MICHIGAN TRADESMAN

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VOL. XII. GRAND RAPIDS, JULY 3, 1895 NO. 615

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THE FINEST GOODS of the kind ever offered in this country.

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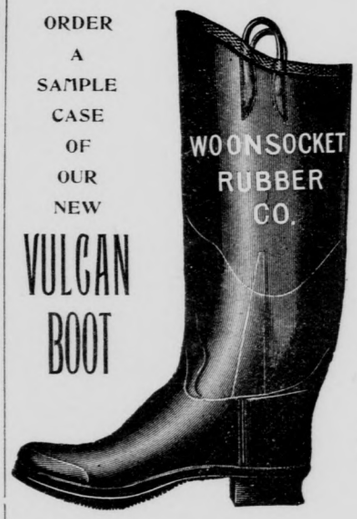

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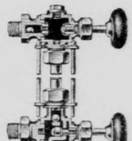

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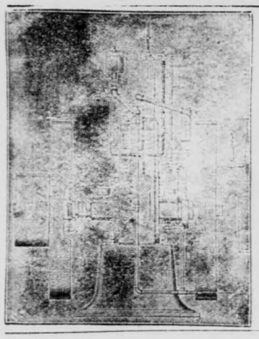

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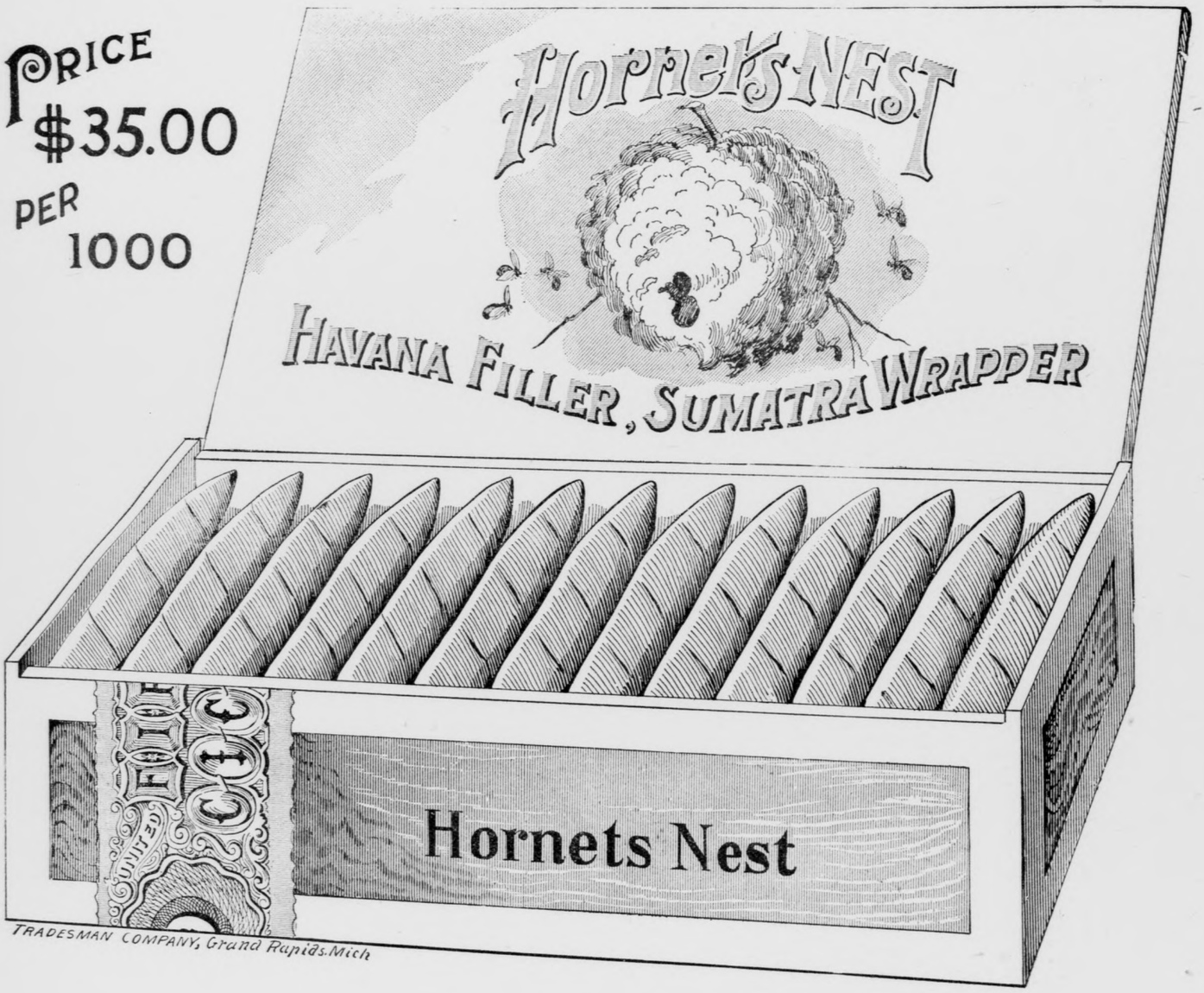

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MICHIGAN TRADESMAN

VOL. XII. GRAND RAPIDS, WEDNESDAY, JULY 3, 1895. NO. 615

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LAPSES OF CLERKS.

How To Treat Instances of Carelessness and Deceit.

As has happened so often before, Billy has given me, incidentally, a serviceable rule of action, for use in a difficult situation, which occurs over and over again to every employer.

Of course, he did not offer it to me directly. I acquired it by overhearing him in serious conversation with John Henry. John Henry is the younger brother whom Billy brought in to take his own place.

"John Henry," said Billy, very sternly, "You shan't play marbles in the alley with the butcher's boy but this once. The next time you do it I am going to tell the Boss."

"Why don't you tell him this time?" sniffled John Henry. "You're just mean enough."

"Because when you catch anybody doing something wrong, you owe him one more chance to do better," said Billy, ignoring John Henry's gibe. "That's Scripture, and it's common sense, too."

"But you told on me when I forgot to mail the letters and you found 'em in my overcoat pocket," whined the boy, trying to wriggle away from Billy's grasp.

"That was a different matter," said Billy. "I could see by the addresses that the letters were important, and I knew that a telegram might fix up some of the mischief you'd done. I hadn't any right to keep still in that case."

As Billy is a man of his word and I have heard nothing about playing marbles in the alley, I conclude that John Henry has mended the error of his ways. Meanwhile, I have adopted Billy's policy of "giving one more chance," unless I am sure such a course will work positive harm.

My first experiment was with the cashier—a very careful young woman usually, but she was going to a concert, the other night, and was a little demoralized by the prospect of the evening's pleasure. She left the safe unlocked and the cash in the drawer of her desk, instead of putting it in the vault. In the morning, I showed her the watchman's note, stating how he had found things. She turned very red and then pale. "We won't talk about it this time," I said, kindly. "Or next time, either," I added, in a somewhat harder tone, "but, of course, there will not be any next time."

There will not. I am convinced that of all the possible cashiers I might employ, the one who was forgiven so serious a blunder is the least likely to leave the safe open a second time.

The next case was somewhat worse. One of the salesmen had a little business connected with settling up his father's estate. His father, who was not considered an eccentric man, must have dropped his property overboard somewhere down on the fishing bank, leaving his executor to get it up as best he could. I inferred this the day after, from accidentally hearing young Robinson tell about his trip down the bay and the kind of tackle he had used.

I asked him to stop a minute as he went out to get his lunch.

"Robinson," said I, "I am a believer in holidays, and a still firmer believer in always telling the truth. The next time you want to go fishing I hope you will not involve your father's memory in the deceit."

He stammered an apology, which I am sure he meant. I was glad my new rule permitted me to give him one more chance, for Robinson is a bright young fellow who will go right if kept in the way of it. On the whole, I think Billy's plan the best possible one, not only as a matter of kindness and justice, but as one of policy. There is, as Billy said, the best of authority for such a course, and the right sort of man or woman will bear being forgiven and be all the better for it. As for the people who will offend again, they are easily sifted out; and the ones who dislike you for every kindness you do them, are so rare as not to be worth considering in forming a general rule—*but.*

The Grain Market.

Wheat during the week has not fluctuated as much as it did the previous week. Speculation appears to be in a waiting mood. Exports have not been up to the maximum, as there were only 1,946,402 bushels exported, against 2,857,000 bushels the previous week. The exports during the crop year ending June 29, 1895, were 145,274,901 bushels, against 163,272,140 bushels in 1894, 191,955,736 bushels in 1893 and 225,665,812 bushels in 1892, which is quite a difference. According to all present calculations the United States will have something less than 100,000,000 bushels exportable surplus. Some foreign wheat countries are also reporting a shortage. It is our opinion that the wheat from this country will bring better prices later on than are now ruling. Local markets are still above Detroit, with a very limited offering, and the mills depend largely on car wheat. Harvesting has commenced in the Southern winter wheat belt and thus far, according to the threshers' reports, the wheat does not come up in quality or quantity. However, we hope it will improve later on.

Corn closed weak, as the outlook at present writing is very flattering, while the contrary is the case with oats, as all reports show that they are heading out very short. The receipts during the week were wheat, 36 cars, 4 cars of oats, but no corn was received. This is something that has not happened before in a long time.

C. G. A. VOIGT.

Mr. Plumb Succeeded by Mr. Sanger.

DETROIT, June 26—For business reasons, Mr. Frank Plumb has resigned and Mr. Henry P. Sanger has been appointed Secretary of Michigan Wholesale Grocers' Association. His address will be No. 48 Jefferson avenue, Detroit.

W. J. GOULD, Pres.

Money will be in the air this year and next, for it will be the burden of the politician's song. After that it may gravitate to the pocket.

The Drug Market.

Arsenic—There have been further arrivals of white, and with the market better supplied, buyers have less difficulty in filling their orders.

Balsams—Quotations for Central American copaiba are unchanged and a continued free jobbing demand is reported for all varieties. Tolu continues strong, but the market has been rather quiet and no business of consequence has transpired. Peru is also quiet and nominally steady. Canada fir is dull and easy.

Caffeine—Without further change and fairly steady.

Chamomile Flowers—An unusually large business is reported in new crop, the demand being stimulated by the comparatively low prices.

Cocaine—It is intimated that a firmer feeling is developing and there is a rumor current that manufacturers are likely to reach an amicable arrangement.

Cod Liver Oil—A fairly good business is reported for this time of the year and the demand is attributed to the anxiety of buyers, who are anticipating higher prices.

Cream Tartar—Is meeting with a good steady demand and prices have been advanced by manufacturers.

Gums—There have been further arrivals of Curacoa aloes, but all were taken for export and the market is not disturbed. Asafetida is fairly active, but without new feature, except that a large business was transacted at the last regular sale in London for American account. The quality of the goods purchased is said to be inferior, and it is doubtful whether they will be admitted by the appraisers. Camphor continues decidedly firm, with a fairly good business and sales chiefly by refiners, the stock in second hands being about exhausted. The tenor of foreign advices continues strong and a further advance in prices is not unlikely. Arabics are in good demand for consumption, but trading is mainly in the lower grades.

Nitrate of Barium—Is in brisk demand, and with the spot stock exceedingly light, sellers have advanced the price.

Rochelle Salts—The upward tendency of tartaric acid has influenced a stronger feeling, and prices have been advanced.

Sal Soda—Is meeting with rather more attention from consumers, and both domestic and foreign are ruling steady.

Seeds—The market for celery is irregular, with reports conflicting, some claiming that values are stronger, with few sellers, while others report an easier feeling, due to freer offerings. Dutch caraway is firmer abroad and sellers here have advanced their views. Russian hemp is scarce and very firm. Poppy has been marked up, owing to higher import cost. Foreign sunflower seed is in active demand for consumption. Coriander is steady under a good inquiry from consumers.

A Chicago physician asserts that electricity will cure insanity, and he wants permission to experiment in the insane asylum.

SUCCESSFUL SALESMEN.

Sketches of P. Steketee & Sons' Four Hustlers.

It is not the custom of THE TRADESMAN to indulge much in praise of its own work, but it may not be out of place to say here that the group herewith presented has nothing to complain of in the way of handsome faces or in the skill of the engraver. Two continents have furnished the subjects of the picture and Holland makes the first contribution in the person of

F. J. MICHMERSHUIZEN,

who was born in the Netherlands, at Deventer, in the province of Overisel, in May, 1855. During his boyhood his father died, and an uncle who was coming to America took him, the youngest of four children, at the age of 14, with him to Allegan county, in this State. He remained with this relative for six months, and then, with the spirit of independence worthy a countryman of William the Silent, he made up his mind to "paddle his own canoe."

The trial trip was made at Grand Haven and, after two years in that city, employed as all boys are in mercantile houses, the canoe was paddled one day into Muskegon. For six years he did good service as a clerk, but, at the end of that time, Grand Rapids attracted him and, tired of the canoe business, he took the train for the metropolis of Kent county, where Barrendamme, Benjamin & Bros. were looking for just such a man.

Finding that the schools of Holland, as well as the little schooling he had received in Allegan county, had not fitted him for the duties of the clerk he was determined to be, he supplied the deficiency at Swensberg's commercial college at the night school. So equipped, the life of the clerk went on, and the eight years he passed with the firm just referred to are proof enough of the efficient service rendered.

From that service he entered the employ of P. Steketee & Sons and for nine years has repeated in this position the good record he made in the old one, where, for the last five years, he has fulfilled the duties of city salesman.

Mr. Michmershuizen was married, fifteen years ago, and has two children to bless one of the pleasantest homes in the city.

EGBERT KUYERS.

The land of the tulip and the windmill, of culture and of thrift, was the home of the ancestry of Egbert Kuyers, who saw daylight first on this side of the sea, within the limits of the Peninsular State. That is the same as saying that he went to the public school. No date is given to the time when his school life was ended, but, fairly equipped for the battle of life, he girded on his armor and did good service, first on the field of the grocer. Tradition is silent as to the length of his engagement there, but it was long enough for him to win his spurs, so that when the time came for him to enter the dry goods trade P. Steketee & Sons found him armed and equipped for their service and sent him forth conquering and to conquer. There was a victory to be won in those towns which are claimed by Chicago. There was ground to look after on the G. R. & I. to Big Rapids—it was looked after; and a part of the F. & P. M. was assigned to him to hold—and he holds it. Like Henry of Navarre, where the thickest of the fight is and the greatest victories to be won, there will be seen the white plumes of this successful salesman.

Married? Call some evening at the pleasant home on Baldwin street for an answer, where a worthy wife and three happy children will answer the question better than the writer can.

Well liked? Sure. A good salesman? Been with the Steketees' eight years, and one whom the boys call "a bang-up good feller!"

W. H. VAN LEEUWEN, JR.,

is of home production, having been born in Grand Rapids about 27 years ago. Wnat is his extraction—the Van of his sirname is an unmistakable sign and links him closely to the nobles of the past. His boyhood was passed in the city of his birth and the public schools taught him until his seventeenth year. It was a matter of choice and not a necessity; and when the idea of a collegiate course was suggested to him, he turned from the life of the scholar to the beaten path of trade and for the first five years after leaving school he worked for his father in a drug store. Better to fit himself for a commercial career, he took a course in a business college of the city, and then, after a little railroading and a short engagement as a book-keeper, he enlisted for the war, with the house of P. Steketee & Sons, and is ready, like Tennyson's "Brook," to "go on forever."

He, too, has a home of his own, and if you want to kiss the prettiest baby in the whole family of Vans—in Holland or out of it—just ask this hustling salesman to let you see his little girl.

DAVE,

or, if the full name which is never used be insisted on, Dave M. Hoogerhyde, is a native of Grand Rapids and is 22 years old. When he was 8 years of age his father died, and, leaving school at an early age, he began to earn his own living as an errand boy. It would be pleasant to follow in detail the boy's progress, for interest always centers in any life so beginning; but it is enough to say that in due time he outgrew the errands and became a shipping clerk. After awhile that career closed, and the door opened into the department of the salesman. Here, too, he was a success, and one day, when a man was needed for the road, Dave picked up his grip as if he had carried it always, and another Alexander had started out for another world to conquer. That part assigned to him he has conquered already. The province which he has subdued extends from Reed City to Petoskey, north; D. L. & N. east to Grand Ledge; C. & W. M. north and west to Grand Haven; G. R. & I south to Kalamazoo, and Lake Shore south. Like Cæsar he demands hostages and they send them, and, whenever Dave strikes a new province, in due time comes back the report: I came, I saw, I conquered.

Married? Nit. Prospects? Fair to middlin'—so, at least, his friends say; and they say, also, that for a good, all-round man the youngest of the four has no need to be ashamed of his record as a successful salesman.

Human nature is never a more interesting study than when it is busy about matters pertaining to the human stomach.

F. J. MICHMERSHUIZEN. EGBERT KUYERS. W. H. VAN LEEUWEN, Jr. DAVE M. HOOGERHYDE.

NOTES BY THE WAY.

Written for THE TRADESMAN.

Given life as your capital stock, have you made any yearly invoice and rendered a satisfactory statement of your business of late? Does any year's work show a profit, or loss? What discounts have you been able to make in the way of meeting promptly and cheerfully moral obligations which came in your way? What have you as office furniture and fixtures, such as pleasant manners and agreeable ways? What kind of a balance shows up between bills receivable and bills payable, as favors shown or accepted from others? How is your bank account and what is your insurance worth on the books of the great record keeper? In other words, with life as your capital stock, what are your assets?

The best business man in the country only gets his board and clothes for all his work and worry trying to make money for the sake of the money itself; and many of them, lacking the commonest business foresight, let grand opportunities pass every year, which with their success in money making, if taken together, would make life worth living.

A decent love of money is all right, as no sensible person doubts the efficacy of it as an adjunct to happiness; but it is a fact that those who possess the most of it do not seem to be as well provided with it as one would suppose, as recent interviews with some of the richest men in the country show; wherein they all expressed practically the same sentiments—that wealth did not pay for itself in comfort, what it cost in worry and care. However, none of those gentlemen offered to exchange his lot with some one less fortunate in that regard, and so shift that worry and care to shoulders willing to try it. Can careless handling of their capital stock of life have had anything to do with the results of the balance they published?

* * *

Manners, customs, and, one might almost say, morals are only a matter of geography. What is politeness in one part of the country is gross vulgarity in another, and many of the things permissible in one section are not only repugnant but marks of low breeding and bad blood in others. The standpoint of judgment is, therefore, somewhat strained. A residence of several years in the South brought some things of this kind into very amusing notice and I trust one will be appreciated in the light in which it was heard.

The habit of snuff dipping is still in vogue to a great extent, not only among the lower class of Southern women, but, too frequently, it is found among the well educated, refined ladies belonging to the old families of "befo' the wah" period. A Northerner can hardly realize a refined, cultivated woman dipping snuff and expectorating like a tobacco chewer; neither can a Southern woman of the best class consider for a moment the possibility of a person of any refinement using the slang which we sometimes permit, unconsciously, but which we should condemn.

Imagine, if you can, a party of ladies over their fancy work in the afternoon, discussing the merits of one of their own sex, with a diversity of opinion as to her social standing, among them those of Northern birth and education, and, also, those of the best class of Southerners. This woman—a new comer from the North—had been heard to express herself more emphatically than elegantly, and that was the matter most interesting the group. One after another expressed herself, some leniently and others not; when, finally, a genuine old-time Southern woman, said authoritatively, "Let me tell you one thing: no woman of any family or blood is going to say 'darn.'" And at the next instant she turned to the grate which is ever present in Southern households, and in the language of Bill Nye on a similar occasion, "essayed to put out the fire."

To the Southern woman the slang was as great a shock as the snuff dipping habit was to the other, and the manners of geography was again illustrated.

JACQUILINE.

The United States Agricultural Department has decided that the peanut is not a nut, and that its native home is Brazil. In the South, where it grows, it is known as tne goober pea, the earthnut and goober. The part we eat is the seed, and the shell is a pod.

A happy heart is worth more than a pedigree as old as the hills.

THE BACK OFFICE.

Written for THE TRADESMAN.

They are having a lively time over in Piggville, a growing town of some eight or ten thousand inhabitant. As the warm weather came on, one or two of the grocers, more by chance than anything else, were together and after comparing the ills of grocer life, soon came to the unanimous opinion that a majority of the evils to which human grocer flesh is heir center around Saturday and Saturday night. By five o'clock, everybody is astir and from that time, so long as there is any Saturday, those unfortunate tradesmen are on the jump. The result is, that by the time they go to bed they are too tired to sleep; and, to make a long story short, they are simply used up. Wasn't there some way to stop this tremendous wear and tear? They concluded there must be. Smith was ready, for one, to shut up at nine if, in closing the door, he cut a customer in two! Brown was ready to do the same; but Robinson hung fire. If they were to accomplish anything, all must go into it. For himself, he couldn't see any use in shutting up at nine o'clock, or any other exact time, for that matter, and let Jones grow fat on the custom which belonged to somebody else. Better have a meeting of the grocers, and so reach some conclusion in the matter. Would he join the rest of "the assembled and met together" to shut up at 9 o'clock on Saturday night? Not he!

The next thing to do was to call a meeting of the grocers and see what could be done. It was a success in every way. There were resolutions almost without end, unanimously adopted, and the meeting broke up with everyone rejoicing in the prospect of getting to bed the following Saturday before midnight.

The result was, that every man of them, Smith excepted, waited to see what the other man would do, and the sulphurous atmosphere which lowered over the grocery clerk's bed that following Sunday morning was not a fitting welcome for the first day of the week.

The next Monday morning, there were a great many "I-told-you-so's" in the air —except in Smith's neighborhood. He said nothing, but concluded that the name of the town would have to be changed—it was too youthful. Then, to the surprise of everybody, he took off his coat and went out into the store to help wait on customers. He had a great deal to say to every one of them, and, if any children came, he was particular to look after their wants and to send them away with some candy and to urge them to say to mamma that he wanted to see her.

That thing went on for the rest of the week. By Wednesday, it began to be noticeable that there wasn't any trade to speak of after five o'clock; and on Saturday morning the 'phone kept a man busy taking orders, while the number of women and children who came crowding in, right off after breakfast, that store had never seen before.

Well, the result is that Smith's grocery store closed that Saturday at eight o'clock; and he's going to keep it up all summer. Another result, wholly unlooked for when he began this movement, is that every day at six o'clock the store is closed. It will be that way all summer, he thinks, but I am willing to make a prophesy to the effect that Smith's grocery will close at six daily and at eight o'clock every Saturday, the year around.

He has lost little custom; he has lost no customers and the P.I.G.s in Piggville are scratching their heads and thinking about what Smith did and how he did it. I don't mind telling. He had a good trade and among his customers were some of the best people in town. When he went to clerking, that morning, every woman he waited on was told what he wanted to do and why. Then he asked her if she would be willing to help him in the matter by coming early with her orders. That's all there is to it; and Smith says his success in keeping Sunday is due to the women who were willing to overlook any inconvenience his plan necessitated on their part.

I wish there were more to this, for the sake of winding up in regular story fashion; but, in place of that, let me urge the reader, who is situated as Smith was, to try his plan and tell the readers of THE TRADESMAN how he comes out.

* * *

The *Criterion* can see no reason why beer should not be taxed, as it is a luxury, not a necessity.

And then that paper goes right on to say that the tax of $1 a barrel would yield $33,000,000 annually to the Government, without a thought, apparently, that a commodity consumed at the rate of 33,000,000 barrels a year must, from that very fact, be not only a necessity but a very great one. With that fact fixed, it is not easy to concede that the tax, doubled if you please, would not be paid by the consumers. It might be paid out of the excessive profits of someone, that is conceded; but it can be said, right here, that when $1 tax is paid on beer, the fellow who drinks the beer will be the one to pay it. That question has been fought over outside of beer and, when the account was squared, the consumer paid the bill; and when an article so necessary as beer is the one in question—there you have it—the necessity is taxed and the luxury goes scot free.

Read this: A woman went into a shoe store the other day and called for a pair of shoes for a child 12 years old. When asked why she did not bring the child to be fitted, the reply was that the weather did not permit and she could not bring a shoe, because, up to that time, so great had been her husband's need for beer that the children had to go without shoes. Pressure had been brought to bear upon the man, and he had signed the pledge. Since then, the children had been indulged in luxuries—shoes among them—and, if the pledge was strong enough to hold, it was barely possible that she might get money enough to have a pair herself. This is a rare instance; and in those cases, where the man insisted on having his needed beer, the tax of $30,000,000 would make the children go barefooted until they were of age!

The same thing holds true in regard to whisky; and yet these pessimists would pay the whole cost of carrying on the Government by taxing beer and whisky and putting coffee and tea and sugar on the free list! Cranks? Of course they are cranks, and it is much regretted that the *Criterion* is so high on that unenvied list. RICHARD MALCOLM STRONG.

Ramie is now being extensively cultivated in the West Indies as a substitute for silk.

Men of Business Want Results!

In the shape of PROFITS, for money and time invested.

Tradesman Coupon Books

Are Time-Savers, by curtailing book-keeping
Are Error-Savers, by detecting charges liable to be overlooked
Are Money-Makers, by holding customers down to an arbitrary line of credit
Are NEXT TO CASH in the system they involve and the losses and annoyances they prevent

Are What Men of Business Want

In all transactions between themselves and customers not strictly cash. They not only save time and money, but help to hold trade through avoidance of annoying errors and disputes which so often lose customers for the merchant.

A postal card to us signifies your desire to inspect samples and prices — promptly furnished.

Tradesman Company
Grand Rapids

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Bellaire—O. E. Close succeeds Spicher & Close in the drug business.

Rockford—Greiner & Smith succeed Hiram C. Greiner in the grocery business.

Benton Harbor—Wellman & Lytle succeed Hiram Wellman in the meat business.

Reed City—Adolph Kautzmann has sold his meat business to Adelbert Watkins.

Kalamazoo—Jerome L. Barhite succeeds Chas. E. Powers in the grocery business.

Battle Creek—Wattles & Poole succeed Wm. A. Wattles in the coal and wood business.

Mt. Pleasant—Sidney A. Vansice succeeds Sidney Vansice & Co. in the cigar business.

Charlotte—Ida (Mrs. J. A.) Hagerman succeeds Hagerman & Burman in the grocery business.

Homer—Burgess & Stilson are succeeded by Burgess & Dowker in the grocery and bakery business.

Allegan—Sherwood & Adams succeed A. W. Sherwood & Son in the furniture and undertaking business.

Shelby—George Bunnell, of Reed City, has rented the Emmons building and will shortly open a new grocery store.

Dowagiac—Faber & Muench will continue the merchant tailoring business formerly conducted by Jacob Faber.

Detroit—Barney & Meyer, grocers, have dissolved partnership. The business will be continued by H. F. Barney.

Bradley—M. A. Ross has sold his drug stock and store building to E. H. Morse, of Wayland, who will continue the business.

Hancock—Erickson & Nylund have purchased the bakery business of Nelson & Strandell at this place and also at Laurium.

Saginaw—D. E. Slawson has merged his hardware business into a stock company under the style of the Valley Hardware Co.

Hart—The firm of Comstock & Wheeler, commission merchants, has dissolved partnership, Mr. Comstock continuing the business.

Holland—Wm. Deur & Co. have embarked in the flour and feed, confectionery and cigar business at the corner of River and Seventh streets.

Mackinac Island—The Common Council has decided to levy a tax of $30 per month on all transient summer merchants who do business here.

Chapin—P. W. Holland has removed the hardware stock he recently purchased of E. L. Mort from Elsie to this place, where he will continue the business.

Morenci—Geo. E. Smith has sold his interest in the grocery firm of L. M. Smith & Son to his brother-in-law, C. E. Willis. The new firm will be known as Smith & Willis.

Jackson—E. L. Carey has moved his building and stock of groceries and fixtures to the corner of First and Griswold streets—a much more desirable location than his former place.

Hudson—Our business men are making an effort to secure the Buchanan screen works, of Hillsdale. The firm offers to come if the citizens will provide it with a factory and warehouse. It employs a large number of men and is, apparently, doing a good business.

Saugatuck—The grocery stock of the late R. Blink has been purchased by Chas. Blink, of Holland, who will remove to this place and continue the business at the same location.

Springport—L. Orrison has sold his grocery and bakery stock to H. L. Boyce and Lucius Hosler (formerly of Eaton Rapids), who will continue the business under the style of Boyce & Hosler.

Overisel—The general firm of Benj. Voorhorst & Co.—composed of Benj. Voorhorst and H. Hulsman—played to great luck last week, the former welcoming a 10 pound boy and the latter a 10 pound girl the same day.

Jackson—L. D. Lockwood's coal and wood business, on South Milwaukee street, changed hands twice in one day recently. Mr. Lockwood sold to R. S. & A. Wooliff and they sold the stock to M. V. Parmelee, who will close out the business.

Lakeview—J. Weiss has sold his stock of dry goods to I. Netzorg, of Mecosta, Mr. Netzorg to have possession soon after the Fourth of July. To make the bargain binding, Mr. Weiss and Mr. Netzorg have each placed $1,000 in the bank as a forfeit.

Big Rapids—The temperature of a Big Rapids merchant was raised to the boiling point recently by the *sang froid* of a customer whom he had trusted to the extent of $25 on promise to pay when he got work. The man got employment in March, and the merchant importuned him for his pay last Friday. The man said he couldn't pay just then, as he had been enlarging his barn, and it had emptied his purse.

Detroit—S. S. Seefred, after sixteen years in the service of the Merchants & Manufacturers' Exchange, has resigned the position of Actuary to engage in other business, and Walter S. Campbell has been appointed his successor, the change to take effect July 1. Mr. Campbell will be assisted by D. J. Oakley, who has been appointed manager of the credit clearing house, and by E. C. Howes, who will have charge of the correspondence department.

MANUFACTURING MATTERS.

Estey—Slagle & Connors have finished their cut for the season and shut down their sawmill.

West Branch—The shingle mills here are running only about half time, owing to a lack of stock.

New Holland—Jacob Van Dyk succeeds Pelgrim & Van Dyk in the manufacture of cheese at this place.

Northport—The shingle mill here shipped 250,000 shingles to Milwaukee last week and will ship 500,000 more this week. The plant will run with a full force all summer.

Oscoda—The Pack, Woods & Co. sawmill has been closed down for some time waiting for logs to come down the Au Sable River. There are several miles of cedar jam ahead of their logs.

Saginaw—The stave business is reported dull, owing to the speculative advance in the price of wheat. Manufacturers here say that stocks of staves are piling up and the demand is light.

Saginaw—The A. W. Wright Lumber Co. is receiving logs by rail from the Mackinaw division, and its sawmill and planing mill are in active operation. The company reports business as fairly good. The concern has a stock of timber sufficient to keep the sawmill in operation two years yet.

Saginaw—There is a rumor that a large concern is considering the project of erecting a planing mill and box factory, but it has not yet assumed sufficiently definite form to justify more than passing mention.

Manistee—The situation in regard to lumber is a peculiar one. With a rising tide of demand and an increased price for most other commodities, lumber seems to hang tantalizingly near the low water mark. Lumber is the last to feel depression, but we forget about that when times begin to improve, and think the increase in value ought to come with that for other commodities.

Lewiston—Lumbering is quite brisk on the Lewiston branch of the Michigan Central Railway. The Michelson & Hanson Lumber Co. is buying logs from along the line of the Bear Lake branch and the Mackinaw division, and is busy on the Lewiston branch, having shipped 3,000,000 feet of lumber during June. Smalleys & Woodworth, of Bay City, are also cutting logs on this branch and shipping to Bay City.

Manistee—Manistee is right on the highroad to prosperity. We have an assured cut for from ten to twenty-five years yet for most of our sawmills, the salt industry a certainty for all time to come, a large tannery to utilize the hemlock bark and two good furniture factories using a small measure of hardwood, and we shall have a pulp factory here before long. Recent developments have made possible the use of jack pine, and even slabs and edgings can be utilized. Hemlock, which heretofore has not been available for pulp wood, may be used quite freely, as its whiteness and freedom from pitch recommend it.

Had a Big Trade.

"I thought you said you had worked up a good trade here," said the man who had just bought a drug store in the hearing of a Chicago reporter.

"So I had," replied the man, who had just sold. "I put in six months working it up, and its the best in this district."

"Best in this district!" exclaimed the purchaser. "Why, a man can't make enough money here to keep his shoe shined."

"Well," admitted the other, slowly; "I didn't say anything about making money, you know."

"But you said you had a big trade."

"Yes; I said that."

"Steady stream of people coming and going most of the day."

"I recall saying something to that effect."

"Claimed that your unfailing courtesy to all comers was responsible for it."

"Well, I think it was."

"Then, where's the trade now? I haven't sold anything but postage stamps all day."

"That's the trade I referred to," explained the former proprietor, pleasantly. "In spite of your insinuations, sir, when I left this place it had the largest postage stamp trade in this ward, and if you have lost it, it is your own fault. By the way, I have a letter to mail myself. If you would like my trade——"

He was quicker than the new proprietor and so escaped.

Attention is directed to the advertisement of C. Sengenberger, in the Wants Column department of this week's paper. Mr. Sengenberger has a well-selected stock of staple and fancy groceries and his fixtures are the finest of the kind in the State.

