MICHIGAN TRADESMAN

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VOL. XII. GRAND RAPIDS, JULY 24 1895 NO 618

Chocolates..... and Bon Bons

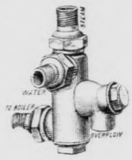
In large or small package — quarters, halves, pounds or five pound boxes.

Just the thing for Summer Resorts and fine trade generally.

An endless variety of the toothsome dainties to be found at the manufacturers.

A. E. BROOKS & CO.

5 and 7 S. Ionia St., GRAND RAPIDS



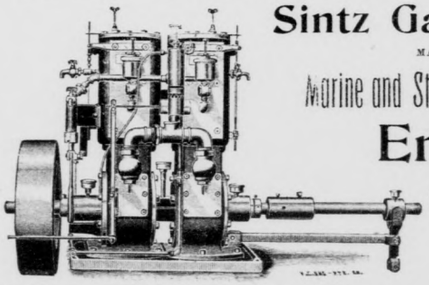
THE PENBERTHY SPECIALTIES.

FOR THE BOILER AND ENGINE. ARE THE ENGINEERS' FAVORITES.

80,000 PENBERTHY AUTOMATIC INJECTORS in use, giving perfect satisfaction under all conditions. Our Jet Pumps, Water Gages and Oil Cups are Unequalled

SEND FOR CATALOGUE. PENBERTHY INJECTOR CO. DETROIT, MICH.

BRANCH FACTORY AT WINDSOR, ONT.



Sintz Gas Engine Co.

MANUFACTURERS OF

Marine and Stationary Gas and Gasoline

Engines

YACHTS and LAUNCHES

242-244 Canal Street

GRAND RAPIDS

Will you allow us to give you

A POINTER

The S. C. W. is the only nickle Cigar, Sold by all Jobbers traveling from Grand Rapids and by Snyder & Straub, Jobbers of Confectionery, Muskegon. We do not claim this Cigar to be better than any 10 cent Cigar made, but we do claim it to be as good as any 5 cent Cigar that is sold for a nickle.

PERKINS & HESS, DEALERS IN Hides, Furs, Wool and Tallow

WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

Nos. 122 and 124 Louis Street, GRAND RAPIDS, MICH.

Griswold House

RE-MODELED NEWLY FURNISHED

FRED POSTAL Proprietor

BEST $2.00 A DAY HOUSE IN THE CITY

Corner Grand River Avenue and Griswold St., DETROIT, MICH.

The Only Pepsin Cracker In the Market.

AMERICA'S GREATEST RELISH !

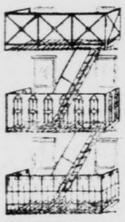
Endorsed by medical fraternity. For table use their delicious, creamy flavor is never forgotten. Cure Dyspepsia, Indigestion, Sick Headache, Nervousness. Sweeten the breath. Sold by all dealers. In handsomely lithographed cartons. Retail at 20 cents each.

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

CHRISTENSON BAKING CO.

MANUFACTURER OF Crackers AND FULL LINE OF Sweet Goods

252 and 254 CANAL ST., GRAND RAPIDS



Symonds' Wire & Iron Works

J. L. SYMONDS DETROIT, MICHIGAN. A. J. SYMONDS.

MANUFACTURERS OF

BALCONY FIRE ESCAPES

Bank and Office Railing, Wire and Iron Fences, Roof Cresting and Weather Vanes, Wire Signs, Stable Fixtures, Etc.

State your wants and send for Catalogue

M. R. ALDEN E. E. ALDEN

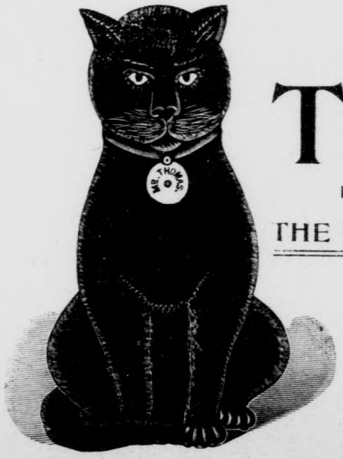
M. R. ALDEN & CO.

STRICTLY FRESH EGGS, Choice Creamery and Dairy Butter A SPECIALTY

Wholesale Produce

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

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



Mr. Thomas

IS NOT A MUSICIAN, BUT—

THE BEST FIVE CENT CIGAR

IN THE COUNTRY.

ED. W. RUHE, MAKER,

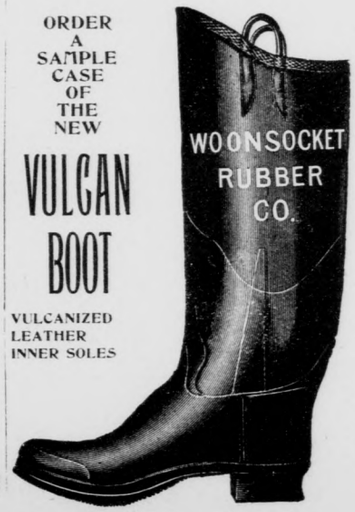
CHICAGO.

