The cost, then, of building twenty miles of railroad would build no less than four hundred miles of permanently improved roads. It would need but little figuring to show which would yield the greater returns, that is when made tributary to a reasonably accessible railroad line.

Of course, the first plan that suggests itself is co-operation. This is the plan almost universally advocated (though there are localities considering the practicability of county bonds for this purpose.) But the difficulty is to get the average farmer to appreciate and join in this kind of co-operation. It is much easier to get him to subscribe for a railroad, for then he has something to

show for his investment, though it prove to be bankrupt stock; or easier to get him to vote a bonus because it will "open up" the country.

A great work awaits the one who finds a solution to this problem. W. N. F.

A Doctor's Story.

It was while I was practicing at Asheville, N. C., a few years ago.

One morning there came into my office an old fellow who had the appearance of a mountaineer.

He was accompanied by his wife, who was totally blind from cataract.

The old fellow said that if I would cure her, or manage to give her just a little sight, he would pay me \$100. Said he: "The ole woman's been blind for over twelve years, and ain't of no use to herself nor nobody else, so if you will go ahead and fix her up so's she can see ag'in and be of use to me, why, I will give you the money."

I agreed to take the case; not without some trepidation, as a fellow physician had already operated upon one of the eyes with bad results.

In the course of time, however, I managed to restore the old lady's sight, so that she could see and read quite well, and then after a reasonable lapse of time I presented the bill.

"I ain't a-going to pay you nothin' on that bill."

"Why?" I asked. "What is the matter?"

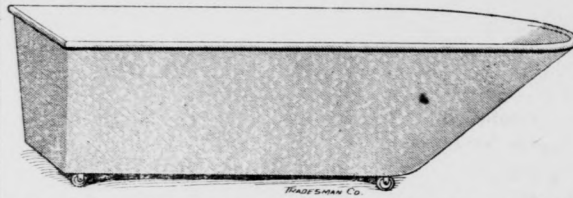
"Well," said he, "it's just here. I told you, you will remember, that if you would fix up the ole woman so that she would be of some use to me, I would pay you, but she ain't no more use now than she was before, or as much, for she used to do some work before she could see, but now she won't do nothing but sit around the house and read novels."

"Company Stores" Doomed in Pennsylvania.

The "company stores" of Pennsylvania received a black eye recently from the State Legislature, which passed a bill fixing a tax of 10 per cent. on the face value of all store orders, checks and pass-books or any other device representing the wages of any employe given him in payment for labor by any mining, transportation or manufacturing concern. A penalty of 75 per cent. is imposed for neglect or refusal on the part of any company or firm to make returns to the Auditor-general of the amount of such business transacted. This law is expected to prove a blessing to the miners and others in the employ of large concerns which compel their employes to patronize certain stores.

Use Tradesman Coupon Books.

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.

SEND FOR CATALOGUE



BROWN & SEHLER

GRAND RAPIDS.

CARRIAGES, WAGONS

Harnesses, Harrows, Plows, Cultivators.

AND A FULL LINE OF SMALL IMPLEMENTS AND REPAIRS.

Prompt attention to Mail and Telegraph Orders. Prices right. Write for Catalogue. Telephone 104.

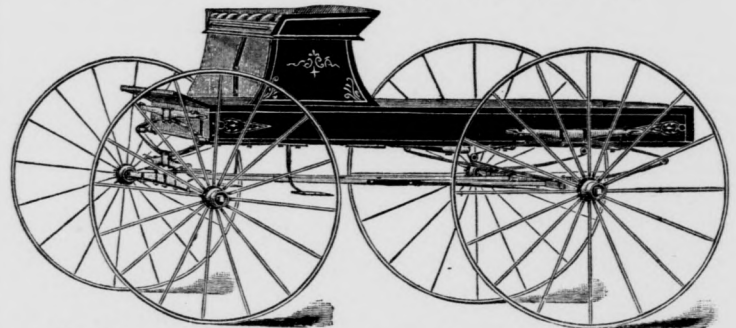
BROWN, HALL & CO

ESTABLISHED 1865.

MANUFACTURERS OF

BUGGIES, SLEIGHS & WAGONS.

GRAND RAPIDS, MICHIGAN.

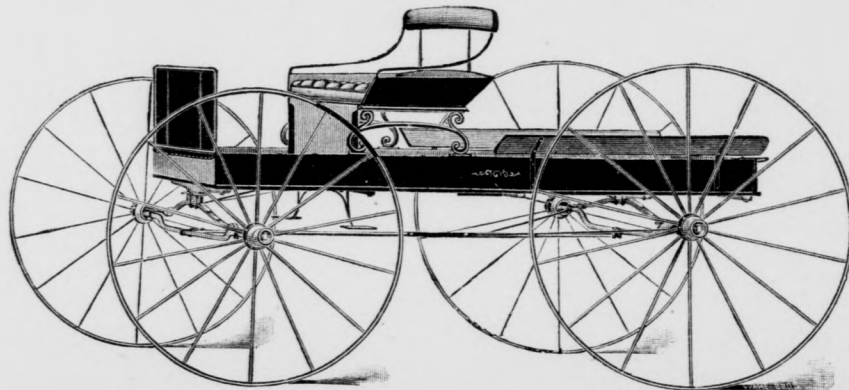


THE GROCER'S SAFETY. MADE IN 2 SIZES ONLY. FULLY WARRANTED.

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

WOMEN AND BUSINESS

From the Standpoint of a Business Woman.

Written for THE TRADESMAN.

The woman question is one which will not be downed, and, as long as the agitation consequent upon women's voting continues, it will not be lost sight of. This is not intended as an article on the "rights" or "wrongs" of women; but, as a business woman, and seeing some things from a woman's point of view that would be lost sight of from a man's, allow me to advance some ideas which might not be exactly agreeable or admissible from a member of the opposite sex.

Some of us have a way of arguing that woman, given the chance to exercise equally with man the right of voice in public affairs, will have a beneficial influence on all matters business and political, although we all agree that heredity and environment are the factors which make one's character and life. As sisters of, why do we not partake of the same nature as our brother man? Given the same business education and training, why should we be any better or worse than he?

It has been my observation that almost any woman will tell you she had much rather have business dealings with men than with a member of her own sex. Women would rather work for men than for each other, which may be one reason for the rush for shop and office positions, instead of seeking employment in domestic service.

In a recent editorial in one of the leading Chicago dailies, some attention was given to the subject of women's work in the matter of trades, and the question was asked, "Why is it that girls will continue to overfill the ranks of office assistants, etc., when the trades peculiarly feminine are not yet sufficiently full of good help?" And, further, "A thoroughly competent dressmaker or artistic milliner can command any reasonable price for her labor, and the demand is still greater than the supply of skilled workers."

The business woman is no better and sometimes not so agreeable as the men in like occupations. It is more than likely that a great cause is in the lack of business training, which men receive from their early years and which is usually lacking among women. I am not speaking of individual cases but of them as a class.

We hear a great deal about the "new woman," and it would probably not be particularly advisable for any writer to allude to the former class as the "old woman;" but, undoubtedly, with the old-time views of women's education and training, her morals and general tendencies were superior to those of her brother. But, given his education, surroundings and general training, with his ambitions and temptations, she is still his sister in a great degree and, in time, will be his equal—no more, no less. Women have shown that in business they are no better than men, and why should the cry of their "purifying politics" still be kept up? No greater fallacy ever was dreamed of. In a woman's club not a thousand miles from here, the fact has been shown that skillful scheming is not unknown, and that, too, where salary is not one of the incentives.

The chivalry of all ages, much of which still remains, is responsible for

the idea that woman, in the abstract, has a purifying influence wherever she may be placed. Happily, such is the case in a great measure; but she is not infallible, and, the more one sees of the business world and of the women in it, the more he is convinced of the "equality" of the sex in more matters than one.

Do you speak of loyalty to the sex? That is all very well, but "Be just before you are generous" is a good motto to keep sight of. Too many women want the rights of men and the privileges of women at the same time. When we enter the field of business, we should expect the same treatment that men give each other, and not attempt a competition with them and expect them to give us all the advantages which chivalry would exact.

JACQUELINE.

A Rhetorical Question.

Written for THE TRADESMAN.

An exchange, 'way up in matters of finance, asks, "Would free coinage reduce wages," and then goes on to say, to all intents and purposes, that anybody would see, if he would think a minute, that, of course, it would reduce wages.

Well, now, there are two sides to that question and, somehow, we have got on the other side. Take it a year ago, when every other man met was out of work, and the man that did have it worked for almost nothing—if the silver had been coined without limit, would wages have gone down? Of course, they wouldn't, for they couldn't. So much for that. What would have been the result? Where a man earned \$1 he'd earn at least \$2, and, when he was paid off every Saturday night, the employer, out of his abundance, would have slipped in an extra dollar or two as a kind of surprise. Out of the fullness of his pocket his liberality speaketh, and the era of prosperity would have returned. So much for that.

Here's another idea that might as well be disposed of now as at any time. How large ought a dollar in coin to be? It is a question of convenience. Who wants to carry about a lot of weights for the sake of having a dollar or two in his pocket? Compare the old-fashioned cent with the last one from the mint. That's the idea. For "cent" read "dollar" and you have it. There is no reason in the world why we shouldn't have twice the number of dollars with only the expense of the coining. The common dollar is as large again as it ought to be. All that's needed is to stamp the half-dollar as a dollar and that matter is settled. Don't ask what, with potatoes at a dollar a bushel, the farmer would say to one of the new dollars? He wouldn't say anything. He would be so glad to get the dollar that he would slip it into his pocket without a word. No; a dollar's a dollar, whether it's as big as a cart wheel, or reduced to the size of the little gold one—another proof that size has very little to do with the coin of the country.

We submit, then, that free coinage, instead of reducing wages, would have an effect exactly the reverse. We say that hard times are due entirely to a dearth of dollars—a matter of experience with the majority of men during the last two years; and we say, too, without fear of contradiction, that, if the half-dollar should be stamped as a dollar, the mass of mankind would have twice as many as they have to-day.

Q. E. D.

**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.

Magic Ointment

--- and ---

"Anti-Fly" Grease

A sure protection against Cattle Fly.
A valuable Antiseptic Ointment for stock of all kinds
Can be used for Sores or Bruises.
Makes an excellent Hoof Ointment

Manufactured by

Scofield, Shurmer & Teagle, GRAND RAPIDS MICH.
Send for Pamphlet of Testimonials, etc.

PAINT!



MANUFACTURER OF ALL KINDS OF

The Grand Rapids
Paint & Wood
Finishing Co.

Office & Factory, 51-55 Waterloo St.



House Paints

We sell at manufacturers' prices. Call or send for color card. Painters' trade solicited.

WILLIAM REID,

JOBBER OF

PAINTS, OILS, VARNISHES, BRUSHES, etc., Plate & Window GLASS
26-28 Louis Street, GRAND RAPIDS, MICH.

CHRISTENSON BAKING CO. MANUFACTURER OF
Crackers
AND FULL LINE OF
Sweet Goods

252 and 254 CANAL ST., GRAND RAPIDS

The Only **Pepsin Cracker**

In the Market.

AMERICA'S GREATEST RELISH!

Endorsed by medical fraternity. For table 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.

COIN AND CREDIT.

How Paper Money and Bank Checks Have Supplanted Coin.

In the purchase and sale of stocks, the impulse to buy, like the impulse to sell, is produced by trifles and is destroyed by trifles. Men pass from hopefulness to despondency and back again for no other reason, often, than that they are tired of the one state of feeling and take up the other for a change. After they have bought they want to sell, and then they want to buy again.

What is true in this respect of the stock market is also true of the market, when there is any, for all kinds of articles capable of being bought and sold with sufficient ease to furnish inviting chances of profit. As we see daily, not only are the prices of wheat, corn, cotton, beef, pork, iron and petroleum subject to speculative fluctuations, but even those of less important commodities, such as drugs, spices and hemp, and of so bulky and unwieldy a kind of property as land and buildings, have their ups and downs, resulting from men's changes of sentiment in regard to future values. In fact, value itself is only the popular estimate of the desirability of things. The more earnest the desire for them the greater their value, and the less earnest the desire the less their value. If nobody cared to possess diamonds the Kohinoor would be as worthless as a piece of broken glass, while the eagerness of the South Sea Islanders for iron made it as valuable to them in Capt. Cook's time as gold is to us.

Of course, the ease or the difficulty with which the desire for the possession of things can be gratified is also an element in increasing or diminishing value. If diamonds were as plenty as pebbles and as readily to be had, they would be as valueless, no matter how fashionable they might be for ornaments. So, too, if iron were as scarce with us as it was with the South Sea Islanders, and as hard to get, we should be willing to pay as much for it as they were. Not demand alone, therefore, nor supply alone determines value, but the action and reaction of each upon the other. Of the two, however, demand is the primary and more efficient factor, since without it the essential element of value would be lacking. Let nobody want an article, even as a gift, the fact that it is scarce and hard to get will not make it worth anything.

It is evident from this that, when the desire to possess any particular thing or class of things takes hold of a great number of people at the same moment, the value of that thing or class of things will increase, and as value in buying and selling is expressed by the amount of money things command, their price in money will go up. To create and to stimulate this desire are the aim of owners who have things to sell, and to the degree that they succeed in doing it, or that it is done for them without effort on their part, a rise in prices is the result. Correspondingly, when the desire to buy abates, and especially when a desire to sell takes its place, prices go down, as so frequently happens in the stock market. It is all a matter of feeling and of imagination, and hence the difficulty of prognosticating the course of prices either of stocks or anything else. What ought to take place, in reason, can be foretold, but, unfortunately, reason is not always supreme.

Value, too, being the result of mental operations, cannot be said to be fixed and absolute. It is, in its very nature, relative, but, being usually expressed by a reference to the single commodity of money, the relative value of all other commodities to one another is overlooked. We say that wheat sells for so much a bushel and cotton for so much a pound, and there we stop. If we went a step farther and compared wheat with cotton, we could as properly say that a bushel of wheat was worth so many pounds of cotton, or a bale of cotton so many bushels of wheat. The dollar, or the shilling, or the franc, or whatever money unit is employed to express prices, is merely a convenient common measure by which to get at the relative value of things, without going into the complicated calculations which direct barter entails; for, the seller of wheat or of cotton, while he insists on being paid in money for what he sells, does so only for the purpose of buying with that money the other articles which he desires. The use of money does not destroy barter; it only makes it easier to effect. Although the whole business of the civilized world is, in the first instance, buying and selling for money, it is, actually, a gigantic system of exchanges, by which every individual devoting himself to the production of a few things, or, perhaps of a single thing, obtains various other things which his fellow men produce, and which he needs for his comfort or his pleasure.

The money with which this great exchange of commodities among men is effected may be anything which is so generally desirable that it will be readily taken in payment for other things. In different ages and in different countries it has been cattle, salt, wampum, cowries, furs, teas, tobacco, and, in short, almost every kind of non-perishable commodity. The metals, from their superior durability, gradually supplanted, as civilization progressed, everything else, and iron, brass, silver, and, finally, gold, shaped into convenient form and size as coin, successively became the only money used. The result is that when money is spoken of hardly any one thinks of anything but coin, or of paper representing coin.