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

Unsolicited Testimonial as to Promptness.

Secretary Owen, of the Michigan Knights of the Grip, is in receipt of the following unsolicited testimonial from a recent beneficiary of the organization:

DETROIT, April 22—I beg leave to acknowledge the receipt from Maj. R. W. Jacklin, President, of a warrant on the Treasurer of the order for $500, in full payment of the death benefit under certificate issued to my late husband, Frederick Miller. Mr. Miller's death, on March 21 of this year, was very unexpected, and I was left almost entirely without funds wherewith to meet the necessarily incurred family expenses. It was not more than a week after his death before proofs were prepared and forwarded to you, and within a month from the time of his death, I was in receipt of the warrant, which is, indeed, at this time very acceptable.

I assure you and your Association that I am truly grateful to you for your promptness and for the kind consideration shown me. SOPHIA L. MILLER.

PRODUCE MARKET.

Beans—The market is quiet, with no indications pointing to a decline and with strong probability of still higher prices. Jobbers quote $2.25 in small lots and about $2.05 in carlots.

Beets—New, 15c per doz.

Butter—Factory creamery is slow sale at 16@17c. Dairy is in fair demand at 12@13c, with indications favoring a higher range of values.

Cabbage—Maryland stock is lower than a week ago, commanding $1.50 per crate.

Cucumbers—Home grown, 40c per doz.

Cherries—Sweet, 4c per qt. Sour, 5c. This week will be the flush of the crop, which is estimated to be fully up to the average.

Eggs—Handlers pay 10c and hold at 10½@11c in a regular jobbing way.

Onions—10c per doz. bunches for green stock. Dry stock from the South commands $1.25 per bu.

Potatoes—Old stock is about at an end, about all the 1894 murphies left in the city having been closed out Monday at 45@50c per bu. New stock has declined to $2 50 per bbl. and may go a little lower by the end of the week although the indications point to a level market for a few days.

Raspberries—Black, about 9c per qt. Red, 12½c per qt.

Tomatoes—90c for 4 basket crate.

Wax Beans—$1.75 per bu. crate.

Watermelons—Georgia, 20@25c apiece, according to size. Receipts will probably be of daily occurrence from now on, as the crop is said to be to abundant.

PROVISIONS

The Grand Rapids Packing and Provision Co quotes as follows:

PORK IN BARRELS.	
Mess,	12 50
Short cut	11 75
Extra clear pig, short cut	14 00
Extra clear, heavy	
Clear, fat back	12 75
Boston clear, short cut	13 50
Clear back, short cut	13 50
Standard clear, short cut, best	13 50
SAUSAGE.	
Pork, links	7½
Bologna	5½
Liver	6
Tongue	8½
Blood	6
Head cheese	6
Summer	10
Frankfurts	7½
LARD.	
Kettle Rendered	7½
Granger	7¼
Family	5¾
Compound	5¼
Cottolene	6¼
Cotosuet	6¼
50 lb. Tins, ⅛c advance.	
20 lb. pails, ½c "	
10 lb. " ¾c "	
5 lb. " ⅞c "	
3 lb. " 1 c "	
BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs	7 00
Extra Mess, Chicago packing	7 00
Boneless, rump butts	10 00
SMOKED MEATS—Canvassed or Plain.	
Hams, average 20 lbs	9¾
" " 16 lbs	10
" " 12 to 14 lbs	10
" picnic	7
" best boneless	8¼
Shoulders	7
Breakfast Bacon boneless	8½
Dried beef, ham prices	11¼
DRY SALT MEATS.	
Long Clears, heavy	6½
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	11½
" tubs	11

The Grocery Market.

Sugar—The market holds steady at previous quotations, and is, if anything, a little stronger than last week, as concessions that were made then have been withdrawn. The demand during the week, as a whole, has been less active than last week. There has been a curtailed production, and, consequently, some grades of softs have been sold ahead of production, it is said. The Trust is said to have an accumulation of granulated, but the independent refiners are well sold up. The refiners continue to talk firm prices, but there is a rather uneasy feeling among brokers generally that the dullness, lower value of raws, and the low import cost of German granulated may influence a decline here. The importation of German granulated has been larger than usual, and rumor has it there is considerable brought here that cannot be located. On the other hand, it is argued that jobbers' purchases have been very small for the past seven weeks and that, as stocks throughout the country are extremely light, buyers must enter the market shortly. The prediction is made that a good steady demand will be in force during July. The Baltimore Sugar Refinery, which was destroyed by fire about three years ago, entailing a loss of $1,300,000, will be rebuilt, the stockholders recently voting $650,000 of new preferred stock to cover the cost of rebuilding and improvement.

Molasses and Syrups—Owing to the approaching holiday, the market for molasses is rather quiet. Kettle molasses is in best request, and the assortment is daily growing smaller. High-grade centrifugals are in moderately steady request, while the dark low grades are much neglected. The stock of open kettle goods at New Orleans is very light as compared with previous years, while of centrifugals there is a fair supply. Foreign molasses is moving quite well at strong prices. There is but little stock left on the Islands, and holders are asking exorbitant prices. It is said that the stocks of imported molasses in the United States were never smaller than they now are, and the outlook seems to favor a steady range of values. The market for syrups rules quiet, both for export and home consumption. Stocks of the lowest and very fine grades are accumulating in the hands of refiners. Jobbers are holding off in expectation of lower prices, as they consider present values a trifle high. Glucose is dull.

Teas—New Japans and Formosas have been on the market now nearly three weeks, but they are not attracting much attention and sell slowly. The stocks of tea on the average throughout the country are supposed to be light, and it seems to be only a question of time when business must improve.

Spices—There have been no sales of moment and the situation, both here and abroad, shows no material change, although advices are somewhat irregular. The jobbing buyers are confining themselves to actual wants, and enter the market as often as necessary, but will not anticipate to the slightest degree. On the full reports from the Holland sale both nutmegs and mace have developed more strength, and there is talk of further advances in the former. Cloves are dull and unchanged. Pepper has been very quiet, while the wants of the trade as far as cassia and ginger are concerned are easily liquidated. Prices are without change on the entire list and may be quoted as strong.

Provisions—The tendency of the market for hog products has been generally to a better basis during the week. The firmness set in early, and immediately following a sharp pressure on the part of the packers to sell. Those who had been instrumental in breaking the market turned about, and the marked confidence shown resulted in a substantial advance on all the products.

Gripsack Brigade.

Hub Baker (I. M. Clark Grocery Co.) was called to Youngstown, N. Y., last Thursday, by the serious illness of his mother, who suffered a severe shock of paralysis and is not expected to live.

D. E. McVean (Musselman Grocer Co.) is still kept off the road by reason of the interference of Old Rheum. His route is being covered in the meantime by John McCleary, who has taken his contagious smile along with him.

Jacob Vandenberg succeeds Richard Savage as city salesman for the Worden Grocer Co. Mr. Vandenberg was for two years manager of Wm. Steele's store, at Spring Lake; for ten years manager of the Chippewa Lumber Co.'s store, at Chippewa Lake, and for the past three years has served as city salesman for H. Leonard & Sons. "Jake," as he is familiarly known, is a faithful worker and will, undoubtedly, achieve success in his new position.

At the annual meeting of the Supreme Council of the United Commercial Travelers, held at Columbus, Ohio, last week, the report of the Secretary showed that there had been fourteen deaths during the past year and that the present membership was 3,056, a gain over last year of 48 per cent. The following officers were elected: Supreme Counselor, R. N. Hull, Salina, Kas.; Supreme Secretary, Charles B. Flagg, Columbus; Supreme Treasurer, W. E. Carpenter, Columbus.

Chas. S. Brooks (Musselman Grocer Co.) has always prided himself on his skill as a musician, but since the absence of his wife on her summer vacation he has been taking lessons in vocal culture of M. D. Elgin, in consequence of which he is more than ever persuaded of his ability as a vocalist. His favorite ballad is, "Kiss me good night, little darling," and THE TRADESMAN assures Mr. Brooks' customers that they will enjoy a rare treat if they can prevail upon him to treat them to exhibitions of his skill in the musical line.

About a year ago Oliver C. Shultz and Rev. T. DeWitt Talmadge boarded the train at Flint and happened to travel together for several days, so that they got pretty well acquainted. At Battle Creek they were the only passengers to leave the train. They had hardly taken a seat in the bus for the hotel, when the distinguished divine discovered that he had left one of his rubbers in the car. He was about to make a dash for the missing article, when his traveling companion, wishing to be of service, rushed after it. Thorough search failed to produce the rubber and Mr. Shultz returned to find it in Mr. Talmadge's hand, who remarked, by way of explanation, that he had, unconsciously, put both rubbers on one foot!

An enthusiastic meeting of Grand Rapids traveling men was held in the parlors of the Livingston last Saturday evening, to take action on matters pertaining to the Fourth of July. It was voted to join the procession; that the paraphernalia should be dusters, straw hats, a small flag on the coat lapel and a cane. Two gentlemen were appointed for each hotel to way-lay unsuspecting traveling men and bring them into line; and a committee was appointed to call on the proper authorities to see if the street car service cannot be resumed between the Union depot and Monroe street. Out of 600 traveling men, it is safe to predict that there will be a goodly representation and that there will be no finer body of men in the line than they.

It is safe to predict that there will be no monkeying with the band wagon this year in celebrating the day that has made all men free. Every precaution which wisdom can furnish has been taken and the long line will parade the streets with decorum befitting the occasion. It must not be inferred, however, that this condition of things has been reached without effort. Early in the game it was a question what to do with the traveling men. It was going to be a first-class parade and the traveling men are all first-class fellows; but what if they should take it into their heads to sit down and rest on the curbstone right in front of the Mayor's office? And what a scandal it would start if they should come out, every one of them, with a poker as the symbol of the favorite game of the fraternity twenty years ago? The minute they came in sight, the air would be so full of chips that the shovel brigade would have to be called out to clear a passage. Well, it came mighty near breaking up the whole thing—did, for a fact—and, at last, Aleck What's-his-name wanted to know what was the matter with splitting the ranks of the Salvation Army right in two and sandwiching the boys in there! Aleck's brother strenuously opposed this. The Salvation Army wasn't large enough to do anything of the sort, if the boys should make up their minds to make a break; but he didn't see why they couldn't make a sort of Washington pie with that part of the procession—a layer, say, of traveling men and then a filling of Salvation Army jam, and so on, with the brass band by way of frosting. He thought the thing would be an attractive feature, if not the best thing in the whole line. It would carry out, in a suggestive way, the national fondness for pie; and then, too, it would be a dainty—not to say tasty—way of referring to the man whom time has crowned as "first in war, first in peace, and first in the hearts of his countrymen;" and he pronounced the quotation as if he were speaking a piece. He was followed by a regular enfilade of objections. Finally, the Nestor of the committee secured the floor and remarked that he was somewhat acquainted with the traveling men and his experience led him to suggest that they give that body a place well up in the procession and trust to luck and a kind Providence for the rest. His opinion prevailed; and, if there is any regret at the nonappearance in the ranks of that kind of Washington pie, it will be due, not to that member of the Aleck family who proposed it, but to the traveling men who decided not to cater to the public palate in that particular way.

Chas. P. Visner, tea and coffee dealer at 25 West Leonard street, has closed out his stock and retired from business.

Purely Personal.

Thos. Curry, the Hudsonville lumberman, has returned from Mt. Vernon, Ala., where his son, John B. Curry, has been engaged in general trade for the past five years.

Sidney F. Stevens (Foster, Stevens & Co.) leaves Wednesday for Alexandra Bay, where Mrs. Stevens has been for some time. They will visit Aurora and other points in New York, returning home in about three weeks.

Dan. C. Steketee (P. Steketee & Sons) begins his three weeks' vacation Saturday. He will spend one week in Chicago and the remainder of the time at the Doornink cottage, at Macatawa Park. Of course, he will be accompanied by his wife.

S. S. Trevett, the Traverse City tea dealer, has reason to be proud of the remarkable age attained by his father and mother, who live in St. Lawrence Co., N. Y. Last Monday his father celebrated his 101st birthday and his mother has reached the ripe old age of 99.

B. H. King, who came here about three months ago, for the purpose of taking a partnership interest with C. Sengenberger, has concluded to embark in the grocery business on his own account at the corner of Union street and Fifth avenue.

The American Handle Co., with factories at Augusta, Mich., and Bridgeport, Ala., formerly a stock company, has become the property of P. J. Coppens, who was one of the principal stockholders of the former company.

Edwin F. Porter has sold his meat market at 138 West Fulton street to John Quimby, who will continue the business at the same location.

George H. Mosher, of St. Louis, Mo., undertook to prescribe for himself, being ill. He drank a quart of soapsuds and, after it, nearly a quart of kerosene oil. He is cured of all human ills.

A badly written and blotted check for $1,000,000 gold went through the New York clearing-house, the other day, and without question. It was drawn by Lazard Freres in favor of J. Pierpont Morgan & Co.

Use Tradesman Coupon Books.

Include a case of

KOFFA-AID

In your next order to your jobber.

Pays you a profit of 33 per cent.

Saves the consumer 25 per cent.

The Koffa-Aid Co.

DETROIT, MICH.

Mercantile Agencies and Their Relation to Credits.

From the Interstate Grocer.

The time was when the mercantile agency was like a prophet in his own country in that it had neither profit nor honor and "the all-'round business man" looked upon it as occupying a very small corner, if any part at all, of his daily business life. But the times have changed all that; the tremendous increase in the number of business houses operating throughout the United States, meeting competition not only from those in this country, but from foreign houses, not a dollar of coin or treasury notes has brought it to pass that the day of "the all-'round business man" is, at all events, rapidly passing away, if it has not already passed, and the day of the specialist in the various branches and departments of commerial labor has arrived. It cannot be too strongly or too frequently impressed upon the business public that the whole work of the mercantile agency consists, not in forming and moulding public opinion as to credits or in advancing its own ideas, but in giving the consensus of the opinion of the commercial world. It is a clearing house of information, gathering its opinion of those who seek credit from the commercial world from hundreds and thousands of different sources, assorting, arranging and boiling it down and finally compiling it into the few brief terse lines that find their way to the desk of the credit man. Its aim and object is to be to him a second mind, to come in such close contact with his everyday life that it would seem a matter fraught with danger to the credit of his house, if not an utter impossibility, to pass intelligently and definitely upon a credit and "sleep well upon it" without having first availed himself of that summed up consensus of opinion which is termed a "commercial report."

There should be at all times the utmost harmony between the credit man and the mercantile agency, otherwise they will be "as a house divided against itself" and no good or benefit can result to either from the relations existing between them. There should be the greatest possible freedom in the interchange of opinions and facts; the credit man should not withhold any matter of interest concerning a customer about whom he is making inquiry, any more than the mercantile agency has a right to withhold valuable information from the credit man. Above all things it is necessary that the credit man should, in his relations with the mercantil agency, divorce himself, as much as possible, from that rush and hurry to pass upon orders and get them through that is one of the potent factors of the present day in making an adverse balance in profit and loss account at the wind-up of the year. Investigation is one of the most delicate and intricate things in existence; it is the fundamental basis, the cement, as it were, that holds together the whole social and business fabric of the world; undue haste cannot enter into it, as it engenders unreliability. No mercantile agency should be willing to go before a credit man with its report until it feels that, in so far as human agency can be absolved from error and to the extent that all reasonable precautions will reduce the chances of mistake, it has, by taking time and making careful investigation, obtained such a concensus of opinion on the subject matter before it as will enable the credit man to intelligently pass upon or reject an order.

The credit man should have implicit confidence in the integrity and reliability of the mercantile agency. It is almost professional in its capacity and should stand in as close, if not a closer, relationship to the business as does one's lawyer or family physician to the individual. There are times when its judgment may err and its information, though gathered with the utmost care, be unconsciously gleaned from an unreliable source, but so may the lawyer, though using every conscientious effort possible, err in judgment at times, and so also may the family physician, though bound to you by close personal and professional ties, make a wrong diagnosis and err in his treatment of a case. That care and conscientious effort have their effect, though, is clearly evidenced by the fact that prior to the panic of 1893-94 the Bradstreet Co. foretold to the business world on an average of from 91 to 93 per cent. of the failures that occurred in each year. During the panic, bringing, as it did, unforeseen and unusual influences to bear upon general trade, there was an average prediction of from 70 to 71 per cent.

There is another side to the work of the mercantile agency in its relation to credits that is done so quietly, so much without expectation of recognition, that the world passes it by and hardly realizes the operation of this silent but potent factor. I refer to the work that is done in the building up of credits. Throughout the civilized world, wherever commerce has penetrated, the mercantile agency has gone as a vanguard to blaze the path for the pioneers and make straight the way. In every little village, hamlet or city of metropolitan proportions it is constantly gathering its facts concerning the gradual increase in the wealth and consequent basis for credit of the various business firms that represent the bone and sinew of the commercial body of the world. Through its various channels it is disseminating its information, broadening the markets of the world, facilitating the interchange of commerce, reducing the cost of goods to the jobber, the retailer and the consumer, for, selling witn the feeling of security that comes from an assured knowledge of the worth of the debtor, the creditor is satisfied to operate on a smaller margin. All these things and others the mercantile agency accomplishes with the support and co-operation of the business men of the world, for it is essentially and in all particulars, of the merchants, by the merchants and for the merchants. R. S. CHAMBERS,

Supt. Bradstreet Co., St. Louis.

Doctors' Signs in a Grocery Store.

Old Bill McCammon, who keeps a grocery store in the suburbs of Austin, is one of the closest men in the State of Texas. He abbreviates his words in writing. He abbreviates the names on the drawers and boxes of the contents in his grocery. Instead of painting the names in full, for instance, he painted on the sugar barrel "Br. Sugar" for brown sugar, and so on.

One day a feeble-looking stranger dropped in to Mr. McCammon's store, and, looking around, asked:

"Is Dr. Prunes in?"

Old McCammon stared and said he reckoned not.

"Is Dr. Codfish in, then?" asked the stranger.

"No, he is not," said old McCammon, emphatically.

"Then tell Dr. Cherries I would like to see him, if he is at leisure."

"You get out of here. I believe you escaped from the lunatic asylum. This ain't no medical college. This is a grocery," retorted old McCammon, getting red in the face.

"If this is a grocery, then you had better carry back them doctors' signs to where you stole them from," responded the stranger, strolling out.

Old McCammon looked where the stranger had pointed out, and for the first time noticed the result of abbreviating the word "dried" to "Dr.," for on the drawers read in large letters "Dr. Prunes," "Dr. Peaches," "Dr. Codfish," "Dr. Cherries," "Dr. Peas," "Dr. Apricots" and "Dr. Beef."

A woman who has traveled largely in Japan, mentioned, in the course of a lecture, the fact that the Japanese language does not contain an impolite word, hence there is no swearing in that happy land. She also stated that osculation was an unknown pleasure. As the audience dispersed, commenting favorably upon different points, an old woman remarked, loud enough to be heard: "Well, for my part, I prefer a country where they kiss and cuss."

Use Tradesman Coupon Books.

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Inventions and New Ideas perfected
Power Plants designed, erection superintended
Steam Engines indicated and power measured

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45 S. Diviston St., Grand Rapids.

The Trade is cordially invited to write us for summer prices on COAL
S. P. BENNETT FUEL AND ICE CO.
GRAND RAPIDS, MICH.

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Wholesale Shipper
COAL, LIME, CEMENTS,
SEWER PIPE, ETC.
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COAL WHOLESALE RETAIL
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LIME, CEMENT, HAIR, SEWER PIPE, BRICK, LAND PLASTER, FIRE CLAY.
We sell Alsen's German Portland Cement—the best in the world for sidewalk work.

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

RUBEROID READY ROOFING....
All Ready to Lay. Needs NO COATING OR PAINTING
Is Odorless, absolutely Water Proof, will resist fire and the action of acids.
Can be used over shingles of steep roofs, or is suitable for flat roofs.
Will OUTLAST tin or iron and is very much cheaper.
Try Our Pure
Asphalt Paint
For coating tin, iron or ready roofs. Write for Prices.
H. M. REYNOLDS & SON
GRAND RAPIDS, MICH.

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Geo. E. Darling & Co.,
COMMISSION MERCHANTS
And Jobbers in all kinds of
FRUITS
Potatoes, Butter and Eggs
A Specialty.
Consignments solicited.
42 Jefferson Avenue
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DETROIT, Mich.

SEEDS - Potatoes - Beans
We handle all kinds FIELD SEEDS, Clover, Timothy, Hungarian, Millet, Buckwheat, Field Peas, Spring Rye, Barley, Etc. Buy and sell Potatoes, Beans, Seeds, Eggs, Etc. Car lots or less.
EGG CRATES and EGG CRATE FILLERS.
If you wish to buy or sell write us.
Moseley Bros. 26-28-30-32 OTTAWA STREET Grand Rapids, Mich.
Jobbers SEEDS, BEANS, POTATOES, FRUITS.

Order for 4th of July---LEMONS, WATER MELONS, BOLOGNA, KOSHER SAUSAGE, SMOKED HALIBUT,
Canned Fish and all kinds of Cheese
—OF—
F. J. DETTENTHALER, 117-119 Monroe St., GRAND RAPIDS

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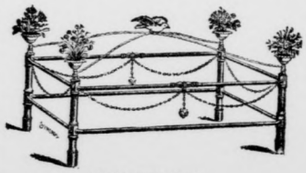
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A. J. SYMONDS Manufacturers of 'Phone 1255-2r.
Cemetery Fences and Lawn Furniture
CHAIRS, SETTEES, VASES,
VAULTS, GATES, Etc.
State your wants and send for Catalogue.

The Necessity of Using Care in Buying.

The most prominent position in the business world seems to be occupied by the seller. The daily papers, trade journals and magazines, in their advertisements, hold up the seller and his wares, while the identity of the buyer is ignored.

This submergence of the buyer was impressed upon me on a recent visit to a large manufacturer of Massachusetts, from whom our firm (under a former management) had purchased thousands of dollars' worth of goods, and be it confessed, been somewhat slow in payment for them. We could no longer obtain the goods at anything like a price to enable us to hold our own. The object of my mission was to regain, if possible, our lost position.

After conducting me through the immense factory, I was led to the private office, where a large volume called the "Test Book" was produced. Opening it, my conductor said: "This book contains the names of firms who show in their dealings with us the lack of the ability to buy with judgment. Turning to your firm is this short history, "Carry stock of fifteen thousand dollars. Fair credit. Buy too much. Slow pay."

Closing the book and facing me, he continued: "Young man, let me impress upon you the importance of buying right. Our record shows, not only in the case of your firm, but also in hundreds of others, the utter disregard of the principles underlying true business policy; principles which have placed this establishment in its present sound condition, and which you will find of advantage in the conduct of your own business.

"Three qualifications are necessary to the buyer:

"First—A thorough knowledge of the business world.

"Second—To know a good thing when he sees it.

"Third—To buy goods at their value. To be familiar with the wants of your customers—you must come in close contact with them, make it a point to frequently leave your other work to wait upon them, and study their wants.

"Anything well advertised will sell for a time. To be able to tell the true from the false is the crucial test of good judgment.

"A buyer's mind, when too easily influenced by outside relations, rather than by what actually exists, can be taken from the consideration of truth—that is, quality—but a man of accurate judgment cannot have a great flow of ideas, because the slighter relations making no figure in his mind have no power to introduce new ideas, therefore, concentration fathers decision.

"This book shows that the eagerness to buy lower than your competitors, to get the extra 5 per cent. for quantity, has been the financial ruin of many a promising firm. In the case of your house, you have, in the past, placed orders with us that would supply your locality for five years. We make a study of such cases and take the earliest opportunity to close their account. The profit is made when goods are sold, not when bought. Had we filled your large order we would be assisting to embarrass your house."

While returning home, I had plenty of time to think over what I had heard. The first thing I did was to go over the stock carefully, to find where the principles laid down to me had been violated. Almost the first thing I saw was a lot of wash boilers and tea kettles with tin bodies and copper bottoms—several of the tea kettles had been returned, as they leaked where the two metals were joined.

The salesman said it was the water—too hard; the foreman of the tin shops said the copper "eats" the tin; but anyone knows when water is placed in a kettle so made, galvanic action is started, and the baser metal invariably succumbs. These goods had been warranted, so it was an easy matter to weed our stock of them.

With some items we were not so fortunate, but the lesson was learned, and since then we have thanked the manufacturer for his plain, but kind advice.

A. M. EMBER.

Dangers of Quackery.

From the Boston Transcript.

Several drug stores have in their windows placards which read like this: "Don't neglect your heart! Take Dr. Jones' Heart Tablets."

It is a very ordinary advertisement, but it is ghastly to think of the result of Tom, Dick and Harry, all over the United States, "Taking care of their hearts" with somebody's nostrum, which very likely really has some perceptible effect.

When one sees such evidences of the extent to which patent-medicining is carried in this country, one does not wonder at such reactions against all medicine as the "mind cure" and "Christian science." We go by extremes in all things, and these theories represent the swing of the pendulum in the opposite direction.

The law which governs the universe is a law of equilibrium or compensations; and this law no doubt absolutely requires that while Tom, Dick and Harry are preparing themselves for heart disease with Dr. Jones' Heart Tablets, Mrs. Tom, Mrs. Dick and Mrs. Harry shall be scornfully and dogmatically endeavoring to convince them that there is no such thing in the world as heart disease, and by their very scorn and dogmatism, of course, confirming their conservative husbands in the taking of the drug which already they are secretly suspicious of.

In point of logic there really seems to be no advantage on either side of the family. Tom, Dick and Harry are foolishly assuming that they know when to take medicine without consulting the doctor; and Mrs. Tom, Mrs. Dick and Mrs. Harry are just as foolishly assuming that they know better than the doctor when not to take it. So both sides may be ignorant, and both wrong.

Clothing Merchants:

See our Fall and Winter Line of Ready-Made **CLOTHING** for all ages. Every size and kind, most replete. 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 Friday, July 5. Customers expenses allowed.

Michael Kolb & Son

CLOTHING MANUFACTURERS,

Rochester, N. Y.

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.

THE TRADESMAN
Has a FIELD of its own.

THAT'S WHY

Advertisers get RESULTS.

Hardware Price Current.

AUGURS AND BITS.	dis.
Snell's	70
Cook's	40
Jennings', genuine	25
Jennings', imitation	50&10
AXES.	dis.
First Quality, S. B. Bronze	5 25
" D. B. Bronze	$ 9 00
" S. B. S. Steel	6 00
" D. B. Steel	10 00
BARROWS.	
Railroad	$ 00 14 00
Garden	net 30 00
BOLTS.	dis.
Stove	60
Carriage new list	70
Plow	40&10
Sleigh shoe	7
BUCKETS.	
Well, plain	$ 3 25
BUTTS, CAST.	dis.
Cast Loose Pin, figured	7
Wrought Narrow	75&10
BLOCKS.	
Ordinary Tackle, 1st April 1892	70
CRADLES.	
Grain, Wood brace	$16 00
Grain, Wire brace	$18 00
CROW BARS.	
Cast Steel	per lb 4
CAPS.	
Ely's 1-10	per m 65
Hick's C. F	" 55
G. D	" 35
Musket	" 60
CARTRIDGES.	
Rim Fire	50
Central Fire	dis. 25
CHISELS.	dis.
Socket Firmer	75&10
Socket Framing	75&10
Socket Corner	75&10
Socket Slicks	75&10
Butchers' Tanged Firmer	40
CHALK.	
White Crayons, per gross	12@12½ dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 28
" 14x52, 14x56, 14x60	26
Cold Rolled, 14x56 and 14x60	20
Cold Rolled, 14x48	20
Bottoms	22
DRILLS.	dis.
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, per pound	6½
Large sizes, per pound	06
ELBOWS.	
Com. 4 piece, 6 in	dos. net 60
Corrugated	dis 50
Adjustable	dis. 40&10
EXPANSIVE BITS.	dis.
Clark's, small, $18; large, $26	30
Ives', 1, $18; 2, $24; 3, $30	25
FILES—New List.	dis.
Disston's	60&10-10
New American	60&10-10
Nicholson's	60&10-10
Heller's	50
Heller's Horse Rasps	50&10
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16	17
Discount, 70	
GAUGES.	dis.
Stanley Rule and Level Co.'s	50
KNOBS—New List.	dis.
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	dis.
Russell & Irwin Mfg. Co.'s new list	55
Mallory, Wheeler & Co.'s	55
Branford's	55
Norwalk's	55
MATTOCKS.	
Adze Eye	$16.00, dis. 60-10
Hunt Eye	$15.00, dis. 60-10
Hunt's	$18.50, dis. 20&10
MAULS	dis.
Sperry & Co.'s Post, handled	50
MILLS.	dis.
Coffee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Ferry & Clark's	40
" Enterprise	30
MOLASSES GATES.	dis
Stebbin's Pattern	50&10
Stebbin's Genuine	50&10
Enterprise, self measuring	30
NAILS	
Advance over base, on both Steel and Wire.	
Steel nails, base	1 90@1 85
Wire nails, base	1 75@1 70
60	Base Base
50	10
40	25
30	25
20	35
16	45
12	45
10	50
8	60
7 & 6	75
4	90
3	1 20
2	1 60
Fine 3	1 60
Case 10	65
" 8	75
" 6	90
Finish 10	75
" 8	90
" 6	10
Clinch 10	70
" 8	80
" 6	90
Barrell ⅝	1 75
PLANES.	dis.
Ohio Tool Co.'s, fancy	@50
Sciota Bench	60&10
Sandusky Tool Co.'s, fancy	@50
Bench, first quality	@50
Stanley Rule and Level Co.'s wood	60
PANS.	
Fry, Acme	dis. 60—10
Common, polished	dis. 70
RIVETS.	dis.
Iron and Tinned	60
Copper Rivets and Burs	50—10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's pat. planished, Nos. 25 to 27	9 20
Broken packs ½c per pound extra.	
HARNESS.	
Maydole & Co.'s	dis. 25
Kip's	dis. 2
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 7
Blacksmith's Solid Cast Steel Hand	30c 40&10
HINGES.	
Gate, Clark's, 1, 2, 3	dis. 60&10
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4½ 14 and longer	3½
Screw Hook and Eye, ½	net 1
" " " ⅝	net 8½
" " " ¾	net 7½
" " " ⅞	net 7½
Strap and T	dis. 5
HOLLOW WARE.	
Pots	60&10
Kettles	60&10
Spiders	60&10
Gray enameled	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 70 &10
Japanned Tin Ware	20 &10
Granite Iron Ware	new list 40
WIRE GOODS.	dis
Bright	80
Screw Eyes	80
Hook's	80
Gate Hooks and Eyes	80
LEVELS.	
Stanley Rule and Level Co.'s	dis. 70
ROPES.	
Sisal, ½ Inch and larger	5½
Manilla	9
SQUARES.	dis.
Steel and Iron	80
Try and Bevels	
Mitre	20
SHEET IRON.	
	Com. Smooth. Com
Nos. 10 to 14	$3 50 $2 50
Nos. 15 to 17	3 50 2 60
Nos. 18 to 21	4 05 2 70
Nos. 22 to 24	3 55 2 80
Nos. 25 to 26	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. 50
SASH CORD.	
Silver Lake, White A	list 50
" Drab A	" 50
" White B	" 50
" Drab B	" 50
" White C	" 30
Discount, 10.	
SASH WEIGHTS	
Solid Eyes	per ton $20
SAWS.	dis
" Hand	20
" Silver Steel Dia. X Cuts, per foot	7
" Special Steel Dex X Cuts, per foot	5
" Special Steel Dia. X Cuts, per foot	30
" Champion and Electric Tooth X Cuts, per foot	30
TRAPS.	dis
Steel, Game	60&10
Oneida Community, Newhouse's	50
Oneida Community, Hawley & Norton's	70-10 10
Mouse, choker	15c per doz
Mouse, delusion	$1.25 per doz
WIRE.	dis.
Bright Market	75&10
Annealed Market	75&10
Coppered Market	75
Tinned Market	62½
Coppered Spring Steel	50
Barbed Fence, galvanized	2 40
" painted	2 65
HORSE NAILS.	
Au Sable	dis. 40&10
Putnam	dis. 05
Northwestern	dis. 10&10
WRENCHES.	dis
Baxter's Adjustable, nickeled	30
Coe's Genuine	50
Coe's Patent Agricultural, wrought	70 &10
Coe's Patent, malleable	75&10
MISCELLANEOUS.	dis
Bird Cages	50
Pumps, Cistern	75&10 &5
Screws, New List	80
Casters, Bed and Plate	50&10&10
Dampers, American	40&10
Forks, hoes, rakes and all steel goods	70
METALS.	
PIG TIN.	
Pig Large	24
Pig Bars	26c
ZINC.	
600 pound casks	5½
Per pound	6
SOLDER.	
½@½	12½

The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

TIN—MELYN GRADE.	
10x14 IC, Charcoal	$ 6 00
14x20 IC, "	6 00
10x14 IX, "	7 50
14x20 IX, "	7 50
Each additional X on this grade, $1.75.	
TIN—ALLAWAY 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
20x28 IC, " "	10 00
14x20 IC, " Allaway Grade	4 75
14x20 IX, " " "	5 75
20x28 IC, " " "	9 50
20x28 IX, " " "	11 50
BOILER SIZE TIN PLATE.	
14x56 IX, for No. 8 Boilers, 14x56 X, " " 9 " } per pound	9

MICHIGAN TRADESMAN

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

Published at
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— BY THE —
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E. A. STOWE, Editor.

WEDNESDAY, JULY 3.

THE DAY WE CELEBRATE.

The nation, to-morrow, will be one hundred and nineteen years old. The day will be ushered in by the booming of cannon, the ringing of bells and by waving flags—the dearest banner that the winds have kissed or the sunshine brightened. There will be a rallying of patriots the country over. They will gather in city halls and leafy groves, with martial music, speeches and the singing of national songs, and the day will be a glad one and they will rejoice in it.

From ocean to ocean, the orators will choose the same precious theme. There will be repeated the grievances of the colonies, the signing of the American Magna Charta, the pitiful but heroic suffering at Valley Forge, the triumph at Yorktown. Perry will not be forgotten, and his famous "We have met the enemy and they are ours" will be placed side by side with Lawrence's "Don't give up the ship," and the "No terms but unconditional surrender" of rebellion days.

The growth of the country will be treated with masterly skill. A handful of heroes on one side will become, by a touch of the wand of time, a nation of seventy millions on the other. The "old thirteen" is now a nation of forty-four, reaching from sunrise to sunset, with the hem of her garment trailing between the tropics, her shoulders clad in Alaskan sable and her brow bright with a diadem of stars! Within her borders are the leading wonders of the world. Mont Blanc, the pride of Europe, loses his Alpine splendor in the opalescent light that plays on the loftier peaks of the American Rockies. Niagara thunders, and the waterfalls of the Old World are hushed. Switzerland unfolds to the stranger her Alpine grandeur—America swings open the gates of the Garden of the Gods. The Rhine ripples and winds between banks guarded by castled crags, old in story—the Hudson glints and goes to sleep with the ghost of Rip Van Winkle haunting its wooded shores.

To the whole, there will be but one conclusion—we are the mightiest nation on the face of the earth! Our glorious flag is known everywhere and everywhere is it greeted as the symbol of "the land of the free and the home of the brave." Our navy is the pride of the nation and the wonder of the world; and all that pertains to the art and science of war finds best expression in the glory that has crowned the arms of this Republic.

So the day comes and goes; and, when the speeches are all over, and the last rocket has gone up, and the last gun has been fired, the thoughtful citizen of the mightiest nation under the sun will wonder, as he goes to sleep, why Spain acts so; why Germany and Austria and insignificant Denmark want to be disagreeable; whether England cannot be coaxed or hired to let Venezuela and Nicaragua alone and to live up to the terms of that Clayton-Bulwer treaty, which she has, so far, utterly ignored, and, above all, if anything cannot be done to induce Turkey not to kill quite so many of those innocent-minded Armenians every once in a while, as she is now doing.

AFFAIRS IN THE ORIENT.

Matters have again assumed a disturbed aspect in the Far East, and it is barely possible that there may be fresh hostilities in that quarter of the world before the year is out. China has been induced to reject the proposition of Russia to take up the Chinese loan made necessary by the payment of the war indemnity, and it is stated that this refusal has been due to promptings from Great Britain and Germany.

This rejection of the proposed loan by China carried with it the refusal of the grants for the extension of the Russian Trans-Siberian railroad through Chinese territory. The acquisition of a terminal for the railroad and a suitable naval station was the principal object aimed at by Russia in intervening between China and Japan, and, very naturally, the Russian semi-official press is indignant at the difficulties which have suddenly developed in the way of the accomplishment of Russian designs in the Far East.

Another bit of news has reached Europe from Asia, which has created a decidedly warlike feeling, to the effect that the Japanese are fortifying the Liao Tung peninsula and making every preparation to hold it against all comers. Japan promised to withdraw within a reasonable time from the part of Manchooria occupied by her troops during the war; but it is probable that a realization on the part of the Japanese that their withdrawal would mean prompt occupation by Russia may have caused a determination not to relinquish the strong positions in the Liao Tung peninsula, particularly Port Arthur, which practically commands the Gulf of Pichili. The Japanese in Manchooria would be a barrier to any attempt on the part of Russia to seize upon portions of Corea.

It will now be interesting to watch the course Russia will adopt, should the reports as to the fortifying of the Liao Tung peninsula by the Japanese prove true. The change of Ministry in England may also have an important bearing upon the settlement of any new complication which may arise in the Far East, the more particularly as there existed considerable popular dissatisfaction with the policy of the Rosebery government with respect to the peace settlement between China and Japan.

An Illinois woman has been suffering for two years with a bad cough, and was supposed to be dying from consumption. A few days ago she coughed up a tooth, which a careless dentist had dropped down her throat before the illness began. She is now improving rapidly.

THE KNIGHT OF THE ROAD.

In the dark ages of modern trade the drummer and the bummer had more in common than a jingling rhyme. A man who could do nothing else was sent out on the road with the hope that some timely accident would take him to that bourne from which no traveler returns. Away from home and freed from the restraints even of acquaintanceship, the drummer and the bummer became one, a disgrace to the trade and a leper to be shunned at all times and in all places. The old crusading days returned with all the evils attending them. Men of every grade, tainted with every kind of evil, were found in the ranks of the drummer on the way to or from some fancied sepulcher. It was a life of lawlessness, bringing disrepute upon the houses represented; and after that, as in the olden time, only those men were put upon the road who, having earned their spurs at home, were sent out to rescue by their stainless lives and their worthy deeds the good name which the world of trade had well-nigh lost. They came in time to be known as Knights of the Road, not bummers, and the knights of the Middle Ages who brought back from the plains of Palestine the idea of gentlemen are fitly represented to-day by an order quite as worthy as they, and an order which can furnish as many men after whose names can be written the term of the almost-sainted Bayard, "a knight without fear and without reproach."

This thought was pleasantly suggested by the proceedings of a recent meeting of the local traveling men. They were to represent a worthy idea in the celebration of the Nation's birthday, and it was to be done worthily. The full requirements of the time and the occasion were to be met and they were to be met as gentlemen should meet them. A little by-play came up as to who should precede and who should follow them on the line of march; but when the fun was over, the Templar's idea of the olden time was found to be the knight's idea of to-day, and the honor of the fraternity will not be tarnished to-morrow by the gentlemen who appear in straw hats and dusters.

It is not easy to calculate the influence of such a body of well-determined men as this. Going and coming as they constantly are, between the centers of trade and their ganglia in town and village, at the country crossroad and in the logging camp, they carry with them the refining influences of modern civil life, and do more to develop that life than any other single agency which can be mentioned. They are the messengers of trade, and the colporteurs of intellectual life as well, and the good deeds which already emblazon the banner of these Knights of the Road entitle them to the legend of the crusader, *In hoc signo vinces*. May the modern live as long as the ancient and order, may its usefulness surpass that of the olden time!

THE VOW OF SILENCE.

It is announced that Gladstone intends never to speak again either in the House of Commons or from a public platform. Such may be his present intention; but if a great crisis should arise, such as is at all times imminent in Europe, the ex-Premier would find it very difficult to hold his peace. Even the Armenian question aroused him to such a pitch that he freely expressed his views, although he knew that they would excite criticism from his former political friends and allies. The Grand Old Man reckons without himself when he promises to remain silent for the remainder of his days. It is best that he should speak when he has something to say. Bismarck has talked a great deal since he quit talking.

THE TRADESMAN publishes in this issue the first of a series of stories pertaining to life in a country store. It is generally acknowledged that the country store, while it is the trading center of the neighborhood, is something more than that. It is the clearing house of everything pertaining to public opinion; and the man who owns the country store and is a success, exerts an influence in the neighborhood for good or evil which cannot be calculated. These stories will record this influence. Many of them will be simple recitals, plainly told, of the actual happenings in the stores of city and country. Many an incident occurs in a country store which, if recorded would open the eyes of those who have erred unconsciously; and THE TRADESMAN would earnestly urge its readers to send in the bare facts of such incidents, that they may be turned to profitable account.

A St. Louis gas company is giving away gas stoves free to all who want them. The meters see that the company loses nothing.

A Sign of Patriotism.

The movement inaugurated some years ago by the Retail Grocers' Association—the closing of all the doors of trade at noon on the Fourth of July—cannot be praised too much. There are a great many reasons for this and there is no need of trying to give them all; but the reason leading all others is, that it is the Fourth of July, the day of days, when the tradesman, in company with the rest of the liberty-loving world, should turn his back upon business and celebrate with all his might and main the day that that band of patriots in Old Independence hall in Philadelphia signed the most important paper that the daylight ever saw. That's one reason.

It will be insisted in some few instances that the time cannot be afforded. The claim is untenable; but even, admitting it, a dealer has no right to forbid or prevent clerk or workman of any sort from throwing up his cap and rejoicing over his freedom.

"It would be a good deal more sensible to take the money wasted in powder and noise and nonsense and turn it to some practical account." So that's the reason you are keeping open on the Fourth of July, is it? It beats all how the same old characteristic stays in a family generation after generation, and comes out strong at the last, doesn't it? That's what your ancestor said about selling the ointment and giving it to the poor, about two thousand years ago; remember it? That was a pretty flimsy reason at the beginning of the first century and its flimsier at the end of the twentieth. Don't be a first century man any longer. Shut up at noon to-morrow, help the boys celebrate; and when the time comes to sing the "Star Spangled Banner," don't let one voice among them drown yours when you come to

"The land of the free and the home of the brave."

MEN OF MARK.

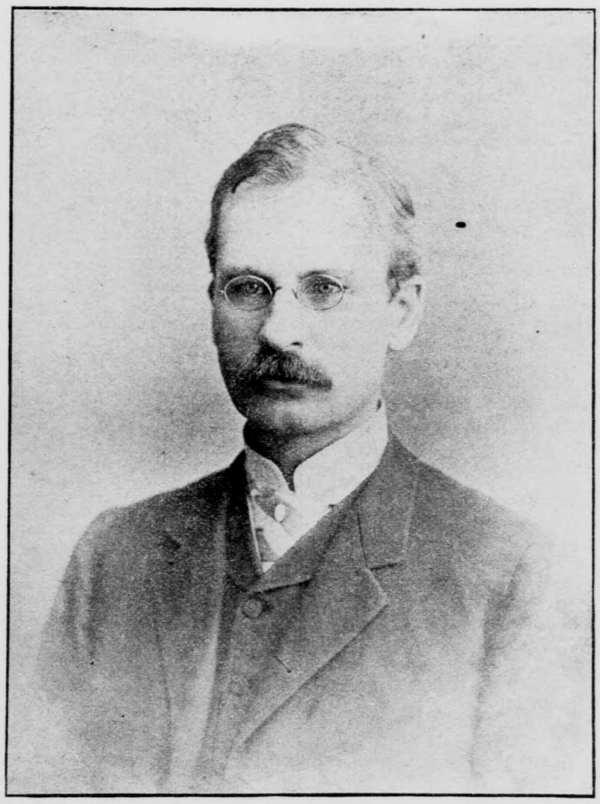
A. E. Worden, President of the Worden Grocer Co.

If there is any value in these sketches of the world's busy men, which THE TRADESMAN is giving from time to time, it will be found in the encouragement which comes from reading what these men have done under circumstances unfavorable, if not forbidding. It has been the purpose from the first so to paint these pen pictures as to keep in the background, if it appear at all, the thought that the end and aim of life—even of trade-life—is necessarily money. There is a satisfaction in recording the golden story of a one and six ciphers as the reward of an industrious life, but even then there must be something besides the gain-getting to win and keep the attention of the reader. It is the hardships endured and the dangers encountered and overcome, not the estate which he left, which makes Washington the hero of the American schoolboy. It is the patient plodding and the brave grappling with early poverty which makes Lincoln's pitch-knot, ablaze in the log cabin fireplace, the torch thenceforth of struggling genius, not the salary he was receiving at the time of his martyrdom; and yet, it is this golden crown which is constantly held up to the young in the world of trade. "That millionaire began life with nothing. This one was a fur-gatherer; and here is still another, who began a boatman. There is no end to his millions. Go, thou, and do likewise." That is the song of the toiling masses, a song the world is weary of even as it sings; and when, not long ago, a man was found, piping another tune, it was all the pleasanter for its strangeness and all the better for the healthy, wholesome tone that sprang from every note.

It was not far from Grand Rapids where this boy was born. On a farm to the east of the town he first saw the sunshine, something over forty years ago. His stay among the apple orchards was not a lengthy one, and he left the farm in his thirteenth year. He went, of course, to the public school—childhood's birthright in the United States—and when that was secured, he was enrolled as a student at the Academy in Grand Ropids, then under the charge of Prof. Franklin Everett.

I want to tarry a little here. I want to say simply but earnestly, that somewhere in these early years an influence was brought to bear upon this boy which shaped the whole of his after life and widened that life until its horizon encompassed the world. He learned not only to read, but to love to read, and that love has grown with the years and strengthened with them. Whether the farm-home was the schoolroom—and I think it was—with the mother for teacher, or whether the country school, by some strange accident, was taught by a teacher who knew her duty and did it, or whether the Academy—the word suggests the thought—warmed into life the germ which has borne such wholesome fruit, I cannot tell. I only know that if the young men who read these lines and care to profit by them will do what this man has done all his life, there will be brighter prospects for the rainy day than there are now and greater promise of a life devoted to something better than the mere making of money.

When his school days were over, he entered the dry goods house of Talford & Boyce, with whom he remained until he enlisted in the Tenth Michigan Cavalry for the war. The rebellion over, he went to New York to learn the dry goods business, where, for a year, he held a responsible position in a leading house. Returning then to Grand Rapids, he joined forces with Tyler & Graham in starting the first jobbing house in men's furnishings and notions. After ten years he bought out the others and formed, with Henry Fralick, the firm of A. E. Worden & Co. After three years, Mr. Fralick's health became impaired and he withdrew from business. What pleasing relations existed between the members of this firm can be readily inferred when the surviving member, looking backward across the years, delights to recall the harmony that never was broken and the mutual regard that has become a most sacred memory.



A. E. WORDEN.

For the next ten years the Worden Furniture Co. lived and prospered; and then came disaster. Fire burned up the labor of years. It is to be observed, however—and the youthful reader cannot keep the fact too strongly in mind—that grit is the poorest material in the world to burn; and when the flames had done their worst and nothing was left but grit, there was found on hand not only the unusual amount the boy had started with in early life, but the accumulations, also, of a number of decades; and while the smoke was waving its sombre plumes over the funeral pyre of his earthly possessions, he leveled the ashes and, with them for a plant-bed, began the sale of lumber. It was a success; and when, a few months ago, the Worden Grocer Co. was formed, the latest chapter in this life-story was begun, to end, let us hope, in a prosperity as unlimited as that invulnerable material to which reference has just been made.

With the record finished and success secured, the admirers of both are eager to know what they must do to obtain the same rewards. Let us read a little between the lines. In all the undertakings which have been written down, has there been a single failure? Not one. In his business life has there been a hint or a suspicion of anything unfair? Not even a breath. In business or out of business is there a man anywhere who can say with truth that ever in public or private it has been hard to find from what Mr. Worden says exactly what he means? Let him who thinks so, try it. Has his citizenship been ever called into question? There is his soldier record; read it: and yet, the best remains to be told—the love of reading has been with him all these years.

With a regret that he did not take a liberal course of study when it might have been his, it has been his aim throughout his busy life to round as best he could by self-culture what he believed he lacked. The corners of time, which young men do not often notice, he filled with study and with books. He read the history of his own country. It led the way to English history and he gladly followed. The English is only one of a family of nation and he became acquainted with the history of each. He soon saw that history is but one form of intellectual development and he has done what he could to know the others. When the business of the day was over, leaving at the office its troubles and its cares, he entered the charmed circle of his books and gave himself up to their genial influence.

What that influence has been, it is needless here to state. We can only say to those who are anxious to make the most of these "Men of Mark" that while money making narrows and belittles and makes men mean, the companionship of books broadens, elevates and ennobles. He who keeps company with Motley and Prescott, with Buckle and Adam Smith will not be found unkempt in person nor uncouth in speech. As time goes by the value of the dollar is recognized, but it is taught to know and keep its place. It is the means of living, not the end of life. At best a servant only when it has laid the table and lighted the library fire, its work is done. It may go to bed. This is the lesson which such lives teach: "It is the mind that makes the body rich." There is the world's real wealth; and the boy, be he farm born or city bred, a clerk or a hod carrier, can, if he will, get what he will of these real riches, and so stand unabashed in the presence of a king.

Has there been—is there any one idea that, like the leaven in the meal, will secure for another similar results?

One cannot read—certainly cannot study—a life like this without seeing soon how free it is from chance. Every move is so much thought work. The whole journey was thought out in detail before buying the ticket, and the rest followed with the certainty of sunrise. System—that is the word. Dry goods was to be the business. He knew little or nothing of business and settled that point first. The practical day's work did something, but the practical night's reading did as much more. There was a settled system everywhere—and something else: a distinct understanding with himself that he who had thrown system into the work was the only man to be depended on to carry it out; and with a will as unbending as tempered steel *he carried it out!* There is the leading thought which controls the whole; and whether we watch its development in the world of business or in the scholarly pursuits which have been a pleasure to him always, there will be found the open secret of this man's success. Ponder it, you who are studying the chances of the world; and when you, too, have gained the heights, may your life say as this one says so plainly, "Do your own thinking, boys; carry out your own plans, and fill up your empty time-corners with the elevating and refining companionship of books."

It would be unjust to this Man of Mark, whose portrait I have been trying to paint, not to say that little beside the date of his birth and the matter-of-fact changes of business have come to me from him. It was only when the hope of saying something for the benefit of others was suggested that he was induced to speak at all; and when for their benefit he spoke of what young men could do if they would; of what honesty, and industry, and firmness of purpose, and purity of life can accomplish, if they have the chance; and of his regret that he did not see soon enough the advantage to be gained by a business man from a college course, I said to myself, "Thy speech betrayeth thee," and I have interwoven the "speech" with the facts which, without the speech, would have furnished a too unvarnished tale.

RICHARD MALCOLM STRONG.

GETTING THE PEOPLE.

Art of Reaching and Holding Trade by Advertising.

Written for THE TRADESMAN.

Some years ago, a once white covered wagon, drawn by a sorry-looking couple of mules, might have been seen dragging its slow way across the Western prairies. On the dirty and dilapidated canvas of the wagon, he who ran, or walked, or rode, might read this emphatic legend:

PIKE'S PEAK
OR BUST!

The author of this was a born advertiser. In these four words is conveyed to the reader's mind an immense amount of knowledge and enlightenment as to the characteristics and intentions and desires of the man who gave vent to the screed. "Pike's Peak or Bust!" meant that nothing short of annihilation, the death of his mules or paralysis in his own legs should prevent this traveler from reaching the goal of his desires. These four words not only conveyed his intentions to the public mind, but they were a complete key to the character of the author. They said, as plainly as I now do, that that lonely emigrant was a man of undaunted courage, iron resolution and stubborn grit and pluck. These are characteristics which belong, in an eminent degree, to the successful advertiser. "Pike's Peak or Bust!" said more than this: It said, "Inside is a man of few words, but those words are all that is needed and just what is needed to give his whole meaning to the mind in a flash."

This characteristic of terseness is demanded in the successful ad. writer. He must be able to telegraph his meaning to the public brain, over the wire of the eyes, with the lightning's own rapidity. He must be able to tell the people that he's bound to sell goods, good goods, just the goods the people must have, and the only ones they must buy to be satisfied and happy, or "Bust!" And he must also force the fact upon them that he *won't*, under any circumstances, "*Bust!*" He must make everyone believe that it is necessary to their earthly happiness and prosperity to buy and use his goods. In extreme cases, it is even necessary to convince them that perhaps their future state depends somewhat upon their patronage of him.

As the "Pike's Peak" wayfarer traveled over the trackless prairies, urging on with his whip the lagging animals whose motive power was to convey him to fortune's field, so the successful seller of goods must get out among the buying public and use his figurative advertising whip over the shoulders of people and goad them into conveying him to the promised land of successful business and competence. And, again, like the way worn traveler of the plains, who holds out the inducements of food and water and rest to his weary animals as a reward for forwarding him on his way to the desired goal, so must the merchant advertiser hold out rewards of value received, satisfaction in use and worth in quality of his goods, in return for the assistance of his customers in helping him on to "Canaan."

If I really wanted the attention of those passing on the walk before my door, I would take a nice, sweet-tempered, able-bodied Thomas-kitty, make an easy suspensory bandage to pass around beneath his body, attach it firmly to cords so as not to injure the animal, and have a boy in a window above to slowly raise the cat as the wondering pedestrian approaches. Under the cat I would hang a card like this:

This Cat's Up.
OUR CATSUP
IS DOWN
In price, and all other Groceries sold at bottom figures.

The cat will thoroughly enjoy the ballooning, or, if he does not, get a stuffed cat. If you don't sell an ounce of catsup, I'll guarantee this scheme will pull like a cart horse.

That portion of the year has now arrived which is well and wisely termed "fly-time." Why don't you advertise

Fly Safes for Bald Heads!
Fine line of Silk Office Caps, light as a feather, Straw Hats, Derbys in all the fashionable shapes, guaranteed to keep flies, sun and rain from both bald and otherwise heads.
SCRATCHEM & CO.

S'pose people will read it? You needn't guess again. A "Fly Safe" is an old article with a new name—new names sell goods.

I'll wager that, if I conducted a "terror-to-the-young-man-out-with-his-best-girl-and-no-money," called, for short, an ice cream parlor, I'd advertise like this:

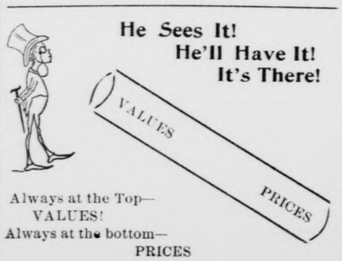
Divorce in High Life!
Miss Cream, formerly Mrs. Newmilk, has obtained a separation from her former partner, and the rich divorcee is now furnished to our patrons in the form of the FINEST ICE CREAM in the city. Bring your best girl and let her carry the pocketbook. Cream's cheap—only one cent for a heaping spoonful—ten spoons, big ones, in a dish—all for 10 cents.
KOOLEM & CO.

Any time I wished the attention of the superstitious, or anyone else, to any line of goods, I would say:

The End of the .....World!

We label it, so that you can mark which end you think it will come out of. The aim of the world of buyers is to come out at the "big end of the horn" in their purchases. There is no "little end" to our "horn of bargains." There is a "big end," however, and yet NO END of desirable "right-in-line" bargains in—
ALPHA & OMEGA.

There is no human being but that like's to look down a hole. Here's an "advertising hole" which will help to pull you "out of the hole," if, by dull business, you happen to be in it:



Yes, we've got 'em!

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

We are Headquarters for

Floor Oil Cloths and Linoleums

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

VOIGT, HERPOLSHEIMER & CO.
Wholesale Dry Goods,
GRAND RAPIDS, MICH.

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

Spring & Company.

OUR YARNS AND UNDERWEAR

are now in stock, and more coming every week. Be sure and see the line before buying.

OUR FLOOR OIL CLOTHS

can be delivered now. Qualities, Nos. 1, 2, 3A, 4.
Also RUGS in qualities 1, 2, 3A. Best line we have ever shown and at prices very low.

P. STEKETEE & SONS

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 bill head or note head whenever possible so that no mistake may be made in spelling names.

TRADESMAN COMPANY
Grand Rapids, Mich.

A restaurant man can't do better than to say, in his window,

> BUG SANDWICHES
> Are not sold here. Only clean, palatable meals served.

How would a benevolent, truthful, nice looking gentleman, like this, strike you, looking at you from the columns of your morning newspaper:

I Solemnly Aver

That I never had so much satisfaction and wear from a pair of shoes as I found in those I bought of James Weans, and only $3 a pair.

I have at hand an advertisement sent in by a clerk at Jackson, who writes the advertising for his house. He says this ad. has never been used, and wishes my opinion. I would much prefer to pass judgment upon ads. in practical use than upon figurative ads. However, the production possesses a good share of merit, so I will reproduce it:

Has It Struck You

That no one can give the satisfaction in ease and wearing qualities of Shoes wh.ch ——— can? We have just received a special lot of Tan Ladies' Oxfords, which will prove quick goers and long stayers, to be sold at $1.50. Will you look at them?

This production has merits which are shown in the direct connection of the opening line—the line which is intended to act as a sledge-hammer in striking the reader's eye—with the goods ——— has to sell. This is a feature too often neglected by ad-smiths. When you have the attention, you must "nail" it at once with a "clincher" in the shape of a bargain the people want. The advertisement lacks, perhaps, in special description, but this is covered in the terse language of the balance of the opening interrogation. It is a fault of the head and not the heart, evidently, when J. R. says "Tan Ladies" shoes. Ladies are sometimes tanned—either from bicycling, boating or other summer sport, and even in early youth by a muscular exercise of "dad" and his slipper which is not "sport;" but when I come to "Tan Ladies" shoes, I must draw the line, as I am not in the business of tanning the fair sex. The ad., however, shows strength, originality and drawing power, which are the chief essentials of a paying advertisement.

I would recommend all ad. writers to keep fairly in mind the opening of this article, "Pike's Peak or Bust!" which, translated, means, "Sell goods and *not* Bust!"

FDC. FOSTER FULLER.

Tacoma, Wash., has a horse-canning establishment which cans meat especially for the French market. The Cayuse Indian horse they use is a very different animal from the old, spavined, broken-down dray horses and plugs used in Eastern and European localities. A party of Chicagoans were recently feasted on "Cayuse," and found, while coarse, it was tender and rather pleasant to the palate. The coarseness of the fiber makes it easily detected.

A POTATO POTENTATE.

How a Grocer Carries Business into Potato Growing.

From the Mancelona Herald.

Jess Wisler never believes in doing things by halves. "If a thing is worth doing at all it is worth doing well," is one of his business maxims, and those who know him best must admit that his work is never slighted.

It is true that in the generally accepted term Mr. Wisler can hardly be called a farmer, and our tillers of the soil would be apt to smile should he be classed as such, yet none can deny but that his limited experience in farm work has been wonderfully successful. No, Mr. Wisler is not a farmer; he is a business man, pure and simple, but he was one of the first to realize the adaptability of this soil and climate for potato culture, and the superiority of Northern Michigan potatoes over those of other sections is now generally admitted. He believed, too, that, taken one year with another, potatoes could be grown here at a profit, and the fact that he has during the past few years made his potato crops net him several thousand dollars, must be taken as evidence that farming—even by an amateur—can be made to pay in this section if rightly conducted.

Mr. Wisler has always put in large crops, renting considerable ground for the purpose, but this year he eclipses all previous efforts in this direction by planting 140 acres to potatoes. That he is a progressive sort of a "farmer" is shown by the fact that he has, so far as possible, made machinery supplant manual labor. He has a machine for cutting his seed; another very ingenious machine for planting, and still another for harvesting the crop. With the planting machine, it is possible for a man and a team to plant and cover five acres a day, and the digging machine will get over about the same amount of ground.

Mr. Wisler markets his own product and ships potatoes from Maine to Texas. Of late, he has devoted much time and attention to the growing of fancy varieties of seed potatoes for use in other states and in this is meeting with flattering success.

Regarding the superiority of Northern Michigan potatoes and the adaptability of the soil to grow them, we quote from a report recently sent out from the Agricultural College in this State. It says:

"The Northern part of Michigan has gained a wide-spread reputation for its potatoes. It is greatly favored in soil and climate, its potatoes excel in quality and it has good facilities for reaching the large markets, while the never failing demand among consumers and seedsmen for Northern grown seed potatoes, makes that region one where potatoes should be one of the main crops. The adaptation of the soil and climate to various fruit crops and potatoes can, we believe, be turned to a good account.

"Under the most unfavorable conditions of cultivation, the average yield per acre of potatoes, as shown by the last census, is several per cent. higher in the counties north of the pine lands than in the well cultivated parts of Southern Michigan.

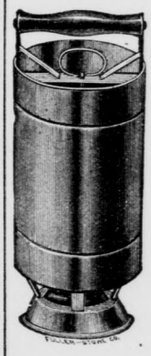
"If the primitive methods used, negligent culture given, and general slackness, in growing the crop, were supplanted by systematic and good cultural methods, such as knowledge of the best varieties, the proper time to plant to avoid drouths, the best culture to give them, improved implements, and the time and place to market the crop, we believe that that country would become a "potato belt" that could hardly be surpassed. A prosperous future for Northern Michigan as a farming community can only be assured by growing the crops which are adapted to the region.

Music is a moral law. It gives a soul to the universe, wings to the mind, light to the imagination, a charm to sadness, gaiety and life to everything. It is the essence of order, and leads to all that is good, just and beautiful, of which it is the invisible, but nevertheless dazzling, passionate and eternal form.

Use Tradesman Coupon Books.

GET READY FOR THE

Potato Bugs



THE ECLIPSE

IS A NEW AND VALUABLE IMPROVED

Water Sprinkler with Sifter or Duster Attachment.

(Patented 1886. Improved 1889.)

Especially adapted for applying Paris Green Water, Powder Compounds, Plaster, etc., to Potato Vines and other plants.

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

For Store or Floor.
For Sprinkling. 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.

Grand Rapids Brush Co.

MANUFACTURERS OF

BRUSHES

Our Goods are sold by all Michigan Jobbing Houses. GRAND RAPIDS, MICH.

Office Telephone 1055. Barn Telephone 1059.

SECURITY Storage and Transfer Co.

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

Moving, Packing, Dry Storage.

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

THE USE OF "ESQ."

A Title Which Everybody Thinks He Owns.

What is an esquire? Not one in ten thousand of the people who daily make use of its abbreviated form in addressing letters has even the faintest idea of the real meaning and importance of the term; the majority oi them, indeed, have probadly never given the matter a thought—no more than they have to the title "Mr." or "Mrs." Still less is it understood by foreigners, to whom it is a never-failing source of perplexity, and who, in their courteous anxiety to do the right thing, often add the word "esquire" in full to a name already adorned with the prefix of "Mr."

Strictly speaking, the word "esquire" is a nobiliary title, a fact which will doubtless astonish many of those worthy Americans who, while professing a truly republican contempt for such "gewgaws" as honorific distinctions, make a constant and daily use of the term. It is the English equivalent of the German "Edler" with the particle "von," of the French "gentilhomme" with the particle "de," of the Spanish "Hidalgo" and of the Portuguese "Fidalgo." Being a nobiliary title, only a limited number of people have a legal right thereto. They may be divided into two classes, namely, those who are esquires by virtue of inheritance and those who are esquires ex-officio. The latter comprise duly ordained divines of the Church of England, judges, deputy lieutenants of counties and commissioned officers of the army and navy, and lawyers. The nobility of these, being ex-officio, is of a purely personal nature and cannot be transmitted to their children, who have, therefore, no legal right to their father's title of esquire. The other esquires are either persons who have received from the Crown a grant of armorial bearings or who are the lineal male descendants, "legally begotten, of the original grantee of the coat of arms," such, for instance, as Mr. Scrope, of Danby, whose ancestor in 1389 was able to prove in a public court that his nobility was far superior to that of the Grosvenors, although he himself remains "G. Scrope, Esq," while the present chief of the Grosvenors bears the title of Duke of Westminster. Sir Bernard Burke, perhaps the greatest heraldic authority of the present century, declares that "peers, baronets and esquires entitled by inheritance to armorial bearings constitute the nobility of the country."

Physicians, professors, actors, bankers, journalists, manufacturers, merchants, etc., are none of them entitled ex-officio to the addition of the word "esquire" to their name, and cannot put forward any claim or pretension thereto. If it is accorded to them it is merely by courtesy, a wish to please them by addressing them with a title which does not belong to them, but for which they long. Just on this particular ground it is used more frequently in addressing people of this class than those who are esquires by right. The latter, sure of their duly defined rank, are not so tenacious about the matter, whereas the former are exceedingly sensitive on the spbject, and are apt to resent any neglect to affix the magic "Esq." to their patronymic as an ungracious reminder of the inferiority of their social status. The result is that, while from motives of delicacy and courtesy, well-bred people make a point of dubbing "esquire" those of their acquaintances and correspondents who have no claim to the title—frequently even in their communications with tradesmen—they seldom make use of the word amongst themselves, save in the most formal and ceremonious communications. Thus, you may address the Duke of Norfolk's cousin, Henry Howard, who, besides being a member of the Order of the Bath, is Minister Plenipotentiary and first Secretary of the British Embassy at Paris, as "Mr." Howard without danger of incurring his wrath; but woe betide yon if you dare use the prefix "Mr." in directing even the most informal communication to Harry Jones or Thomas Smith.