Coin, however, is by no means the last stage of the development of money. With the growth of commerce, especially in these days of railroads, steamers, and electric telegraphs, the actual passing over of coin from hand to hand in every transaction has become too laborious an operation. Where the aggregate of purchases and sales amounts at a single point, as it frequently does, to hundreds of millions of dollars, payment in coin is physically impossible. A hundred thousand dollars in gold weighs 370 pounds, and in silver, at the ratio of 16 to 1, it weighs nearly three tons. A million of dollars in gold weighs nearly two tons, and the same amount of silver nearly thirty tons. We have only to fancy the employment of the actual gold or silver in effecting the exchanges of commodities in this city, to become convinced of its impracticability. All the horses and carts at our command would not suffice to carry the stuff around, even if men enough and time enough could be had to count it.

To overcome this difficulty the practice was long ago introduced, and has continually been more and more extended,

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

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.



BOSTON PATENT PANTS, PATENTED JULY 26, 1892.



BOSTON PATENT BICYCLE PANTS.

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 OGDEN ST.,

GRAND RAPIDS, MICH.

of substituting for coin, in business transactions, first, paper money representing coin, and, what is of far greater utility, bank credits. Within a month the banks of New York City in one day exchanged among themselves credits representing \$137,000,000, and settled the resulting balances not in coin, but in paper and in warehouse receipts for coin. In London, which is the great commercial and financial center of the civilized world, the bank exchanges averaged last year on Stock Exchange account days \$400,000,000, and amounted for the year to \$31,000,000,000. What is done in these two cities is done in like manner on a smaller scale, but still, in the aggregate, to an enormous amount, in other commercial cities all over the world. Only the smallest conceivable fraction of the business transacted involves the use of actual coin, nearly the whole being accomplished by the use of credit.

I mention these facts, not as being new to my readers, but because they need to be brought into prominence just at this moment, when so great an outcry is made on both sides of the Atlantic of the insufficiency of the supply of coin in the world to do the world's business. The truth is that, just as coin supplanted cattle, shells, and other inconvenient kinds of money, and as gold and silver supplanted iron, copper and brass, so paper money and bank checks have supplanted gold and silver coin. Under the pressure of the same progressive movement silver is disappearing from civilized countries as a medium of exchange, and is used only as subsidiary or token money in the same way that paper or bronze might be used. In process of time gold itself will be no longer coined, but kept in the shape of large ingots, and in that form employed to settle international balances, as it is now to a great extent. MATTHEW MARSHALL.

She Had the Book.

From the Philadelphia Grocery World. Judging from a case which came under the writer's notice during the past week, it is small wonder that some retail grocers fail. The case was one in which a Philadelphia retailer was the chief figure. He did a good business, and had a reputation among his fellows of being a pretty progressive fellow. Recently this grocer had quite a good-sized bill which he was unable to collect. After temporizing for some time, he placed it in the hands of a certain collection agency in the city, with instructions to push it.

After the bettor, who was a woman, had been notified through the collection agency that the bill had been placed in the latter's hands for collection, she paid a visit to the agency, and said she would pay the bill instantly upon receiving an itemized statement. The manager of the collection agency congratulated himself on getting the account in so easily, and communicated with the grocer with a request for an itemized bill.

The grocer answered the request in person:

"I can't give you any itemized bill," he said.

"Why not?" asked the collector, in surprise.

"Why," answered the grocer, "she's got the book."

"You don't mean to say that's the only book of her account you kept, do you?" demanded the manager.

"Why, certainly," was the grocer's answer, given in a tone which denoted that he was surprised at the question.

The result was that the account still remains uncollected, and is likely to. Any customer has such a grocer right under his or her thumb.

A Bit of Modern Verse.

Written for THE TRADESMAN.

Without insisting too strongly that the American muse has, in a fit of inspiration, given utterance to some practical and, at the same time, prophetic verse, we confess to a feeling akin to that experienced in reading accounts of England's action in Central America and on the continent farther south. To our prejudiced ears these accounts have a striking resemblance to an old story, told first in 1776, and repeated, with little variation, a little later, when Perry "met the enemy and they are [were] ours."

It is to be hoped that there is no danger of a return of the condition of things then existing with the corresponding results, but, when we see the same old spirit asserting itself in the same old aggressive way, the lines of the modern muse, doggerel though they be, come to us and we find ourselves humming with considerable vim:

"You can't holler down our rain barrel,
If you won't be good to me!"

The fact is that too little attention has been paid to the limits of the back yard and the ownership of the rain barrel. One would think a continent barrier enough to keep off troublesome neighbors, and yet, when the trouble began with the Hawaii children, there was that John Bull monopolizing the yard and keeping the children from sliding down their own cellar-door. Nicaragua happens to leave her back gate open and John B. at once mounts the gate-post and lets nobody go out or in. Venezuela concludes to do what she will with her own, but there stands the omnipresent John, who, with a wave of the hand, tells the youthful republic to get right back—that part of the dooryard belongs to him. It makes no difference what is said or done—whether it is sliding down the cellar-door, or hollering down the rain-barrel, or climbing the apple-tree—this big-vested John has something to say about it.

It does seem as if the time has come to call a halt. Hints enough have been dropped, but to no purpose, and, if nothing will do but emphasizing the hint with a kick, let the latter be given and with force enough to lift the burly meddler from the ground. That, if anything, will bring matters to a focus and will give special force to the suggestive lines:

"You can't holler down our rain-barrel,
You can't climb our apple tree,
And you can't play in our back yard
For you ain't good to me."

R. M. STREETER.

Courting the Curiosity of Customers.

An ingenious Chicago merchant recently placed the following inscription on a card in one of his store windows:

WATCH THIS WINDOW TO-MORROW.

The curtains of the window were closely drawn, which circumstance aroused the curiosity of shoppers as to what was going on behind them, and induced them to be present on the morrow when the curtains were raised. The scene presented to their vision was an extremely handsome and artistic display of the very latest styles in the dealer's line, which they considered a genuine commercial treat. To make such a display cost the storekeeper a good many dollars, but he considered the money well invested, judging by the customers attracted to his establishment by the scheme.

Use Tradesman Coupon Books.

CHAS. A. MORRILL & Co.

Importers and Jobbers of

TEAS

21 LAKE ST., CHICAGO, ILL.

LEMON & WHEELER Co.

WHOLESALE GROCERS

Grand Rapids

SHE USES

CONCORDIA SOAP

SOLD BY ALL GROCERS.

Manufactured by

G. R. SOAP WORKS

See TRADESMAN'S Quotations.

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, Woolens, 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

Star Manufacturing Co.

CANTON, OHIO.



Wash Day

Nearly every woman dreads "wash day" with its drudgery and discomfort. Some women have found out that there is one great aid that helps to make lighter the work of washing clothes. That is

OAK-LEAF SOAP.

It takes the dirt out without excessive rubbing—leaves the clothes clean and white, without injury. You can well afford to give it a trial. Get it at your dealers. A catalogue of beautiful pictures free.

GOWANS & SONS, Buffalo, N. Y.

THE TROUBLESOME CUSTOMER.

How She Disturbs the Soul of the Dry Goods Dealer.

E. H. Shedd in Dry Goods Bulletin.

Job, yes Job had some trial, but his life was as a sunny pilgrimage compared with that of most merchants. He ought to have bought a retail store if he was looking for trouble.

But this was not the beginning; as nearly as I can remember the curtain arose upon the following:

"Tell her I am busy—writing some letters that must be mailed to-night," and seizing a pen he began writing at a rapid pace.

The mere entrance of a lady customer occasioned all this. The clerk stepped behind the counter and politely inquired her wants.

"Could I see Mr. Blank a moment? He knows just what I want; besides, you know I always trade with him."

"Mr. Blank is very busy at present. He is writing some letters which must be mailed to-night. Don't you think I would do this time?"

"Why, yes, certainly, you would any time, only you know, as I said before, I am so accustomed to trading with him that it seems he can always put his hand right on the article I am after. I am looking for a pin for baby, and I can't make up my mind whether to have it say 'baby' or 'mamma's darling.'"

"Oh, mamma!" groaned Mr. Blank taking a fresh dip of ink and bending lower over his work.

The clerk set a tray of pins on the case before the customer, suggesting, as he did so, that the lettering was merely a matter of taste.

She looked and looked; picked up one pin after another and laid it down, a look of troubled indecision wrinkling her brow.

"You haven't any with 'mamma's and papa's darling' on, have you?"

Blank made a frenzied jab at the ink stand, remarking in an undertone that she would probably end up with a door

plate with the whole blooming family on it.

"I think it's real mean of you, Mr. Blank," she observed, poutingly, "to not come and wait on such a good old customer as I."

"That's true, Mrs. Smith," replied Blank, "you are an old customer and very good to excuse me this evening when I have more than I can do; but the truth is, John knows more about baby pins than all the rest of us put together. He has made a special study of them, and knows all the good-luck charms in the catalogue. Take his advice and you will be safe."

"Oh, aren't you awful! But say, Mr. Blank," and she walked down to the desk with both hands full of pins, "do you think there is any danger of these pins coming unpinned and sticking into baby?"

Mr. Blank could not do otherwise than put a half an hour of careful consultation with his customer, the result being the sale of a fifty-cent pin.

This lady, the merchant afterward explained, was one of his best customers. Since a little child she had stood steadfastly by him, apparently never thinking that it was possible to buy goods elsewhere. When the year rolled around it was invariably found that the trade of her family was very near the top in amount. As for pay, the account was worth 100 cents on the dollar.

These were the good features. On the other hand, it always cost all the profits to sell her goods, so long did it take to make the selection.

No one could wait upon her but Mr. Blank, and when she had made a purchase the counters and show cases were filled with goods which she had inspected.

"What can a person do?" inquired the proprietor. "I have tried every scheme I can evolve, but they all seem to only entertain her the more. If I tell her that I cannot afford to waste so much time with her I will not only lose her trade but that of her parents as well."

"This baby has temporarily given a

different form to the plague, but it might as well be the baby as anything else, for on some excuse or other she is bound to consume 100 minutes for a dollar. I timed her to-night, and it took her exactly forty-three minutes to buy a pin that would have been just as satisfactory if bought in the dark.

"I will pay ten years' subscription in advance and agree to become a life reader of any trade paper that will offer an effectual remedy for this affliction. Every merchant has it in some form; some are beset with sample fiends, but as a rule they do not bother long. It is the good customer, such as the one just in, who always buy, but are forever at it, that tries one's patience."

I know another merchant whose experience was very similar to the above. The annoying customer's especial hobby was dress goods. Whenever he advertised the arrival of new dress goods she was the first to put in an appearance, and, as he put it, the last to leave. Every piece in the house had to be taken down, several yards unrolled, and the merits and demerits discussed at length. Naturally, the counters soon looked as if a cyclone had struck the place. His temper not being proof against everything, he was considerably annoyed, yet this very customer bought more and better dress goods than any other patron. Of course, he could not afford to send her away, because her trade was considerable, and, besides, she had friends who would be more or less influenced.

He thought long and laboriously; at last an idea arrived, and, with it, a smile of satisfaction. He bided his time.

It was springtime; the gentle cackle of the hen blended in tuneful cadence with the rhythmic rattle of battens on the barn; it was springtime and spring dress goods were literally flooding the stores—if the statements in the papers could be believed; Likewise came the lady customer, even before the newspaper man arrived with his bill. The time had arrived.

The proprietor waited upon her. It was the same old story—piece after

piece came down. When enough had been placed upon the counter to afford an excuse he called the book-keeper, with whom it had been previously arranged, and set him to replacing the goods on the shelves. The book-keeper gauged his speed so as to keep even with them, being careful to make a painful display of the vast amount of work required to build up that which they were tearing down. It did not take quite so long that time.

In a few days she came in again; this time the proprietor and a clerk went to wait upon her. Two or three times, this was done, when one day she remarked:

"I never before knew how much trouble I have made you; I am more trouble than all my trade is worth to you."

In response to which the proprietor promptly and suavely lied, saying that she was no trouble; that it was a pleasure to show goods, etc. But the merchant never again took a clerk with him, nor was it necessary, for the little object lesson opened her eyes to the fact that she was making unnecessary trouble, and that was sufficient.

While every merchant has his troublesome customers, there are very few who go to such extremes, and since hearing the above I have often wondered if it would not be productive of good results if the salesmen would stop and carefully roll and replace each piece before taking down another. Of course, this would apply to only those who make too much trouble in the selection of goods.

Value of Advertising.

"Jeremiah, said Mrs. Shuckins, "heve ye bin ter the post office yet?"

"Nope."

"Well, I wisht ye'd go down now I hain't a scrap o' paper ter light the fire with termorrer mornin' an' it's about time another batch o' them green goods circ'lars was gittin' in."

Use Tradesman Coupon Books.



DEMANDS THAT YOU STOCK UP WITH

Fireworks, Candy, Oranges & Lemons

WE ARE THE LEADING SUPPLY HOUSE IN THE CITY FOR ITEMS NAMED AND YOUR ORDERS WILL BE EXECUTED WITH A DEGREE OF PROMPTNESS AND EXACTNESS THAT WILL CERTAINLY PLEASE YOU. First Class Goods at Correct Prices.

THE PUTNAM CANDY CO., Grand Rapids

OPPORTUNITIES FOR SUCCESS.

It is a common complaint in these days that there are no good opportunities now, such as there once were, to make money. Competition, men tell you, is so keen that the profits of business are small, while risks of loss are many and large. To do a profitable business requires not only more brains, but a larger capital and intenser activity than ever before. Trade tends to concentration in fewer and fewer hands. The great houses are continually absorbing the small ones, or, by underselling them, driving them into bankruptcy. For every clerkship there are hundreds of applicants, which reduces wages so low that a young man who wishes to go into business by-and-by for himself can barely live, without laying up a dollar.

Now, while there is a certain amount of truth in this, we believe it to be enormously exaggerated. We think we could show, had we space, that for a man who is abreast with the age, and has mastered the latest and best mode of doing business, the present is in many respects the best time in the world's history to win an independence or a fortune. Instead, however, of showing the truth of this opinion, we will tell an anecdote.

About fifty years ago, we were chatting in a hotel in Maine with a shrewd old retired merchant over eighty years of age, who, beginning life a poor boy in a village in Kennebec county, Me., had accumulated from \$800,000 to \$1,000,000—a sum equal, probably, to more than twice as much to-day.

"People," said the old man, "are always complaining that there are no chances now to make money. Thirty years ago, they tell you, there were plenty of such chances; and, had you lived at that time, you would have heard the same croakings. I remember well that people then said that the days for acquiring fortunes had gone by—that the time for making money was just after the revolution; and I have no doubt that during this last period there were plenty of unsuccessful men who asserted that there was no profit in business—that the lucky men were those who lived a generation earlier. And so you might go back a hundred years, or more, and always you would hear from many persons the same despairing. Now, the fact is, Mr. Mathews," continued he, after pausing a moment to take a pinch of snuff, "that all times are good for making money, if you only know how; and if you don't know how all times are bad."

"But, Mr. G—," said we, "suppose that a young man is a clerk in a store in Boston, with a salary of only \$200 a year, and he has to pay \$5 a week for his clothes and board; how is he to lay up any money? How is he to get a start in life, or find capital to go into any business for himself?"

"I don't undertake," replied the old man, in his shrill, slow voice, "to say how it can be done; I only say that if he has a will to do it, it will be done. But, instead of arguing the matter, I will tell you a story.

"About fifty years ago, there was a poor boy in Maine, whose father, once independent, had lost most of his property by indorsing notes for his friends, and lived in a log house. The boy used to pick strawberries and other fruits and carry them two miles to a country vil-

lage, where he sold them at 3 cents a quart.