Another title of this kind which is a source of no end of perplexity and misuse is the prefix of "honorable," which belongs by custom and unwritten law to the younger sons of earls and to all the children of viscounts and barons. It is a distinction purely personal, and, unlike other titles of the same kind, cannot be shared by the wife if she happens to be the daughter of a commoner. Thus, Lord Carrington's younger brother "Bill" is Colonel, the Hon. William Carrington, but his American wife is plain Mrs. Carrington, without the title of honorable. And whereas Lord Cranbrook's youngest daughter, Margaret, is the Hon. Mrs. Goschen, her husband is plain Mr. George Goschen, and in no way honorable—I mean, of course, in the titular sense. The prefix in question is used only in addressing a letter, and never under any circumstances upon a visiting card. Indeed, the youth who was held by the immigration authorities at Ellis Island the other day, and who claimed to be the son of an English peer, backing up his statements by the display of visiting cards inscribed with the predicate of honorable, stamped himself *ipso facto* as a vulgar impostor. If you address a letter to the son of a peer, you drop the "Mr." and merely prefix "The Hon." to his Christian name, as, for instance, "The Hon. Rupert Craven." In the case of an unmarried daughter of a peer, the same rule applies—you drop the "Miss" and content yourself with prefixing "The Hon.," Lord Alington's youngest daughter being addressed in correspondence as "The Hon. Mabel Sturt." But, if the peer's daughter happens to be married, then the abbreviation "Hon." is prefixed to the predicate of "Mrs.," thus: "The Hon. Mrs. Hardinge."

Besides these, there are two other classes of people who have a right to the title of "honorable;" not by birth, however, but by virtue of their office. They are the maids of honor and bed-chamber women of the Queen, and colonial legislators. Every married lady who joins the Queen's household in the capacity of a bed chamber woman, or young girl who is appointed maid of honor, becomes from that moment an "honorable," just as if she were a peer's daughter, and retains the distinction throughout her life, no matter how long she holds her office at court. The colonial legislator is entitled to be addressed as an "honorable" only while he retains his seat in the colonial parliament, and is distinguished from the peer's son by the fact that in his case the "Hon." is prefixed to the word "Mr." Until a few years ago, "honorables" of this kind were debarred from using this

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Manufacturers and Jobbers of

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

Agents for the

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

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HEROLD--BERTSCH SHOE CO.

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Are West Michigan's Depot for

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BECAUSE—

THEY LOOK THE BEST, THEY FIT THE BEST,
THEY WEAR THE BEST, THEY ARE THE BEST,

All Kinds of Toes.

....For Dealer and Wearer

Owing to the Great Advance in Leather,

Boots and Shoes are necessarily much advanced in price.

Reeder Bros. Shoe Co.

Have a great many things purchased before the advance that they are still selling at old prices, and balance of the line at not one-half of the advance of the cost to manufacture the goods to-day. It will pay you to examine our line of samples when our representative calls on you.

REEDER BROS. SHOE CO.
5 and 7 North Ionia St., GRAND RAPIDS.

Pingree & Smith Detroit

J. BRECHTING, Architect,
79 Wonderly Building, Grand Rapids.
Correspondence solicited from parties who intend to build.

Use Tradesman Wants Column

IT REACHES THE PEOPLE.

title outside of their own colony. But just before Mr. Gladstone went out of office for the last time, he induced the Queen to sign an order in council authorizing members of colonial parliaments and of governor's councils, to style themselves "honorable" in England as well, thereby raising a perfect howl of protest on the part of the younger sons and daughters of peers, who denounced, in the loudest and most virulent terms, Mr. Gladstone as the iconoclast of British aristocracy.

In conclusion, it may be well to draw attention to the distinction that exists between the nobility and the peerage, two terms that, contrary to general opinion, are by no means synonymous, since there are many aristocrats who not only are not peers, but are even devoid of any title whatsoever. This is a matter about which a great deal of misconception prevails, particularly in this country. The aristocracy may be said to consist exclusively of persons who have inherited in a direct line from more or less remote ancestors the right to armorial bearings, originally conceded by some sovereign or other and duly registered by the various official colleges of heralds in Europe. Thus, there are a certain number of people in this country, citizens of the United States, who may justly be described as members of the English aristocracy, owing to their having inherited through lineal male ancestors the right to armorial bearings originally granted to the founder of the family by one or another of the English sovereigns. The longer the line of ancestry, the greater the degree of aristocracy, and mere titles weigh but little in the scale when placed face to face with sixteen quarterings. The oldest aristocracy in England, as also of Spain, is untitled, an instance in point being that of the Mr. Scrope to whom I have referred; the lineage of the Devonshire Bulteels, of the Chandos-Poles and of the Carews being far purer and in every sense of the word more noble than that of the Dukes of Norfolk, Westminster and Portland. They are what the French call "gentilhomme," and it was to this meaning of the word gentleman that King George referred when, forced by his Prime Minister Pitt to confer a peerage upon a banker of the name of Smith, he exclaimed, "I can make him a lord, but I can't make him a gentleman!"

Attend to your own business, and leave other businesses alone. But, however good a man you may be, you cannot attend to your business unless you know it and understand it thoroughly. This cannot be unless you have studied it by personal and earnest application, educating yourself unceasingly in every detail, and made yourself familiar with its every change and development. You will not deserve to succeed, or have any right to expect success, unless you know your own trade thoroughly; and the knowledge of to-day will not do for three months hence. You must be up to-date, familiar with the very latest matters of interest affecting your business. When the dealer understands all the details of his business, the employes will feel the necessity of faithfully and intelligently performing their duties.

Mistress—Bridget, just look at the dust on the floor. Why, you could write your name in it!

Bridget—Shure, marm, Oi'm not literary, loike you.

NEGLECTED DISCOUNTS.

Sensible Suggestion Which Was Properly Appreciated.

Barker is a friend of mine in the retail business with a good trade, but he isn't up to all the resources of his business. The other day I was in his store and found him at his desk.

"Busy, Barker?" I asked.

"Not very, just paying a bill, that's all," he replied as he shoved a letter into an envelope and sealed the same.

"Discounting it, Barker?"

"No, it's due to-day—30 days net, you know."

"What's the discount at 10 days?"

"Two per cent."

"What's the amount?"

"About $600."

"I should think you would have paid it in time to save the $12 discount for 10 days. Didn't you have the money?"

"No, not in the shape to pay it."

"Well, you might have borrowed?"

"Yes, but what good would that have been?"

"Let's figure it out. On the tenth day the bill would have been but $588."

"Yes."

"At 10 per cent. per annum, $588 for 20 days would cost you $3.27.

"Yes."

"Well, then, to-day, instead of remitting that $600, as you are doing, you would only be paying the bank $59 .27, which would save $8.73 for you, without your turning your hand over."

"Oh, well, $8 isn't much on a $600 bill."

"It's something."

"Oh, yes."

"Well, suppose a man buys $10,000 worth of goods at 2 per cent. 10 days, 30 days net. By paying at the end of 10 days he saves $200, doesn't he?"

"Yes, but I don't buy in such quantities."

"Hold on, now. If the bill were $1,000 he would save $20?"

"Of course," answered Barker, as he shifted legs uneasily.

"Well, now, supposing you were asked to pay $20 for $1,000 for 20 days, would you pay it? You'd think it rather steep, wouldn't you?"

"What has that to do with it?"

"It has all to do with it. If you pay in ten days you give your creditor his money 20 days in advance of the 30-day limit. In other words, he gives you $20 for the use of $1,000 for 20 days."

"That's so, and the 2 per cent. 10 days is equal to, let's see, why, 36 per cent. per annum?"

"That's what I'm getting at."

"Then if I borrowed the $980, which the bill amounted to less the discount, paying interest at 10 per cent., I would be making a saving at the rate of 26 per cent. per annum?"

"Exactly."

"And on this $600 bill I would have been gaining by the same percentage!"

"Precisely."

"Barker cogitated a few moments and I could see that he was thinking the matter over. Suddenly he looked up and said, "Smith, the next time you buy a hat, tell the hatter to send the bill to me. I never looked at the matter in that light before and I believe I have lost money by not giving the matter the consideration its importance demands."

RADIX.

The Value of a Satisfied Trade.

It cannot be too strongly urged upon the merchant, in these times of competition, the great value of a satisfied trade; a trade that appreciates quality and good service and who are bound to the dealer by loyalty brought about by unvarying fair treatment. This sort of trade is, in fact, the dealer's only salvation. Prices are more or less demoralized by the cutters, and the only way that he can make his business profitable is by the forming and keeping of such a satisfied trade. A satisfied trade means every customer satisfied. It means good service to every customer and good service includes fair prices, first-class quality, good delivery and a well-kept store.

MAGIC OINTMENT!

—AND—

"ANTI-FLY" GREASE

A sure protection againt 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! UNIVERSAL

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.

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.

Oranges == == Bananas

SORRY HE DIDN'T

BUY THEM OF

THE PUTNAM CANDY CO.

GRAND RAPIDS

JANE CRAGIN.

Written for THE TRADESMAN.

What a red rag is to a bull, so was a woman to Cy Huxley. "I can't 'bide 'em. In the first place, they don't know nothin'; and then, to put the button on, they think they know it all. Always in the way and etarnally puttin' their nose in whether they have anything to say or not. I can't 'bide 'em, and I don't want any on 'em 'round me!" And yet it looked as if Cy Huxley, the store-keeper at Milltown, must have a woman for a book-keeper. Tim, the man who had served him long and faithfully, was going into business for himself, and Milltown was that kind of a place where the boys hurried to get away as soon as they could. That left nothing but "a passle o' gals" and a few old men in the village; and so there he was with that big store on his hands and nobody to help him. It looked pretty gloomy for him and, as the time drew near for Tim to go, the fellow didn't know which way to turn.

"I don't see but one way out of it," was Tim's comforting remark.

"What's that?" was the eager question, as of a drowning man catching at a straw.

"Jane Cragin. She ain't over 'n above young, but she's spry as a steel trap an' ther' ain't a man 'n these parts—"

"Jane Cragin! Get out o' this office! You ought to know better 'n to think o' such a thing. Jane Cragin! Humph! I won't have 'er!"

For all that, as the time went by, it was found that there was nothing else to be done. It was a clear case of compulsion; and one bright morning the hated Jane Cragin stood at the desk in Cy Huxley's establishment, serene and smiling as the morning itself, but with no nonsense about her. She was not looked at out of the corner of her employer's eye. He looked straight at her and with both eyes wide open. He came in and watched her and, when she did things not quite to his liking, he corrected her, and he treated her as he would Tim, if he had been the one to make the mistake. Whatever mistakes were made, however, were wholly of method. Not a figure was found wrong, and the woman's handwriting, plain as copperplate, improved the looks of the books wonderfully.

In addition to that, the little office itself, for some reason or other, was no longer dingy. The ink wasn't spilled nor was it spattered over everything, as it was under Tim's regime. The penholders did not look like chewed sticks of licorice, and the pens themselves had an air of respectability of which the gummed-up implements of the old time could never boast. When Cy found his book-keeper mopping the office floor one day, when dull trade gave her a chance, he didn't say anything, but it did occur to him that that was "doing the neat" farther than there was any need; but he kept his counsel, and was determined to keep it so long as things went on so well as they were then.

After awhile, the contrast between the office and the store became so marked that Cy began to be nervous about it; and, one day, when that Jane Cragin stepped out of her parlor to wait on a customer—"no nonsense about that Jane Cragin"—and drew away her neat gingham that it might not brush against some dirty barrels that flanked her way, the indwelling spirit of the Milltown store-keeper asserted itself, and the offensive barrels were put out of the way before the neat gingham returned. Then the old statement that "one thing leads to another" was once more illustrated. The place occupied by the dirty barrels was dirtier than the barrels themselves—if that were possible. It was cleaned. Then the cleaning extended to the adjacent dirt, until Huxley, fairly aroused to the requirements of the occasion, announced an early closing and a general cleaning out.

That, he supposed, would satisfy Jane Cragin. Not that she had so much as said a word, and Cy couldn't name a single instance where she had even hinted at such a thing as dirt; and yet, somehow, he was beginning to feel uncomfortable in regard to his own personal appearance. His collar was dirty sooner and his cuffs—well, he didn't wear any when Tim "was in there"—didn't stay clean long, and so were frequently changed; and when, one day, he gave the boys a "talking to" for their untidy habits, there was a staring around which was simply laughable.

Another change took place. With no women about the store, the language sometimes became lurid in more ways than one. At first, there was sufficient restraint to prevent unpleasantness, but, as the boys became accustomed to seeing Miss Cragin in the office, they got careless and, one day, went too far. Huxley was at once called into the office.

"I'm here to keep these books, Mr. Huxley, and I'm trying my best. I may make a success of it and I may not, but I wish to say to you, right now, that if I hear any more such talk as that Steve Simpson made use of just now, I shall put down my pen and go home—that's all!"

Steve Simpson, five minutes later, put on his coat and that store knew him no more; and that was the last questionable "talk" which greeted Jane Cragin's ears.

So affairs prospered in and around the Milltown store, and with the inevitable result. Custom increased; goods were better and profits larger; people in the surrounding towns were attracted to the store and, going away well satisfied, brought others, who were similarly impressed.

Of course, Cy Huxley was pleased, and he was wise enough to admit that women, once in a very great while, do show signs of intelligence, and that Jane Cragin was one of these; "but, land alive, she can't help bein' that—it's born in 'er—and, with that will o' her'n, she makes everything bend to keepin' clean; but, when you come right down to business, she ain't there—there ain't any on 'em there—they can't."

A few minutes after reaching this wise conclusion, he went into the office.

"See the paper this morning?" asked Jane Cragin.

"Yes; why?"

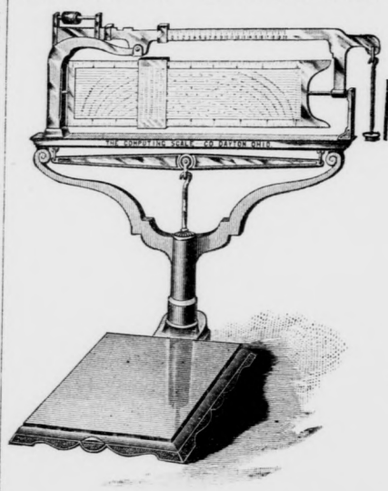
"Notice what it said about the fruit market?"

"No; what about it?"

"There won't be an apple to be got for love or money by the time harvest is over. I noticed in a trade paper that came here the other day that, up North, there's a belt of country where apples are rotting—there are so many of them. Why not slip up there and see what you can do? I guess it'd pay."

Huxley left on the noon train. He came back smiling, the next day. Later

COMPUTING SCALES!



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More Than 13,000 In Use

At Prices Ranging From $15 Upwards.

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Which includes Seamless Brass Scoop.

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For advertisement showing our World Famous Standard Counter and Standard Market

Dayton Computing Scales

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Standard Oil Co.,

GRAND RAPIDS, MICHIGAN

DEALERS IN

Illuminating and Lubricating

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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.

on, in December, the smile broadened and when, in January, the returns were all in, he laid a crisp $100 bill on Jane Cragin's desk, with the remark, "That's your share o' the deal, Miss Cragin."

From that time, the proprietor, somehow, found it convenient to drop into the office to talk over matters and things, and it began to be more and more apparent that Cy Huxley was beginning to "'bide 'em;" that a woman, in his eyes, did know something, even about business, and that, pushed to the wall, he was willing to acknowledge that Jane Cragin could even give him a pointer.

He had come in, one day, to do that, when the book-keeper began:

"Hasn't it ever occurred to you that our quarters here are getting to be too narrow and too dark and too second-class, every way?"

"Why, no; I had'nt thought of it. We're doing well, and that's enough, ain't it?"

"Not when you can do better. This store isn't central enough; and the building never was intended for a store, anyway. It's inconvenient. no matter how you look at it, and you're paying too much rent. Why not see if you can better yourself?"

"Where shall I look? This is the best place in town."

"It is now, but it isn't going to be. 'Squire Hemingway is going to put up a brick building on the corner by the post office, and I should think it would be a good move to look over his plans and have them fixed to suit yourself and move in by the time the building is finished. That's the way they do in larger places, nowadays. You don't have to pay any more rent and the 'Squire would be glad to have that part arranged beforehand. It'll take six months, or thereabouts, probably, to finish the building, and that'll be the time when we will have the smallest amount of goods on hand, so that anything ordered could be shipped right over to the new building and a double handling saved. Why not go now and see what can be done? The quicker it's settled the better. What do you say?"

For answer, he put his hat on and went right over. He found the 'Squire more than ready to listen to him, and he brought the plans back with him for Jane Cragin to look over. Then the fun began. There wasn't a line that wasn't rubbed out at least a dozen times and which did not stand for the same number of very decided expressions of opinion. When the paper had been "looked over," the architect didn't recognize his own plans, and the only person in the wide world who knew all about them was Jane Cragin!

In due time, the building was completed. The fine exterior was a much needed ornament to the growing village, and, when its dwellers inspected the new store, they went away saying that, for convenience, for light, for everything that goes to make such a place attractive and desirable, that Milltown store "beat everything!"

When the crowd had gone, Cy stepped into his handsome office, threw himself into his handsome chair at his handsome desk, looked over to Jane Cragin, seated at a like handsome desk and looking "as pretty as a—as a—well, as pretty as a piney," and said:

"Well, Jane, it's a success, an' it's your idea from beginnin' to end. Now, I'll tell you what I want—to-morrow afternoon, let's go over to Parson Willard's an' git married. What d' you say?"

"Just the worst thing we could possibly do! You've a good thing here and you don't want to spoil it. I've a good place here and I don't want to lose it. So much for that! Then, again, you haven't any too much liking for women, and, as for men" (just the faintest hint of a twinkle sparkled in Jane Cragin's eye) "'I can't 'bide 'em. In the first place, they don't know anything, and then, to put the button on, they think they know it all. They are always and everlastingly in the way and always putting their nose in whether they have anything to say or not. I can't 'bide 'em!' I've got along here with you better than I ever expected to, but that's as far as I want to go; so we'll let well enough alone on that line and not become the talk of the town by making fools of ourselves. So much for that. Now, I've an idea which I've been turning over in my mind for quite a while, and I don't think I shall have a better chance to ask what you think about it. The business has prospered, we know, but the time has come for the house to make a little money; and the only way to do that is to double up on the capital. You can't do it and I can. I haven't been working all this time for nothing, and, if you say so, we'll start in with that amount and keep right on as we have been doing—you out there and I in here—and I have an idea that we'll have something to brag of when we get through. What do you say?"

When the time came to put up the sign, one might see, on a field of black, these letters in gold:

HUXLEY & CRAGIN.

and they do say that the only correction that might be made is in the order—Cragin should stand first.

RICHARD MALCOLM STRONG.

One-third of the bicycles sold in 1895 were for women's use. In 1894, the womens's bicycles were only 5 per cent. of the sales.

Use Tradesman Coupon Books.

An American Business Week.

From the American Economist.

To the city of Springfield, Mass., belongs the credit of having an American week, when all the stores are decorated with American goods only, all the product and labor of Americans being placed on view with the idea of enticing customers to purchase only American goods. This is an excellent idea for more reasons than one, and it has already spread to other places. If successfully carried out, it will not only help the immediate sale of our own products and manufactures, but it should tend to create a lively subsequent demand for the same goods. In very many retail stores it is regarded as quite the proper thing to sell American goods as if they were of foreign manufacture, and their proper display upon their own merit will afford customers an opportunity of learning that they have not been in the habit of buying something that was English, French or German. All honor to Springfield for its idea. Let us have an American week in every city, town and village in the United States. Show American goods, buy American goods, wear American goods and eat American food. The first week in July, with its day of National independence, would be a fitting and a proper time for the occasion.

Use Tradesman Coupon Books.

The President
of the United States of America,

To

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

GREETING:

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

ENOCH MORGAN'S SONS COMPANY,

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

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

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

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

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

[SEAL] [SIGNED]

S. D. OLIPHANT,
Clerk

ROWLAND COX,
Complainant's Solicitor

HINTS ON ROAD IMPROVEMENT.

Written for THE TRADESMAN.

II.

The most widely recognized agency for the development of new towns—or, for that matter, of old towns, also—is the railroad. The intimation that this agency does not deserve the credit accorded it as regards the larger towns and centers of commerce would be nonsense; but the intimation that the building of the railroad is invariably a blessing to all the towns it intersects may not be an unreasonable suggestion. And it may not be entire nonsense to say that in many localities there are too many railroads, and that many towns of considerable size enjoying the conveniences of two or more competing lines would be better served with but one good road, if a small part of the cost of the others were invested in permanent highway improvement.

The great movement of railroad building which immediately succeeded the civil war, and which opened all the vast West to settlement and civilization, seems to have attained a momentum that has carried it far beyond the needs of many localities, and far beyond the ability of those localities to support, hence the great number passing into receivers hands, or under the hammer of the mortgage.

This overdoing of railroad building is to be accounted for, to some extent at least, by the fact that it was so widely advertised as the means of developing a country. All were familiar with the magical growth of flourishing cities in the so recently unknown West, and the railway was properly credited with this development, hence the idea that railroads, and more railroads, were the great desideratum; so that when the oily-tongued promoter asked for aid for the building of his road his plea fell on willing ears.

The story of voting aid by bonds is familiar to all. In cases where there were legal obstacles to such aid, all sorts of plans were devised to even evade the law. In a town not fifty miles from this city, situated on a railroad amply sufficient for every requirement, a "competing line" crossing the former was projected. The town was not empowered to vote aid to such a road but it could raise money for the building of bridges. The law did not specify that they should not be railway bridges, though the intent was clearly evident; thus, the infatuation for railroads led to the actual violation of law, an object lesson not good for any community.

Nor was the result of this enterprise an unalloyed blessing. Of course, in every such town the hope is entertained that this will be *the* town, that manufactures will grow up, and, of course, manufactures must have competition in shipment. The idea seems to obtain that the railroads will secure the manufactures without regard to other reasons for their existence; and the future commercial interests of the town are not thought of in the hope of eventually securing manufacturing enterprises and thus starting on the career of a metropolis. In the case of the town referred to, the building of a second railroad was a serious blow to prosperity. A moment's thought will show the reason of this. The town was the natural center for highways radiating over a wide area. When the new railroad was built, it was quickly beaded with ambitious centers of trade in either direction, each the nucleus of a new system of radiating highways; thus, the extent of territory tributary to this town was greatly lessened. Trade diminished, the town went backward. The cause was laid to the hard times, and it is a question whether the real reason for the decline is generally known to this day.

Many of THE TRADESMAN's readers can testify to the correctness of the statement that towns are frequently thus injured by railroads. This is the case in some instances even when the road is the first one to reach the town. I have in mind a town on the Lake Michigan shore which had been hoping and praying for a railroad for more than twenty years. During all that time the town was a flourishing lake port and the center of distribution for a wide extent of country. When its prayers were answered by the building of a railroad, the result was most disastrous to its trade, and it will be many years before it recovers its former prestige.

I do not wish to be understood as deprecating the building of the railway system of the country, or as undervaluing it as a factor in our national greatness. It is truth that the great cities of the country are great by reason of the railway; but is it not a question whether, in the contribution of greatness by the railway to the larger cities, the small towns do not sometimes suffer?

My object in thus referring to the effect of too many railroads for small towns is to contrast it with the effect of building highways. Suppose that in the instances referred to the money that these railroads cost had been invested in the building of permanent highways into the country naturally tributary. It is only necessary to suggest the contrast.

I have thought it best to dwell at some length on the economic value of highways, as it is a subject of pressing importance, especially to the mercantile interests of country towns. In future papers I shall endeavor to give some practical hints as to the best way of securing their improvement. W. N. F.

The time to begin to advertise is when business is slack.

Use Tradesman Coupon Books.

Griswold House

REMODELED, NEWLY FURNISHED

FRED POSTAL, Proprietor.

Best $2.00 a day House in the City

Cor. Grand River Avenue and Griswold Street, DETROIT, MICH.

SWEET'S HOTEL

J. E. RICE, Proprietor.
LIN W. RICE, Clerk.

Steam heat in every room. Electric fire alarms throughout the house. Other improvements and decorations will soon make it the best hotel in Michigan.

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

STOP AND READ! : : : : :

Make no contracts for 1895 until we call or you write us about

PORTLAND AND SWELL BODY CUTTERS

BELKNAP, BAKER & CO., Grand Rapids, Mich.

REPRESENTATIVE RETAILERS.

J. C. Neuman, of J. C. Neuman & Co., of Dorr.

There is a general dealer down in Dorr, Allegan county, who knows how to keep store. He has been at it now for some eight or nine years only—the last three in a store of his own—and, while he doesn't entertain the slightest idea that a knowledge of the trade and all that belongs thereto is folded up and snugly tucked away under his hat, a report of the establishment in Dorr and of its prosperity has reached THE TRADESMAN, and, with that for a starter, when the young man came in here the other day, the thumbscrew was brought into use with the following result:

About thirty-five years ago, a German and his good wife left the fatherland and settled in Dorr, Michigan. Thrift, the characteristic of the German the world over, came with them and the couple prospered. When the farm was well under way, a store was opened and the double industry doubled the prosperity. Of course, there were children and on April 29, 1866, a boy was born, known since to the trading world as J. C. Neuman.

It is needless to say that for the first year or two of his life, he milked. After that, the farm kept him busy, with an occasional lift at the store when customers were plenty and help scarce. School time came and went and, until he was 20, he made the most of the public school, with nine months at Swensberg's Business College as a fitting wind-up. Concluding then, that the farm was a first-rate place for those who like it, he followed the beckoning finger of trade and joined his fortunes with those of Carrel & Fisher. Two years and a half saw the end of that engagement. Then, after a three months' dash into the wilds of Wisconsin, followed by a summer of clerking, E. S. Botsford, a store-keeper at home, wanted him and for three years he added largely to his trade-knowledge, so that, at the end of that time, he was able to take advantage of an offer and, with his sister, went into a general store at Dorr.

"Where did he get his money?"

Where do you think he got it? Do you suppose that one of the paternal farms—there were a number of them, if report be true—was sold and turned into cash to set the boy up? Not a bit of it. Farm-bred—that term will begin to mean something if I hammer away at it long enough—he

"Hauled off his coat and rolled up his sleeves,"

and, although Jordan was a "hard road to travel," he found work enough on that highway to more than "pay his keep," and when the store was ready for him he was ready for the store. See?

Now, if I can go on without interruption, I'll be obliged to you.

He went into a general store at Dorr where—

"Does he make a specialty of any certain line of goods?"

That's just what he does and, while he has a grocery trade that would compare favorably with many a store in town, his well-kept stock of dry goods and boots and shoes has made this Dorr store a favorite trading place for goods in both those lines. That ought to satisfy the average store-keeper—not so the man we're talking about; so, when the fall of the year comes around, the apple-evaporating industry begins and for the next three months there are lively times at Dorr.

"Butter and eggs?"

Rather a sappy question to ask about a country store; but everything that comes into this net is fish. Not only is there enterprise enough to build up a good trade in butter and eggs, but it is said to be safe to ask for anything from a fish-hook to a piano down there and with a fair prospect of getting it. Then, after the store is closed, there is a creamery to look after, as well as one or two other things as yet getting under way and calculated to bring in, by and by, some pretty fair returns.

"Nothing has been said about any wedding day."

There hasn't been any as yet. Great Scott! a young fellow of 29 can't do everything in a minute, any more than Romulus could build Rome in a day. There is such a thing as having too many irons in the fire and the one referred to is rather an important one; but never you mind, for

The mills of the gods grind slowly, yet they grind exceeding fine,"

and one of these days there is going to be a wedding in Dorr that will be well worth the attending. Whether the store-keeper there will play second fiddle on that interesting occasion remains to be seen, but, if he does and the event proves as prosperous as his other undertakings, there will still be peace in his borders and prosperity in the home that is to be.

Here's to him! May he live long and be happy! R. M. S.

On a New Tack.

An ingenious application of the horse-shoe magnet is found in a tack hammer recently invented. The head of the hammer is of the ordinary shape, but the pointed end is divided into two prongs nearly touching each other and flattened at the tip. These prongs are magnetized like the poles of an ordinary horseshoe magnet, and when the hammer is introduced into a box or paper of tacks it picks up one and holds it with the head against the flattened tip, the point of the tack directly outward. A light blow fixes the tack in the wall, and it may then be driven in with the other end of the hammer. This does away with holding the tack at the risk of hammering one's fingers. The new woman will save herself much annoyance and suppressed profanity by doing her pounding with the magneitc tack hammer.

Where the Dollar Belongs.

A dollar in the cash drawer is worth two on the books. There are always those to be found who are willing to get credit whenever they can, and it requires very careful consideration whether to book goods or to have cash for them. A customer who is worth having will always appreciate the advantage of paying cash, and it is to the interest of the dealer to encourage this class of trade by offering special inducements. Many a man has been ruined, and lost all that he possessed by giving credit indiscriminately. It is easier to charge goods than to collect the money for them, and the credit is the cause of many a man going to the wall. A large amount of money on the books may look well on a balance sheet, but it does not pay the accounts as they become due.

A New Kind of Shoe.

Customer—I noticed some shoes in the window that you have labeled "Temperance Shoes." What kind of shoes are they?

Dealer—They are warranted not to be tight.

Use Tradesman Coupon Books.

Walter Baker & Co. Limited,

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.

CAUTION: In view of the many imitations of the labels and wrappers on our goods, consumers should make sure that our place of manufacture, namely **Dorchester, Mass.** is printed on each package.

SOLD BY GROCERS EVERYWHERE.

Walter Baker & Co. Ltd. Dorchester, Mass.

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.

Morgan & Co.

Manufacturers of

AWNINGS, TENTS,

FLAGS AND CANVAS COVERS

YACHT SAILS A SPECIALTY

187 Jefferson Avenue

DETROIT, Mich.

Chas. A. Coye

MANUFACTURER OF

Tents, Awnings,

HORSE, WAGON and BINDER COVERS.

11 PEARL STREET,

GRAND RAPIDS, MICHIGAN.

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.

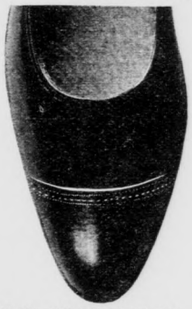
THE MICHIGAN BARREL CO.

GRAND RAPIDS, MICH,

MANUFACTURER OF

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

Goodyear Glove Rubbers



ARE THE BEST

HIRTH, KRAUSE & CO., Selling Agents

We carry a Large Stock

GRAND RAPIDS, MICH.

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.

SEEDS

Everything for the

Field and Garden

Clover, Medium or Mammoth, Alsyke, Altalfa 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.

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.

CHICAGO METHODS.

Experience of a Lansing Man in the Windy City.

Written for THE TRADESMAN.

To the inexperienced salesman allow me to say a few words which may prove to him both interesting and profitable, particularly the latter, does he contemplate venturing forth with his wares among the practical and ambitious clan known far and near as "the Chicagoans." This race of people—for such they may properly be called, as they seem to possess egotisms and proclivities quite peculiar to themselves—have imbred in their very souls the true sense of modernism and, I may say, monopolization—be there such a word—which are remarkable characteristics of this progressive *fin de siecle* decade.

The banner under which they carry on their diversified enterprises might appropriately be lettered with this remodeled and significant motto:

Get all the wealth you can,
In all the ways you can,
From all the people you can,
Just as long as you can.

My business took me among these strange people not long ago, and the nature of it necessitated my coming in contact with, to a greater or less degree, their various elements as to social distinction This motto has been upheld by them so persistently and for so long a time that, with but a slight exertion of the imagination, you can, with the naked eye, see it stand out on their every feature, and you can detect its principle in their every action and hear it distinctly pronounced in their every utterance.

Upon alighting from the train which carried me into the midst of this aggregation of financiers, my attention was at first attracted by a youth of menial garb. His presence was forcibly impressed upon me when I discovered that he had, in all apparent guiltlessness, wrenched my grip from my hand and started off toward a rookery of a hotel, just across the street. He seemed to show no interest whatever in my own desires, except as he turned to inquire if I wanted my trunk taken over or left at the depot. I thanked him for his kindness and recovered, in a somewhat energetic manner, my property with which he had started off, and, after successfully repelling the attacks of a number of other and equally as persistent youths, I engaged a cab to take me to the hotel which I had been accustomed to patronize when in the city theretofore. I passed a comfortable night and, as I was very anxious to get out on the South Side as early as possible in the morning, and deciding to breakfast after I reached that part of the city, I arose early and inquired of the clerk the amount of my bill. I had been in my room probably three hours, as the train reached there at about 3 a. m., having been delayed by a wreck a few miles out of the city. The clerk referred to his books and informed me that $2 must be forthcoming. I remarked that I had only been there a few hours and would breakfast elsewhere. "Two dollars, please," he retorted. I could not stand both injury and further insult, so I paid my bill with no more protest and departed.

Taking a State street car, I thought I would have my fare ready, so as not to call forth the wrath of the conductor for dilatoryness on my part. He reached me just as I drew the necessary coin from my vest pocket, where I had deposited several for convenience sake. Here I observed a new and somewhat novel feature in the make-up of these conductors, and before I left the city I discovered it to be an incident of nearly hourly occurrence. Critically inspecting the coin I had given him, he placed it between his teeth, seemingly endeavoring to devour it. After clinching it tightly in this way, he removed it and tried to bend it with his strong fingers, evidently adept at the experiment, at the same time scrutinizing me in such a way that I felt as if I had committed some crime for which I would soon be committed by the police. He seemed more satisfied after this pleasant proceeding and, pulling the bell with a jerk, passed on.