"One day a firm of traders, thinking he had a turn for business, asked him how he would like to be one of their clerks. His eyes sparkled at the proposal, and, on his saying he would like the place, he was taken into the store. His salary for the first seven years was \$40 a year and board. For the next two years he received \$100 a year and his board. At the end of the nine years' clerkship his employers took him into co-partnership. How much money do you suppose he had at that time laid up?"

"Why," we replied, "if he had resembled some clerks that are employed to-day, he probably, if he could have got credit for such a sum, would have been about \$1,500 in debt."

"Well," said the merchant in a tone of triumph, "that is precisely the sum he had laid up in cold cash. And now, if you don't believe the story, I will tell you who the boy was. He was your own father, and I was one of the firm that employed him as clerk and finally took him into co-partnership."

Surprised at this revelation, and conscious that we had been floored by an *argumentum ad hominem*, we were silent for a few minutes, and then added: "But the whole of the clerk's salary, Mr. G—, for the nine years, put at compound interest, wouldn't have amounted to the \$1,500, which you say he had hoarded."

"Oh," was the reply, "he kept his money turning over, of course. He fished at night in the Kennebec—caught and sold salmon, and dickered with the farmers, etc. But he never neglected his employers' business. He was my partner for thirty years, and the only one I did not lose money by." WM. MATHEWS.

Should Stick to One Thing.

When a man starts out as a merchant, and is desirous of being successful, he should stick to that one vocation. Few men are such geniuses as to be able to look after the crops, electioneer for the mayoralty, deal in horses, etc., all at the same time. Don't have too many irons in the fire. A "jack-of-all-trades" is, generally, the master of none, and a shoe merchant who attempts to maintain other commercial interests in conjunction with his shoe business will not very likely prove a striking success in any of his pursuits. "All-around" men are few and very far between. Any one having an extensive circle of acquaintances is well aware of the fact that the "know-it-all" man, as a rule, knows but very little. Few architects are at the same time writers of poetry; artists are not usually composers of music, and the doctor who is anxious to succeed in his chosen profession does not study Blackstone. It is the same with the shoe merchant. If he wishes to prosper in his commercial enterprise, let him study shoes and all that appertains to them. He should be well versed in leathers and the different styles of tanning. He should be familiar with the leather market and its customs. He should know how a shoe is manufactured, of the process from the time the leather is cut until the last button is sewed on. He should keep himself well-informed as to what is going on in the markets, and it would be greatly to his advantage to peruse every week a progressive, newsy, and interesting trade journal. Not every man can operate a store successfully. To be a success as a merchant requires brains, and lots of them. The duties of few men, whatever their profession, business, or trade may be, are more exacting. The merchant may hold up his head as high as any man, for though his vocation is not so gilded as the lawyer's, or the journalist's, it necessitates intellect to conduct it.

WALTER BAKER & CO.

The Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES



on this continent, have received HIGHEST AWARDS

from the great

Industrial and Food EXPOSITIONS

IN Europe and America.

Unlike the Dutch Process no Alkalies or other Chemicals or Dyes are used in any of their preparations. Their delicious

BREAKFAST COCOA

is absolutely pure and soluble, and costs less than one cent a cup.

SOLD BY GROCERS EVERYWHERE.

WALTER BAKER & CO. DORCHESTER, MASS.

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, \$ 80
- 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
- No. 1 Fillers, 10 set in No. 1 Case..... 1 00
- No. 2 Fillers, 15 set in No. 1 Case..... 1 00

W. T. LAMOREAUX CO.,

Grand Rapids, Mich.

SHERMAN HOUSE

Allegan, Mich.

Thoroughly renovated, repaired and refurnished from kitchen to garret. It is the intention of the landlord (who is an old traveling man) to make the house a veritable home of comfort and good cheer to the traveling public.

E. O. PHILLIPS, Prop.

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.

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 *7:30am
RETURNING 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..... 11:4am 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..... 1:00pm 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

RETURNING FROM DETROIT.

Lv. Detroit..... 7:4am 1:10pm 5:00pm
Ar. Grand Rapids..... 12:40pm 5:30pm 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 1:30pm 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..... *Night Express..... 1 20 p m
11 45 am..... New York Express..... 6 00 p m
*Daily. All others daily, except Sunday.

Sleeping cars run on all night 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 10:30 p.m.

Direct communication made at Detroit with all through trains of the Michigan Central Railroad (via the 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	1:30am	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	3:10am
E. Saginaw..... Ar	10:50am	3:45pm	8:00pm	6:40am
Bay City..... Ar	11:30am	4:35pm	8:37pm	7:15am
Flint..... Ar	10:05am	3:45pm	7:45pm	5:4am
Pt. Huron..... Ar	12:05pm	5:00pm	8:30pm	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
Pontiac..... *8:40 a. m.
For Grand Haven and Muskegon..... *1:10 p. m.
" " " " Mil. and Chi. 45 35 p. m.
For Grand Haven Mil. and Chi. *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: p.m.
Trains arrive from the west, 6:40 a. m. 8:15 a. m. 10:40 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. m.
For Saginaw..... 5:00 p. m.
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..... *5:40 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..... 6:50a m 3:30 p m 11:30 p m
Ar Grand Rapids..... 2:50pm 9:15 p m 7:30 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
5:40 p m..... 5:30 p m
O. L. LOCKWOOD,
General Passenger and Ticket Agent.

CURRENT COMMENT.

The California coast papers are bragging that more than one-half the salmon pack of the United States, and nearly half of the world's supply, is now put up in Alaska. The business has some \$3,000,000 capital invested in it, and the value of a season's catch, without counting the manufactured products therefrom, is about \$2,000,000. Last year there were twenty-two canneries in operation, which packed 646,000 cases, besides twenty-four salting establishments, which marketed 21,000 barrels of salt salmon. The fish are nearly all taken by seines at the mouths of the rivers, thus preventing the salmon reaching their spawning grounds, and it is said that the industry is rapidly destroying the fish. The salmon have practically disappeared already from the Columbia and other Pacific coast rivers, and, at the present rate, it will not be long till one cannot be found in Alaska. It might be worth while for the Government to take some steps for the protection of the salmon on the west coast. It would be easier and cheaper than protecting the seals in Behring Sea.

For five days an unlucky cat was up a tree in Brooklyn without food and wailing piteously for assistance. This cat knew more about climbing up than climbing down, and though every inducement in the way of food was spread out at the foot of the tree, she could not get down. Passers-by pitied her, policemen stared at her, residents of the vicinity cursed her, and agents of the Society for the Prevention of Cruelty to Animals could not help her. Finally, a small boy solved the difficulty. He climbed up the tree and brought the cat down, amid the plaudits of an admiring throng, and his picture got into the *World*.

A Mr. Borden, of New York, has offered a reward of \$10,000 for the arrest of the men who murdered his negro butler, and says that he will make it \$20,000 to convict them. It is a big sum. The chiefs of police of the big cities recently decided that it was wrong and criminal to accept rewards for the capture of criminals, but the chances are that if these are taken, the \$10,000 will not be refused.

The carriagemakers, blacksmiths, hackmen and others of Quebec have joined in a protest to the mayor against the new electric street railway, which it is proposed to operate there. They declared that it would be extremely dangerous to life, and that it would ruin their trades. The mayor heard the committee to the end, and then told them that he was sorry that he could not agree with them, but that he felt bound to do all in his power to secure the proposed railway for the city, as it would have to keep up with the procession or fall into the background altogether. He said that the old city had already suffered no little through its reputation for backwardness, and that it was time to take a new departure.

There is no need of wasting any sympathy on Florida. If a state ever did seem to need it, that State was Florida when the cold wave struck her and carried away, when it ebbed, one of the most promising crops of oranges that her trees had ever borne. Everybody was sorry for her then and should have been;

but, with a "So be it," the land of blossoms wiped her eyes and started for her melon patch and went to work. Now she comes forward "with smiles where once were tears" and informs us that she has the biggest melon crop on record and expects to ship more than 8,000 carloads. Well done, Florida! Here's hoping that the melons will be all that they promise; and here's hoping, too, that the example set by that not-to-be-cast-down sister State will be faithfully followed by the other members of the same family!

Here's a move in the right direction: A dairy division has been made in the Agricultural Department at Washington, D. C., and will be organized about July 1. Its purpose is to gather and spread information concerning the dairy business of this country. In 1892, the United States exported 15,047,246 pounds of butter and 82,100,221 pounds of cheese, their combined value being \$9,835,000. The Americans were securing the London market for their cheese when some smart Alec of an exporter began shipping filled cheese and selling it for full cream cheese. That finished the business in Europe! Mulhall, the English statistician, places the total annual dairy production of the world at 1,946,000 tons, and that of the United States alone at 610,000 tons.

From the time John Sutter found gold in his mill-race, to the present, California has stood, in the eyes of the world, as the gold-producing state. The time has come for that idea to broaden. The gold product is all right but it holds the first place no longer. For the past ten years the fruit has been pushing to the front, amounting, last year, to \$50,000,000. The value of the gold mined for the same time was \$40,000,000, which shows that, if the mines give out, the State will still be able to keep her nose above water. She seems to have heard the fable about not putting all her eggs in one basket and to have turned it to practical account.

Scientists are talking again about the gradual subsidence of the Atlantic coast of this country. A landmark set up in Fairfield county, Conn., about 100 years ago, is now deep under water at low tide, and along the New Jersey shore it has been necessary to move houses back at intervals of thirty years. At one point on the Florida coast a lighthouse had to be abandoned and another built higher on the shore. The indications are strong that Long Island was once a part of the mainland. Along the Atlantic in Northern Europe the coast is slowly rising, but the Italian shore is subsiding. Fortunately, scientists maintain that there is an alternation in this movement, and that in the course of ages our Atlantic seaboard will rise again.

A Portland business man has hit on a new scheme for being awakened at the proper time in the morning, which he declares beats any alarm clock that was ever invented. He has his telephone in his bedroom, and each night when about to retire he calls up the central office and requests the operator to call him up at a designated hour, in order to find if the 'phone works properly. Promptly at that hour the bell rings loudly, and he is awakened with neatness and dispatch. He claims that the service thus rendered is alone worth the annual rental of the telephone.

TRADESMAN COMPANY

Engraving Department

Anything for Any Purpose

The demand for the finest illustrations of all kinds, as well as for the finest mechanical and ornamental designs, is constantly increasing and inciting to continual effort to keep the lead in the production of the best work. To meet these demands, we are constantly adding facilities and improved methods.

OUR HALFTONE ENGRAVINGS

Are unexcelled.

IN PHOTO AND PHOTO TINT

Engraving for Advertising Designs, Buildings, Cards and Letter Headings, we are making plates which will compare favorably with any in artistic design, fineness and printing quality.

For Machinery and Mechanical Designs, our

WOOD ENGRAVINGS

are from the hands or superintendence of an engraver of the longest experience of any in Western Michigan. We challenge comparison with any in clearness, artistic effect, and in complete and accurate representation of the subject. This last feature is important, especially in cuts of patent devices and manufacturing specialties. For such work, the best is emphatically the cheapest, for many a meritorious invention has met with failure through the use of poor and inartistic engraving.

OUR PRICES ARE CORRECT.

While slovenly and inartistic plates may be obtained at lower prices, perhaps, our customers find it more satisfactory to be assured of first class work in every respect, at fair prices.

It is a pleasure for us to answer questions as to the best process for the work required, to give estimates of cost and to send samples of work in similar lines.

Cheap
Coupon
Books

In this era of low prices and low grade goods, a demand has arisen for CHEAP COUPON BOOKS, which can be made and sold at a lower price than our Standard Grades, that have been on the market for a dozen years past and have stood the test of time. We are not advocates of cheap goods in any line, and we note that those houses which attempt to build up a reputation by catering solely to the demand for low grade goods, seldom make any money and soon cease to cut much of a figure in the business world.

However, if any of our customers want a cheaper book than our regular

TRADESMAN,
SUPERIOR or UNIVERSAL

Grades, we have it and will cheerfully send samples and quote prices on application. Our

ECONOMIC

Book is not quite up to the standard of its predecessors, but it's a heap better than the books sold by other coupon book makers for the same money. If you are skeptical on this point, we solicit a comparison of workmanship and quotations.

Tradesman Company
Grand Rapids.....

THE KEY TO SUCCESS.

Vital Principles Which Must Be Observed by the Salesman.

The most vital and difficult task a man has in this life is to determine what his talents are and then select that vocation which demands an exercise of these same talents. Every man has some one faculty with which he may excel. With this faculty he possesses the ability to develop himself more fully than with any other he may have had given him. Applying this to selling goods, we have no hesitancy in declaring that a salesman is born a salesman, i. e., he is born with the qualities which make a salesman. He may have no ability whatever to execute for himself. So careless may he be about finance that at the end of his life he has barely enough to support himself. Yet he may be a success as a salesman. There is one quality that he must have in an unusual degree, and that is judgment of human nature. If he is unable to read his man he had better hunt for another job. He must make himself congenial to his customer. Salesmanship does not consist in selling what a man desires to buy. It is in directing the attention of your customer to some thing which you know is paying a good margin, or which is unsalable and must be gotten out of the store or a loss will result. And to thus direct a customer's attention to stuff when he has no apparent interest in it one must be agreeable—agreeable in the sense of reading your man and so impressing yourself on him as to please him. A keen salesman will meet a customer with dignity and continue to treat him so until sure that he will stand a joke. But to continue to travel on your dignity when your customer is a jolly fellow is just as grave an error. Or to indulge in a spirit of weakness about price when your man wants one price and that in a very firm tone, is wrong. Again we insist the ability to read your man is absolutely necessary to your success as a salesman. Some advise against introducing politics into the conversation when selling goods. Such unqualified advice is injurious. There are many men who can be won as your friend only by taking opposition to them. We have heard the hottest kind of a political argument between a merchant and a drummer, and it only made more secure that drummer's grip on the merchant. Here again is manifested the necessity of knowing your man. There is a subject, however, that one had better omit, and that is religion. Get into no argument on religion; it is dangerous ground to tread. Is it required of a salesman to express no decided views? We believe it is not, and that merchants and customers delight to deal with a salesman who has well-defined ideas. To know to whom and when to express them is the difficulty. Human nature once more.

A good salesman sells more than a customer wants or a better article than was in mind. This is salesmanship. You go into a clothing store. You have decided on a \$20 suit. You ask for such. It is shown you. About what you expected, but skillfully your attention is drawn to a \$24 suit. So much more desirable is it shown to be that you buy it. Just so with your lady buying a dress. A better dress will be bought if skill is used. Here is another case of good salesmanship that happened in a Western town recently: A lady is in the store trading. She has purchased quite a bill of carpets. It runs up to quite a figure. She has informed her salesman that she desires nothing more. She is on the way to the door when the proprietor accosts her. He informs her that he has something to show her. She thinks it is needless to look at it as she is through buying. He persists, and ere she is aware he has a pattern of dress goods nicely draped with silk to match, drops a jet yoke over it and then folds his arms. She looks interested. It is beautiful (good buying), but hesitates. Her daughter is enthusiastic. Still she hesitates. "It will be gone in the morning," remarks the proprietor. "Have only one." And she buys it, trimming and yoke, \$20. Salesmanship! But hear the

rest. Another lady has seen the effect of the draping, and expresses regret that she didn't get it. "I have another even prettier." She is incredulous. He gets it out and drapes it. And he sells it. How much did he make? Four dollars on the dress and the same or more on the trimming. Eight dollars' profit on each dress by salesmanship. Either in pushing old or new stuff this salesmanship is necessary. Encourage it by a bonus of \$50 at the end of the year to whoever practices it, especially in old stuff.