My first duty, after I became refreshed with some delicious fruit and a cup of good coffee, which I secured at a 43rd street restaurant, was to look around for a vacant building situated as near as possible to the South Side railroad yards. After several hours of tiresome wandering, I discovered just such a place as I thought I would want. There was a card on the door to the effect that it could be bought or rented by applying at a certain real estate office located on State street, which was not far from there. Accordingly, I presented myself and inquired of the dealer in realties if the place in question was for rent. "Yes," said he. "Who are you?" I handed him the card of the manufacturing concern I was representing, saying that I was in search of just such a place for warehouse purposes and inquiring the terms of rental. "How do I know you are telling me the truth?" he asked, ignoring my civil question concerning the rent asked for the premises. "How do I know but what you want to move in and burn the building down? Can you give references?" Although, by this time, I had become quite out of patience with his wordly way of treating customers, I thought I could afford to overlook his incivility if I could make a deal with him and secure a lease of the building, for there was no telling what further success I might meet with. "I can give you the best of references, sir," I replied. "Possibly this will assist you somewhat in determining whether I am a cutthroat or a thief," and I drew from my pocket and handed him a letter addressed to me from the firm I was representing, written on one of their letter heads and stamped and signed in the firm name. He glanced suspiciously at the document and retorted that he did not know whether it was genuine or not. Here my temper overcame my naturally peaceful disposition and, remarking that I was glad he had discovered that I had had the letter head printed and had forged the signature, all for the purpose of renting his building and paying cash in advance for same (as I had agreed in the early part of our conversation to do), I hurried out of his place of business. An hour or two later, I secured pleasant apartments with good board in the same flat and near the elevated road. Here I sat down to ponder over the events of my first day's experience in dealing with the people that were to be my fellow citizens for the next few months.

That evening, I went down on the street and carelessly strolled into an attractive billiard hall, where a pool contest was taking place. Watching the game, I entered into conversation with a bright young fellow who worked, I afterwards learned, across the street in a sta-

DID YOU NOTICE

S

ON YOUR CRACKERS?

SEARS' SUPERIOR SEYMOUR

That is what it means--

"THE ACKNOWLEDGED LEADER OF CRACKERS!"

THEY

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

Manufactured by

The New York Biscuit Co.,
Successors to WM. SEARS & CO.,
Grand Rapids, Mich.

The Chimney Always Soots!

And so do we. That is, we always suit our customers, because our goods always suit our customers' customers, and so

Everybody is Suited

Everybody likes this kind of suits.
Let us give you fits—with some of these suitings.
There's money in 'em.

Valley City Milling Co.

Grand Rapids, Mich.

Sole Manufacturers of
LILY WHITE FLOUR

tionery store. We became quite friendly in the course of a half hour. Glancing 'round the room, I caught the eye of a well-dressed gentleman, who was apparently awaiting this opportunity and beckoned me aside. "Can I get you to do me a favor?" he asked. "Depends," said I, suspicious at once, after my day's experience with his clansmen. "Here is $5 in gold. You are a stranger here, while I am well known. Will you place a bet for me on that man chalking his cue?" I replied that, being a stranger, it would hardly be proper for me to make myself conspicuous by so doing. But I saw he had the money, and, as everything seemed straight enough, and I wanted to make friends, I finally consented to do so, notwithstanding the fact that he was betting even on a man who was way behind in the game. I found no difficulty in placing his bet for him and returned to the conversation with my friend, midst the audible remarks from the crowd that "That stranger must have 'a tip' on the game." My friend had noticed the proceeding and told me I had better inquire of the man who gave me the money if it belonged to him. I took his advice and met with the indignant retort that he "didn't know as it was any of my business."

Not desiring to cross the bridge till I came to it, I awaited the outcome of the game, assuring him that, if he had been exercising his full rights as a resident of Chicago, he would hear from me again. His man proved to be a black horse and pulled out of the game with ease. He pocketed the money and, joining a friend, left the room, saying to me, as he departed, that he "would pay me for my trouble some day." What trickery he was up to I could not discern, but the circumstantial evidence that he was guilty of some "game" was very convincing. By this time I was rather curious as to what would next present itself. The next day I was somewhat in need of funds and started out to make some collections on the West Side. I called on several of our customers but found them all in possession of receipted bills for the amount due the firm, signed by one of our salesmen. This was discouraging and I thought I would investigate. The next customer I called on told me that our salesman had been there and left instructions that, if a party answering my description came there to collect the bill, they must not pay it, for he would have no authority to make collections. This staggered me somewhat. I immediately visited our salesman, whom I had never seen before, and found him beastly intoxicated. Upon accusing him of the embezzlements and demanding a settlement without further delay, he very convivially invited me to "step across the way and have a drink." Somewhat astonished at the matter-of-course way in which he made light of these charges, I left him till he could be found in a more normal frame of mind. Returning to my efforts to collect some money, I entered a store where we had placed several sales. Our remarkable salesman had attempted to increase his wealth here and had arranged to return and receive the money that very afternoon. After explanations and assurances that I was acting in an authoritative capacity, I secured a check from them for the amount due. I asked them if they would kindly identify me to their banker by writing on one of their cards that the bearer was the person to whom the check was made out. "No, we can't do it," replied the maker in a decidedly vehement manner. I insisted that I could not get it cashed without identification, and that if they had confidence enough in me to make out the check, they certainly could, with all propriety, place me in a position where I could use it. "No," he persisted, "we never have done anything like that."

The following day, I received a telegram from the firm, wanting me to return to Michigan and take charge of the home office, because of a vacancy made by the unexpected retirement of the former business manager. This message was like a ray of sunshine from out the clouded heavens. Accordingly, I boarded the Eastbound train the next morning. The last thing of interest I can remember of these strange creatures of the Windy City was the arrest of a man leaving there on the same train with myself, and who sat just across the aisle from me, for trying to pass counterfeit money on the news agent. The latter offered to sell me a book, after we were a few miles out of Chicago, for $3. He appeared again, just before I arrived at my destination, and begged of me, in pleading tones, to take it for twenty-five cents.

REX RONALD CASE.

Pen Picture of Rockefeller.

John D. Rockefeller, of Standard Oil fame, is a high-cheeked, Roman-nosed man, of stolid appearance, with a sandy mustache streaked with gray, and is quite bald on top. He is slightly on the shady side of 60. At school, he was a playmate of "Boss" Platt and ex-Secretary Tracy, but his career is of his own making. He is popularly reputed to be the richest individual in the United States, his income being estimated at something like $6,000,000 a year, or nearly $112,000 a week, yet withal he is both unassuming as to manner and genteel in dress, and affects the elevated railroad in preference to a carriage. He once gathered potatoes for 25 cents a day. He also once gave a cold million to the University of Chicago as a thank-offering for not having to have his toe amputated. Socially, he has no ambitions to speak of.

Short Weight in Syrups and Molasses.

At the recent meeting of the Arkansas Wholesale Grocers' Association, in Little Rock, the following significant resolution was offered, but we have not been informed that it was adopted:

WHEREAS, It having come to the knowledge of our Association that some of the syrup refiners and molasses boilers and shippers are resorting to the vicious and dishonest practice of billing out a greater number of gallons to each package than actually contained therein, therefore be it

Resolved, That we will henceforth gauge the syrups and molasses purchased by us, and when we find we have been imposed upon, as above indicated, we will report the name of the offender to the Secretary of this Association, and upon receipt of such information the Secretary shall report same to the members of our Association.

Suggestions for a Grocer's Show Window.

A three-months' old window is not a credit to any grocer. Nay, more, in these days of life and competition a window changed twice a week, or oftener, will be of positive benefit to any enterprising merchant. Here's a suggestion for a window display for June.

Secure the handsomest and largest jardiniere you can find and fill it to the full with lovely roses. Arrange some soft crapey material of an appropriate color on the floor of the window and in the center place the roses. Around the roses, here and there, place baskets of strawberries, arranging the material so that nothing of the baskets shall be seen but just the mass of berries as if resting on this covering. Such a window with the roses and strawberries changed from day to day will do for two or three days.

JUST ARRIVING!

New Crop
1895

JAPAN JEWELL CHOP TEA.

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

I. M. Clark Grocery Co.

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.

CURRENT COMMENT.

A Western correspondent finds fault because so many Americans are going to Europe "to squander their American dollars," and gives as a reason that "they do not find their own country good enough for them." That correspondent is wrong. The American doesn't go abroad for any such reason. The time has come—long looked for and longer hoped for—when he can visit the Old World if he wants to. We didn't think he could go this summer, but the unexpected happened—he finds he can—off he starts. It is now or never, and now it is. Heaven bless him and give him a prosperous voyage! And, when he gets back and is over his seasickness, just ask him if he went because his own country isn't good enough for him; and the question needn't be posponed until the Fourth of July. He'll make quite a speech and he'll wind up by saying something like this: "One of the pleasant things about going away from home, generally, is the getting back again; but I tell you, if you want to be so glad you can't speak, just wait till you get in sight of the American flag at Liverpool or Southampton on your way home. This country not good enough? There is but one country better, and that's Kingdom Come; and there is nothing that will convince a man of that like running around Europe a little while—I don't care where you go. Good plan to see your own country first? Well, there may be something in that; still, if I can't have my piece of mince pie without eating it right after the soup, I'll take it right there; and, after I've got it down, come around and hear me sing, 'My Country, 'tis of Thee!'" Not find their own country good enough for them! There's a fellow who wants to go to Europe and can't.

* * *

Why is it that dirt affects eatables but not tobacco? The average man dropping a piece of bread or meat on the floor would never think of picking it up, but, let him drop a cigar or a plug of tobacco in a dirty street, and see how quickly he will pick it up, wipe it carefully and use it—*Commercial Tribune.*

That isn't hard; simply because tobacco is not an eatable. It is a chewable and, between the two, there is a great gulf fixed. A dropped cigar is nothing, and the mere fact of its going into the gutter or under foot doesn't hurt it a particle. It is simply a chewable. A little observation will show that its street experience has not harmed it. The tobacco is just as dirty as it ever was, and the street dirt is wiped off because it is, or may be, gritty and grit is not a chewable. The same tobacco may be carried about in a workingman's pocket, encrusted with the daily accumulation of years, and yet it is nothing uncommon to see the half-consumed plug taken from the pocket, passed from mouth to mouth and placed again in the pocket of the owner. Years ago, a Green Mountain user of the weed, having made the most of a quid for the time being, would deposit it where he could easily find it later. Sometimes a barpost would be so decorated, sometimes the window sill, and the habit became so common as to occasion no remark and the well-masticated quid was respected for the sake of the owner. A mischievous boy in the neighborhood, one day coming across an unusually large accumulation on a fence rail, deftly concealed an objectionable substance in it and awaited results. They were not sufficiently gratifying to warrant a repetition of the mischief, but it serves the purpose of an illustration here, for, the unchewable substance having been removed, the same quid did good service for weeks after. Another instance—pleasanter to talk about because of its commonness—is furnished by chewing gum. Those readers familiar with "starting" the spruce gum right from the tree know that it is no easy matter to get it into good condition, so that it is no uncommon thing to beg, borrow or steal the gum which another's jaws have made available; hence "swapping gum" is not only a mark of disinterested affection, but is a pledge of friendship as well, and a refusal to exchange the pledge, when in good working condition, is looked upon as an unmistakable sign of "a hot friend cooling." Superlative niceness strongly objects to this promiscuous chewing, for what it calls "obvious reasons;" but to children, and to adults to the manner born, the reasons are not at all "obvious," a "hunk" of gum being common property, to be made the most of and then stuck on chair, window sill or ceiling to be appropriated by the next happy finder. It goes without saying that one cannot do that with the eatable. Instances have been known where beef had all the gift of continuance which tobacco and gum possess, but, while we cannot, with composure, even think of the beef in such connection, certain persons find no such inconvenience attending the gum or the weed; and the reason, as we have said, lies in the fact that the eatable and the chewable are wholly unlike. The one repels dirt and whatever is of the earth earthy; the other is a part of the unclean whole and is not, in itself, objectionable, provided it be free from sand and gravel and vegetable substances resembling them—it is simply a chewable and that is all there is to it.

* * *

Mr. A. J. C. Donelon is a member of the House of Commons from Cork, and when he read, the other day, that Sir Julian Pauncefote had been saying something pleasant about our new steamer, the *St. Louis*, the member from Cork wanted to know whether, in view of the fact that such action on the part of a British minister to a foreign country was being utilized to advertise a foreign company at the expense of British liners which had invariably proved superior to the American vessels, both in outward and homeward passages between England and New York, the government would request Sir Julian Pauncefote either to substantiate the assertions he had endorsed in the docket or withdraw his name therefrom.

* * *

In view of the fact that the *St. Louis* is about the first out and out American vessel that has appeared since McDonough made a fleet out of green wood on one of the lakes and walloped the British out of their boots with it, it seems a little odd to read that the British liners have invariably proved superior to the American vessels. If the first steamer stirs up such a nest, it is difficult to tell what will happen when Johnathan gets settled down to the business of making steamers that will go. In the meantime, it may be well to say that the cup of the yacht *America* is still on this side; and, until Sir Julian substantiates or withdraws, the member from Cork can chew upon that.

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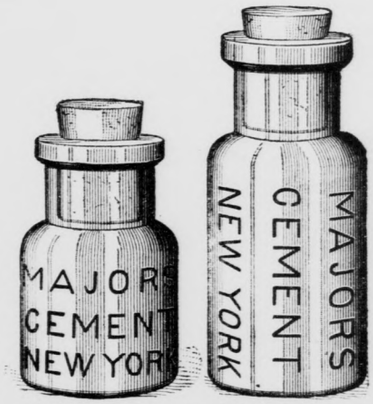
An ordinary plate broken in two and mended with MAJOR'S CEMENT held a stone weighing 300 pounds during the World's Columbian Exhibition at Chicago, 1893.



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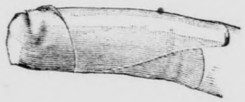
MAJOR'S LEATHER CEMENT costs 15 cents a bottle, and with it "invisible" patches can be put on shoes, so prolonging their wear. Worth the price, if you only use it once.

It's the Sore Finger That catches all the hard knocks. Use a little of MAJOR'S CEMENT and put on a bandage like this:



Then you can eat, sleep, work and wash your hands. This bandage protects and allows the sore to heal rapidly.

FOR OBSTINATE RUNNING SORES, use a bandage with absorbent cotton, like this:

PRICE LIST.

Major's Cement,	½ oz. size,	15 cents,	$12.00 per gro.
Major's Cement,	1 oz. size,	25 cents,	18.00 per gro.
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Major's Leather Cem't,	1 oz. size,	15 cents,	12.00 per gro.
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MAJOR'S RUBBER CEMENT, for repairing Rubber Boots, Shoes, Rubber Garments and Bicycle Tires. You can use a piece of old rubber shoe for patching, which will do as well as new material. Price 15 cents per bottle. You can also repair all kinds of garments and umbrellas of different material in the same way.

A fine 4 ft. Thermometer, Folding Chair, Out-Door Sign or Showcase Box and Tumbler Given away with small orders—Write for particulars.
If you handle Major's Cement and haven't a Showcase Box and wish one, we will send you expressage prepaid the Box, also a Tumbler.

Handled by Wholesale Druggists. The above Cements for sale by dealers all around the earth, or by mail at the same price.

A. MAJOR CEMENT CO. 461 Pearl St., near Park Row NEW YORK CITY

THE NEW WOMAN.

On the Same Plane of Ambition and Occupation As Her Brother.

The "new woman" is a feature of the social landscape which we may like or dislike, but cannot ignore. Still, no one has yet furnished an exact definition of her.

None of us are quite sure that we should know her if we saw her. Who is the representative "new woman?" What is her peculiar patent of novelty, and how shall we surely distinguish her from the old woman?

Bishop Doane has a very alarming female in his mind when he talks about the "new woman." He believes she is going to paint the twentieth century red. He talks of her as full of "wild vagaries" and "blatent assumptions." He identifies her as a woman suffragist, and declares that when she gets a vote she will sell it. He foresees that she will "wreck the hearthstone of domestic peace," and that, as a result of her carryings-on in politics, we shall be whirled along to some such catastrophe as the French revolution.

But that is only one bishop's portrait of the "new woman" and it cannot be accepted as the average conception of her. The comic newspapers, which are apt to reflect the popular fancies of the hour, give much space to her, and the general drift of their pictures and paragraphs is to the effect that she is a very capable and clever person, who is both mentally and physically athletic. They introduce her in the act of proposing for the hands of bashful men. They associate her with the bicycle and are inclined to array her in bloomers.

All this does excellently well for light reading; but is there any grain of truth in the morbid assumption that floats on the top of this bubbling stream of nonsense, towit: that social evolution has produced a new type of woman destined to make the old type obsolete, and to provide the American nation with a brand-new style of mother, wife and sweetheart, the like of whom they never saw before.

I think not. The women of every era are in a sense new, yet essentially the same. Eve was a new woman when Adam first saw her, and there has never been any truly new woman since. All that have come after her have been chips of the old block, with variations which have merely denoted changes in the environment of the whole race.

The "new woman" is a product, so far as she is real at all, of the changed conditions that have come upon both of the sexes.

The whole face of the English-speaking world has changed within the past fifty years. We have obliterated the old social and industrial order, the main feature of which was that man monopolized all business pursuits, while the accepted lot of woman was to marry and devote herself wholly to domestic duties. In the old days, single men and single women were such rare phenomena that they were regarded as freaks. That state of things is no more and is not likely ever to return, and all the preaching and scolding that may be done against the "new woman" will not change the fact that she is here to stay.

With the patience and pluck of her sex, plus its versatility and adaptability to all sorts of conditions which the physically stronger sex has imposed upon her, the new woman has made the best of the new conditions and entered the broad field of human industry in competition with man.

The census of 1890 showed nearly 4,000,000 female Americans above the age of ten years engaged in gainful occupations. The number of those occupations, as catalogued by the census bureau, is 221, and, much as it may shock Bishop Doane, women were found at work in every one of those 221 occupations except two, namely—the army and the navy, in which, as yet, there are no female generals, colonels, admirals or captains.

With those two exceptions, there is not a single profession, occupation, industry or trade in America in which women are not to-day standing foot to foot, contending and competing for the rewards of skill and labor, with American men. All hysterical persons in pantaloons who are inclined to have conniption fits about the "new woman" should put that big fact in their pipes and smoke it.

Between 1880 and 1890, the number of women engaged in gainful occupations increased nearly twice as fast as did the number of men. In the manufacturing industries alone, over one million women are employed. There are over 300,000 woman teachers to-day in American schools, doing fully three-fourths of all the training and teaching of the rising generation.

In the business of trade and transportation a quarter of a million American women are now engaged variously as saleswomen, book-keepers, stenographers, etc. Over 10,000 of them are in charge of telephone and telegraph offices. Other thousands of them are profitably engaged as manufacturers, commercial travelers, storekeepers, hack and team drivers, locomotive engineers and firemen, sailors, pilots, peddlers, blacksmiths, carpenters, masons, painters, plumbers, butchers, bakers and candlestick makers.

In the professions, the census found 4,000 women on the stage, 11,000 more making money as artists and art teachers, 35,000 more doing the same thing as musicians and music teachers, nearly 5,000 practicing medicine and surgery, and—most shocking of all for poor Bishop Doane—1,200 of them preaching acceptably in as many pulpits!

From all of which, what practical conclusion shall we draw? Simply this, as it seems to me, that the old order has passed away and the new order has brought women, of necessity, onto the same planes of ambition, occupation and necessary striving for employment, earnings and profits as her brother man. Being thus forced to bear equal burdens and responsibilities, what is the logic corollary of it all? Plainly this, that she is entitled to the same advantages in all respects, and that she never can get until she holds the ballot; wherefore, the only definition of the "new woman" that covers the case is that she is the woman that is presently going to the polls to be a very useful and wholesome factor in public life, as she has always been in private life. Long may she wave.

FRANK STOWELL.

Matrimonial Item.

"I understand young Briefless is about to marry the daughter of old Bonds, the millionaire."

"Yes, so I am told. He will give up the law business and go into the son-in-law business."

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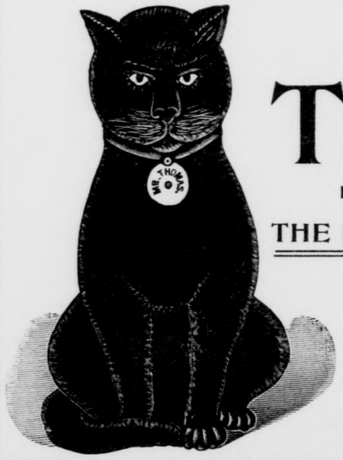

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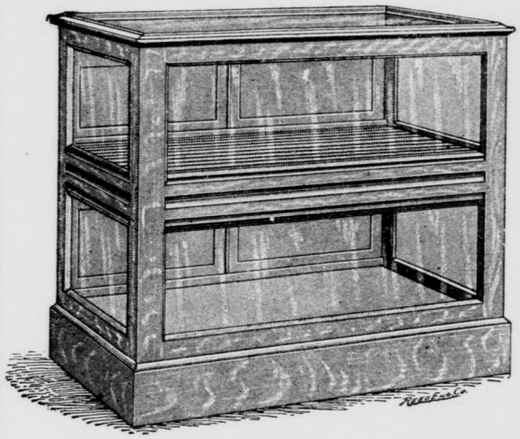

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Correspondence and Orders by Mail solicited.

NELSON-MATTER FURNITURE CO., Grand Rapids, Mich.

EVIL OF FAULT-FINDING.

Written for THE TRADESMAN.

We are a race of fault-finders and yet nobody likes to be found fault with. We cannot seem to gracefully play the game of "Give and take" in this matter, for it seems to be an universal weakness of mankind to dislike to receive criticism, and another equally universal one to be very free in giving it to others, for we have the bad habit of saying things about others, or rather, concerning others, that we would not think of saying to the persons themselves. Besides, if we were half as generous in our judgment of others as we expect them to be of us, the world would be made up of first-class people.

Now, since we have learned to recognize this weakness in human nature of not liking censure, we have had to resort to some other means to secure good conduct. Mothers know this—wise ones, I mean; so do teachers, and merchants, and, in fact, everybody who sustains any relations of influence or authority with others. A merchant could not have a clerk in his employ, if he did not recognize this great fact, that much fault-finding causes hard feeling and subverts the very end he would secure. So he does a much wiser thing—he has strict rules that all in his employ must regard. Just so a teacher gives to her pupils certain rules governing their conduct, making it not only easier but pleasanter for both parties.

But, in our general relations with our fellowmen, we have no list of rules to restrict us in committing very harmful and serious mistakes. If we do not violate the laws of the state and city in which we live, that is as far as we are restricted; and yet our lives may be very full of that which is injurious, not only to ourselves, but to others, from a physical, mental or moral standpoint. But the old saying, "About the worst vice in the world is advice," seems to be tacitly accepted by us, and so we seldom feel inclined to give advice, and much less inclined to take it, especially when it relates to conduct.

The most acceptable reformers, educators and teachers are those who simply state facts in such a way that they make their own appeal to us; but the great army of fault-finders, whose normal condition seems to be a chronic state of discontent, do little good and much harm by this habit. Nor is it necessary to express their discontent to have it felt. Thoughts are things and send out, with their subtle power, either good or bad influences, whether put into words or not.

Now, while we have so much regard for grown people that we say all the bad things we have to say about them behind their backs, we treat our children with no such consideration. In our anxiety to have them models of good behavior, we are very apt to make too much account of their little imperfections and misdemeanors, and thus emphasize the very faults we would have them avoid, rather than the virtue we would have them possess. Instead of encouraging them to good conduct by commending all that will bear approval, we are far too apt to discourage them by making prominent their failures and mistakes. A tender and loving word of approval will go much farther in establishing a child's love of right than severe censure. The Christian science thought, "Evil is only a shadow and not a reality," would be productive of good results if held to by us all, in our relations with children, especially. A good teacher, when a mistake in spelling or arithmetic is made, does not call a great deal of attention to the mistake, but rather to the correct method in the example and the correct spelling, thus getting the right picture and not the wrong one impressed upon the young mind. A teacher would not say to a school, "Johnie said, '6x4 is 22!'" and humiliate and discourage the child by calling the attention of his schoolmates to his ignorance, but would try to impress upon his mind the correct statement. I do not think we realize how much approval means to us all, both young and old. I once knew a lady who was suffering from nervous prostration. The doctor to whom she applied, in trying to ascertain the cause of this nervous condition, discovered that she lived in constant fear of her husband's irritable and fault-finding treatment of her. This state of tension that her nervous system was in had induced this condition which went under the name of nervous prostration. The doctor was so indignant that he bluntly told the husband the real cause of his wife's nervous state.

But, to go back to the children. How often a visitor's attention is called to some bodily or mental or moral defect in a household which would probably not have been observed had nothing been said about it. Many a poor child has been made to suffer untold humiliation from his faults or physical defects being paraded before others. How indelicate and unkind it is. Perhaps he is near-sighted; perhaps awkward, and does not know what to do with his hands; or, he reads poorly, or learns with difficulty and is behind his younger brother in school; or, has a very quick temper. But is it not only unkind but in very bad taste to speak of any of these things to others outside of the family? And I am very sure they should not be permitted to be mentioned, even in the family. I have seen families of children labeled, so to speak, by their faults or peculiarities, and a sharp contrast cruelly made between this child who possesses this trait, and that one who does not, much to the injury of both children. Into the receptive, tender little minds, that ought to receive only pleasant impressions, there fall too often the harsh criticisms that are seeds for bitter and lasting memories.

H. A. R.

Begins Tourist Property Insurance.

The local office of the Grand Rapids Fire Insurance Co. has begun issuing insurance policies on tourist's goods, including personal effects of all sorts. The policy covering all risks while in dwellings, cottages, hotels, railway stations, freight houses and store houses and while being transferred by train, boat or other conveyances. Persons going away for the summer should secure one of the above policies before leaving.

There are a good many competent business men who have not been able to reveal their capability because they have been unable to straighten out one or two problems in connection with their business, but as soon as some one can point out where the trouble exists it serves to make them more searching and sharpens their ability to straighten out other equally as difficult matters, and in this way they develop into keen business men.

CHAS. A. MORRILL & Co.

Importers and Jobbers of

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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.

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Star Manufacturing Co.

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SHE USES

CONCORDIA SOAP

SOLD BY ALL GROCERS.

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G.R. SOAP WORKS

See TRADESMAN'S Quotations.

Don't Break Your Back

Over the wash-tub trying to *rub* the dirt out of your week's washing. There is a *better* way to get the clothes clean with *much less* work. Use

OAK-LEAF SOAP.

It *lightens* the *labor* of washing—takes the dirt out with *no* injury to either your *wash* or your *hands*. Get a cake at your grocers and give it a trial. Send for catalogue of beautiful pictures.

GOWANS & SONS, Buffalo, N. Y.

AN UNSUCCESSFUL CLERK.

Confessions of a Man Who Never Made His Mark.

II.

The town of Grange contained some fifty stores, located upon the two main streets, which ran at right angles with each other. They ranged in size from the big dry goods store upon the main corner, to the little groceries and meat shops near the depot. It was a bright day in winter on which I set out upon my quest, and as the town was full of country visitors, the scene was very attractive to the boy in cowhides and Kentucky jeans, who hoped that the beginnings of his fortune lay near at hand.

I walked the whole length of Market street, and then down Main, unable to decide which place offered the surest promise of success. I had felt as large as my fellows at home, but had dwindled several sizes since entering Grange. Of course, no one gave me a second thought, but it then seemed as if all the spruce young people and the solid old ones who happened to look in my direction were wondering where the new specimen of "gawk" had come from. My feet and hands had developed in size; my coat had grown rusty, and trousers too short. My heart stood still at the mere thought of marching into one of those busy and attractive places, and boldly offering to become a part thereof.

An hour spent in looking through store windows and dodging from opening doors was valuable in the teaching of humility, but brought me no nearer to a situation. I believe I would have gone home without the trial, and perhaps devoted the rest of my days to hay and cordwood, had it not occurred to me that diplomacy might accomplish that which mere courage was unable to attempt.

The sheriff of the county was a big-bodied, big-souled fellow who had once lived in our town and knew me well. Any service he could render, I knew would be gladly given, and the thought was hardly formed before I was looking for his office, in the lower corridor of the court house.

The sheriff was in. His greeting was cordial, his interest was warm, and promise of assistance readily given. "I don't know just where to look," he said, "but I'll go over and see what can be done. You come back in an hour, and I'll report progress."

At the expiration of the specified time, the now hopeful youth was on hand, and listened to the report. "There is a dry goods store across street, Samson & Crown, who think they will need a clerk in about a month. One of their boys intends to leave. You go over and ask for Mr. Samson, and tell him I sent you. If he likes your looks, you stand first chance, on his promise to me. Don't be too pert with him, and don't stand with your finger in your mouth. Now run along, and good luck go with you."

Mr. Samson, who was a middle-aged bachelor, was found back by the stove reading his newspaper. He talked with me for a long time, asking a great many questions, and giving me some good advice, and at last said: "You go home, Henry, and I will see what we can do for you. One of our young men is talking of leaving, for the study of law, and we may call upon you. Give me your address, and if we need you, we will let you know by mail."

It was an anxious month that followed. The mail came once each day by wagon, and the bag was hardly in the office before I was before box 65, to see if "Rodney" would drop a letter for me. Many came to my father on business matters, but none for me; and I began to believe that the fortunes of Samson & Crown would complete themselves without me.

One rainy day a yellow envelope was handed out. My heart beat rapidly, as I saw that it was for me, with a Grange postmark, I sat down upon the bench on the postoffice porch, and read, as near as I can now recollect, words like these:

"Dear Henry: We have a vacancy now, and have concluded to give you a trial. Mr. Laird says you are honest and capable, and your chances with us will depend upon yourself. We will pay you $100 for the first year, with your lodging, board and washing. Please let us know if you still desire to come, and if so, be on hand about the 15th of February.

Yours respectfully,
SAMSON & CROWN."

Many letters have fallen into my hands between that day and this—some freighted with pleasant things and more with tidings of loss or sorrow—but no one of them has so stirred and excited me as did this. It was read three times at that sitting; twice on the way home, and over and over to the folks at home. Then it went the rounds among my schoolmates, and my little brothers began to look up to me as one set aside for important things. Upon the whole, I did not feel very small myself. I will never forget the hearty good will with which Mark Rowland received the news of my fortune, and the generous wishes with which he speeded me upon my way.

A word of digression here. These details, taken actually from the life of a country boy who has passed on into a commonplace man, are not penned for those who have found some royal road to wealth and honor. I have felt that they might touch a sympathetic chord in the hearts of some men who have traveled a like road; recall to more than one the boyish hopes, the aspirations, the privations of early life. And there is another class whom I would reach—the young clerks who may find in the failures of one of their kind, a warning against such courses as will lead to like failures upon their part.

My father preserved a non-committal silence through all this excitement. He did not give his consent, nor did he refuse it. My mother grieved not a little to think that a second of her sons was to leave the home-nest over which she brooded with such loving care, but from the first I knew that her judgment and sympathies were with me. The younger boys, Frank and Charlie, received with scorn unutterable any suggestion of refusal; and so, in the evening of this fated day, I sat me down by the kitchen table, and wrote my reply.

Two weeks were yet to elapse before the time set for departure, but on the following morning I drew from its corner in the attic the family trunk, and began to pack. The boys were on hand, with ready willingness to lend a hand. We carefully dusted it, inside and out, lined it with a loose newspaper, and then looked about for the goods with which it was to be filled.

The labor of packing was not as great as these preparations would seem to imply. I possessed two shirts, but as I was wearing one, and the other was in the wash, neither was available for our purposes just then. The trousers I had on were too old and worn for the larger demands of Grange, and so took no part in our inventory. (They were afterwards cut down for Charlie.) I had a special pair of cassimere, for Sunday wear, and these were carefully folded and laid upon the bottom of the trunk, unmindful of the fact that they must come forth for the next Sabbath wear. With these went a pair of blue army cloth (cut down to my size) that my cousin had given me when he returned from the war; in my innocence I felt that as long as the cloth was good, nothing could be said against the brightness of their blue. A half dozen books, a bundle of trinkets, and a photograph album made up the sum total of my goods, as my boots, hat and coat were needed for immediate use. There was a great deal of expansive emptiness about that trunk when we shut down the lid.

Two weeks will slip away, even when an impatient youngster is watching their slow departure. There came, at last, a crisp morning in February, when the old gray mare and buggy were brought around to the door, the trunk strapped on, farewells said, and the journey of life commenced. A near-by chum, George Strohm, had volunteered to go along and bring the traveling outfit home. A drive of three hours saw us at the door of Samson & Crown, and when my trunk was slipped under a back counter, and I had seen George through his dinner and started for home, I felt myself indeed a citizen of the world, and turned to the mysteries of store-keeping with a zealous enthusiasm.

Coffee = = =

"QUAKER"
"TO-KO"
"STATE HOUSE BLEND"

Roasted and put up especially for us by Dwinell, Wright & Co., the famous Coffee Roasters.

TRY THESE COFFEES.