A well-informed salesman is more desirable than the thoughtless, shallow fellow. Customers care to trade with a salesman who is bright and alert concerning the questions of the day, and his influence extends into society, and outside of the store he is making friends who will come to trade with him. Encourage talent which is anxious to be used outside the store. It is cheap advertising. Your trade is to come from the people with whom such a fellow associates; not from sports.

A salesman who will misrepresent is a detriment to any store. People know very little about the goods they buy, and they are aware of it. They publish such facts only in one way, and that is by stopping trading with a salesman who lies. In one of the jobbing houses of a certain city is a salesman who has an extraordinary following among the trade, and ranks easily first in his line. That man never misrepresents. We never heard of a customer who refused to have this man wait on him, but we have seen the flip, flagrant liar passed who possessed other qualities superior to the first salesman.

Interesting Archeological Discoveries.

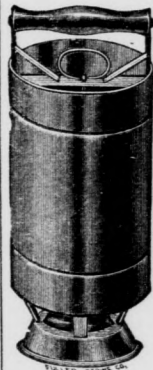
According to a note in the London Times, the excavations by the American School at the Heraion of Argos, under the direction of Professor Waldstein, which were resumed this spring, have been very successful. Two hundred and fifty men have been employed on the work. Besides the two temples and five other buildings previously discovered, a large and well-preserved colonnade 45 meters long has now been found, 25 feet below the surface, south of the second temple. The discoveries include parts of metopes, two marble heads of the best Greek period, a hundred objects in bronze and gold, gems, vases and terra cottas of the Homeric period, as well as numerous scarabs and several Mycenaean tombs with Argive inscriptions on bronze, probably of a religious character. The excavations, which are now in the fourth season, will be completed this year. They rival the French excavations at Delphi in magnitude and importance, representing all the periods of Greek life from prehistoric to Roman epochs.

The Pottery Tree.

One of the most peculiar vegetable products of Brazil is the Moquilea utilis, or pottery tree. This tree attains a height of 100 feet, and has a very slender trunk, which seldom much exceeds a foot in diameter at the base. The wood is exceedingly hard, and contains a very large amount of silica, but not so much as does the bark, which is largely employed as a source of silica for the manufacture of pottery. In preparing the bark for the potter's use, it is first burned, and the residue is then pulverized and mixed with clay in the proper proportion. With an equal quantity of the two ingredients, a superior quality of earthenware is produced. This is very durable, and is capable of withstanding any amount of heat. The natives employ it for all kinds of culinary purposes. When fresh the bark cuts like soft sandstone, and the presence of the silica may be readily ascertained by grinding a piece of the bark between the teeth. When dry it is generally brittle, though sometimes difficult to break. After being burned it cannot, if of good quality, be broken up between the fingers, a mortar and pestle being required to crush it.

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 Sprinkling. For Store or Floor. For Dusting.
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.

Office Telephone 1055.

Barn Telephone 1050.

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.

Grand Rapids Brush Co.

MANUFACTURERS OF



BRUSHES

Our Goods are sold by all Michigan Jobbing Houses.

GRAND RAPIDS, MICH.

The "Pullers-in" of Milliners' Row.

From the New York Tribune.

"Among the characteristic sights of the lower East Side 'Milliners' Row' is an interesting example. The 'Row' consists of that part of Division street which lies between Market street and the Bowery. Every store in the row on the north side of the street is occupied by a milliner, whose trusty 'puller-in' stands guard in front ready for the unwary woman who may glance at a bonnet. There are a few millinery stores scattered farther along Division street which act as a sort of skirmish line. The real business, however, begins when Market street is reached.

The women 'pullers-in,' although more gentle in their methods, are just as persuasive in manner and glib of tongue as their male brethren on Baxter street. Their scent for a customer is just as keen, thought their voices are not so loud. When a 'puller-in' sights a prospective customer she darts out of the doorway, places a hand upon the arm of her quarry, throws her head persuasively on one side, and proceeds to sing the praises of her mistress' wares.

"Want to buy a nice, cheap hat? We have de best goods and de cheapest. Step inside and loog them ofer. You needn't buy if you don't want to."

Nearly all the milliners, and "barkers," too, are Jewesses, as their faces and names proclaim, with no uncertain voice. The "pullers-in" present an endless variety as to age, attractiveness and costume. Some are old, some are young, some pretty and tender-eyed as Leah, others hideous as a Welsh rarebit night mare. They are all alike in one respect, however, in that they wear no headgear. The very thing they want to sell is strictly tabooed among themselves when on duty. This gives a fine opportunity for the display of artistically coiffured locks, which are, as a rule, glossy and raven-hued like the heads of most of the children of Israel.

Their business methods do not call for quite as much perspicacity as the duties of a Baxter street "barker." He has to distinguish between man and man, and only accosts men who, in his judgment, are likely customers. Out of the fifty passersby, he probably only tries his wiles on half a dozen. Not so the sentinels of Division street. Every woman, old or young, who passes Milliners' Row, is held up, not by one "puller-in," but by all of them. After witnessing half a dozen women stopped by every "puller-in" along the line, whom even the reporter's poor masculine judgment considered as extremely unlikely customers, he asked one olive-skinned Rebecca the reason for so much waste of persuasive arguments. The reason she gave was of as distinctly a feminine nature as the goods she was trying to sell.

"Vell," she said, with a shrug, "if they do not want to buy, vat are they doing down here, anyway?"

Some of the women get angry when importuned, and impatiently shake off the hand of the "puller-in." This does not in the least deter the others, however, who, if anything, increase their efforts to send a customer inside. Even men are not safe from the importunity of the girls, who entreat them to purchase a "nice hat for your wife." Once inside, a male customer is absolutely certain to become a purchaser unless he is possessed of unusual strength of mind.

The hats displayed are all very much the same in every window. There are a few black, a few white, and a good many colored ones, with always a *chef d'oeuvre*, generally a huge white hat, in the middle. The prices range from \$1 to \$5, or higher for hats made to order.

As a rule, the girls of rival stores seem to be very good friends, although the proprietress does not encourage friendship between her girl and the one next door. Two girls will be seen cozily chatting together until the "boss" puts her Semitic nose out of the door, when they will shoot apart with great celerity.

Among the Baxter street "barkers" one or two men are always looked up to by the rest as being facile princes among them. There has always been a "king" of the "barkers," but you cannot

find a "queen" among Milliners' Row "pullers-in." Apparently, there are just as many "queens" as there are girls, for none of them will admit the superiority of any of her sister workers. Altogether, the women "pullers-in" are quite an institution in their way, and contribute largely to the local color of the great East Side.

Unworthy of Credit.

From Farm Implement News.

There are many opportunities for business men to be mean and "small" if they are so inclined, and one of the meanest tricks of all is to make mistakes intentionally. An occurrence coming recently under the writer's notice is one which deserves severest condemnation, not so much for the amount involved, as the principle. A merchant remitting for a bill of \$23 and deducting a discount of five per cent. to which he was entitled, deducted \$1.25 instead of \$1.15. This might easily be set down as a clearly unintentional error; but in this particular case the man virtually boasted that it was intentional, and that he picked up a good many dimes in a year in the same way, as his creditors seldom mentioned the matter, but gave full credit. Such a man must be lacking that necessary part of true manhood, conscience. He must have a soul that would defy the microscope and be utterly devoid of principle.

If a discount amounts to \$2.13, it is no uncommon thing to deduct \$2.15, but however prevalent this may be, it is, nevertheless, wrong. And if this practice does have apologists, surely no one can excuse the deliberate meanness of the other case.

Another case equally as reprehensible was that of a merchant who was entitled to a credit for freight on a certain shipment. In remitting he deducted \$3 but did not inclose the freight bill. When asked for it he ignored the request, and not until several letters had been written did he respond. With the freight bill came eighteen cents in stamps, for the bill showed the freight to be only \$2.82. His excuse was that it was easier to figure on even amounts.

For the sake of business integrity and as a matter of principle every manufacturer or wholesaler should absolutely refuse to accept business from men who are known to be guilty of such practices, no matter how strong they are financially, or how large their season's account is.

Home-Made Dimples.

It is reported that once upon a time a certain woman applied to the patent office for a patent upon her dimple-producing process; but, as it was refused, the secret is now common property, and any one who cares to experiment may try it. Her claims were as follows: Smear a small spot on the cheek or chin with colorless shellac varnish mixed with glue. With a pencil or penholder press the flesh with the point, holding it there until the substance on the face becomes dry and hard. The stiffened indentation thus retains the exact shape of a dimple, and a little face powder carefully dusted over the "artificial dimple" will completely conceal the varnish and glue compound. Some care must be observed in smiling too suddenly or the dimple may be broken. But with ordinary gentle usage it will retain its pretty shape a whole evening, if not longer. While the dimple process is applicable to those whose faces comprise a soft, velvety or pulpy surface, as then a very deceptive dimple can be produced, it is not so available for thin or bony faces, nor where the skin is very thick and unyielding.

Henry C. Strong, of Chicago, claims to be the first inventor of the telephone. He made his first one in 1877, out of a piece of gas pipe, a block of wood, a reel of copper wire, and a bit of sheet metal. He applied for a patent in the spring of 1877, but only got it a few years since, as a fire in the patent office destroyed his model and caused a delay.

Use Tradesman Coupon Books.

JUST ARRIVING!

New Crop
1895



BUY IT--The Quality is Right
BUY IT--The Price is Right.
BUY IT--And "You're all Right."

I. M. Clark
Grocery
Co.

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	2 1/2	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 2 1/2, 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.

SEEDS - Potatoes - Beans

We handle all kinds FIELD SEEDS, Clover, Timothy, Hungarian, Millet, Buck-wheat, 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.

Foreign **FRUITS** Domestic

EARLY GARDEN VEGETABLES

YOUR ORDERS SOLICITED.

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

The Grocery Market.

The markets have been without particular feature during the past week. Trade in many departments is improving slowly, and, considering the time of the year and the conservative policy which buyers are known to pursue, the volume of business in nearly all lines has been of fair proportions.

Sugar—The demand for refined grades last week was not equal to the production and another week has gone by without any positive indications of a change in the market. The retail trade has light supplies, but in purchasing for a time, at least, dealers, will, undoubtedly, pursue a hand to mouth policy, owing to the decline and easy tone of the market for raw sugar.

Provisions—The conditions of trade have been tame and unsatisfactory all through the week. It has looked as though the outsiders who have been buying have given way steadily to more conservative operations. The failure recently to make material advances in prices on the spurts of speculative excitement in general commodities was disheartening. The large stocks of the products all over the world and the increasing out-turns on the part of foreign countries have been depressing, while steady full receipts of hogs have added further to the accumulations at the packing centers.

Canned Goods—Advances have been made on several kinds of canned goods, and a generally better feeling pervades the market.

Currants—There has been a stronger movement in currants during the week, but the market is not quotably higher.

Prunes—The market does not improve in any respect, and prices are weak and in buyer's favor. California prunes drag at former prices, and sellers would probably shade them a trifle. French are reported as stronger, on the other side, but there has been no attempt to increase values here. Sultana are dull and unchanged.

Raisins—A better feeling has been manifested in California raisins and prices are somewhat firmer, although still very low. Buyers have taken hold of the lower grades quite freely.

Spices—Hardly so active, although there is a fair business in progress, and prices are generally strong, with the exception of pepper and cloves, in which a slight weakness is reported.

Coffee—Brazilian grades have been very dull and the market has been weak with prices entirely nominal. Mild grades have done moderately well. East India growths have been quite strong and at times active.

Cheese—The drought is causing a serious shrinkage in the milk supply, in consequence of which all grades of full cream stock are $\frac{1}{2}$ to $\frac{3}{4}$ c higher than a week ago, with every indication of still higher prices unless the drought is broken soon.

Bananas—Continue to sell freely, as prices are a little lower, owing to the abundance of berries and other fruits. Local dealers have made arrangements to secure a good supply for Fourth of July trade and orders sent to this market will receive as good attention, and be filled with as good a grade of fruit, as from any market in the country.

Lemons—There has been a strong demand for lemons during the past week, but no particular change in prices from

those quoted in our last issue. There is no possibility of lower prices before the Fourth of July, if the present weather continues, and several chances that they will advance. Local dealers are well supplied with stock and orders to this market will be executed with promptness and despatch.

Oranges—Nothing in market suitable for reshipping, except Mediterranean Sweets. They are in their prime, and really the best orange obtainable at present. It is not to be expected that lower prices will be made during the next three weeks, and, as there is sure to be a good demand for use the Fourth of July, it will be advisable for retail dealers to place their orders for such amounts as they may need early, as it is possible that the wholesalers will run short for some of the best sizes, such as 176s and 200s.

All dealers in fruits report a good volume of business. They are working with a will to keep up with the orders as they come in.

The Improvement Continues.

The financial and industrial situation continues to improve steadily in nearly all lines. Iron is still in the lead and this fact gives assurance of the genuineness of the business revival. In cotton goods the influences of the improvement are slowly making themselves felt and improving demand and prices are helping the labor troubles in the eastern factories. Since the beginning of the advance, about five months ago, when the lowest prices known prevailed, the rise in Bessemer iron is 25 per cent.; cotton, 35 per cent.; wheat, 53 per cent.; leather, 60 to 70 per cent.; refined oil, 80 per cent. and hides, over 100 per cent. The only industry which does not sympathize with the general improvement is coal. The price of anthracite has declined 25 cents at the mines and there seems to be as much uncertainty as ever. This is charged to the reckless competition, and has no significance as to the general situation.

To Be Continued at Newaygo.

The Automatic Circuit Breaker Co. has been organized, at Newaygo, with a capital stock of \$10,000, of which \$6,100 is paid in, divided among three stockholders in the following amounts:

Charles C. Kritzer.....	\$ 3,000
A. G. Runnels.....	3,000
N. Runnel.....	100

The corporation is officered as follows:

President—A. G. Runnels.
Vice-President and Secretary—N. Runnels.
Treasurer—Chas. C. Kritzer.

The new company has acquired the patents, good will, machinery and tools of the defunct Sweet Electric and Manufacturing Co. and will remove the property to Newaygo as soon as the necessary building can be prepared for its reception.

Spain is making much ado over the assumption that the United States has been negligent in regard to Cuban filibustering and cites the example of the Alabama claims resulting from similar English neglect during the civil war. The difference is that in the case of the civil war the South was acknowledged as belligerent. Spain refuses to thus acknowledge the Cubans and stoutly asserts there is no war. If this be true, how can neutrality laws apply in the case?

Use *Tradesman Coupon* Books.

C.C.C.

New and Up to Date. See them and get prices now!

CYCLOID CYCLES

CORRECT Designs, POPULAR Weights

Cycloid Cycle Co.

Factory and Salesroom, 488 S. Division St.
GRAND RAPIDS, MICH.

NELSON-MATTER FURNITURE CO.



MAKERS OF FURNITURE

FOR CITY AND COUNTRY HOMES

SELL FURNITURE AT RETAIL.....

33-35-37-39 CANAL ST., 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.

Coupon Books.

We were the pioneer Coupon Book Manufacturers and, although we have had many imitators, we have succeeded in keeping at the head of the procession. We constantly carry in stock four grades of books, in denominations of \$1, \$2, \$3, \$5, \$10 and \$20, and are prepared to get out anything our customers require in the shape of special books. We have special machinery for every branch of the business and employ skilled workmen in every department.

If you have never used coupon books, and wish to satisfy yourself as to the economy and utility of the system, send for samples, which can be had for the asking.

**Tradesman Company
Grand Rapids.....**

Drug Department.

State Board of Pharmacy.

One Year—George Gundrum, Ionia.
Two Years—C. A. Bugbee, Charlevoix.
Three Years—S. E. Parkhill, Owosso.
Four Years—F. W. R. Perry, Detroit.
Five Years—A. C. Schumacher, Ann Arbor.
President—Fred'k W. R. Perry, Detroit.
Secretary—Stanley E. Parkhill, Owosso.
Treasurer—Geo. Gundrum, Ionia.
Coming Meetings—Detroit (Star Island), June 28; Lansing, Nov. 5.

Michigan State Pharmaceutical Ass'n.

President—A. S. Parker, Detroit.
Vice-President—John E. Peck, Detroit.
Treasurer—W. Dupont, Detroit.
Secretary—F. C. Thompson, Detroit.
Next Meeting—At Detroit, July 16, 17, 18 and 19.

Grand Rapids Pharmaceutical Society.

President, John E. Peck; Secretary, B. Schrouder.

DECLINE OF PHARMACY.

Methods Which Must Be Adopted To Improve the Situation.

Under the sensational caption of "Druggists Fear Ruin" there appeared lately a report in a Chicago paper, purporting to give the views of prominent retail druggists of that city relative to the operations of the pharmacy law. The reporter says "the druggists are worried" and complain that "ruin stares them in the face" because "department stores, sharp competition and profitless selling prices" render it impossible for them to hire registered clerks as the law requires. According to this reporter the law is odious to the druggists, "discriminates against them, and makes no compensation," compelling them to hire a registered clerk who "must have a good salary."

One druggist is reported as saying that if the law would prevent any man not a graduate in pharmacy from filling prescriptions, the department stores would be "prevented from engaging in the business and cutting prices."

Another is represented as having said that "there is at present widespread distress among druggists," resulting from defects in the present pharmacy law, which, in his opinion, "imposes burdens without adequate compensation," and that he hoped the law would be either amended or repealed. He expressed the opinion that "at present almost any one may engage in the drug business," and stated that "stores are springing up at every corner," admitting at the same time that department stores "cannot be forced out of the business."

Representatives of "department stores" were interviewed by the reporter. One said he was not frightened by the clamor of the druggists; his firm was "in the business to stay," and if the retail druggists were "out for a little fun" he would be right with them. Another said his house "employed a registered pharmacist, and could not see how anybody could prevent them from selling drugs."

A representative of a wholesale house expressed doubt as to the possibility of stopping the sale of drugs at department stores.

There is no doubt about the "cutting of prices" and the blighting effect of commercial competition upon the prosperity of the retail druggists of the present; it is almost true that "almost anybody can engage in the drug business," and that additional "stores are springing up at every corner" not already occupied. At some corners there are, in fact, four drug stores, and you may see six drug stores within two blocks if you will. It is also undeniable that the "department stores cannot be forced out of the business" as now conducted and under the conditions established by the radical changes which have come upon the retail drug business in all countries within the past quarter of a century. That our defective pharmacy laws do not afford any remedy, is equally true.

But it is certainly untrue that registered clerks receive high salaries. The writer recently received a letter from the Dean of an Eastern college of pharmacy, who expressed the opinion that greatly increased courses of college education in pharmacy must be regarded as impracticable so long as the majority of the students could look forward to nothing better than \$15 per week for

their services after they had graduated.

The remedy for this extremely unsatisfactory condition of the average retail druggist and his business lies in the direction of better education for the real professional pharmacist, and the utter abandonment of the vain hope that purely commercial competition ever can or will be restricted by law in this country. The only hope is to make the pharmacist a really professional man, entitled to professional fees for his expert services, and independent of mere commercial competition.

No change for the better is at all possible while boys of from 12 to 16 years are allowed to begin to "learn the business" in the stores, leaving school several years too early for that purpose. These all get into business on their own account some day and increase and degrade the competition.

No material improvement is possible without a reasonable measure of compulsory education, both general and special. Better education will check competition.

No relief is possible so long as every so-called drug store is placed on precisely the same plane as every other drug store, and every retail druggist on the same footing with every other druggist, without any reference to qualifications, duties, responsibilities and services rendered.

No remedy will ever be found until the retail druggists themselves shall have become once for all and finally convinced that they can never enjoy a monopoly of the business of selling the ordinary merchandise of the modern drug trade, and that the only occupation which the pharmacist can rightfully claim as exclusively his own must be the compounding and dispensing of medicines and the sale of substances which it would be dangerous to permit every dealer to handle; and he has absolutely no right to claim even these exclusive privileges unless he can base his claim upon such ample special education as will constitute a substantial protection to the public against the dangers that inevitably attend the dispensing of potent medicinal substances by persons not familiar with their properties and behavior.

Nothing will bring us to a permanent and satisfactory solution of the difficulties complained of, except a higher standard of education for those who enter the ranks, a genuine professional *esprit de corps*, and a full and free recognition of the fact that the mere buying and selling of any articles whatever, be they drugs and medicines or calicoes and nails, is not pharmacy.

If any retail druggist finds that his trade does not enable him to hire a registered clerk, let him consider that there are but two methods of obtaining relief—either he must stop compounding and dispensing medicines and become a mere merchant, or he must direct his energies toward enlarging the scope of his really pharmaceutical work.

The boards of pharmacy have already ample power to insist upon very much higher standards of education for the proprietors or managers of stores. They can absolutely refuse to register as a fully equipped registered pharmacist any person who is not competent to interpret and apply all the pharmacopoeial definitions, descriptions, tests, and processes. They can make the standard of educational requirements lower for clerks or registered assistant pharmacists. They can permit proprietors to absent themselves from their places of business one full day each week, leaving a registered assistant pharmacist in charge. They can insist upon a high-school education or its equivalent preparatory to apprenticeship in pharmacy. They can, perhaps, permit general stores, in places where there is no registered pharmacist in business, to sell unopened packages of medicinal preparations, and to sell epsom salts, castor oil, and other simple domestic remedies for which there is a sufficient demand that ought to be supplied and that can be supplied by any person without danger to the public health.

If any of the existing pharmacy laws do not admit of this interpretation, they ought to be amended without delay. There are altogether too many drug

stores; the best interests of the public and of the medical profession, as well as of the druggist himself, demand that further increase in this direction shall be checked; and this object can fortunately be gained by at once beginning the enforcement of sufficient educational qualifications as a requirement for "full registration," such as carries with it the right to open or conduct a pharmacy; and unless this one possible check is applied the competition will become even more intensified.

Pharmacies of the First Class should be such as are conducted by *Registered Pharmacists*, who should have the right to dispense or sell any medicinal substances so potent as to be rightly classed among poisons, or so important as to render it imperative that they should be of never-failing activity and uniformity of strength.

Pharmacies of the Second Class should be such as may be conducted by *Registered Assistant Pharmacists*, who should not have the right to dispense or sell the important and potent remedies above referred to in such pharmacies.

Licensed Drug Stores should be conducted by persons of good moral character registered as *Licensed Druggists*, who should have the right to sell common and simple domestic drugs (to be defined by the Board of Pharmacy) and druggists' merchandise, in places where no pharmacy is conveniently accessible, but who should not have the right to prepare or compound any medicines.

With a perfect system of registration this classification is certainly practicable.

The rank of the store should depend directly upon the rank of the registered retail druggist conducting it. Thus a pharmacy of the first class should remain such as long as conducted by a registered pharmacist, but should cease to be one when no longer in charge of such a pharmacist. A pharmacy of the second class should be raised to a pharmacy of the first class as soon as placed in charge of a registered pharmacist.

Compulsory college training in pharmacy might be introduced, to take effect January 1, 1900.

All persons already registered as registered pharmacists or as registered assistant pharmacists must, of course, continue entitled to annual renewal of their registration as long as they continue to apply for it and remain in actual practice.

There seems to be no other plan available which would really improve the practice of pharmacy in our country, and

this plan would by no means work any rapid change; but it ought not to be expected that any substantial and lasting reform can be effected except gradually.

Had To Take His Own Medicine.

Shorthand Harris in Chicago Times-Herald.

Some time ago, while sitting in the store of a popular druggist in this place, an aged man shuffled up to the desk of the proprietor, removed his felt hat and one after another pulled off the fingers of his worn-out gloves, braced himself at the counter and commenced his little speech. He had placed an old carpet-bagger's satchel upon the floor and started out with the information that his name was Jones, from Rockford, in Winnebago county, Illinois, and then went on to tell a long story about his domestic afflictions. The druggist was just boiling over with impatience before the old man had finished and he snapped out: "Who you are and where you come from I neither know nor care. If I had been selling goods in your line I would never think of approaching a business man as you have done; I would have just walked in and said, 'Good morning, sir! I have some goods here which will commend themselves to you by their quality and their cheapness. Will you please look at them?'"

"Thank you, sir!" said the aged man. "Your lesson shall not be lost on me," and he went out. My friend heaved a big sigh of relief as he said: "Thank heaven, he's gone at last."

But, would you believe it, that old fellow again opened the door and, coming right up to the desk, said as bold as you please: "Good morning, sir! I have some goods here which will commend themselves to you by their quality and their cheapness. Will you please look at them?"

The druggist was thunderstruck, but quickly said: "For heaven's sake, put me up a dollar's worth of your truck, whatever it is, and clear out!"

And the old man loaded him down with lead pencils and slate pencils, with which he was already overstocked. But the druggist had to take his own medicine.

Preacher to little boy—"My son, does your father smoke yet?"
Little Boy—"I don't know. He's been dead six months."

PECK'S HEADACHE POWDERS

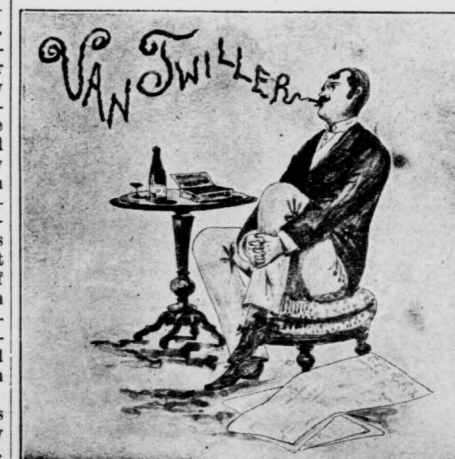
Pay the best profit. Order from your jobber

GHENT'S HEADACHE WAFERS

Immediate--Effectual!
Cures Neuralgia Permanently!

Handled by all Jobbers. Prepared by

C. N. GHENT & CO., Pharmacists, Bay City, Mich.



IT IS-----

Making a
Name =====
WHEREVER SOLD.

THE BEST 5c. CIGAR
EVER PUT IN A BOX!

WELLAUER & HOFFMANN CO.
MILWAUKEE, WIS.
Wholesale Distributors.

J. A. GONZALEZ,
Michigan Representative

Wholesale Price Current.

Advanced—Balsam Tolu, Oil Citronella, English Vermilion. Declined—Gum Kino.

ACIDUM.	
Aceticum	82 10
Benzolium German.	65 70
Boracis	15
Carbolicum	23 44
Citricum	32 5
Hydrochlor.	10 12
Nitricum	10 12
Oxalicum	10 12
Phosphorum dil.	10 12
Sulphuricum	65 70
Tannicum	1 40 21 60
Tartaricum	30 23
AMMONIA.	
Aqua, 16 deg.	4 6
" 30 deg.	6 8
Carbonas	13 14
Chloridum	13 14
ANILINE.	
Black	2 00 25
Brown	80 10 10
Red	45 50
Yellow	2 50 23 00
BACCAR.	
Cubebae (po 25)	30 25
Juniperus	8 10
Xanthoxylum	25 30
BALSAMUM.	
Copalba	45 50
Peru	23 30
Terabin. Canada	45 50
Tolutan	50 55
CORTEX.	
Abies, Canadian	18
Cassiae	12
Cinchona Flava	18
Euonymus atropurp.	20
Myrica Cerifera, po.	20
Prunus Virgin.	12
Quillaja, grd.	10
Sassafras	12
Ulmus Po (Ground 15)	15
EXTRACTUM.	
Glycyrrhiza Glabra.	24 25
" po.	33 35
Haematox, 15 lb. box.	11 12
" 16 s.	13 14
" 14 s.	14 15
" 18 s.	16 17
FERRU.	
Carbonate Precip.	2 15
Citrate and Quinia	2 3 50
Citrate Soluble	2 80
Ferrocyanidum Sol	2 50
Solut Chloride	2 15
Sulphate, com'l	2 7
" pure	2 7
FLORA.	
Amlca	12 14
Anthemils	18 25
Matricaria	13 2 5
FOLIA.	
Barosma	14 30
Cassia Acutifol, Tin	18 25
nivelly " Alx.	25 30
Salvia officinalis, 1/2 s.	12 20
and 1/4 s.	12 20
Ura Ural	8 10
GUMMI.	
Acacia, 1st picked	2 60
" 2d "	2 40
" 3d "	2 30
" sifted sorts.	2 20
" po	2 20
Aloe, Barb. (po. 60)	5 2 20
" Cape. (po. 20)	2 12
" Socotri. (po. 60)	2 50
Catechu, 1s. (1/2, 1/4, 1/8 s.)	2 3
18)	2 3
Ammoniac	5 2 90
Assafoetida, (po 40)	3 2 40
Benzoinum	5 2 55
Camphora	5 2 58
Euphorbium po	3 2 10
Galbanum	5 2 70
Gamboge, po.	5 2 30
Guaiaecum, (po 35)	2 2 60
Kino. (po 2 00)	2 2 60
Mastic	2 80
Myrrh, (po 45)	2 80
Opif (po 3 10 23 30.)	1 50 2 2 00
Shellac	4 2 60
" bleached	4 2 45
Tragacanth	5 2 80
HERBA—In ounce packages.	
Absinthium	25
Eupatorium	20
Lobelia	25
Majorum	28
Mentha Piperita	25
" Vir.	28
Rue	30
Tanaacetum V	22
Thymus, V	25
MAGNESIA.	
Calcied, Pat.	5 2 60
Carbonate, Pat.	2 2 22
Carbonate, K & M	3 2 35
Carbonate, Jennings	3 2 38
OLEUM.	
Absinthium	2 4 23 18
Amygdalae, Dulc	3 2 50
Amygdalae, Amarae	8 0 28 25
Anisi	1 90 2 00
Aurant Cortex	1 80 2 00
Bergamini	3 00 2 30
Caliputi	60 65
Caryophylli	75 80
Cedar	35 65
Chenopodii	21 60
Cinnamonil	1 4 25 50
Citronella	45 60
Conium Mac.	5 2 65
Copaiba	80 90