WORDEN GROCER CO.
GRAND RAPIDS, MICH.

Arab SUNDRIED Arab PANFIRED

TEA

This appears merely to announce that our New Crop 1895 Teas are in. This high-grade brand of ours needs no comment. It is "well known and highly respected by all." Send in your orders at once and "avoid the rush."

MUSSELMAN GROCER CO.
Arab GRAND RAPIDS Arab

The Salt that's all salt

Do you handle it?

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

Diamond Crystal Salt

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

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

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

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

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

Grand Rapids Retail Grocers' Ass'n.
President—E. White.
Secretary—E. A. Stowe.
Treasurer—J. Geo. Lehman.
SUGAR CARD—GRANULATED.
5½ cents per pound.
4½ pounds for 25 cents.
10 pounds for 50 cents.
20 pounds for $1.

Jackson Retail Grocers' Association.
President—Paul W. Haefner.
Secretary—W. H. Porter.
Treasurer—J. F. Helmer.
SUGAR CARD—GRANULATED.
5½ cents per pound.
9½ pounds for 50 cents.
19 pounds for $1.

Northern Michigan Retail Grocers' Association.
President—J. F. Tatman, Clare.
Secretary—E. A. Stowe, Grand Rapids.
Treasurer—Frank Smith, Leroy.

Owosso Business Men's Association.
President—A. D. Whipple.
Secretary—G. T. Campbell.
Treasurer—W. E. Collins.

Advantages of Organization Among Grocers.

Minneapolis, Minn., June 25—The Retail Grocers' Association of Minneapolis is regarded as one of the leading organizations of retail merchants in the country. It has in force what is known as the card system of selling staples, such as sugar, flour, oil and bread, and is now perfecting an agreement on package coffees. The success of the Association seems to be in its ability to maintain a selling price on these staples. The organization has been in operation several years, and, apparently, has passed the point where there is opportunity for failure. When the Association was first organized, an earnest worker for retail merchants showed the grocers the bad effects of cutting prices on the aforesaid staples, which constitute fully one-half of the entire retail grocery business. It was shown that, if a reasanable profit could be made upon these staples, the number of failures would be very much decreased, as it would enable grocers who thought it necessary to cut the price of these goods to make a legitimate profit instead. The idea was at once met with approval by the more substantial element in the trade and a committee was appointed to wait upon the jobbers and secure their co-operation. The jobbers furnish a bond of $1,000, payable to the Retail Grocers' Association, providing they forfeit their agreement by selling any staples on the list to retailers who cut the price. Co-operation was secured with the St. Paul jobbers, and the result is that a retail dealer in either city cannot obtain a pound of the goods above mentioned who does not sell at the card price.

The Association employs a paid Secretary, whose duty it is to report to all jobbers in the two cities the names of any retail grocers who cut the price. These names are posted in a conspicuous place, and the jobbers will not sell a cutter until his name is stricken from the blacklist.

The card or selling price is named by a disinterested party and fluctuates according to the jobbing price; in other words, if sugar was jobbing to-day at 4½ cents and should advance to 5 cents, the retailer's price would immediately be changed and printed postal cards would be at once sent out to the retail trade of both cities, naming the new selling price.

The plan has been so successful that the grocers of Minneapolis have been able to bring into line one of the largest department stores in the West, forcing it to conform to the card price. This certainly shows that the plan is not only an admirable one, but that it is also powerful in its workings.

In Minneapolis there are about 400 retail grocers, and it is estimated that on sugar, flour and oil alone, the profits last year aggregated $150,000, where, before, these goods had been sold at cost or at a loss in many cases.

Other Northwestern cities, like Duluth, Superior, St. Cloud, etc., have similar agreements, and they have in every way been a great success. The sugar card enables the retailer to make an average of 10 per cent.; the flour card a certain amount per sack; the oil card about three cents per gallon; the bread card from 2 to 2½ cents per loaf.

Will S. Jones.

Jackson Grocers to Picnic at Diamond Lake.

Jackson, June 27—An adjourned meeting of the Jackson Retail Grocers' Association was held at the office of the Association June 26, President Byron C. Hill in the chair. After roll call and disposal of minutes of previous meeting, the subject of the annual excursion was taken up for discussion. The Committee appointed June 6—Messrs. Fleming, Hill and Lewis—reported, through Chairman Fleming, what they had learned of the different resorts, their facilities and conditions. Mr. Hill made a supplementary report in regard to some of the points that had not been mentioned.

After a thorough discussion of the matter, it was by motion decided to make Diamond Lake, on the Air Line Division of the Michigan Central Railway, the place for holding the fourth annual excursion and picnic of the Association, the date being fixed for August 8.

The following Committees were appointed to arrange and complete the details necessary for a successful and pleasant occasion:

General Committee—D. S. Fleming, Chas. G. Hill, Geo. E. Lewis.

Committee on Tickets—B. S. Mosher, J. F. Helmer, L. Pelton, M. F. Murray.

Printing and Advertising—N. H. Branch, M. M. Whitney.

Entertainment—P. W. Haefner, P. Casey, Harry Warner.

Invitations—M. J. Cummings, Geo. W. Baker, M. F. Cottrell.

Badges—W. H. Porter.

The President made the following appointments on committees for the year:

On Trade Interests—B. S. Mosher, J. Frank Scott, C. G. Hill.

On Entertainment—P. W. Haefner, N. H. Branch, M. F. Murray.

On Transportation—D. S. Fleming, C. G. Hill, Geo. E. Lewis.

Auditing Committee—L. Pelton, J. L. Peterman, B. C. Drake.

The special committee appointed to arrange with the grocers to take part in the Fourth of July parade reported that they had seen a large proportion of the trade and that they would nearly all parade with from one to half a dozen wagons, if the parade could be made in the afternoon. The committee were granted further time and instructed to procure printed banners to attach to the wagons advertising the grocers' annual excursion.

On motion, the monthly meeting in July was postponed from July 4 to July 11.

No further business appearing, the meeting adjourned.

W. H. Porter, Sec'y.

Annual Meeting of the Owosso B. M. A.

Owosso, June 29—The annual election of officers for the Business Men's Association for the ensuing year resulted as follows:

President—A. D. Whipple.
Vice-President—O. L. Sprague.
Secretary—G. T. Campbell.
Treasurer—W. E. Collins.
Executive Committee—Jas. Osburn, C. D. Stewart, W. H. Lingle.

The Association endorsed the project of a fair being held by the County Agricultural Association the second week in September.

The matter of furnishing cuts for a prospective publication was referred to the Advertising Committee.

Going One Better.

Mrs. Sharppe—"I'm goin' to stop tradin' here, an' deal with Lightweight & Co., the new firm across the street. He lets his customers guess at the number of beans in a bag, an' gives a reward for the correct guess."

Mr. Quicksale—"My dear madam, if you'll continue to give us your custom, we'll let you guess at the number of beans in two bags."

CLERKS' CORNER.

I understand, as well as any of you young fellows can tell me, that you clerks don't have any too easy a time. There are two sides to every question and it's one side or the other, unless anybody wants to climb up and sit on the top rail of the fence—and we all know what is thought of that fellow.

Just, however, to bring things down to something practical, I want to ask you if you don't think, honestly, that the woman was right the other day when she went to the boss and complained that your hands were altogether too dirty to put up the goods she ordered. You had, of course, been on the keen jump all the morning, and you had been into a dozen different things in as many minutes, and a fellow can't go around with a towel hung to him; but, after all, we come right down to the same old question, and I want you to tell me, out and out, if you wouldn't have washed your hands had you been going in to breakfast instead of doing up Mrs. Smith's groceries? You think you would. Well, I thought so. Then Mrs. Smith was right, and, while it did seem a little tough to have her go straight to "the old man," it would have been a great deal tougher if she had kept away from him and gone somewhere else to do her trading. The "old man" "went for" you—no doubt about that—and "called you down" in great shape; but, if you deserved it, you have only yourself to blame and it remains for you to devise some way to keep clean if you hope to stay in the store.

I won't insult you by asking if you are careful about having a thorough toilet in the morning, but will simply say that I know store boys who are not. Some are willing to wash hands and give the face a wipe like a cat but the hands are not clean; nor are the finger nails taken care of, while the neck and other exposed parts which should start out clean in the morning are as dirty as they well can be.

Did you ever, since your life in the store began, forget to brush your hair? I know it is shingled—clipped, if you say so—but, if Mrs. Smith finds some short specimens of your locks in her powdered sugar, don't you know what a fuss she will be sure to make? The wise boy "foreseeth the evil and hideth himself," or—what is much better—preventeth it by a vigorous use of the hairbrush once a day at least.

Would you put me down among the overnice, if I should say that the majority of clerks, whether boys or men, are too forgetful of their boots and shoes? I say to you frankly that of two boys I would take to work for me the one who blacks his shoes—and I am just that fussy that I want him to black the heels of his shoes, as well as a little spot on the uppers. What do you think about it?

I might go on with this, for there are many things which come to me, in this connection, which ought to be said, but, after all, the talk would be to but little purpose unless I can hear from the clerks themselves and find out what they think about it. These evils exist in every store in the land and ought to be removed. Let us have a friendly talk about them. Let us air them in the Clerks' Column of The Tradesman—both sides, for, as I said, there are always two—and let each of the many clerks who read this feel that this department belongs to him, to make use of for the common good. Whom will we hear from first?

Uncle Bob.

Marshall—Wm. R. Simons, the plump and good-looking clerk with C. T. Cook, was married June 25 to Miss Nettie Brooks, an estimable lady of this place. The happy couple took with them a goodly supply of old shoes, etc., to Chicago. Not having adequate room in the inside of the trunk, their friends nailed several pairs of old shoes on the outside, completely covering the trunk.

Benton Harbor—M. E. Schier has a new clerk in his dry goods store in the person of Herbert W. Wheeler, formerly connected with the dry goods establishment of his father, W. H. Wheeler, of Cedar Springs.

The Hardware Market.

General trade continues fairly good, although the extreme dry weather has had its effect. Prices in all lines are advancing, and with the beginning of the last half of the year we can look for many changes on all kinds of shelf hardware, as manufacturers have been waiting to see if the advance in raw material gave evidence of permanency. Those who are best informed on the subject feel that the advance has come to stay and, such being the case, the part of prudence is to make up their new cost and selling prices on that basis. While crops in Michigan, in some lines, are not what might be wished, the general average will be good and, in other parts of the country, a general return to a revival of business is noticeable. It is time for a turn in the tide, and the feeling generally is that the turn has commenced.

Wire Nails—The manufacturers seem to have their affairs fully in hand and are thus enabled to bring prices up to a paying basis. They meet each month and make a price for the month following, and, while the July price is fully established, they all claim to be fully sold up and will soon meet again and establish the August price. Every indication points to still higher prices. Dealers do not want to get it into their heads that all this advance goes into the mill man's pocket, for it does not, as labor has been advanced from 15 to 20 per cent. and all material going into the manufacture has had a corresponding advance. Prices now being quoted from stock are $1.90@1.85.

Barbed Wire—The same condition, necessitating better prices, exists with the barbed and plain wire manufacturers as with the nail men. While the advance has been quite marked—prices averaging 50 cents above former figures—still higher prices are prophesied. Jobbers at present are quoting painted barbed at $2.05 and galvanized barbed at $2.40.

General Remarks—It is quite difficult at present to keep prices quoted up close with the markets, as all manufacturers only name prices subject to immediate acceptance by return mail. Sheet iron has advanced 20c per hundred pounds. Axes are down for an early advance. Files are sure to go higher. Bar iron advanced $2 a ton the past week. A dealer will study his interest by not quoting prices in any large quantity of goods until he finds out what he can get them for.

Indianapolis, Ind., grocers report trade better than at the corresponding time last season. The backward condition of fresh vegetables led to an increased demand for canned goods.

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. Parkill, Owosso.
Treasurer—Geo. Gundrum, Ionia.
Coming Meetings—Detroit (Star Island), June 24; 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.

Annual Meeting of the Board of Pharmacy.

DETROIT, June 28—At the annual meeting of the State Board of Pharmacy, held at the Star Island House this week, Secretary Parkill presented an interesting report, showing that there are 3,104 registered pharmacists in the State, and 339 assistants. During the past year the Board examined 232 applicants for registered pharmacists and seventy for assistant pharmacists, and 101 were given certificates as registered and forty-three as assistants.

Secretary Parkill also stated that the Board had prosecuted thirty-seven persons for violations of the pharmacy law and had secured the conviction of twenty-eight, who paid fines and costs amounting to $505.13.

Of the registered pharmacists 116 and of the assistants fifty-five failed to renew their registrations and were dropped from the register.

During the two days' session the Board examined ninety-two applicants and the following passed as registered pharmacists.

B. T. Baerr, Port Huron; D. H. Beeson, Three Oaks; Henry Bowerfind, Adrian; A. W. Brown, Big Rapids; C. H. Brown, Detroit; F. H. Camburn, Blissfield; F. E. Chadwick, Detroit; A. F. Cragg, Dresden, Ont.; F. S. Dean, Niles; George Doehne, Jr., Ann Arbor; G. A. Doty, Detroit; C. S. Elliott, Detroit; E. J. Fletcher, Grand Rapids; F. Glass, Jr., Jackson; F. A. Francis, Yale; Robert Goodfellow, Clio; G. Goodwin, Escanaba; W. A. Hall, Sault Ste. Marie; C. DeJonge, Zeeland; E. L. Knopp, Saginaw; J. C. Knight, St. Joseph; D. L. Livingston, Detroit; H. A. Main, Tekonsha; F. M. Marsh, Lyons; G. W. Messenger, Spring Lake; N. G. McBean, Detroit; M. F. Nichols, Ohio; Delia O'Connor, Ann Arbor; W. D. Patterson, Port Huron; J. Przybylowski, Detroit; L. A. Raider, Newaygo; E. G. Reese, Ohio; H. C. Reinhold, Detroit; E. E. Sherrard, Detroit; J. E. Simpson, Detroit; Samuel Swartwout, Marshall; C. F. Vaughan, Mancelona; Peter Vennenia, Menominee; G. J. Wain, Detroit; G. H. M. Watson, Detroit, E. B. Williams, Ann Arbor; A. H. Young, Detroit; E. M. Wallace, Detroit.

The following assistants passed: J. P. H. Bradshaw, Davison; J. A. Bicknell, Detroit; W. A. Crabb, Nashville; Ida M. Covey, Detroit; Henry Chavey, Detroit; W. B. Fortier, Detroit; A. J. Holman, Detroit; H. C. Kraus, Lansing; Henry Keuhn, Detroit; Milo Kaylor, Indiana; E. E. Lucas, Ann Arbor; J. J. Masse, Chatham, Ont.; E. I. Martin, Capac; A. E. Morrish, Sault Ste. Marie; K. McIntosh, Detroit; D. C. Nale, Detroit; C. J. F. Schroeder, Detroit; W. C. Schroeder, Grand Rapids; R. B. Taber, Benton Harbor; T. E. Taggert, Marlette; A. E. Wright, Detroit; S. B. Young, Carsonville.

Election of officers for the ensuing year resulted as follows:

President—C. A. Bugbee, Charlevoix.
Secretary—F. W. R. Perry, Detroit.
Treasurer—Geo. Gundrum, Ionia.

Their Business Methods.

"Well," said Bill Yuss, "I've taken a powder for my headache, a pellet for my liver and a capsule for my gouty foot. Now, what puzzles me is, how do the blamed things know the right place to go after they get inside?"

The Life Blood of Trade.

I am frequently met, in the public prints and elsewhere, with the statement that money is the life blood of trade and that the scarcity of it causes an impoverishment of the body politic similar to the impoverishment of the human body resulting from a deficiency of blood. In my opinion this statement has no real basis. Money, indeed, circulates through the country, and so does the blood through the body, but there the analogy ends. Neither in composition nor in function does money resemble blood any more than it does the air because the air moves in currents, or the waters of the ocean because they also flow from one place to another.

The blood of the human body is food, digested and liquefied, so that it may easily circulate through the system and repair the waste of muscle and tissue caused by respiration and muscular effort. As it traverses the arteries and veins, it deposits, wherever they are needed, the particles which serve to replace those which have been destroyed, and it requires, itself, to be constantly replenished by fresh supplies of food. Money, on the contrary, as it passes from hand to hand, loses nothing itself and adds nothing to the country's wealth. Scattering it broadcast over a field would produce no crops; burying it in the ground would not make that ground more fertile. Coin may be piled mountain high on a city lot without showing a house as the result, and tons of it will satisfy neither hunger, thirst, nor any other human want.

The blood of industry is really composed of the various commodities which, transported from point to point, serve to repair the destruction caused by the elements, and to increase the accumulation of objects desirable for human enjoyment. The most important of them are those which minister to physical needs, and furnish the food and the drink, without which animal life cannot be sustained. For this end, railroads, steamers, and the innumerable vehicles drawn by horses, are busy from morning to night gathering up supplies at the points where they are produced and transporting them to other points where they are consumed. Next to these come fuel for cooking and heating purposes, which, in like manner, must be gathered up and distributed. Then, again, we need the shelter of houses, which are exposed to the ravages of fire and flood, and to the slower destruction of rain and frost. The materials for constructing and repairing these and other buildings have to be made in one place and employed in another. Clothing, furniture, books, ornaments, and all the myriad other objects which wear out and need to be renewed from time to time, must also be conveyed from the producer to the consumer. Thus, by day and by night, the country is alive with streams of commodities passing to and fro, and which are no sooner consumed than they are replaced by fresh supplies, just as the blood of the human body circulates from spot to spot, repairing the losses caused by bodily activity, and is itself, in turn, replenished by fresh food.

So far, indeed, as money facilitates this circulation of nutritious and reparative material, it may possibly be compared to the water in the blood, which gives it fluidity and serves as a vehicle to carry along its really useful particles. But even this comparison fails to substantiate the analogy claimed for money. The water in the blood is dissipated in the course of its circulation, just as the rest of the blood is dissipated. It goes off by perspiration or passes by way of the kidneys. Money, on the contrary, is subject to the wear and tear of handling only when it is in the shape of coin and notes. The far greater quantity of it which exists as bank credits is indestructible by physical agencies. The water in the blood of trade is more fitly represented by the vehicles of transportation by which commodities are carried about, and with these money has no analogy.

The exposure of this fallacy is necessary, because the mistaken idea that money is really financial blood and is convertible into wealth as animal blood is convertible into flesh and bones, lies at the bottom of much of the clamor now heard in the land for the creation of more money. No country can get rich by merely increasing the volume of money in circulation. It can do it only by creative industry and by steady hard work. To encourage the delusion that a large volume of money is the one thing needful for financial prosperity, is no less a political than it is an economical blunder. The truth will eventually prevail, and when it does prevail those who have endeavored to suppress it will meet with the reprobation they deserve.

MATTHEW MARSHALL.

Use Tradesman Coupon Books.

A Petty Swindler.

A man representing himself to be a salesman in the employ of McKesson & Robbins, of New York, has "worked" several druggists in Indiana and Illinois for small sums ranging from 75 cents to $2.

He was exposed and nothing more was heard of him until quite recently, when he "turned up" at Birmingham, Ala., with the same scheme.

He borrows the price of his fare to the next town, where he expects (?) a remittance to be awaiting him.

As the amount lost is small the druggists usually do not interest themselves in the matter enough to assist in the apprehension of the prisoner, but the house whose name he uses is annoyed by his actions and would be pleased to get him entangled in the meshes of the law.

A crusade has begun in New York against the sale of bogus metal for sterling silver, and several leading merchants of New York have been indicted for violating the State law which forbids the sale of any article stamped "sterling" unless it contains 925 in every 1,000 parts of pure silver, or stamping "solid" unless it is nine-tenths fine. It was discovered in New York that a large proportion of the silver goods on sale stamped "sterling" and "pure silver" contain less than one-fourth of that metal, and some as little as 4 per cent.

PECK'S HEADACHE POWDERS
Pay the best profit. Order from your jobber

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

DO THIS

A handy thing to have
They are very handsome
They are handy to get
At any handy store
Every handy traveling man sells them
If you have a nickle handy--try one

Ghent's Headache Wafers
IMMEDIATE EFFECTUAL
Cures Neuralgia Permanently
Handled by all Jobbers. Prepared by
C. N. GHENT & CO., Pharmacists
BAY CITY, MICH.

Wholesale Price Current.

Advanced—Gum Camphor, Tartaric Acid. Declined—Assafœtida, Salicylic Acid.

ACIDUM.

Aceticum	8@ 10
Benzoicum German	65@ 75
Boracic	15
Carbolicum	22@ 32
Citricum	41@ 44
Hydrochlor	3@ 5
Nitrocum	10@ 12
Oxalicum	10@ 12
Phosphorium dil	20
Salicylicum	55@ 65
Sulphuricum	1¾@ 5
Tannicum	1 40@1 60
Tartaricum	33@ 35

AMMONIA.

Aqua, 16 deg	4@ 6
" 20 deg	6@ 8
Carbonas	12@ 14
Chloridum	12@ 14

ANILINE.

Black	2 00@2 25
Brown	80@1 00
Red	45@ 50
Yellow	2 50@3 00

BACCAE.

Cubeae (po 25)	20@ 25
Juniperus	8@ 10
Xanthoxylum	25@ 30

BALSAMUM.

Copaiba	45@ 50
Peru	@3 00
Terabin, Canada	45@ 50
Tolutan	50@ 55

CORTEX.

Abies, Canadian	18
Cassiae	12
Cinchona Flava	18
Euonymus atropurp	30
Myrica Cerifera, po	20
Prunus Virgini	12
Quillaia, grd	10
Sassafras	12
Ulmus Po (Ground 15)	15

EXTRACTUM.

Glycyrrhiza Glabra	24@ 25
" po	33@ 35
Haematox, 15 lb. box	11@ 12
" 1s	13@ 14
" ½s	14@ 15
" ¼s	16@ 17

FERRU

Carbonate Precip	@ 15
Citrate and Quinia	@3 50
Citrate Soluble	@ 80
Ferrocyanidum Sol	@ 50
Solut Chloride	@ 15
Sulphate, com'l	9@ 2
" pure	@ 7

FLORA.

Arnica	12@ 14
Anthemis	18@ 25
Matricaria	18@25

FOLIA.

Barosma	14@ 30
Cassia Acutifol, Tinnivelly	18@ 25
" " Alx.	25@ 30
Salvia officinalis, ¼s and ½s	12@ 20
Ura Ursi	8@ 10

GUMMI.

Acacia, 1st picked	@ 60
" 2d "	@ 40
" 3d "	@ 30
" sifted sorts	@ 20
" po	60@ 80
Aloe, Barb, (po. 60)	50@ 60
" Cape, (po. 20)	@ 12
Socotri, (po. 60)	@ 50
Catechu, 1s, (½s, 14 ¼s, 16)	@ 13
Ammoniac	55@ 60
Assafœtida, (po.35)	30@ 35
Benzoinum	50@ 55
Camphoræ	58@ 60
Euphorbium po	35@ 10
Galbanum	@2 50
Gamboge, po	65@ 70
Guaiacum, (po 35)	@ 30
Kino, (po 2 00)	@2 00
Mastic	@ 80
Myrrh, (po. 45)	@ 40
Opii (po 3 00@3 20)	1 85@1 90
Shellac	40@ 60
" bleached	40@ 45
Tragacanth	50@ 80

HERBA—In ounce packages.

Absinthium	25
Eupatorium	20
Lobelia	25
Majorum	28
Mentha Piperita	23
" Vir	25
Rue	30
Tanacetum, V	22
Thymus, V	25

MAGNESIA.

Calcined, Pat	55@ 60
Carbonate, Pat	20@ 22
Carbonate, K. & M	20@ 25
Carbonate, Jennings	35@ 36

OLEUM.

Absinthium	2 50@3 00
Amygdalae, Dulc	30@ 50
Amydalae, Amarae	8 00@8 25
Anisi	1 90@2 00
Auranti Cortex	1 80@2 00
Bergamii	3 00@3 20
Cajiputi	60@ 65
Caryophylli	75@ 80
Cedar	35@ 65
Chenopodii	@1 60
Cinnamonii	1 40@1 50
Citronella	45@ 50
Conium Mac	35@ 65
Copaiba	80@ 90
Cubebae	1 50@1 60
Exechthitos	1 20@1 30
Erigeron	1 20@1 30
Gaultheria	1 50@1 60
Geranium, ounce	@ 75
Gossipii, Sem. gal	60@ 70
Hedeoma	1 25@1 40
Juniperi	50@2 00
Lavendula	90@2 00
Limonis	1 30@1 50
Mentha Piper	1 85@3 00
Mentha Verid	1 80@2 00
Morrhuae, gal	1 75@1 80
Myrcia, ounce	@ 50
Olive	90@3 00
Picis Liquida, (gal. 35)	10@ 12
Ricini	88@ 96
Rosmarini	1 00
Rosae, ounce	6 50@8 50
Succini	40@ 45
Sabina	90@1 00
Santal	2 50@7 00
Sassafras	50@ 55
Sinapis, ess, ounce	@ 65
Tiglii	@1 00
Thyme	40@ 50
" opt	@1 60
Theobromas	15@ 20

POTASSIUM.

Bi Carb	15@ 18
Bichromate	11@ 13
Bromide	45@ 48
Carb	12@ 15
Chlorate (po. 17@19)	16@ 18
Cyanide	50@ 55
Iodide	2 90@3 00
Potassa, Bitart, pure	24@ 26
Potassa, Bitart, com	@ 15
Potass Nitras, opt	8@ 10
Potass Nitras	7@ 9
Prussiate	25@ 28
Sulphate po	15@ 18

RADIX.

Aconitum	20@ 25
Althae	22@ 25
Anchusa	12@ 15
Arum, po	@ 25
Calamus	20@ 40
Gentiana (po. 12)	8@ 10
Glychrrhiza, (pv. 15)	16@ 18
Hydrastis Canaden, (po. 35)	@ 30
Hellebore, Ala, po	15@ 20
Inula, po	15@ 20
Ipecac, po	1 30@1 40
Iris plox (po. 35@38)	35@ 40
Jalapa, pr	40@ 45
Maranta, ¼s	@ 35
Podophyllum, po	15@ 18
Rhei	75@1 00
" cut	@1 75
" pv	75@1 35
Spigelia	35@ 38
Sanguinaria, (po 25)	@ 20
Serpentaria	50@ 55
Senega	55@ 60
Similax, Officinalis, H	@ 40
" M	@ 25
Scillae, (po. 35)	10@ 12
Symplocarpus, Fœtidus, po	@ 35
Valeriana, Eng. (po.30)	@ 25
" German	15@ 20
Ingiber a	18@ 20
Zingiber j	18@ 20

SEMEN.

Anisum, (po. 20)	@ 15
Apium (graveleons)	14@ 16
Bird, 1s	4@ 6
Carui, (po. 18)	10@ 12
Cardamon	1 00@1 25
Coriandrum	12@ 14
Cannabis Sativa	4@ 5
Cydonium	75@1 00
Chenopodium	10@ 12
Dipterix Odorate	1 80@2 00
Foeniculum	@ 15
Foenugreek, po	6@ 8
Lini	3½@ 4
Lini, grd. (bbl. 3½)	3½@ 4
Lobelia	35@ 40
Pharlaris Canarian	4@ 5
Rapa	4½@ 5
Sinapis Albu	7@ 8
" Nigra	11@ 12

SPIRITUS.

Frumenti, W., D. Co	2 00@2 50
" D. F. R.	2 00@2 25
"	1 25@1 50
Juniperis Co. O. T.	1 65@2 00
" "	1 75@3 50
Saacharum N. E.	1 90@2 10
Spt. Vini Galli	1 75@6 50
Vini Oporto	1 25@2 00
Vini Alba	1 25@2 00

SPONGES.

Florida sheeps' wool carriage	2 50@2 75
Nassau sheeps' wool carriage	2 00
Velvet extra sheeps' wool carriage	1 10
Extra yellow sheeps' carriage	85
Grass sheeps' wool carriage	65
Hard for slate use	75
Yellow Reef, for slate use	1 40

SYRUPS.

Accacia	50
Zingiber	50
Ipecac	60
Ferri Iod	50
Auranti Cortes	50
Rhei Arom	50
Similax Officinalis	60
" "	50
Senega	50
Scillae	50
" Co	50
Tolutan	50
Prunus virg	50

TINCTURES.

Aconitum Napellis R	60
" " F	50
Aloes	60
" and myrrh	60
Arnica	50
Asafœtida	50
Atrope Belladonna	60
Benzoin	60
" Co	50
Sanguinaria	50
Barosma	50
Cantharides	75
Capsicum	50
Ca damon	75
" Co	75
Castor	1 00
Catechu	50
Cinchona	50
" Co	60
Columba	50
Conium	50
Cubeba	50
Digitalis	50
Ergot	50
Gentian	50
" Co	60
Guaica	50
" ammon	60
Zingiber	50
Hyoscyamus	50
Iodine	75
" Colorless	75
Ferri Chloridum	35
Kino	50
Lobelia	50
Myrrh	50
Nux Vomica	50
Opii	85
" Camphorated	50
" Deodor	2 00
Auranti Cortex	50
Quassia	50
Rhatany	50
Rhei	50
Cassia Acutifol	50
" " Co	50
Serpentaria	50
Stromonium	60
Tolutan	60
Valerian	50
Veratrum Veride	50

MISCELLANEOUS.

Æther, Spts Nit, 3 F	35@ 38
" " " 4 F	38@ 40
Alumen	2¼@ 3
" ground, (po. 7)	3@ 4
Amatto	40@ 50
Antimoni, po	4@ 5
" et Potass T.	55@ 60
Antipyrin	@1 40
Antifebrin	@ 15
Argenti Nitras, ounce	@ 53
Arsenicum	5@ 7
Balm Gilead Bud	38@ 40
Bismuth S. N.	1 20@1 30
Calcium Chlor, 1s, (½s 10; ¼s, 12)	@ 9
Cantharides Russian, po	@1 00
Capsici Fructus, af	@ 15
" " po	@ 15
" " B po.	@ 15
Caryophyllus, (po. 15)	10@ 12
Carmine, No. 40	@3 75
Cera Alba, S. & F.	50@ 55
Cera Flava	40@ 42
Coccus	@ 40
Cassia Fructus	@ 25
Centraria	@ 10
Cetaceum	@ 40
Chloroform	60@ 63
" squibbs	@1 25
Chloral Hyd Crst	1 15@1 30
Chondrus	20@ 25
Cinchonidine, P. & W	15@ 20
" German	3½@ 12
Cocaine	5 00@5 25
Corks, list, dis. per cent	65
Creasotum	@ 35
Creta, (bbl. 75)	@ 2
" prep	5@ 5
" precip	9@ 11
" Rubra	@ 8
Crocus	50@ 55
Cudbear	@ 24
Cupri Sulph	5 @ 6
Dextrine	10@ 12
Ether Sulph	75@ 90
Emery, all numbers	@ 8
" po	@ 6
Ergota, (po.) 40	30@ 35
Flake White	12@ 15
Galla	@ 23
Gambier	8 @ 9
Gelatin, Cooper	@ 60
" French	30@ 50
Glassware flint, by box 80. Less than box 70.	
Glue, Brown	9@ 15
" White	13@ 25
Glycerina	13@ 20
Grana Paradisi	@ 22
Humulus	25@ 55
Hydraag Chlor Mite	@ 79
" " Cor	@ 69
" Ox Rubrum	@ 89
" Ammoniati	@ 99
" Unguentum	45@ 55
Hydrargyrum	@ 65
Ichthyobolla, Am	1 25@1 50
Indigo	75@1 00
Iodine, Resubl	3 80@3 90
Iodoform	@4 70
Lupulin	@2 25
Lycopodium	60@ 65
Macis	70@ 75
Liquor Arsen et Hydrarg Iod	@ 27
Liquor Potass Arsinitis	10@ 12
Magnesia, Sulph (bbl 1½)	2½@ 4
Mannia, S. F.	60@ 63
Morphia, S. P. & W.	1 75@2 00
" S. N. Y. Q. & C. Co	1 65@1 90
Moschus Canton	@ 40
Myristica, No 1	65@ 70
Nux Vomica, (po 20)	@ 10
Os. Sepia	15@ 18
Pepsin Saac, H. & P. D. Co	@2 00
Picis Liq, N. C., ½ gal doz	@2 00
Picis Liq., quarts	@1 00
" pints	@ 85
Pil Hydrarg, (po. 80)	@ 50
Piper Nigra, (po. 22)	@ 1
Piper Alba, (po g5)	@ 3
Pitx Burgun	@ 7
Plumbi Acet	10@ 12
Pulvis Ipecac et opii	1 10@1 20
Pyrethrum, boxes H & P. D. Co., doz	@1 25
Pyrethrum, pv	20@ 30
Quassiae	8@ 10
Quinia, S. P. & W	34 @39½
" S. German	27@ 37
Rubia Tinctorum	12@ 14
Saccharum Lactis pv.	18@ 20
Salacin	2 50@2 60
Sanguis Draconis	40@ 50
Sapo, W	12@ 14
" M	10@ 12
" G	@ 15
Seidlitz Mixture	@ 20
Sinapis	@ 18
" opt	@ 30
Snuff, Maccaboy, De Voes	@ 34
Snuff, Scotch, De. Voes	@ 34
Soda Boras, (po. 6¼-9)	6½@ 9
Soda et Potass Tart	24@ 25
Soda Carb	1¼@ 2
Soda, Bi-Carb	3@ 5
Soda, Ash	3½@ 4
Soda, Sulphas	@ 2
Spts. Ether Co	50@ 55
" Myrcia Dom	@2 00
" Myrcia Imp	@2 50
" Vini Rect, bbl	2 55
" " ½bbl	2 65
" " 10 gal.	2 63
" " 5 gal.	2 65

Less 5c gal., cash ten days.