CUBEBAE.	
Cubebae	1 50 2 60
Erechtithos	20 21 30
Erigeron	1 2 21 30
Gaultheria	1 50 2 10
Geranium, ounce	2 75
Gossipii, Sem. gal.	6 2 70
Hedonae	1 25 2 40
Juniperi	5 2 20 00
Lavandula	9 2 20 00
Limonis	1 30 2 50
Mentha Piper	1 85 2 30 00
Mentha Verd.	1 80 2 00 00
Morruae, gal.	1 75 2 80 00
Myrica, ounce	2 50
Olive	9 2 20 00
Pice Liquida, (gal. 35)	10 2 12
Ricini	8 2 98
Rosmarini	1 90
Rosae, ounce	6 50 2 30 00
Succini	4 2 45
Sabina	9 2 10 00
Santal	2 50 2 70 00
Sassafras	5 2 55
Sinapis, ess. ounce	2 85
Thygl	4 2 50
" opt	2 1 60
Theobromas	15 2 30
POTASSIUM.	
Bi Carb.	15 2 18
Bichromate	11 2 13
Bromide	45 2 48
Carb.	13 2 15
Chlorate (po. 7 @ 19)	16 2 18
Cyanide	5 2 55
Iodide	2 90 2 30 00
Potassa, Bitart. pure	24 2 26
Potassa, Bitart. com.	2 15
Potass Nitras, opt	8 2 10
Potass Nitras	7 2 9
Prussiate	3 2 23
Sulphate po	15 2 18
RADIX.	
Aconitum	20 2 25
Althaea	2 2 25
Anchusa	1 2 15
Arum, po.	2 25
Calamus	20 2 40
Camphora	2 2 40
Gentiana (po. 12)	8 2 10
Glycyrrhiza, (pv. 15)	10 2 18
Hydrastis Canaden.	(po. 35)
" (po. 35)	2 30
Hellebore, Ala, po	15 2 20
Inula, po	15 2 20
Ipecac, po	1 30 2 40
Iris plox (po. 35 @ 35)	3 2 40
Jalapa, pr.	4 2 45
Maranta, 1/2 s.	2 45
Podophyllum, po	15 2 18
Rhel	7 2 10 18
" cut	2 17 25
" pv	7 2 13 25
Spigelia	3 2 38
Sanguinaria, (po 25)	2 30
Serpentaria	5 2 55
Senega	5 2 60
Similax, Officinalis, H	2 40
" M	2 25
Scillae, (po. 35)	10 2 12
Symplocarpus, Froti-	2 35
duus, po	2 25
Valeriana, Eng. (po. 30)	15 2 20
" German.	15 2 20
Zingiber s.	15 2 20
SEMEN.	
Anisum, (po. 20)	2 15
Aplum (graveleons)	14 2 18
Brd. Is	4 2 12
Carul, (po. 18)	1 00 1 25
Cardamom	1 00 1 25
Coriandrum	12 2 14
" annuus Sativa	4 2 5
" montanum	7 2 10 00
" benedictum	10 2 12
Dipterix Odorate	1 80 2 00
Poeniculum	2 15
Poenugreek, po.	2 8
Lini	3 2 4
Lini, grd. (bbl. 3/4)	3 2 4
Lobelia	3 2 4
Pharlaris Canarian	4 2 5
" apa	4 2 5
Sinapis Albu.	7 2 8
" Nigra	11 2 12
SPIRITUS.	
Frustrum, W. D. Co.	2 00 2 50
" D. F. R.	2 00 2 25
" "	1 25 2 10
Juniperis Co. O. T.	1 65 2 00
" "	1 75 2 10
Saccharum N. E.	1 90 2 10
Spt. Vini Galli.	1 75 2 50
Vini Oporto	1 25 2 00
Vini Alba	1 25 2 00
SPONGES.	
Florida sheeps' wool	2 50 2 75
carriage	2 00
Nassau sheeps' wool	2 00
carriage	2 00
Velvet extra sheeps'	1 10
wool carriage	1 10
Extra yellow sheeps'	4 2 85
carriage	4 2 85
Grass sheeps' wool car-	65
riage	75
Hard for slate use	75
Yellow Reef, for slate	1 40
use	1 40
SYRUPS.	
Acacia	50
Zingiber	50
Ipecac	60
Ferri lod.	50
Aurant Cortes	50
Rhel Arom.	50
Similax Officinalis.	60
" "	50
Senega	50
Scillae	50
" Co.	50
Toidan	50
Prunus virg	50

MORPHIA, S. P. & W.	
" S. N. Y. Q. & C. Co	1 65 2 1 00
Moschus Canton	2 40
Myristica, No 1	65 70
Nux Vomica, (po. 30)	2 10
Oa. Seppa	15 2 18
Pepsin Saac, H. & P. D.	2 00
" Co	2 00
Pice Liq, N.-C., 1/2 gal	2 20 00
doz., quarts	2 20 00
Pice Liq., quarts	2 10 00
" plnts	2 85
Pll Hydrarg. (po. 80)	2 50
Piper Nigra, (po. 22)	2 1
Piper Alba, (po. 65)	2 3
Pllz Burgun	2 7
Plumbi Acet	1 12 12
Pulvis Ipecac et opif	1 10 21 20
Cantharides, boxes M	2 1 25
" P. & D. Co., doz.	2 1 25
Pyrethrum, pv	2 2 30
Quassiae	2 10
Quinia, S. P. & W	34 2 39 1/4
" S. German	27 2 37
Rubia Tinctorum	12 2 14
Saccharum Lactis pv.	18 2 20
Salacm	2 50 2 60
Sulphur, Subl.	2 3 2
" Roll	2 2 2 1/2
Tamarinds	2 2 10
Terebenth Venice	2 2 30
Theobromae	45 2 48
Vanilla	9 00 2 16 00
Zinc Sulph.	7 2 8
OILS.	
Whale, winter	Bbl. Gal
" "	70 70
Lard, extra	60 65
Lard, No 1	40 45
Linseed, pure raw	60 53
Linseed, noticd.	62 53
Neat's Foot, winter	65 71
strained	65 71
Spirits Turpentine	33 40
PAINTS.	
Red Venetian	bbl. lb.
" "	14 2 23
Ochre, yellow Mars.	14 2 24
" " Ber	14 2 23
Putty, commercial	2 1/2 2 1/2 @ 3
" strictly pure	2 1/2 2 1/2 @ 3
Vermilion Prime Amer-	13 2 15
ican	13 2 15
Vermilion, English	70 2 75
Green, Paris	20 1/2 2 27
Green, Peninsular	13 2 16
Lead, red	5 1/4 2 5
" white	5 1/4 2 6
Whiting, white Span	2 70
Whiting, Gilders	2 2 30
White, Paris American	1
Whiting, Paris Eng.	1 40
Universal Prepared	1 00 2 15
VARNISHES.	
No. 1 Turp Coach	1 10 2 10
Extra Turp	1 00 2 10
Coach Body	2 75 2 30 00
No. 1 Turp Furn	1 00 2 10
Butra Turk Damar	1 50 2 10
Japan Dryer, No. 1	70 2 75
" Tvro	70 2 75

Atomizers

Little Daisy Perfume Atomizer
 No. 12, Magic Perfume Atomizer, metal tube
 Vaseline Atomizer
 Valley City Oil Atomizer
 No. 1, Magic Atomizer, long metal tube
 No. 5, Magic Atomizer, straight and bent adjustable pipes, with flexible rubber tube
 No. 25, Magic Atomizer, two adjustable hard rubber throat and nasal tubes
 No. 30, Magic Atomizer, four hard rubber screw tips
 No. 31, Magic Throat Atomizer
 No. 32, Magic Nasal Atomizer
 No. 33, Magic Atomizer, single hard rubber tube, for toilet, throat or ordinary uses
 No. 36, Magic Atomizer, for toilet purposes
 No. 44, Magic Atomizer, with extra hard rubber throat and nasal tips
 No. 48, Magic Oil Atomizer, with three hard rubber screw tips
 No. 6, Goodyear Atomizer, long metal tube
 No. 2, Goodyear Atomizer, hard rub'r tube
 No. 12, Star Atomizer, long metal pipe, with inserted flexible rubber tube and three hard rubber tips
 No. 3, Ellis & Gottermann Water Oil Atomizer, three tips
 Valley City Throat Atomizer, long rubber tube

IN STOCK, AT BEST PRICES

Hazeltine & Perkins Drug Co.

GRAND RAPIDS, MICH.

THE TRADESMAN OCCUPIES ITS OWN FIELD.
 Its Columns Bring RETURNS TO ADVERTISERS.

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, and CANNED GOODS with their respective prices.

Table listing various grocery items such as Cherries, Peaches, Raspberries, and various meats with their respective prices.

Table listing various grocery items such as CREAM TARTAR, CLOTHES PINS, COCOA SHELLS, COFFEE, and CRACKERS with their respective prices.

Table listing various grocery items such as Raisins, Dried Fruits, and various oils with their respective prices.

Table listing various grocery items such as DISINFECTANT, FISH-SALT, and various flours with their respective prices.

Table listing various grocery items such as FLAVORING EXTRACTS, GUNPOWDER, and various herbs with their respective prices.



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

CREDIT CHECKS. 500, any one denom'n \$3.00

CRACKERS. Seymour XXX. Seymour XXX, cartoon

FLY PAPER. Regular Size. Per box... 30c. Per case... \$3.40

CEMENT. Major's per gro. 1/2 oz size... \$1.00

MAJOR CEMENT NEW YORK logo

MAJOR'S per gro. 1/2 oz size... \$1.00

MAJOR'S per gro. 1/2 oz size... \$1.00

MAJOR'S per gro. 1/2 oz size... \$1.00

MAJOR'S per gro. 1/2 oz size... \$1.00

MAJOR'S per gro. 1/2 oz size... \$1.00

MAJOR'S per gro. 1/2 oz size... \$1.00

MAJOR'S per gro. 1/2 oz size... \$1.00

MAJOR'S per gro. 1/2 oz size... \$1.00

MAJOR'S per gro. 1/2 oz size... \$1.00

MAJOR'S per gro. 1/2 oz size... \$1.00

MAJOR'S per gro. 1/2 oz size... \$1.00

MAJOR'S per gro. 1/2 oz size... \$1.00

MAJOR'S per gro. 1/2 oz size... \$1.00



Regular Grade Lemon. 2 oz... \$1.75

XX Grade Lemon. 2 oz... \$1.50

XX Grade Vanilla. 2 oz... \$1.75

Jennings. 2 oz regular panel. 75

GUNPOWDER. Rifle-Dupont's. Kegs... 3.25

HERBS. Sage... .15

INDIGO. Madras, 5 lb. boxes... 55

JELLY. 15 lb pails... @ 37

LICORICE. Pure... 30

LYE. Condensed, 2 doz... 1.20

MINCE MEAT. NEW ENGLAND MINCE MEAT logo

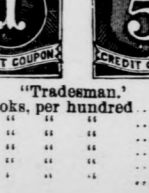
MATCHES. Columbia Match Co's Brands. Columbia Parlor... \$1.25



N. Y. Condensed Milk Co's brands. Gall Borden Eagle... 7.40



Peerless evaporated cream 5 75



Trade Man Credit Coupon logo

ANOTHER DISCOVERY.

Prof. Vaughan Adds Another Laurel to His Crown.

ANN ARBOR, June 6.—Will you please have the goodness to publish the following quotation from the little book by Dr. Novy and myself? This article consists of the statements in which, according to Dr. Maclean, I have immodestly and untruthfully claimed for myself "great credit" and "glory." It will be seen that I have given credit to previous writers on the same subject. I have never pretended to have been the discoverer of the fact that cheese is sometimes poisonous. I suppose that the man who first ate bad cheese ascertained that fact. I have never stated that I invented the word tyrotoxicon. Let it be ever so humiliating, I must admit that the Greek language was used before I was born. I might have called the substance which I isolated Vaughanite, but this would not have been sufficiently self-laudatory; therefore, I took the Greek word, tyrotoxicon, which means cheese-poison, and which had been used by others to indicate the poison, which all knew to be there, but which had not before been isolated. But here is the boasting statement:

"In 1827, Hunnefeld made some analyses of poisonous cheese, and experimented with extracts upon the lower animals. He accepted the ideas of Kerner in regard to poisonous sausage in a somewhat modified form, and thought the active agents to be sebacic and caseic acids. About the same time Serturmer, making analyses of poisonous cheese for Westrumb, also traced the poisonous principles, as he supposed, to these fatty acids. We see from this that during the first part of the present century the fatty acid theory, as it may be called, was generally accepted.

"In 1848, Christison, after referring to the work of Hunnefeld and Serturmer, made the following statement: 'His (Hunnefeld's) experiments, however, are not quite conclusive of the fact that these fatty acids are really the poisonous principles, as he has not extended his experimental researches to the caseic and sebacic acids prepared in the ordinary way. His views will probably be altered and simplified if future experiments should confirm the late inquiries of Braconnot, who has stated that Proust's caseic acid is a modification of acetic acid, combined with an acrid oil.'

"In 1852, Schlosberger made experiments with pure fatty acids and demonstrated their freedom from poisonous properties. These experiments have been verified repeatedly, so that now it is well known that all the fatty acids obtainable from cheese are devoid of poisonous properties.

"It may be remarked here that there is every probability that the poisonous substance was present in the extracts obtained by the older chemists. Indeed, we may say that this is a certainty, since the administration of these extracts to cats was, in some instances, at least, followed by fatal result. The great mass of these extracts consisted of fatty acids and, as the chemists could find nothing else present, they very naturally concluded that the fatty acids themselves constituted the poisonous substance.

"Since the overthrow of the fatty acid theory, various conjectures have been made, but none worthy of consideration."

We make the following quotations from some of the best authorities who wrote during the first half of the past decade upon this subject:

Hiller says: "Nothing definite is known of the nature of cheese poison. Its solubility seems established, from an observation by Husemann, a case in which the poison was transmitted from a nursing mother to her child."

Husemann wrote as follows: "The older investigations of the chemical nature of cheese poison, which led to the belief of putrefactive cheese acids and other problematic substances, are void of all trustworthiness, and the discovery of the active principle of poisonous cheese may be looked for in the near future, on account of the proper animals for controlling the experiments with the extracts, as dogs can eat large quantities of

poisonous cheese without its producing any effect."

Brieger stated, in 1885: "All kinds of conjectures concerning the nature of this poison have been formed, but are even devoid of historical interest; because they are not based upon experimental investigations. My own experiments toward solving this question have not progressed very far."

In the above quotation we think that Brieger has hardly done justice to the work of Hunnefeld and Serturmer. Their labors can hardly be said to be wholly devoid of historical interest, and they certainly did employ the experimental method of inquiry.

In the years 1883 and 1884, there were reported to the Michigan State Board of Health about 300 cases of cheese poisoning. As a rule, the first symptoms appeared within from two to four hours after eating the cheese. In a few the symptoms were delayed from eight to ten hours and were very slight. The attending physicians reported that the gravity of the symptoms varied with the amount of cheese eaten, but no one who ate of the poisonous cheese wholly escaped. One physician reported the following symptoms: "Everyone who ate the cheese was taken with vomiting, at first of a thin, watery, later a more consistent reddish-colored, substance. At the same time the patient suffered from diarrhea with watery stools. Some complained of pain in the region of the stomach. At first the tongue was white, but later it became red and dry; the pulse was feeble and irregular; countenance pale, with marked cyanosis. One small boy, whose condition seemed very critical, was covered all over the body with bluish spots."

Dryness and constriction of the throat were complained of by all. In a few cases the vomiting and diarrhea were followed by marked nervous prostration, and in some dilation of the pupils was observed.

Notwithstanding the severity of the symptoms in many, there was no fatal termination among these cases, though several deaths from cheese poisoning in other outbreaks have occurred. Many of the physicians at first diagnosed the cases from the symptoms as due to arsenical poisoning, and on this suspicion some administered ferric hydrate. Others gave alcohol and other stimulants and treated upon the expectant plan.