Strychnia Crystal	1 40@1 45
Sulphur, Subl	2¼@ 3
" Roll	2 @ 2¼
Tamarinds	8@ 10
Terebenth Venice	28@ 30
Theobromae	45 @ 48
Vanilla	9 00@16 00
Zinci Sulph	7@ 8

OILS.

	Bbl.	Gal
Whale, winter	70	70
Lard, extra	60	65
Lard, No. 1	40	45
Linseed, pure raw	61	24
Linseed, boiled	63	66
Neat's Foot, winter strained	65	70
Spirits Turpentine	35	40

PAINTS.

	bbl.	lb.
Red Venetian	1¾	2@3
Ochre, yellow Mars	1¾	2@4
" " Ber	1¾	2@3
Putty, commercial	2¼	2¼@3
" strictly pure	2½	2¾@3
Vermilion Prime American		13@15
Vermilion, English		70@75
Green, Paris	20½@27	
Green, Peninsular		13@16
Lead, red	5¼@6	
" white	5¼@6	
Whiting, white Span		@70
Whiting, Gilders'		@96
White, Paris American		1
Whiting, Paris Eng. cliff		1 40
Universal Prepared	1 00@1 15	

VARNISHES.

No. 1 Turp Coach	1 10@1 20
Extra Turp	160@1 70
Coach Body	2 75@3 00
No. 1 Turp Furn	1 00@1 10
Eutra Turk Damar	1 55@1 60
Japan Dryer, No. 1 Turp	70@75

THE TRADESMAN OCCUPIES ITS OWN FIELD.

Its Columns Bring RETURNS TO ADVERTISERS.

"Sanitary"

The Perfect

.....Tooth Soap

For Cleaning, Beautifying and Preserving the Teeth and Hardening the Gums

$1.50 per Doz.

One Dozen on Handsome Stand. Send us an order for a trial dozen.

Hazeltine & Perkins Drug Co.

GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

AXLE GREASE.

	doz	gross
Mica	70	8 00
Aurora	55	6 00
Castor Oil	60	7 00
Diamond	50	5 50
Frazer's	75	9 00
Paragon	55	6 00

BAKING POWDER.

Acme.

¼ lb. cans, 3 doz	45
½ lb. "	75
1 lb. "	1 60
Bulk	10

Arctic.

¼ lb cans 6 doz case	55
½ lb " 4 doz "	1 10
1 lb " 2 doz "	2 00
5 lb " 1 doz "	9 00
Red Star, ¼ lb cans	40
" ½ lb "	75
" 1 lb "	1 40

Sun Light.

¼ lb. cans, 6 doz. case	45
½ lb. " 4 doz. "	85
1 lb. " 2 doz. "	1 60

Van Antwerp's Pure.

¼ lb. cans, 6 doz case	85
½ lb. " 4 doz. "	1 65
1 lb. " 2 doz. "	3 25
Leader, ¼ lb. cans, doz	45
" ½ lb. " "	85
" 1 lb. " "	1 50
Our Leader, ¼ lb cans	45
" ½ lb cans	75
" 1 lb cans	1 50

BATH BRICK.

2 dozen in case.	
English	80
Bristol	70
Domestic	60

BLUING.

	Gross
Arctic, 4 oz ovals	3 60
" 8 oz "	6 75
" pints, round	9 00
" No. 2, sifting box	2 75
" No. 3, "	4 00
" No. 5, "	8 00
" 1 oz ball	4 50
Mexican Liquid, 4 oz	3 60
" " 8 oz	6 80

BROOMS.

No. 2 Hurl	1 90
No. 1 "	2 00
No. 2 Carpet	2 1[illegible]
No. 1 "	2 50
Parlor Gem	2 50
Common Whisk	85
Fancy "	1 00
Warehouse	2 85

BRUSHES.

Stove No. 1	1 25
" 10	1 50
" 12	1 75
Ince Root Scrub, 2 row	85
Ince Root Scrub, 3 row	1 25
Palmetto, goose	1 50

CANDLES.

Hotel, 40 lb. boxes	10
Star, 40 "	9
Paraffine	10
Wicking	34

CANNED GOODS.

Fish.

Clams

Little Neck, 1 lb	1 20
" 2 lb	1 90

Clam Chowder.

Standard, 3 lb	2 25

Cove Oysters.

Standard, 1 lb	80
" 2 lb	1 45

Lobsters.

Star, 1 lb	2 45
" 2 lb	3 50
Picnic, 1 lb	2 00
" 2 lb	2 90

Mackerel.

Standard, 1 lb	1 10
" 2 lb	2 10
Mustard, 2 lb	2 25
Tomato Sauce, 2 lb	2 25
Soused, 2 lb	2 25

Salmon.

Columbia River, flat	1 20
" " tall	1 65
Alaska, Red	1 30
" pink	1 20
Kinney's, flats	1 9

Sardines.

American ¼s	@ 4
" ½s	@ 6
Imported ¼s	@ 9
" ½s	@ 3
Mustard ¼s	@ 7
Boneless	4[illegible]

Trout.

Brook 3, lb	2 50

Fruits.

Apples.

3 lb. standard	90
York State, gallons	3 00

Hamburgh.

Apricots.

Live oak	1 40
Santa Cruz	1 40
Lusk's	1 50
Overland	1 40

Blackberries.

F. & W	85

Cherries.

Red	@1 15
White	1 40
Erie	1 15

Damsons, Egg Plums and Green Gages

Erie	1 00
California	1 05

Gooseberries.

Common	1 10

Peaches.

Pie	1 00
Maxwell	1 40
Shepard's	1 40
California	@1 55
Monitor	
Oxford	

Pears.

Domestic	1 05
Riverside	1 25

Pineapples.

Common	1 00@1 30
Johnson's sliced	2 50
" grated	2 75
Booth's sliced	@2 50
" grated	@2 75

Quinces.

Common	1 10

Raspberries.

Red	95
Black Hamburg	1 40
Erie, black	1 10

Strawberries.

Lawrence	1 25
Hamburgh	1 75
Erie	1 05
Terrapin	90

Whortleberries.

Blueberries	85

Meats.

Corned beef	2 35
Roast beef	2 35
Potted ham, ½ lb	1 30
" " ¼ lb	80
" tongue, ½ lb	1 [illegible]0
" " ¼ lb	85
" chicken, ¼ lb	95

Vegetables.

Beans.

Hamburgh stringless	1 15
" French style	2 00
" Limas	1 25
Lima, green	1 15
" soaked	70
Lewis Boston Baked	1 25
Bay State Baked	1 25
World's Fair Baked	1 25
Picnic Baked	95

Corn.

Hamburgh	1 15
Livingston Eden	1 00
Purity	90
Honey Dew	1 25
Morning Glory	
Soaked	60

Peas.

Hamburgh marrofat	1 30
" early June	1 50
" Champion Eng	1 40
" petit pois	1 40
" fancy sifted	1 65
Soaked	65
Harris standard	75
VanCamp's marrofat	1 10
" early June	1 30
Archer's Early Blossom	1 25
French	2 15

Mushrooms.

French	19@21

Pumpkin.

Erie	90

Squash.

Hubbard	1 15

Succotash.

Hamburg	1 30
Soaked	80
Honey Dew	1 30
Erie	1 35

Tomatoes.

Hancock	80
Excelsior	80
Eclipse	85
Hamburg	1 30
Gallon	2 65

CHOCOLATE.

Baker's.

German Sweet	23
Premium	37
Breakfast Cocoa	45

CHEESE.

Limburger	9½
Acme	8¾
Jersey	9
Lenawee	9
Riverside	9½
Gold Medal	
Skim	5@6
Brick	11
Edam	1 00
Leiden	20
Limburger	@15
Pineapple	@24
Roquefort	@35
Sap Sago	@18
Schweitzer, imported	@24
domestic	@14

CATSUP.

Blue Label Brand.

Half pint, 25 bottles	2 75
Pint "	4 50
Quart 1 doz bottles	3 50

Triumph Brand.

Half pint, per doz	1 35
Pint, 25 bottles	4 50
Quart, per doz	3 75

CREAM TARTAR.

Strictly pure	30
Telfer's Absolute	30
Grocers'	15@25

CLOTHES PINS.

Daisy Brand.

5 gross boxes	40@45

COCOA SHELLS.

35 lb. bags	@3
Less quantity	@3¼
Pound packages	6¾@7

COFFEE.

Green.

Rio.

Fair	18
Good	19
Prime	21
Golden	21
Peaberry	23

Santos.

Fair	19
Good	20
Prime	22
Peaberry	23

Mexican and Guatamala.

Fair	21
Good	22
Fancy	24

Maracaibo.

Prime	23
Milled	24

Java.

Interior	25
Private Growth	27
Mandehling	28

Mocha.

Imitation	25
Arabian	28

Roasted.

To ascertain cost of roasted coffee, add ½c. per lb. for roasting and 15 per cent. for shrinkage.

Package.

McLaughlin's XXXX	21 30
Lion, 60 or 100 lb. case	21 30
Arbuckle	21 30
Jersey	21 30

Extract.

Valley City ½ gross	75
Felix "	1 15
Hummel's, foil, gross	1 65
" tin "	2 85

CHICORY.

Bulk	5
Red	7

CLOTHES LINES.

Cotton, 40 ft	per doz.	1 25
" 50 ft	"	1 40
" 60 ft	"	1 60
" 70 ft	"	1 75
" 80 ft	"	1 90
Jute 50 ft	"	85
" 72 ft	"	1 00

CONDENSED MILK.

4 doz. in case.

N.Y.Cond'ns'd Milk Co's brands	
Gail Borden Eagle	7 40
Crown	6 25
Daisy	5 75
Champion	4 50
Magnolia	4 25
Dime	3 35

Peerless evaporated cream 5 7[illegible]

COUPON BOOKS

"Tradesman."

$ 1 books, per hundred	2 00
$ 2 " " "	2 50
$ 3 " " "	3 00
$ 5 " " "	3 00
$10 " " "	4 00
$20 " " "	5 00

"Superior."

$ 1 books, per hundred	2 50
$ 2 " " "	3 00
$ 3 " " "	3 50
$ 5 " " "	4 00
$10 " " "	5 00
$20 " " "	6 00

Universal

$ 1 books, per hundred	$3 00
$ 2 " "	3 50
$ 3 " "	4 00
$ 5 " "	5 00
$10 " "	6 00
$20 " "	7 00

Above prices on coupon books are subject to the following quantity discounts:

200 books or over	5 per cent
500 " "	10 "
1000 " "	20 "

COUPON PASS BOOKS.

(Can be made to represent any denomination from $10 down.)

20 books	$ 1 00
50 "	2 00
100 "	3 00
250 "	6 25
500 "	10 00
1000 "	17 50

CREDIT CHECKS.

500, any one denom'n	$3 00
1000, " " "	5 00
2000, " " "	8 00
Steel punch	75

CRACKERS.

Butter.

Seymour XXX	6
Seymour XXX, cartoon	6½
Family XXX	6
Family XXX, cartoon	6¼
Salted XXX	6
Salted XXX, cartoon	6¼
Boston	6¼
Sears' Tea	6½

Soda

Soda, XXX	6
Soda XXX, carton	6½
Soda, City	7
Soda Duchess	8
Crystal Wafer	10½
Long Island Wafers	11

Oyster.

S. Oyster XXX	6
City Oyster, XXX	6
Farina Oyster	6

Sweet Goods.

Iced Coffees	9
Ginger Snaps	6
Graham Crackers	8
Oatmeal Crackers	8
Pretzels	8
Molasses Cake	7½
Sugar Cake	7½

CEMENT.

Major's, per gro.

½ oz size	$12 00
1 oz size	18 00
Liq. Glue, 1 oz	9 60

Leather Cement 1 oz size	12 00
2 oz size	18 00
Rubber Cement 2 oz size	12 00

DRIED FRUITS

Domestic.

Apples.

Sundried	6½
Evaporated, 50 lb. boxes	7½

Apricots.

California in bags	@7¾
Evaporated in boxes	8

Blackberries.

In boxes	

Nectarines.

70 lb. bags	
25 lb. boxes	9

Peaches.

Peeled, in boxes	14
Cal. evap. "	9
" " in bags	8

Pears.

California in bags	6¼
California boxes	7½

Pitted Cherries.

Barrels	
50 lb. boxes	
25 " "	2¼

Prunelles

30 lb. boxes	9¼

Raspberries.

In barrels	22
50 lb. boxes	22½
25 lb. "	22½

Raisins.

Loose Muscatels in Boxes.

2 crown	3½
3 "	4
4 "	5

Loose Muscatels in Bags

2 crown	3¼
3 "	3¾

Foreign

Currants.

Patras, bbls	@2¾
Vostizzas, 50 lb. cases	2⅞

Schulz's Cleaned.

25 lb. boxes	5¼
50 lb. boxes	5
1 lb. packages	6

Peel.

Citron, Leghorn, 25 lb. boxes	12
Lemon " 25 " "	8
Orange " 25 " "	10

Raisins.

Indura, 29 lb. boxes	@ 6
Sultana, 20 "	@ 6¾
Valencia, 30 "	

Prunes.

California, 100-120	3¾
" 90x100 25 lb. bxs	5¼
" 80x90 "	5¾
" 70x80 "	6¼
" 60x70 "	7
Silver "	7@10

DISINFECTANT.

Zenoleum, 6 oz	2 00
Zenoleum, qts	4 00
Zenoleum, ½ gal	7 20
Zenoleum, gal	12 00

FISH—Salt

Bloaters.

Yarmouth	

Cod.

Georges cured	4
Georges genuine	5
Georges selected	5¾
Boneless, bricks	6¼
Boneless, strips	6¾@8

Halibut.

Smoked	11@12

Herring.

Holland, white hoops keg	80
" " " bbl	10 00
Norwegian	11 00
Round, ½ bbl 100 lbs	2 55
" ¼ " 40 "	1 30
Scaled	13

Mackerel.

No. 1, 100 lbs	12 00
No. 1, 40 lbs	5 50
No. 1, 10 lbs	1 25
No. 2, 100 lbs	9 00
No. 2, 40 lbs	3 90
No. 2, 10 lbs	1 05
Family, 90 lbs	
" 10 lbs	

Sardines.

Russian, kegs	55

Trout.

No. 1, ½ bbls., 100 lbs	4 25
No. 1 ¼ bbl, 40 lbs	1 95
No. 1, kits, 10 lbs	56
No 1, 8 lb kits	48

Whitefish.

No. 1 family

½ bbls, 100 lbs	$7 00 2 25
¼ " 40 "	3 10 1 20
10 lb. kits	85 38
8 lb. "	71 33

FLY PAPER.

Regular Size.

Per box....38c. Per case	$3 40
In 5 case lots, per case	3 30
In 10 case lots, per case	3 20

"Little Tanglefoot."

Retails, per box	25
Costs, per case	1 75

LARGE SIZE.

25 dbl. shts. in box, pr. bx.	$ 38
Per case of 10 boxes	3 40

DWARF SIZE.

25 double sheets in box,

Case of 10 boxes	1 25
Case of 20 boxes	2 50

COMBINATION CASE.

5 boxes Large Decoy } 12 boxes Dwarf Decoy }	$3 40

FARINACEOUS GOODS.

Farina.

115 lb. kegs	2¼

Grits.

Walsh DeRoo & Co.'s	1 85

Hominy.

Barrels	2¼
Grits	3½

Lima Beans.

Dried	6¼

Maccaroni and Vermicelli.

Domestic, 12 lb. box	55
Imported	10½@11

Pearl Barley.

Empire	3¼
Chester	2½

Peas.

Green, bu	1 10
Split per lb	2½

Rolled Oats.

Schumacher, bbl	$4 60
" ½ bbl	2 45
Monarch, bbl	3 90
Monarch, ½ bbl	2 10
Quaker, cases	3 20
Oven Baked	3 25
Lakeside	2 25

Sago.

German	3
East India	3½

Wheat.

Cracked	3

FLAVORING EXTRACTS.

Souders'.

Oval Bottle, with corkscrew. Best in the world for the money.

Regular Grade Lemon.

	dos
2 oz	$ 75
4 oz	1 50

Regular Vanilla.

	dos
2 oz	$1 20
4 oz	2 40

XX Grade Lemon.

2 oz	$1 50
4 oz	3 00

XX Grade Vanilla.

2 oz	$1 75
4 oz	3 50

Jennings.

Lemon.	Vanilla
2 oz regular panel 75	1 20
4 oz " 1 50	2 00
6 oz " 2 00	3 00
No. 3 taper 1 35	2 00
No. 4 taper 1 50	2 50

GUNPOWDER.

Rifle—Dupont's.

Kegs	3 25
Half kegs	1 90
Quarter kegs	1 10
1 lb cans	30
½ lb cans	18

Choke Bore—Dupont's

Kegs	4 25
Half kegs	2 40
Quarter kegs	1 35
1 lb cans	34

Eagle Duck—Dupont's.

Kegs	11 00
Half kegs	5 75
Quarter kegs	3 00
1 lb cans	60

HERBS.

Sage	15
Hops	15

INDIGO.

Madras, 5 lb. boxes	55
S. F., 2, 3 and 5 lb. boxes	50

KOFFA-AID.

100 packages in case....
60 packages in case....

JELLY.

15 lb. pails	@ 38
17 " "	@ 44
30 " "	@ 65

LICORICE.

Pure	30
Calabria	25
Sicily	12
Root	10

LYE.

Condensed, 2 doz	1 20
4 doz	2 25

MINCE MEAT.

Mince meat, 3 doz. in case	2 75
Pie Prep. 3 doz. in case	2 75

MEASURES.

Tin, per dozen.

1 gallon	$1 75
Half gallon	1 40
Quart	70
Pint	45
Half pint	40

Wooden, for vinegar, per doz.

1 gallon	7 00
Half gallon	4 75
Quart	3 75
Pint	2

MATCHES.

Columbia Match Co.'s Brands.
Columbia Parlor $1 25
XXX Sulphur 1 00
Diamond Match Co.'s Brands.
No. 9 sulphur 1 65
Anchor parlor 1 70
No. 2 home 1 10
Export parlor 4 00

MOLASSES.

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

PICKLES.

Medium.
Barrels, 1,200 count ..... @4 25
Half bbls, 600 count ..... @2 63
Small.
Barrels, 2,400 count 5 50
Half bbls, 1,200 count 3 25

PIPES.

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

POTASH.

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

RICE.

Domestic.
Carolina head 5½
" No. 1 5
" No. 2 ..... 4½
Broken 3½
Imported.
Japan, No. 1 ..... 5½
" No. 2 5
Java 5
Patna 4½

SPICES.

Whole Sifted.
Allspice 9½
Cassia, China in mats 9½
" Batavia in bund 15
" Saigon in rolls 32
Cloves, Amboyna 22
" Zanzibar 11½
Mace Batavia 70
Nutmegs, fancy 65
" No. 1 60
" No. 2 55
Pepper, Singapore, black 10
" " white 20
" shot 16
Pure Ground in Bulk.
Allspice 15
Cassia, Batavia 18
" " and Saigon 25
" Saigon 35
Cloves, Amboyna 22
" Zanzibar 18
Ginger, African 16
" Cochin 20
" Jamaica 22
Mace Batavia 65
Mustard, Eng. and Trieste 22
" Trieste 25
Nutmegs, No. 2 75
Pepper, Singapore, black 16
" " white 24
" Cayenne 20
Sage 20
"Absolute" in Packages.

	¼s	½s
Allspice	84	1 55
Cinnamon	84	1 55
Cloves	84	1 55
Ginger, Jamaica	84	1 55
" African	84	1 55
Mustard	84	1 55
Pepper	84	1 55
Sage	84	

STARCH.

Kingsford's Corn.
20 1-lb packages 6½
40 1-lb " 6¼
Kingsford's Silver Gloss.
40 1-lb. packages 6¾
6-lb. boxes 7¼
Common Corn
20-lb boxes 5¾
40-lb " 5½
Common Gloss
1-lb packages 5
3-lb " 5
6-lb " 5¾
40 and 50 lb. boxes 3¾
Barrels 3¾

SODA.

Boxes 5½
Kegs, English 4¾

SALT.

Diamond Crystal.
Cases, 24 3 lb. boxes $1 60
Barrels, 320 lbs 2 50
" 115 2½ lb bags 4 00
" 60 5 lb " 3 75
" 30 10 lb " 3 50
Butter, 56 lb bags 65
" 20 14lb bags 3 50
" 280 lb bbls 2 50
" 224 lb " 2 25
Worcester.
115 2½-lb sacks $4 00
60 5-lb " 3 75
30 10-lb " 3 50
24 14 lb. " 3 30
320 lb. bbl 2 50
8 lb sacks 32½
linen sacks 60
Common Grades.
100 3-lb. sacks $2 10
60 5-lb. " 1 90
28 10-lb. sacks 1 75
Warsaw.
56 lb. dairy in drill bags 30
28 lb. " " " 16
Ashton.
56 lb. dairy in linen sacks 75
Higgins.
56 lb. dairy in linen sacks 75
Solar Rock.
56 lb. sacks 22
Common Fine.
Saginaw 90
Manistee 90

SNUFF.

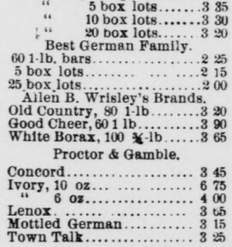
Scotch, in bladders 37
Maccaboy in jars 35
French Rappee, in jars 43

SALERATUS

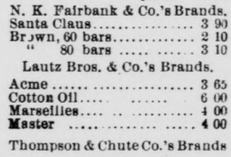
Packed 60 lbs. in box.
Church's 3 30
DeLand's 3 15
Dwight's 3 30
Taylor's 3 00

SOAP.

Laundry.
G. R. Soap Works Brands.
Concordia, 100 ¾ lb. bars 3 50
" 5 box lots 3 35
" 10 box lots 3 30
" 20 box lots 3 20
Best German Family.
60 1-lb. bars 2 25
5 box lots 2 15
25 box lots 2 00
Allen B. Wrisley's Brands.
Old Country, 80 1-lb 3 20
Good Cheer, 60 1 lb 3 90
White Borax, 100 ¾-lb 3 65
Proctor & Gamble.
Concord 3 45
Ivory, 10 oz 6 75
" 6 oz 4 00
Lenox 3 65
Mottled German 3 15
Town Talk 3 25
Dingman Brands.
Single box 3 95
5 box lots, delivered 3 85
10 box lots, delivered 3 75
Jas. S. Kirk & Co.'s Brands.
American Family, wrp d $3 33
" " plain 2 27
N. K. Fairbank & Co.'s Brands.
Santa Claus 3 90
Brown, 60 bars 2 10
" 80 bars 3 10
Lautz Bros. & Co.'s Brands.
Acme 3 65
Cotton Oil 6 00
Marseilles 4 00
Master 4 00
Thompson & Chute Co.'s Brands



Silver 3 65
Mono 3 30
Savon Improved 2 50
Sunflower 2 80
Golden 3 25
Economical 2 25
Henry Passolt's Brand.



Atlas, 5 box lots, del $3 60

Scouring

Sapollo, kitchen, 3 doz 2 40
" hand, 3 doz 2 40

SUGAR.

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.

Domino $5 31
Cut Loaf 5 31
Cubes 4 94
Powdered 5 00
XXXX Powdered 5 18
Granulated 4 62
Fine Granulated 4 62
Extra Fine Granulated 4 75
Mould A 4 94
Diamond Confec. A 4 62
Confec. Standard A 4 50
No. 1 ..... 4 37
No. 2 ..... 4 37
No. 3 ..... 4 37
No. 4 ..... 4 37
No. 5 ..... 4 31
No. 6 ..... 4 25
No. 7 ..... 4 18
No. 8 ..... 4 12
No. 9 ..... 4 06
No. 10 ..... 4 00
No. 11 ..... 3 94
No. 12 ..... 3 87
No. 13 ..... 3 75
No. 14 ..... 3 56

SEEDS.

Anise ..... @13
Canary, Smyrna 4
Caraway 7
Cardamon, Malabar 80
Hemp, Russian 4
Mixed Bird 4½
Mustard, white 9
Poppy 8
Rape 4½
Cuttle bone 30

SAL SODA.

Granulated, bbls 1½
" 75lb cases 1¾
Lump, bbls 1¼
" 145lb kegs 1½

SYRUPS.

Corn
Barrels 22
Half bbls 24
Pure Cane.
Fair 15
Good 20
Choice 25

TABLE SAUCES.

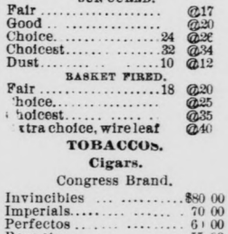
Lea & Perrin's, large 4 75
" small 2 75
Halford, large 3 75
" small 2 25
Salad Dressing, large 4 55
" small 2 65

TEAS.

JAPAN—Regular.
Fair ..... @17
Good ..... @20
Choice ..... 24 @26
Choicest ..... 32 @34
Dust ..... 10 @12
SUN CURED.
Fair ..... @17
Good ..... @20
Choice ..... 24 @32
Choicest ..... 32 @34
Dust ..... 10 @12
BASKET FIRED.
Fair ..... 18 @20
Choice ..... @25
Choicest ..... @35
Extra choice, wire leaf ..... @40

TOBACCOS.

Cigars.
Congress Brand.
Invincibles $80 00
Imperials 70 00
Perfectos 60 00
Boquets 55 00
Edw. W. Ruhe's Brands
Signal Five 35 00
R. R. R. 35 00
Mr. Thomas 35 00
G. J. Johnson's Brand.



S. C. W. 35 00
B. J. Reynolds' Brand.
Hornet's Nest $35 00
Fine Cut.
P. Lorillard & Co.'s Brands.
Sweet Russ ..... @25
Tiger 30
D. Scotten & Co's Brands.
Hiawatha 60
Cuba 32
Rocket 30
Spaulding & Merrick's Brands.
Sterling 39
Private Brands.
Cherry ..... @32
Bazoo ..... @30
Can Can ..... @27
Nellie Bly ..... 24 @25
Uncle Ben ..... 24 @25
McGinty 27
" ½ bbls 25
Columbia 24
Columbia, drums 23
Bang Up 22
Bang up, drums 19

Plug.

Sorg's Brands.
Spearhead 39
Joe 27
Navy Twist 40
Scotten's Brands.
65-3 25
Hiawatha 38
Valley City 34
Finzer's Brands.
Old Honesty 40
Jolly Tar 32
Lorillard's Brands.
Climax (8 oz., 41c) 39
Green Turtle 30
Three Black Crows 27
J. G. Butler's Brands.
Something Good 38
Heart 36
Out of Sight 24
Wilson & McCaulay's Brands.
Gold Rope 43
Happy Thought 37
Messmate 32
No Tax 31
Let Go 27

Smoking.

Catlin's Brands.
Kiln dried ..... 17@18
Golden Shower 19
Huntress 26
Meerschaum ..... 29@30
American Eagle Co.'s Brands.
Myrtle Navy 40
Stork 30
German 15
Frog 32
Java, ⅛s foil 32
Banner Tobacco Co.'s Brands.
Banner 16
Banner Cavendish 36
Gold Cut 30

Smoking—Continued.

Scotten's Brands.
Warpath 14
Honey Dew 26
Gold Block 30
F. F. Adams Tobacco Co.'s Brands
Peerless 26
Old Tom 18
Standard 22
Globe Tobacco Co.'s Brands.
Handmade 40
Leidersdorf's Brands.
Rob Roy 26
Uncle Sam ..... 28@32
Red Clover 32
Spaulding & Merrick.
Tom and Jerry 25
Traveler Cavendish 38
Buck Horn 30
Plow Boy ..... 30@32
Corn Cake 16

VINEGAR.

Highland Brand 12½

WET MUSTARD.

Bulk, per gal 30
Beer mug, 2 doz in case 1 75

YEAST.

Diamond 75
Eureka 1 00
Magic 1 00
Yeast Cream 1 00
Yeast Foam 1 00

WOODENWARE.

Tubs, No. 1 ..... 4 00
" No. 2 ..... 3 50
" No. 3 ..... 3 00
Pails, No. 1, two-hoop 95
" No. 1, three-hoop 1 10
Bowls, 11 inch 80
" 13 " 90
" 15 " 1 25
" 17 " 1 80

HIDES PELTS and FURS

Perkins & Hess pay as follows:

HIDES

Green ..... 6½@7½
Part Cured ..... @8
Full " ..... 8½@9½
Dry ..... 9½@11
Kips, green ..... 6½@7½
" cured ..... 8½@10
Calfskins, green ..... 9½@11
" cured ..... 12 @13½
Deacon skins ..... 20 @35
No. 2 hides ½ off

PELTS

Shearlings ..... 5 @ 20
Lambs ..... 10 @ 20
Old Wool ..... 40 @ 75

WOOL

Washed ..... 0 @ 8
Unwashed ..... 5 @13

MISCELLANEOUS.

Tallow ..... 3 @ 4
Grease butter ..... 1 @ 2
Switches ..... 1½@ 2
Ginseng ..... 2 00@2 25

GRAINS and FEEDSTUFFS

WHEAT.

No. 1 White (58 lb. test) 75
No. 2 Red (60 lb. test) 75

FLOUR IN SACKS.

*Patents 4 90
Second Patent 4 40
Straight 4 20
Clear 4 00
*Graham 4 00
Buckwheat 4 50
Rye 4 00
*Subject to usual cash discount.
Flour in bbls., 25c per bbl. additional.

MEAL.

Bolted 2 50
Granulated 2 75

FEED AND MILLSTUFFS.

St. Car Feed, screened $22 50
St. Car Feed, unscreened 22 00
No. 1 Corn and Oats 21 00
No. 2 Special 20 50
Unbolted Corn Meal 25 50
Winter Wheat Bran 14 50
Winter Wheat Middlings 16 00
Screenings 14 00

CORN.

Car lots 53
Less than car lots 55

OATS.

Car lots 33
Less than car lots 37

HAY.

No. 1 Timothy, car lots 17 50
No. 1 " ton lots 20 00

FISH AND OYSTERS.

FRESH FISH.

Whitefish ..... @ 8
Trout ..... @ 7½
Black Bass ..... @15
Halibut ..... 18@20
Ciscoes or Herring ..... @ 6
Bluefish ..... @12½
Fresh lobster, per lb 16
Cod 12
Haddock ..... @ 8
No. 1 Pickerel ..... @ 8
Pike ..... @ 7
Smoked White ..... @ 7
Red Snappers 15
Columbia River Salmon 15
Mackerel ..... 18@25
Shrimps, per gal 1 25

SHELL GOODS

Oysters, per 100 ..... 1 25@1 50
Clams ..... 75@1 00

OYSTERS—IN CANS.

F. J. Dettenthaler's Brands.
Fairhaven Counts 40
F. J. D. Selects 35

CROCKERY AND GLASSWARE

LAMP BURNERS.

No. 0 Sun 40
No. 1 " 45
No. 2 " 65
Tubular 50
Security, No. 1 60
Security, No. 2 80
Nutmeg 50
Arctic 1 15

LAMP CHIMNEYS.—6 doz. in box.

Per box.
No. 0 Sun 1 75
No. 1 " 1 88
No. 2 " 2 70
First quality.
No. 0 Sun, crimp top, wrapped and labeled 2 10
No. 1 " " " " " " 2 25
No. 2 " " " " " " 3 25
XXX Flint.
No. 0 Sun, crimp top, wrapped and labeled 2 60
No. 1 " " " " " 2 80
No. 2 " " " " " 3 80
Pearl top.
No. 1 Sun, wrapped and labeled 3 70
No. 2 " " " " 4 70
No. 2 Hinge, " " " 4 80
Fire Proof—Plain Top.
No. 1, Sun, plain bulb 3 40
No. 2, " " " 4 40
La Bastie.
No. 1 Sun, plain bulb, per doz 1 25
No. 2 " " " " 1 50
No. 1 crimp, per doz 1 35
No. 2 " " 1 60
Rochester.
No. 1, lime (65c doz) 3 50
No. 2, lime (70c doz) 4 00
No. 2, flint (80c doz) 4 70
Electric.
No. 2, lime (70c doz) 4 10
No. 2 flint (80c doz) 4 40
Miscellaneous.

	Doz.
Junior, Rochester	50
Nutmeg	15
Illuminator Bases	1 00
Barrel lots, 5 doz	90
7 in. Porcelain Shades	1 00
Case lots, 12 doz.	90

Mammoth Chimneys for Store Lamps.

	Doz.	Box
No. 3 Rochester, lime	1 50	4 20
No. 3 Rochester, flint	1 75	4 80
No. 3 Pearl top or Jewel gl's	1 85	5 25
No. 2 Globe Incandes. lime	1 75	5 10
No. 2 Globe Incandes. flint	2 00	5 85
No. 2 Pearl glass	2 10	6 00

OIL CANS.

	Doz
1 gal tin cans with spout	1 60
1 gal galv iron, with spout	2 00
2 gal galv iron with spout	3 25
3 gal galv iron with spout	4 50
5 gal McNutt, with spout	6 00
5 gal Eureka, with spout	6 50
5 gal Eureka with faucet	7 00
5 gal galv iron A & W	7 50
5 gal Tilting Cans, Monarch	10 50
5 gal galv iron Nacefas	9 00
Pump Cans.	
3 gal Home Rule	10 50
5 gal Home Rule	12 00
3 gal Goodenough	12 00
5 gal Goodenough	13
5 gal Pirate King	10

LANTERN GLOBES.

No. 0, Tubular, cases 1 doz. each	45
No. 0, " " 2 " "	45
No. 0, " bbls 5 " "	40
No. 0, " bull's eye, cases 1 doz each	1 25

LAMP WICKS.

No. 0, per gross	20
No. 1, "	28
No 2, "	35
No. 3, "	65
Mammoth, per doz	75

JELLY TUMBLERS—Tin Top.

½ Pints, 6 doz in box, per box (box 00)	1 60
⅔ 24 " " bbl, " doz (bbl 35)	26
⅞ " 6 " " box, " box (box 00)	1 80
⅞ " 18 " " bbl, " doz (bbl 35)	22

STONEWARE—AKRON.

Butter Crocks, 1 to 6 gal	06
" " ½ gal. per doz	60
Jugs, ½ gal., per doz	70
" 1 to 4 gal., per gal	07
Milk Pans, ½ gal., per doz	60
" " 1 " "	72

STONEWARE—BLACK GLAZED.

Butter Crocks, 1 and 2 gal	6½
Milk Pans, ½ gal. per doz	65
" 1 " "	78

FRUIT JARS.

Mason—old style, pints	7 25
quarts	7 75
half gallons	9 75
Mason—1 doz. in case, pints	7 50
quarts	8 00
half gallons	10 00
Dandy—glass cover, pints	10 50
quarts	11 00
half gallons	14 00

OILS.

The Standard Oil Co. quotes as follows:

BARRELS.

Eocene	9
XXX W. W. Mich. Headlight	7
Naptha	@ 9½
Stove Gasoline	@11½
Cylinder	31 @38
Engine	12 @21
Black, winter	9¾
Black, summer	8¾

FROM TANK WAGON.

Eocene	9
XXX W. W. Mich. Headlight	7

Scofield, Shurmer & Teagle quote as follows:

BARRELS.

Palacine	11½
Daisy White	1 ½
Red Cross, W W Headlight	9
Naptha	9½
Stove Gasoline	11½

FROM TANK WAGON.

Palacine	10
Red Cross W W Headlight	7

The Men Who Handle the Money.

The business transactions of the United States, as they pass through the banks of about eighty cities, large and small, amount to something like one thousand million dollars a week. Stated in figures, it is $1,000,000,000.

The banks in these cities settle their business with each other through a system of exchanging checks and paying in actual money the balances that remain after the swapping of checks. This system is known as the clearing-house settlement, and is a great convenience to the banks, saving them the trouble of paying in detail the numerous checks or orders for money drawn on them by their depositors.

There are, in round numbers, eighty cities which use the clearing-house methods, and their business transactions will average about $1,000,000,000 a week, as has been already stated. In order to settle up this enormous business, only about one-tenth of the whole, or $100,000,000, is paid in actual money; while the other $900,000,000 is disposed of by exchanging checks, a sort of barter between the several banks, and in this way the vast sum of $1,000,000,000 a week, or $52,000,000,000 a year, is passed in the payment of the commerce and manufactures of this great country, with the handling of but about one-tenth of the whole in money, say $100,000,000 a week, or $5,200,000,000 a year.

It is seen from the foregoing that only about one-tenth of the business of the United States is carried on with money, and that the balance is done by a system of the exchange of written orders for money. From this it is apparent that all the great transactions are conducted without money, without the payment of a single dollar of Government currency. If a merchant has to pay for a carload of wheat, for a thousand bales of cotton, for a cargo of coffee, or for a street railway franchise, or for anything which calls for a considerable sum of money, not a dollar of coin or treasury notes passes in the transaction, but the amount is paid by a check on a bank.

Thus it is plain that the rich men, or those who engage in large transactions, do not handle any money. A dollar to them is only a representative of value. It is only the unit that aids them in figuring up the transactions of the day. Their wealth is not money hoarded up in a vault; but consists of houses and lands; of merchandise in store and warehouse; of ships on the sea and boats on the river; of factories, which are turning out articles of necessity or luxury; of shares of stock in railways, insurance companies, banks and other securities. As soon as the rich man accumulates some thousands of actual dollars, they go into the business to work for their owner and bring him in his legitimate profit.

Therefore, the man of large business does not spend his time in caressing his gold or in counting over and over his treasury notes. His wealth is represented by various products of human industry, while actual money is but a small part of it, and from this it will be seen that it makes but little difference what sort of dollars are in actual circulation, if his business prospers and his wealth increases at a fair percentage, so little does the great business man have to do with the actual money.

But if the rich man does not handle the dollars, and, therefore, can afford to be indifferent to their real quality, there is another person to whom the quality of the money is of the greatest consequence. That person is the workingman. His wealth is his labor. He banks not on capital stored up in vaults or represented by houses and merchandise and stocks; but on his muscular strength, his skill in his trade and his sound health. At the end of every day, or every week or month, his strength, skill and health are converted into so much money under the name of wages, and, being forced to live and support his family upon those earnings, he wants his wages in the best dollars that are made.

If a man's wealth increases at the rate of 10 per cent. or 20 per cent. a year, it makes not the slightest difference what sort of money is in circulation. It is not money that enriches him, but the increase of his substance, an increase which goes on independent of money. But the workingman is not earning on the basis of a percentage of wealth. His labor is valued in dollars, and he is paid in dollars, and it makes the greatest possible difference to him if there be any decrease in the value of the dollars in which he is paid.

As has been shown, but about one-tenth of the business of the country is done with money, and that is the money that is paid for labor. The workingman must have actual cash, and so there must always be money enough to pay him. There are 15,000,000 wage-earners in the United States, and their wages will average $2 a day each. Then there must be in actual existence money enough for the payment of these 15,000,000 workers. There will be required $30,000,000 a day, or $180,000,000 for a week of six days, and this is about all the money there is actual need of. Of this, $100,000,000 does the business of the cities where there are clearing-houses, and the other $80,000,000 circulates more slowly through the country where there are few banks and no clearing-houses.

Thus it is plain that the workingmen are the people who handle all the money and who have the very greatest interest in the demand that it shall be of the highest purchasing power attainable. It is the workingman who will suffer the greatest injury in the event of the money of the country suffering any fluctuation by reason of contraction or inflation and he should resist every effort, on the part of any class of people or any political party, to pauperize him by resorting to either extreme.

FRANK STOWELL.

The most hopeful scheme for reaching the north pole that has ever been suggested is that proposed by M. Andree of going in a balloon. Its success depends on the correctness of the aeronaut's theory that he can guide his machine by means of sails and trailing ropes. The balloon is already in course of construction in Paris, and will be made of 5,000 yards of silk, worth $11,000. M. Andree expects to start in July of next year, and hopes, with favorable winds, to reach the pole in forty hours, and to spend a month making accurate surveys of the whole polar region. The project is favorably regarded by many scientists, and is awakening profound interest in Europe.

A pretty girl is a pretty thing on a bicycle. She sits up straight and smiles. A young man makes a disagreeable exhibition of himself by stooping forward, humping himself, and appearing to be in distress.

CANDIES, FRUITS and NUTS

The Putnam Candy Co. quotes as follows:

STICK CANDY.

	Cases	Bbls.	Pails.
Standard, per lb		5	7
" H.H		6	7
" Twist		6	7
Boston Cream	8½		
Cut Loaf			8
Extra H H	8½		

MIXED CANDY.

	Bbls.	Pails
Standard	5½	6½
Leader	6	7
Royal	6½	7½
Nobby	7	8
English Rock	7	8½
Conserves	6½	7½
Broken Taffy	baskets	
Peanut Squares	" 7	8
French Creams		9
Valley Creams		12½
Midget, 30 lb. baskets		
Modern, 30 lb. "		

FANCY—In bulk

	Pails
Lozenges, plain	8½
" printed	9½
Chocolate Drops	11@12
Chocolate Monumentals	12
Gum Drops	5
Moss Drops	7½
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
Mottoes	.70
Cream Bar	.55
Molasses Bar	.50
Hand Made Creams	.80@90
Plain Creams	.60@80
Decorated Creams	.90
String Rock	.60
Burnt Almonds	.90@1 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 25
150, 176, 200	3 50

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 16lb	13
" " " 30lb	
" extra " 14lb	
" bags	6½
Dates, Fard, 10-lb. box	@ 7½
" " 50-lb. "	@ 5
" Persian, G. M. 50 lb box	@ 4½

NUTS.

Almonds, Tarragona	@ 14
Ivaca	@
California, soft shelled	@12
Brazils, new	@ 8
Filberts	@10
Walnuts, Grenoble	@15
" French	@
" Calif. No. 1	@12
" Soft Shelled Calif	@13
Table Nuts, fancy	@11
" choice	@ 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	

PEANUTS.

Fancy, H. P., Game Cocks	@
" " " Roasted	7 @ 7½
Fancy, H. P., Association	@
" " " Roasted	7 @ 7½
Choice, H. P., Extras	@
" " " Roasted	@

FRESH MEATS.

BEEF.

Carcass	5 @ 7
Fore quarters	3½@ 4
Hind quarters	8 @ 9
Loins No. 3	@10
Ribs	8 @12
Rounds	6½@ 7½
Chucks	3½@ 5
Plates	3½@ 4

PORK.

Dressed	5 @ 5½
Loins	8½
Shoulders	7
Leaf Lard	8

MUTTON.

Carcass	5½@ 6½
Spring lambs	8 @10

VEAL.

Carcass	5½ @ 6

CHICAGO AND WEST MICHIGAN R'Y.

June 16, 1895

GOING TO CHICAGO.

Lv. G'd Rapids 6:00am 1:25pm *6:30pm *11:30pm
Ar. Chicago 12:05pm 6:50pm 6:00am * 6:25am

RETURNING FROM CHICAGO.

Lv. Chicago 7:20 am 5:00pm *11:45pm
Ar. G'd Rapids 12:40pm 10:40pm *6:30am

TO AND FROM MUSKEGON.

Lv. Grand Rapids 6:00am 1:25pm 6:30pm
Ar. Grand Rapids 11:30am 5:15pm 10:40pm

TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.

Lv. Grand Rapids *8:00am 1:00pm 11:00pm
Ar. Manistee 12:55pm
Ar. Traverse City *1:20pm 4:50pm 4:00am
Ar. Charlevoix *3:50pm 6:30pm 6:30am
Ar. Petoskey *4:20pm 6:55pm 7:00am

Trains arrive from north at 5:30 am, 11:45am, 1:00 pm, *1:30 pm.

PARLOR AND SLEEPING CARS.

Parlor Cars leave Grand Rapids 6:00 am, 1:25 pm; leave Chicago 7:20 am, 5:00 pm. Sleeping Cars leave Grand Rapids *11:30 pm; leave Chicago *11:45 pm.

*Every day. Others week days only.

DETROIT, LANSING & NORTHERN R. R.

Oct. 28, 1894

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

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

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

TO AND FROM LOWELL.

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

THROUGH CAR SERVICE.

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

Trains week days only.

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

MICHIGAN CENTRAL

"The Niagara Falls Route."

Arrive.		Depart
10 20 p m	Detroit Express	7 00 a m
5 30 a m	*Night Express	11 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 10:20 p m.

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

A. ALMQUIST, Ticket Agent,
Union Passenger Station.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

EASTWARD.

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

WESTWARD.

For Grand Haven and Intermediate Points	*8:40 a. m.
For Grand Haven and Muskegon	†1:00 p. m
" " " " Mil. and Chi.	*5 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. 10:10 a. m. 3:15 p m. and 7:05 p. m.

Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor Car. No. 82 Wagner Sleeper.

Westward—No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car. No. 81 Wagner Sleeper.

JAS. CAMPBELL, City Ticket Agent.

Grand Rapids & Indiana R. R.

Schedule in effect June 23, 1895.

NORTHERN DIV.	Lv.	Ar.
Saginaw and Cadillac	†7 00am	†11 30am
Trav. Cy. Petoskey & Mack	*8 00am	†5 25pm
Trav. Cy. Petos. & Harbor Sps	†1 40pm	†10 15pm
Saginaw and Reed City	†4 45pm	†11 00pm
Petoskey and Mackinaw	†10 45pm	†6 20am

8 00 am train has parlor cars for Traverse City and Mackinaw. 1 40 pm train has buffet parlor car for Harbor Springs. 10 45 pm train has sleeping cars for Petoskey and Mackinaw.

SOUTHERN DIV.	Lv.	Ar.
Cin., Ft. Wayne & Kalamazoo	†7 25am	†9 15pm
Ft. Wayne and Kalamazoo	†2 15pm	†1 30pm
Cin., Ft. Wayne & Kalamazoo	*6 00pm	*6 50am
Kalamazoo	*11 40pm	*9 20am

7 25 am train has parlor car to Cincinnati. 6 00 pm train has sleeping cars to Cincinnati, Indianapolis and Louisville.

CHICAGO TRAINS.		
Lv. Grand Rapids	†7 25am †2 15pm	*11 40pm
Ar. Chicago	2 40pm 9 05pm	7 10am

2 15 pm train has through coach. 11 40 pm train has through coach and sleeping car.

Lv. Chicago	†6 50am †3 00pm	*11 30pm
Ar. Grand Rapids	1 30pm 9 15pm	6 50am

3 00 pm train has through coach and 11 30 pm has through coach and sleeping car.

MUSKEGON TRAINS.		
Lv. Gd. Rapids	†7 25am †1 00pm ‡8 30am	†5 50pm
Ar. Muskegon	8 50am 2 10pm 9 55am	7 05pm
Lv. Muskegon	†9 13am †12 05pm ‡6 30pm	†4 05pm
Ar. Gd. Rapids	10 30am 1 15pm 7 55pm	5 20pm

† Except Sunday. * Daily. ‡ Sunday only.

A. ALMQUIST, Ticket Agt. Un. Sta. C. L. LOCKWOOD, Gen. Pass. & Tkt. Agt.

MILTON KERNS.

Traveling Representative for W. H. Wilson & Co., Lancaster, Pa.

Milton Kerns dates his entrance to this vale of sunshine and tears from 1848, when he happened along on a farm near Pittsburg, Pa., and made himself so much at home that they concluded that he'd better stay. Fourteen years is a long enough time to find out if it's to be the farm or something else, and about the time his 14th year had fairly started in, it was something else, and off to Pittsburg he went. The first thing he struck was a bookstore. It didn't make any difference to him what it was—all he wanted was a foothold. That he got and $3 a week, with his "keep" thrown in. Of course, he didn't know much—wasn't expected to do much—but he staid, and grew, and kept his eyes open, and learned; learned something that most of our boys haven't got onto yet and that is to get back from an errand sometime within twenty-four hours, to keep 'em from dragging the river for his body! Well, they liked him and he was with 'em three years, and one day the book-keeper left and the old man chucked Milt. right into the vacant place. Do

MILTON KERNS.

you know, that fellow went right along with it without a bit of trouble? Did, for a fact, and kept right along at it for five years. At first, when he was "the boy," he made up his mind that he didn't know any too much and straightened that out by going to night school. He kept up the night school three or four years. Perhaps that was where he learned his book-keeping, but he says he picked that up. He helped the old book-keeper some and in that way worked into it so that his books were always as straight as a string.

During this time an amusing incident occurred. An acquaintance of his went to one of these business colleges and came home ready to keep the books of the world. One day he came down to the bookstore and wanted Milt. to help him. The poor fellow was all snarled up and couldn't find head nor tail to the tangle and that self-taught farmer's boy went at it and unraveled it in less than no time. You don't want to talk business college to Kerns!

He staid in the bookstore eight years, as boy and book-keeper. Then he started out as traveling salesman for a wholesale grocery, and for five years the grocery trade had a hustler who meant business. At that time Dilworth Bros., of Pittsburg, reached out after a traveling man and got hold of Kerns. There is where he first struck tobacco. He went in to see about the place and one of the partners said, "What do you know about representing our cigar factory to the jobbing trade?" "Nothing," was the reply, "but if you have good cigars which you want to sell at right prices, I can sell them for you." They told him to go ahead, and he went, and he kept going for twelve good, solid years. As a general rule, when a man stays as long as that with a firm, it means something.

A year or so ago W. H Wilson & Co., of Lancaster, Pa., made him a proposition and he took them up and he's been with them long enough to put his El-Puritano in the show cases of thousands of dealers in all parts of the country. Boston is his banner town, although he makes a pretty clean sweep throughout the New England States; and so taking is his way and so convincing is his argument that some people are, possibly, led to believe that the cigars he's selling are made from some of the tobacco that Sir Walter Raleigh raised in Virginia and sent to England to be made up for the Boston market and were shipped to Boston direct on the *Mayflower!*

Married? Yes. Four years more'll fix him for his silver wedding, and if half the people who have used his goods send him a silver tobacco-something, there won't be silver enough in the country to repair a damaged 10-cent piece.

How has he done it? A little word of four letters is the best answer to that question—P-U-S-H.

Important Chemical Discovery.

There has been much talk lately in chemical circles of a certain discovery which promises to revolutionize certain industries. Some years ago Mr. T. L. Wilson, while working with an electric furnace, and endeavoring by its aid to effect the reduction of some refractory metallic compounds, noticed that a mixture containing lime and carbon (the latter in the form of coal dust), under the influence of the intense heat of the arc, fused down to a heavy semi-metallic mass, which, having been examined and found not to be the substance sought, was thrown into a bucket containing water. The strange results which followed its contact with the water attracted his notice. A gas was abundantly given off, which was subsequently identified as acetylene, the fused mass having been calcium carbide.

Acetylene, though long known, had been little more than a chemical curiosity. After the discovery that it could be easily obtained by the means as above described, experiments were made with it as an illuminant, and these have, it is alleged, been quite successful. The carbide is now being produced on a large scale in North Carolina, and attempts will be made to introduce the gas in place of coal gas, it being cheaper and giving a whiter flame.

Further, if acetylene be passed through a tube heated to a certain temperature, it is decomposed into benzol, and at other temperatures other products. Benzol furnishes the starting point for the formation of the anilin colors, and vast possibilities may open up in this direction.

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 Detroit, Mich.
ESTABLISHED THIRTY YEARS.

Our business is good===

By giving our customers the Best Vinegar that can be made, they always buy again. Try the same thing with your customers.

HIGHLAND BRAND VINEGAR IS SUPERIOR=======

Oakland Vinegar & Pickle Co.
Highland Station, Mich.

We have no new Teas due inside of 30 days. We have on hand a big line of last season's Teas. They are the Best Value in this State at the prices we will sell them at.

Send for samples from 13c up to 35c for the finest Tea ever imported into Michigan.

We offer the best Mocha and Java Coffee in the market, in 1 lb. packages, under Dosoris brand, at 30c.

We have a big drive in a "Canuck" Soap, costs $3.10 per box, 100 bars, equal to many brands sold at $3.50.

JAMES STEWART CO., LTD.
EAST SAGINAW, MICH.

GOTHAM GOSSIP.

News from the Metropolis---Index of the Markets.

Special Correspondence

NEW YORK, June 29—There has been no "dull sickening thud," but, notwithstanding this, the intelligent observer can see that trade in the wholesale grocery line in this city has dropped during the week and, at the moment, is extremely quiet. There is a lull ominous of firecrackers and flags, and, with the outgoing of the Fourth in a blaze of gunpowder, it is confidently expected will come the reaction with its crowded stores and hurrying salesmen. Preparations are making for a splendid fall trade and, unless all signs fail, our merchants will be fully justified in making these preparations.

Coffee is depressed. Buyers are not in sight. There is an impression that quotations are too high and that a reaction must ensue, but, on the other hand, holders are not at all disposed to make concessions, and thus the matter stands. Sales from first hands have been almost *nil*, and buying is of an everyday character. No. 7 is held at 15¼@15¾c. The amount afloat is 594,115 bags, against 278,558 bags the same time last year. Holders of East India coffee seem to be slightly encouraged, but the demand is not active. Stocks are not excessive. Padang Interior coffees are held at a range of 27@28c and fancy Javas at 28@31c. Orders from out of town for coffee do not indicate any great scarcity of supplies among interior merchants and there appears to be a disposition prevalent to let the future take care of itself.

The refined sugar market has been disappointing and orders have been few and far between. It was thought to be an assured thing that by this time the demand would exceed the supply, but such is not the case. It may be that buyers are expecting a decline, but, whatever the reason, it is certain that the trade languishes. Some rumors of foreign refined coming in in appreciable quantities have been floating around the market, but only about 15,000 tons have been imported. This would not be a drop in the bucket, of course, but it shows that it is a factor worth considering. The price has ranged, for the imported, at about 4¼c.

Teas are dull. The new crop does not show up very well as to quality and the last sales at auction indicate a decline all around of about 1c. No large private transactions have occurred, and, altogether, the market can stand a good deal of improvement.

The rice market remains firm and holders are seemingly satisfied with the trend of affairs. Stocks in the interior seem to be reasonably large, but rates, both here and at producing points, are firm and the outlook is for a good trade all the fall. For the moment trading has been somewhat checked by the severe storm.

Syrups and molasses need propping up. Buyers are few and far between, but holders adhere to quotations and feel that they are justified in so doing. Some fair orders have come by mail, but, as a rule, the situation is rather a waiting one.

Canned goods are improving and each week betters the situation. The pea pack in Baltimore has closed with a pack said to be from 30 to 50 per cent. short of an average pack and every indication is for better prices. The timely rains of the past few days will give encouragement to tomato packers, who had "made their mouths up" for a pack averaging about half the usual output. It is not likely the acreage is as large as last year, but there will be enough tomatoes for all requirements. Reports as to the peach crop are conflicting, but it seems to be the general opinion that it will be a good deal smaller than last year.

Dried fruits show very little animation, and 7½c is about the extreme rate for fancy evaporated apples.

The butter market has been moderately active. Arrivals show considerable defective stock and a good deal of the finest has gone into cold storage. Exporters have taken some 500 or 600 tubs at a rate varying from 10@16c. Fancy creamery is worth 18c and brings that without any trouble. State and Pennsylvania extras, 17½@18c.

Cheese is doing better and the market shows a few bright spots. Fancy full cream, large size State cheese is worth 8@8⅛c.

Eggs remain about unchanged, the best Western bringing 13c, and stock must be exceptionally good to bring this.

There is a large supply of new potatoes and the market is dull at about $2@2.50 per bbl. Old potatoes, $1.50@2.

Beans are dull and weak. There seems to be a very limited demand. Marrow are worth about $2.50 and mediums, $2. Pea beans are worth $2.15.

Provisions are steady and active. Pork, $13.50@14.25 for mess; beef, $8.50 for mess.

A committee of delicatessen storekeepers called at police headquarters yesterday and asked President Roosevelt to see that the Sunday law is fully enforced. They complained that some storekeepers kept their places open all day Sunday. The committee was anxious that delicatessen and grocery stores should be kept closed all day Sunday. Commissioner Roosevelt informed them that the law allowed such stores to keep open until 10 o'clock. He assured them, however, that the police would see that the stores closed at 10.

Arrangements for the Meeting of Hardware Dealers.

It has been definitely decided that the meeting of the Michigan hardwaremen, for the purpose of forming an association, will be held in Detroit, on July 9. Such responses have come from the various parts of the State as to indicate that the gathering will be large and representative. Headquarters will be at Hotel Cadillac. A standard rate has been secured from the railroads of one and one-third for the round trip, conditional on there being at least 100 representatives at the meeting, and that each, when buying his ticket at the starting point, secure from the ticket agent a certificate for endorsement at the meeting. It seems almost incumbent upon every dealer in the State to be present, as the occasion is one of great interest to the trade in many ways. Details of information can be obtained from F. S. Carlton (Carlton Hardware Co.), Calumet.

Look Out For Him.

PALMYRA, June 29—A "slick" stranger, well dressed and probably not more than 23 years old, was a guest at the Hotel Nase a couple of days ago. Going into the store of N. J. Ganun & Co., he purchased of the obliging clerk a pair of shoes, a shirt, hat, neckwear and several minor articles, promising to pay for them the following day with a check which he expected would arrive by mail. Returning to his room at the hotel, to put on his new purchases, shortly after supper, he saw Wilbur Spark, proprietor of the Junction House, coming into the village on his "bike," of whom he had engaged board the day previous for a week, and left without settling. Fearing trouble, the stranger silently but quickly took his departure, and was soon lost in the gathering darkness.

Excursion to Toronto via. D., G. H. & M.

On account of the Pan-American Congress of Religions and Education at Toronto, the D., G. H. & M. Railway will sell excursion tickets to Toronto and return at $10.35 for the round trip, good going July 16 and 17 and return limit until Sept. 1, provided tickets are deposited with agent of terminal lines at Toronto on or before July 31. For particulars apply at D. and M. city office, 23 Monroe street, or D. and M. depot.

JAS. CAMPBELL, City Agent.

The New York Biscuit Co. has abandoned the use of dairy butter altogether, and from this time on will use factory creamery butter only, in the manufacture of sweet goods.

Money and Nerve.

A Washington philosopher observes that it is a very good thing in this world to have money, but if you haven't money—well, some kinds of nerve are a very good substitute for it. For instance, there's a young fellow who is not as intimately acquainted with the look of a dollar as he'd like to be, but he has something as good. He wanted a pair of shoes once upon a time. He went into a shoe store and was fitted. Then he asked the price of the shoes. "Four dollars," said the proprietor. "Take them off," was the young man's resigned reply. "Take them off. I can't pay that much. I haven't got it." "What have you got?" "Two dollars." The proprietor gathered up his shoes indignantly, and the young man started for the door. Before he reached it the shoe dealer was at his elbow. "You can have the shoes," he said, "but it's robbery. It's way below cost. I just give them away." The shoes were wrapped up. The young man waited till the string was tied and they were under his arm. Then he gave the dealer a $5 bill and asked for the change.

Modern Storekeeping.

"My wife's concluded not to keep them shoes, and you can give me back the money; they cost $2.50."

"But they never came from here, Mr. Brown," replied the clerk, who had been through three annual inventories and thought he knew a little something of what goods were being carried by the store.

"Yes, she did; she got 'em back in '91, time of the big firemen's parade, had 'em charged, and I paid for 'em when I sold my '93 wool."

The clerk consulted the ledger, and found the old man's story true, and, as the store's pet newspaper phrase was, "Your money back if you want it," the old man got his $2.50, and the returned shoes went in with a lot marked 75 cents.

Women Clerks in Grocery Stores.

The President of the Philadelphia Retail Grocers' Association, who has a thriving grocery store in Philadelphia, has replaced his male clerks with neat young ladies.

The reasons given for making the change are that young ladies, as a rule, are handier and more deft in weighing out and wrapping packages, and in many cases are more polite and attentive to customers. They are also neater in the majority of cases, male grocery clerks, as a rule, not taking too much pains with their personal appearance.

Plenty of Customers for Them.

A West Side shoe dealer whose orthography does not keep pace with his business enterprise did not expect the overwhelming rush of customers that he got after displaying this sign conspicuously in his window over a heap of leather heel protectors:

HELL PROTECTORS!
15 cts.

Let Him Wait.

Mrs. Harduppe—John, the grocer from where we used to live has found out our address. He called with that last year's bill and was real impertinent.

Mr. Harduppe (hotly)—Impertinent, was he? Well, now, we'll let him wait for his money.

For Bargains in Real Estate, in any part of the State, write to.....

G. W. Ames
106 Phœnix Block
BAY CITY, 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.

You may swallow your wrath, but it is sometimes hard to digest it.

Wants Column.

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

BUSINESS CHANCES.

FOR SALE—THE FINEST STOCK OF GROceries and fixtures in the State of Michigan. Fixtures put up in sections so they can be fitted to any sized store. Will sell fixtures separately, if so desired. Also first-class panel top wagon and good delivery horse. Liberal discount allowed on original cost. Address C. Sengenberger, 250 East Fulton street, Grand Rapids. 795

FOR EXCHANGE—LARGE NEW BRICK hotel, furnished complete, doing a good business, to exchange for a good farm. Address W. H. N., care Michigan Tradesmen. 789

FOR SALE—STOCK OF GENERAL MERchandise in a growing town of 3,000 Will inventory about $5,000. Best store and location in town. Address No. 793, care Michigan Tradesman. 793

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

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, invoicing about $4,000, 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—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

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., inventorying 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—AT ONCE, REGISTERED Pharmacist, well recommended and capable of taking charge of drug store. Address F. H. Whitney, Wayland, Mich. 794

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, Chapin, Mich. 784

GRANITE AND MARBLE MONUMENTS, markers and all cemetery work. Largest stock. Write us about what you want and we will quote prices. Grand Rapids Monument Co., 818 South Division. 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—BUTTER, EGGS, POULTRY, potatoes, onions, apples, cabbages, etc. Correspondence solicited. Watkins & Smith, 84-86 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. Four teen labels do the work of 113. Tradesman Company, Grand Rapids.

6 foot length.

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IT HAS NO EQUAL.

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Sold by all who are awake and conscientious dealers.

ALL OF THE BRANDS
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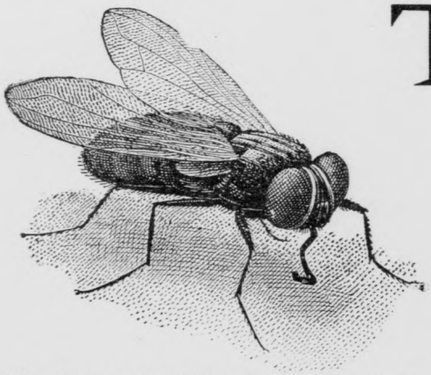

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PRICES FOR THE REGULAR SIZE.

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

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Particularly adapted for Show Windows and Fine Rooms.
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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

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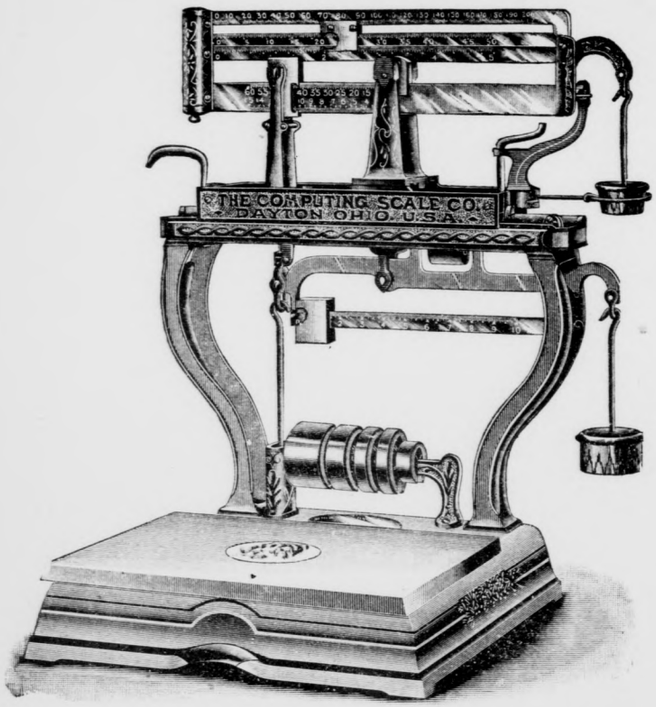

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Every two months and makes you 600 per cent. on the investment. It prevents all errors in weighing and

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YOU NEED IT!

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118-124 State St., and 77-79 Madison St.,
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GENTLEMEN: We have had your scale in use since November 24, 1894, in our butter, cheese and meat department. We find them to do ev actly what you claim. Our clerks can wait on more customers and assure them accuracy in ev ery respect. We can recommend them as the most economical scale in use for meat markets and groceries. Yours truly,

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Yours truly,
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Gasoline Stoves

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Send us your order early and start your trade with some Low Prices on Gasoline Stoves.

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THREE BURNER WITH STEP.

Height 25 inches.
Step 15 inches.

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No. 67—3 Burner, high flat top ind. genert'r 4 50
No. 62—2 Burner, high flat top, sin. gen't'r 4 30
No. 63—3 Burner, high flat top, sin. gen't'r 5 40
No. 68—2 Burner, low flat top, ind. gen't'r 2 75
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No. 64—2 Burner, low flat top, sin. gen't'r 3 75
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Regular Crating Charge Extra.

MICHIGAN

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Three Individual Burners.

HEIGHT 25 INCHES.

Special Juniors

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The Burners used on all Michigan Gasoline Stoves are the simplest, most powerful Burner used on any Junior Stoves.

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The Best Stove in the Market for Camping Out, Fishing or Hunting Parties.

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