Vaughan, to whom the cheese was sent for analysis, made the following report: "All of these 300 cases were caused by eating of twelve different cheeses. Of these, nine were made at one factory and one each at the three other factories. Of each of the twelve I received smaller or larger pieces. Of each of ten I received only smaller amounts. Of each of the other two I received about eighteen kilogrammes. The cheese was in good condition and there was nothing in the taste or odor to excite suspicion. However, from a freshly cut surface there exuded numerous drops of a slightly opalescent fluid, which reddened litmus paper instantly and intensely. Although, as I have stated, I could discern nothing peculiar in the odor, if two samples, one of good, the other of poisonous, cheese, were placed before a dog or cat, the animal would invariably select the good cheese. But if only poisonous cheese was offered, and the animal was hungry, it would partake freely. A cat was kept seven days and furnished only poisonous cheese and water. It ate freely of the cheese and manifested no untoward symptoms. After the seven days the animal was etherized and an abdominal section was made. Nothing abnormal could be found. I predicted, however, in one of my first articles on poisonous cheese, that the isolated poison would affect the lower animals. As to the truth of this prediction we will see later.

"My friend, Dr. Sternberg, the eminent bacteriologist, found in the opalescent drops above referred to numerous micrococci. But inoculations of rabbits with these failed to produce any results. "At first I made an alcoholic extract of the cheese. After the alcohol was evaporated in vacuo at a low temperature a residue consisting mainly of fatty acids remained. I ate a small bit of this

residue and found that it produced dryness of the throat, nausea, vomiting and diarrhoea. The mass of this extract consisted of fats and fatty acids, and for some weeks I endeavored to extract the poison from these fats, but all attempts were unsuccessful. I then made an aqueous extract of the cheese, filtered this and, drinking some of it, found that it, also, was poisonous. But after evaporating the aqueous extract to dryness on the water-bath at 100 degrees, the residue thus obtained was not poisonous. From this I ascertained that the poison was decomposed or volatilized at or below the boiling point of water. I then tried distillation at a low temperature, but by this the poison seemed to be decomposed.

"Finally, I made a clear, filtered a queous extract, which was highly acid, alkaline with sodium hydrate, agitated this with ether, removed the ether, and allowed it to evaporate spontaneously. The residue was highly poisonous. By resolution in water and extraction with ether, the poison was separated from foreign substances. As the ether took up some water, this residue consisted of an aqueous solution of the poison. After this was allowed to stand some hours in vacuo over sulphuric acid, the poison separated in needle-shaped crystals. From some samples the poison crystallized from the first evaporation of the ether and without standing in vacuo. This happened only when the cheese contained a comparatively large amount of the poison. Ordinarily the microscope was necessary to detect the crystalline shape. From sixteen kilogrammes of one cheese I obtained about 0.5 gramme of the poison and in this case the individual crystals were plainly visible to the unaided eye. From the same amount of another cheese I obtained only about 0.1 gramme and the crystals in this case were not so large. I have no idea, however, that by the method used all the poison was separated from the cheese.

"To this ptomaine Vaughan has given the name tyrotoxicon, cheese-poison. Its chemistry will be discussed in a subsequent chapter."

I have only to add that I have found (I will not say discovered) another poison in cheese which differs radically in its properties from that which I have called tyrotoxicon. Possibly the doctor will have the kindness to tell me by what name this second poison should be designated, and when and by whom it was discovered. Which of these poisons is the tyrotoxicon which has been so long and so well known? Are there still other poisons in cheese—by whom were they found; what are their names and properties? VICTOR C. VAUGHAN.

The Hemmeter Cigar Company.

The above establishment, one of the largest cigar factories in Michigan, occupies the entire four-story building at the corner of Hamilton and Adams streets, in Saginaw. The company was organized in January, 1893, and its rapidly increasing business is due to the judicious supervision of Mr. J. P. Hemmeter, its Secretary, Treasurer and General Manager. The first year the company manufactured 100,000 cigars; the second year 2,500,000, and in 1895 the output will be over 3,000,000 cigars. Over half of the product is secured by jobbers. In Grand Rapids the Hazeltine & Perkins Drug Co., the Musselman Grocer Co. and B. J. Reynolds are finding a big demand for the "Hemmeter" and the "Hemmeter Imperial," the two principal brands of this factory. The "Hemmeter Imperial" retails for 10 cents and the "Hemmeter," three for 25 cents. Their trade extends into every town of Michigan and Northern Indiana and one salesman covers Minnesota, Iowa and the Dakotas. In a short time Mr. J. P. Hemmeter will give his personal attention to Grand Rapids merchants. Tisch Bros., of Grand Rapids, furnish all the cigar boxes used by the Hemmeter Cigar Company.

CANDIES, FRUITS and NUTS			
The Putnam Candy Co. quotes as follows:			
STICK CANDY.			
	Cases	Bbls.	Pails.
Standard, per lb.	5	7	7
" H. H.	6	7	7
" Twist	6	7	7
Boston Cream	8 1/2		
Cut Loaf			8
Extra H. H.	3 1/2		
MIXED CANDY.			
	Bbls.	Pails	
Standard	5 1/2	6 1/2	
Leader	6	7	
Royal	6 1/2	7 1/2	
Nobby	7	8	
English Rock	7	8 1/2	
Conserves	6 1/2	7 1/2	
Broken Taffy	baskets		
Peanut Squares	7	8	
French Creams		9	
Valley Creams		12 1/2	
Midget, 30 lb. baskets			
Modern, 30 lb.			
FANCY—In bulk			
		Pails	
Lozenges, plain		8 1/2	
" printed		9 1/2	
Chocolate Drops	11 @ 12		
Chocolate Monumentals		12	
Gum Drops		5	
Moss Drops		7 1/2	
Sour Drops		8	
Imperials		9	
FANCY—In 5 lb. boxes. Per Box			
Lemon Drops	50		
Sour Drops	50		
Peppermint Drops	60		
Chocolate Drops	65		
H. M. Chocolate Drops	75		
Gum Drops	35 @ 50		
Licorice Drops	1 00		
A. B. Licorice Drops	75		
Lozenges, plain	60		
" printed	65		
Imperials	60		
Mottos	70		
Cream Bar	55		
Molasses Bar	50		
Hand Made Creams	4 @ 50		
Plain Creams	6 @ 50		
Decorated Creams	1 00		
String Rock	1 00		
Burnt Almonds	90 @ 25		
Wintergreen Berries	60		
CARAMELS.			
No. 1, wrapped, 2 lb. boxes	34		
No. 1, " 3 "	51		
No. 2, " 2 "	28		
ORANGES.			
Medt. Sweets—126	3 00		
150, 176, 200	3 25		
LEMONS.			
Extra Choice, 360	5 50		
Fancy 36	6 00		
Extra Fancy, 360	6 50		
Extra Choice, 300	5 50		
Fancy, 300	6 00		
BANANAS.			
Large bunches	1 75 @ 2 25		
Small bunches	1 25 @ 1 50		
OTHER FOREIGN FRUITS.			
Figs, fancy layers 16 lb	13		
" " 30 lb	25		
" extra " 14 lb	25		
" bags	6 1/2		
Dates, Fard, 10-lb. box	2 7 1/2		
" " 50-lb.	2 5		
" Persian, G. M. 50 lb. box	2 4 1/2		
NUTS.			
Almonds, Tarragona	1 14		
IVACA	1 12		
California, soft shelled	1 12		
Brazil, new	1 8		
Filberts	1 10		
Walnuts, Grenoble	1 15		
" French	1 12		
" Calif. No. 1	1 12		
" Soft Shelled Calif.	1 13		
Table Nuts, fancy	1 11		
" choice	1 9		
Pecans, Texas, H. P.	8 @ 11		
Chestnuts			
Hickory Nuts per bu. Mich.			
Cocoanuts, full sacks	3 65		
Butternuts, per bu.			
Black Walnuts, per bu.			
FRUITS.			
Fancy, H. P., Game Cocks	2 5 1/2		
" Roasted	2 7		
Fancy, H. P., Association	2 5 1/2		
" Roasted	2 7		
Choice, H. P., Extras	2 4 1/2		
" Roasted	2 6		
FRESH MEATS.			
BEEF.			
Carcass	5 @ 7		
Fore quarters	3 1/2 @ 4		
Hind quarters	8 @ 9		
Loins No. 3	10		
Ribs	8 @ 12		
Rounds	6 1/2 @ 7 1/2		
Chucks	3 1/2 @ 5		
Plates	3 1/2 @ 4		
PORK.			
Dressed	5 @ 5 1/2		
Loins	8		
Shoulders	7		
Leaf Lard	8		
MUTTON.			
Carcass	5 1/2 @ 6 1/2		
Spring lambs	8 @ 10		
VEAL.			
Carcass	5 1/2 @ 6		

BRIGHT BOY.

Effect of Home Training in the Grocery Store.

"Will you lend me your watch, sir, for a few minutes? I want to use the second hand."

Billy is to be trusted with anything, so I promptly handed him my valuable timepiece without a question as to the use he would make of it. A few minutes later I glanced toward the rear of the store, and saw Billy rapidly doing up different sorts of merchandise into neat parcels and as rapidly undoing them. I walked toward the scene of action to see what he was about.

"I'm just practicing," said he in answer to my mental inquiry. "When I was over to your competitor's store the other day, there was a young man there who could do up a bottle into a package while I counted ten. I thought maybe if I practiced long enough I could learn to do it, too." While Billy talked his busy fingers made neat knots, and one eye was kept steadily on the small hand of my watch, which lay before him.

"Do you think it's worth all the trouble it will be to learn?" I asked.

"Course I do," he answered promptly. "I don't believe it will take me more than a month or two, and then I shall know how as long as I live. You see you never forget the things you learn with your hands or your feet."

I said nothing, but watched the boy's dextrous fingers as he skillfully shaped the stiff wrapping paper around various objects. After a minute or two he went on:

"It's so much easier to do anything after you know exactly how; and I hate to be a chump with my hands, anyway. Have you noticed that new clerk you got last week? He's a nice man, and everybody likes him, but he's the clumsiest chap I ever saw. He always spills a little of everything he touches—about a tablespoonful on the average. After he's had a real busy morning there are enough spilled groceries behind the counter to make a square meal for a tramp, only they are too mixed even for that."

"That man ought to live with my mother a little while. When I was a little shaver I had a bad habit of spilling things on the tablecloth. Mother spoke to me once or twice about it. Then one day, after dinner, she lifted me up to the table and showed me the place where my plate had been. There was a clean white circle with a lot of different colored spots around it."

"My son," said she, "if it made your dinner taste better or made you any happier to put those spots there I would let you go on doing it, but as I am sure it will not you must break yourself of the habit at once. I will take one cent out of your pocket-money for every spot you get on the tablecloth, and see whether you can't learn to be a little tidier. It is a matter of habit, either way, and you will always find that on the whole a good habit is easier than a bad one."

"Well, sir, I was pretty poor for a week or two, but after that my place was the cleanest at the table, and I guess I am cured of spilling things as long as I live."

"I don't like to do up packages specially well, but if I can learn to do up twice as many in a morning as anybody else, I suppose I would be worth twice as much wages; wouldn't I, sir?"

I smiled, but said nothing. I am afraid sometimes that Billy is getting too sharp for me—but.

Why Some Merchants Succeed.

Many merchants wonder why their competitors forge right ahead to success, while they lag behind. There is nothing wonderful about it. A schoolboy can reason the whole thing out, and make it as plain as A B C. The business man who succeeds is, probably, better located than the man who is grumbling about the depression of trade; he has a handsomer store, the exterior being in first-class shape, the pavement solid, the steps leading to the store are firm, the show-window is up to date and attractively dressed. The interior of the store is well furnished; the chairs and settees are comfortable; no dust or dirt is vis-

ible; the store is well lighted and ventilated; the stock is of as good a quality as it is possible to procure anywhere for the money; the salesmen are obliging and patient, and last, but not the least important, the proprietor of the store advertises liberally. Go thou and do likewise, if thou art anxious to succeed.

All Due to a Grocer's Mistake.

"Good land! The old chestnut about the shoemaker and the bad \$10 bill has started on its rounds again."

"What? That old thing about the man buying a \$2 pair of shoes and paying for them with a \$10 note?"

"And the shoemaker hasn't the change and sends out for it?"

"Yes, and gets the money?"

"Pays the customer \$3?"

"And finds out afterward the bill is bad?"

"And how much was the shoemaker out?"
(Both together)—"Why, that's dead easy."

"Well, how much do you say?"

"How much do you say?"

"He's out \$18 and the shoes, of course."

"Nonsense! It was \$28 and the price of the shoes. Anybody can see that you're wrong."

"I'll bet you."

"Why, man, what do you take me for? I ain't a robber."

"You ain't, eh? Since when? Since when?"

"Well, now, look here. Don't you be a fool—that is, any more of one than you are now?"

"You've got such a mathematical head on you—you have?"

"Look here, now, you think you're so smart. I'll just figure it out for you. The man paid \$10, didn't he?"

"Yes. No, he didn't either. It wasn't \$10. It wasn't anything. It was less than \$10."

"You haven't any more sense than a rabbit. Then there was \$8 the shoemaker gave the man?"

"Doesn't that prove what I said? The shoemaker was \$28 out."

"No, you didn't. I said that."

"Now, look here. I said from the beginning that the shoemaker was \$28 out."

"So you're a liar as well as a fool, are you? I'll have you know that it was I who said \$28—hold on; was it \$28? No. How could the man lose \$28, when there was only \$10 in the transaction? No, it's only \$18 the man lost. I'll show you!"

"Gentlemen," put in a quiet man sitting close by, "I think I can settle your difficulty. In me behold the shoemaker."

"How much were you out?"

"Not a cent."

"Not a cent?"

"No. You remember the grocer of whom my boy got the change said the bill was bad?"

"Yes."

"Well, he was mistaken."

Posed the Britisher.

A young Englishman, on his first visit to this country, relates the following as specimens of American slang that he overheard in a Pullman car in Chicago. The colored porter said to the conductor: "You better go and talk with that lady in lower 10; I can't do nothing with her; she's too flip." "Oh, go on and be patient with her," replied the conductor. "She's too much for me, conductor; she's gettin' flipper."

"As the porter stood waiting near me," said the Englishman, "I asked what he meant by saying the lady was flip or flipper."

"Why, I meant she was too fresh," answered the porter.

"Too fresh?" I queried.

"Yes, that is she's too soon," he explained.

"Flip, fresh, soon—I don't understand you yet," I told him with a laugh.

"Oh, Lord, can't you talk English?" exclaimed the porter; "well I mean she's too fly."

The Putnam Candy Co.

Has an interesting announcement on page 20.

A Pertinent Observation.

The following remarks, taken from an insurance monthly, seem worthy of republication, as they certainly characterize some of us mortal men:

The meanest of all men is he who makes a pretense of loving a woman; deprives her of all other chances in the world by appropriating her to himself; sees her youth and beauty expended in his service; sees her become the mother

of his children, and refuses to secure for her, by life insurance, the provision she might have saved from the wages of a hired servant.

We are with you, reader, when you say, "Amen!" Very truly yours,

The PIERCE MANUFACTURING CO.

Ludington, Mich.

We manufacture the "Pierce Broom."

Use Tradesman Coupon Books.

If we should Live!.....

And live as we should, we must USE THE BEST!

Highland Brand Vinegar IS SUPERIOR!

Oakland Vinegar & Pickle Co.
Highland Station, Mich.

A Few Hot Weather Shots

We offer this week, cash with order, in current exchange,

10,000 lbs. Armour's Hams, 16 lb. av., at 9½c.

f.o b. Chicago.

100 cases Buckeye Rolled Oats at \$1 90 per case.

100 Full Cream Michigan Cheese at 7½c.

250 Bbls. Pomeroy Butter Crackers, at 3½c.

250 pails Sweet Russet Fine Cut at 24c.

A CARLOAD FIRECRACKERS at lowest price ever named in Michigan.

JAMES STEWART CO., LTD.

EAST SAGINAW, MICH.

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

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, June 15--It is rather difficult this week to give the true inwardness of the volume of business done by the jobbing grocery trade in this city. Some report a good trade and others do not. Upon the whole, one concludes that business is not all that might be hoped for. There seems to be a midsummer lull which has come before it was really due.

The coffee market shows no animation. Values are steadily maintained, yet if there is a chance of turning an honest penny, the probabilities are that there might be some shading done. Invoice value of Rio No. 7 remains at 15 3/4 @ 16c. The amount afloat is 578,213 bags, against 269,483 bags last year. It is said that interior dealers are taking so much coffee from the importers that our grocery jobbers are complaining of being "left." Of about 90,000 bags delivered during the past ten days, our jobbers have handled less than 10 per cent. Mild coffees maintain a good degree of stability.

Teas remain dull and lifeless and buyers are taking only enough to last for present requirements.

Refined sugars are dull and no change has been made in quotations of granulated. Mail orders have come in quite freely and from wide sections. The canning industry is now taking its usual requirements and these are promptly met, as supplies seem ample. Raw sugars have declined about 1-16c since last week. Taking the sugar trade as a whole, it is probable that it is rather disappointing, so far as refined is concerned.

Rice is firm and dealers show no disposition to make any concession. The country trade is good.

Spices are quiet, the trade being somewhat under speculative control. Quotations are firm and indications are that we shall see no speedy decline from controlling rates.

In canned goods a steady improvement is to be seen. While the volume of orders is not materially larger, perhaps, there is more willingness on the part of buyers to pay prevailing rates, and an indisposition on the part of holders to make any concession whatever. Corn and tomatoes both show a decidedly better appearance and on the former article there has been an advance on the best Maine sorts. A few days ago Maine corn was found to be quite plenty at 80c; but the same is now firmly held at 70c. For fancy 90c to \$1 is asked and obtained. There is every prospect of a reduced pack of tomatoes in this part of the country and, as a better demand already seems to prevail, the growers are in hopes that the long lane of low prices has at length been turned. New Jersey brands are worth 65c, with 67 1/2c frequently obtained. It seems to be generally believed that there are a great many cases of last year's peas with this year's labels on, and buyers are cautioned to exercise discrimination in making purchases. Early Junes of this season's pack of extra quality have sold for \$1. The pack now in progress shows great variation in quality. Salmon is firm and steady. The call is chiefly for red Alaska, which is held at \$1.10; Columbia River, tall tins, spot, \$1.55 @ 1.75.

Lemons took a tumble of 50 @ 75c a box on Thursday, as buyers could not or would not give prevailing quotations. There is a very steady market, however, all along the line. The orders from out of town have been numerous and of good size. They all indicate the near approach of the Fourth, with all it implies. Bananas and pineapples are quickly absorbed and at good rates.

The fact that firecrackers are about 50 per cent. cheaper than last year will make the small boy smile all over. The thought of 40 packs of firecrackers for 75 cents is sufficient to make an old fellow wish he were a boy again.

Butter is arriving freely, but a great amount is being put in cold storage and, as there is a good demand, the market is firm and quotations are closely adhered to.

Cheese is showing a little better tone. It is likely that a large amount has gone into cold storage. Exporters have taken rather more than the average and dealers profess quite a good degree of confidence in the future. The receipts since Monday have been about 45,000 boxes. Fancy small white cheese of N. Y. State make is worth 7 3/4c.

Eggs are stale. That is the condition of about nine-tenths of them, anyway. Really good stock from Michigan, Northern Indiana and Northern Ohio will fetch 13 1/2c, but it is very hard to find desirable eggs at any price.

New potatoes are worth from \$3.25 @ 4.50 a bbl. and are plenty.

Pea beans, choice 1894, \$2.15 @ 2.20. The demand is moderate and the market is easier.

F. B. Thurber, formerly of the Thurber-Whyland Co., has been appointed trustee of the new East River bridge that is to be. The appointment is generally commended, as Mr. Thurber allows no grass to grow under his feet, and the bridge will "hump," if he has his way about it, while building.

The bill passed by the Illinois General Assembly, prohibiting the manufacture of cigars in the State penitentiaries, has been vetoed by the Governor on the ground that to prohibit any particular industry in the prisons shows partiality against the rest. By this reasoning the prison wardens constitute the supreme tribunal to decide what industries may be undertaken in the prisons. Of course, the management will endeavor to select the trades which will make the best showing in meeting prison expenses. As long as their judgments may vary in regard to the proper trade to select, many lines of manufacture will be constantly threatened by convict competition. It is said that the cooperage trade in Chicago has been almost entirely destroyed by this labor scourge. It seems a strange reasoning that takes the right to decide such matters from the legislatures and thus relegates them for decision to the jobbery of prison rings.

Two honorable members of the Colorado Legislature have just been tripped up in a pretty mean scheme of making money by beating railroads that had given favors to them because of their public office. They have been making a system of renting their annual passes on the railroads to traveling men at \$15 a month apiece. In the case of one member, who has a German name, the fraud was discovered through one of his personal passes being presented by a man of palpably Hibernian nationality. The conductor could not reconcile the name and the brogue, and held the man and the pass for investigation, when the fraud was discovered. Following this clew led to the discovery of the system operated by the two legislators. One pass that the Assemblyman had rented for \$15 a month had been used for more than a hundred dollars' worth of travel in that time.

Fully Capable.

Shoe Dealer--If a woman should come in and ask you to show her a good, common-sense shoe that would not pinch her foot, what would you do?

Would-be-clerk--I'd bring out a shoe about two sizes too small for her.

"I guess you'll do."

Russia, Belgium, Portugal and Germany have introduced the bicycle into their armies for orderly and other service.

Use Tradesman Coupon Books.

MUSICAL MERCHANDISE.

A Display of Handsome Instruments That Should Be Seen--The Largest in This Section of the State.

Any one that is a musician, or for that matter, any one that appreciates a beautiful display of wares of any kind, should devote at least one hour some day viewing the immense line of musical instruments Julius A. J. Friedrich is showing in his mammoth emporium, on Canal street. Space will not permit a detailed mention of the many makes there displayed of both pianos and organs, but if the visitor does not say he never saw a larger or more complete line in this section, a serious mistake is made. All kinds of instruments and the finest made are found there, along with sheet music and musical literature from all over the world. The five floors in constant use are reached by a passenger elevator.

A Deal in Eggs Which Was Not Consummated.

This is a story of how a New York grocer grievously offended a customer, also of how the customer wounded the sensitive feelings of the grocer, and of the circumstances which led to this most unhappy estrangement. The customer was "every inch a lady;" the grocer, though he never wore a stove-pipe hat, was in other essentials a gentleman.

They met at the grocer's counter, and this is the conversation that placed between them a great yawning chasm:

"Are those eggs fresh?" she asked.

"Yes, marm," replied the grocer.

"You are quite sure?"

"No doubt about it, marm."

"Now, if there is any doubt about it, I should not care to buy any."

"You can depend upon it, marm. I wouldn't say they were fresh if they weren't."

"There were three rotten ones in those I bought the other day."

"You won't find any of these that way."

"Now, you say you are positive these are perfectly fresh?"

"That's what I said, marm."

"You'll take back the bad ones, if I find any won't you?"

"You've got to take them just as they come, marm."

"You'll warrant that there are no bad ones among them, won't you?"

"No, I won't; I'd warranted them when you came in, but they've grown old since then. You can't expect eggs to last forever, marm, and another thing--"

But the slamming of the door as the lady flounced out lost to the world the verbal pearls that continued to come from between the grocer's celluloid-filled teeth.

The House Was a Failure.

Bingo--Didn't you have some trouble in building your house?

Kingley--Oh, a little. The architect made a slight mistake in the estimate, and it cost me \$4,000 more than I counted on.

Bingo--Was that all?

Kingley--All? No, sir. The carpenters forgot there was such a thing as specifications, and left out a hall; but, of course, one shouldn't mind a little thing like that.

Bingo--Certainly not.

Kingley--Then the pipes were put in wrong and had to be replaced.

Bingo--That usually happens.

Kingley--Oh, yes. Then I neglected my business for three months trying to find the architect, and that cost me a pretty penny.

Bingo--But you expected that?

Kingley--Certainly. After the place was finished I found my old furniture wouldn't do, and I had to get a new outfit. Then my cellar flooded, the roof leaked and the piazza warped; but these things aren't anything to the trouble I'm in now.

Bingo--What's the trouble now?

Kingley--I can't sell the house.

Barnato, the mine owner of South Africa, is at present scattering his millions in Paris. Twenty years ago he was very poor, and acted as clown in a circus, with two trained donkeys. Now he is worth \$150,000,000. He was performing in Kimberley to poor houses, when, on a walk, he found a sparkling stone in the fields. It was a diamond and worth \$10,000. Barnato bought the fields around there and gradually looked up gems and sold them. Thus he went on and did likewise later with the Johannesburg gold mines. He is a fellow director with Cecil Rhodes in the companies that control the mines.

PRODUCE MARKET.

Beans--The market is stronger and higher than a week ago, the Chicago market having advanced to \$2.05, in consequence of which holders are still strong in their views.

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

Beets--New, 35 @ 45c per doz.

Cabbage--Maryland stock is coming in freely, commanding \$1.75 @ 2 per crate of two to three dozen.

Cucumbers--Mississippi stock, 30c per doz. Home grown, 40 @ 45c per doz. The latter is much better in quality and gives better satisfaction than the Southern product.

Cherries--Red Richmonds command 10c per qt. Sweet are about the same price, but do not sell as readily as sour fruit in this market.

Eggs--Handlers pay 10c and hold at 11c in a regular jobbing way.

Onions--10c per doz. bunches for green stock. Dry stock from the South commands \$1 per bu.

Potatoes--Old stock is about the same as a week ago, selling in small quantities to the retail trade at 38 @ 40c per bu. New stock is coming in freely, commanding \$2 @ 2.25 per bbl. The receipts are mostly from Tennessee.

Gooseberries--In full supply, but in no demand whatever, this being one of the few markets in the country which takes no interest in this fruit.

Pineapples--\$1 @ 1.25 per doz., according to size and quality.

Radishes--Round or Long, 8c per doz.

Spinach--25c per bu.

Strawberries--The season proves to be a very disappointing one, as it is now generally conceded that the yield of home grown will not be over one-quarter of an average crop. Had there been frequent showers immediately after the May frosts, the crop might still have been a fair one in point of both quality and yield; but the dry weather precluded a second crop of blossoms and shortened the yield accordingly. This week will practically close the season, locally, during which time the price will rule from 8 @ 10c for average stock and 12 1/2 @ 14c for fancy offerings.

Tomatoes--\$1.50 for 4 basket crate and \$2.25 for 6 basket crate. Most of the stock now in market is from Mississippi.

Wax Beans--scarce and higher, the market price having advanced from \$1.50 to \$2 per bu.

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. pall.	70
40-lb. pall.	50
17-lb. pall.	45
15-lb. pall.	40
1 quart Mason Jars, per doz.	1 75
1 pint Mason Jars, per doz.	1 25
Per case, 3 doz. in case.	3 60
Mrs. Withey's Condensed Mince Meat, the best made. Price per case	2 40
Mrs. Withey's bulk mince meat:	
40-lb. pall, per lb.	6
25-lb. pails, per lb.	6 1/2
12-lb. pails, per lb.	6 1/2
5 lb. cans, per doz.	1 40
Pint Mason Jars, per doz.	3 50
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.	1 40
Maple Syrup, quart Mason Jars, per doz.	2 25
Maple Syrup, tin, gallon cans, 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.	
I make Syrups and quote you Refiners' prices:	
White Sugar Drips, 1/2 bbls., per gal.	32
1 and 1/2 gal. pails	58
Honey Drips, 1/2 bbls.	26
1 and 1/2 gal. pails	48

EDWIN FALLAS, GRAND RAPIDS MICH.

SAY!-----

Did you ever stir up a

PRICE
\$35.00
PER
1000



B. J. REYNOLDS

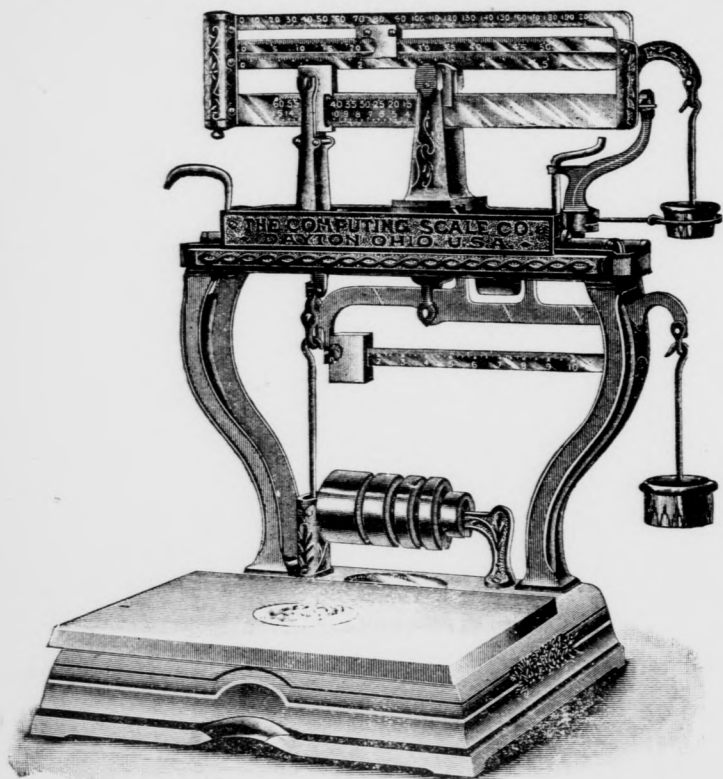
GRAND RAPIDS

Sole Agent for Michigan

GOODS GUARANTEED

Mail Orders Solicited

You Are Losing Money



Every day you use your old scale.
Can you afford it these hard times?
When you can prevent it by using a

Dayton Computing Scale....

Drop us a card if you want to know
how we can stop the leaks in your
business.

THE COMPUTING SCALE CO., Dayton, O.

A SAMPLE SET OF OUR FINE GOODS

Porcelain Toilet Sets Haviland's ^{French} Dec'ted China



COLUMBIA DECORATED TOILET SET.

Each piece in this lovely pattern is a model of grace and beauty. We have a variety of decorations, namely: White and Gold, Assorted Colors, Pearl, Brown and Green, and Enameled and Gold Illuminated, at the following prices for 12 piece sets:

Columbia, white and gold,	\$12 00
Columbia Triumph, assorted colors, gold illmtd.	13 00
Columbia Triumph, enameled roses, gold illmtd.	14 00
Columbia Primela, enameled floral, gold illmtd.	14 00

List Prices Subject to Discount. Write for Prices.



NO. 9267 PATTERN HAVILAND & CO.'S FINE FRENCH CHINA.

Rich decorations, delicate spray of Lavender and Yellow Flowers in scattered style, Gold Stippled Handles (Platters and Bakers new oval shape).

LIST PRICE PER SET 98 PIECES, \$56.00.

These goods can be had in any quantities desired. As easily matched as common white ware.

H. LEONARD & SONS, Grand Rapids