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

ORDER A SAMPLE CASE OF THE NEW

VULCAN BOOT

VULCANIZED LEATHER INNER SOLES



WHOLESALE

Rubber Footwear

EXCLUSIVELY

C. L. WEAVER & CO.

161-163 Jefferson Ave. DETROIT

WOONSOCKET Specialties packed in bulk list 5 cents a pair less.

RHODE ISLAND shoes made with light BUFF lin'g

WIDE, MEDIUM, NARROW and PICCADILLY TOES

Excel in FIT, STYLE, QUALITY and FINISH

Say! = = = =

Did you ever stir up a.....

PRICE
$35.00
PER
1000

B. J. REYNOLDS, Sole Agent for Michigan

= = = GRAND RAPIDS = = =

Goods Guaranteed

Mail Orders Solicited

MICHIGAN TRADESMAN

VOL. XII. GRAND RAPIDS, WEDNESDAY, JULY 24, 1895. NO. 618

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

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

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

WAYNE COUNTY SAVINGS BANK,
Detroit, Mich.
$500,000 TO INVEST IN BONDS issued by cities, counties, towns and school districts of Mich. Officers of these municipalities about to issue bonds will find it to their advantage to apply to this Bank. Blank bonds and blanks for proceedings supplied without charge. Communications and enquiries have prompt attention. Bank pays 4 p.c. on deposits, compounded semi-annually. S. D. ELWOOD, Treas.

Country Merchants
Can save exchange by keeping their Bank accounts in Grand Rapids, as Grand Rapids checks are par in all markets. The
State Bank of Michigan
Offers exceptional facilities to its customers, and is prepared to extend any favors consistent with sound banking.
DANIEL McCOY, President.
CHAS. F. PIKE, Cashier.

The Michigan Trust Co. Grand Rapids, Mich.
Makes a specialty of acting as
EXECUTOR OF WILLS
ADMINISTRATOR OF ESTATES
GUARDIAN OF MINORS AND INCOMPETENT PERSONS
TRUSTEE OR AGENT
In the management of any business which may be entrusted to it.
Any information desired will be cheerfully furnished.
LEWIS H. WITHEY, President.
ANTON G. HODENPYL, Secretary.

BARLOW BROTHERS
BOOK BINDERS
BLANK BOOKS
5 AND 7 PEARL STREET.

The Tradesman's advertisers receive sure and profitable results.

UP WITH THE LARK.

Disadvantages of Selling Goods on the Morning Market.

I looked at my watch and, reaching over, patted myself on the back. It takes a bright, smart, active fellow to get up at 4:30 o'clock in the morning and I took a great deal of comfort in recalling what the poets have said about "the dewy freshness of the dawn," and that sort of thing. I expected to wander around the streets for awhile before the procession of market wagons got in, but, long before I reached Monroe street, the sound of traffic reached me and I hurried down to the place where market wagons most do congregate to find that anybody who didn't get up until 4:30 in the morning didn't amount to much. I thought there must be at least fifty wagons in all and, beginning with Monroe street, I counted fifty-three in the block on Spring street between Monroe and Louis streets, and looked toward the river. I didn't count any more and am ready to aver, on the honor of a quill driver, that there were something less than 500 in and around the market place.

It struck me as peculiar that so many of the wagons were empty. Their owners had come in, sold their produce, and were going home. That was suggestive, and I stopped at a snug-looking cart where a good-natured looking man stood waiting to dispose of the rest of his load and asked him how long a drive he had had that morning.

"Only a little way out, a couple of miles or so."

"Gets you up pretty early, doesn't it?"

"Not so very. Three o'clock isn't early this time o' year.

"The dickens it isn't!" said I to myself, as I sauntered along.

I struck my next man on Louis street, pretty well down.

"Had much of a drive this morning?"

"Not so very much of a one. I live out about 13 miles."

"Gets you up pretty early, doesn't it?"

"Rather, though I start earlier than there is any need of. I'm one of the fools who gets up early."

"One touch of nature makes the whole world kin." Involuntarily I put out my hand, but concluded to wait.

"What time did you start?"

"I got up at a quarter to ten and fed my horses, and then got my own breakfast—if you can call it breakfast—and started something after 'leven."

I solved that little sum in subtraction and concluded that the relationship was all right, but a difference of five hours was against me and we didn't shake hands.

"A quarter to ten!"

"Why, yes. You see, this is the way it is: A farmer has a particular place in the line and he's got to get here early, if he wants it. You see, if he's there, his regular customers know where to find him, and, if he ain't there, he loses their custom."

"Isn't there any way to get rid of this starting the day beforehand?"

"Yes, but I don't ever expect to see it. What Grand Rapids needs is a public market. Then every man would have his place and he could start at a decent hour and be here in time enough for his earliest customer, without being out all night. Have an apple?"

I took the apple, thanked the man for the fruit and the information, and went away, and I am free to confess that I don't want to be smart, and bright, and active, if I'm obliged to get up night before last and take my breakfast last night in order to get my place in the market wagon line. I'd rather stir up the question of a new market house.

RAMBLER.

The Consumption of Sugar.

Some very interesting statistics concerning the importation and consumption of sugar in the United States have been prepared by Worthington C. Ford, Chief of the Bureau of Statistics of the Treasury Department. The figures are illustrated by diagrams, which show at a glance the rate of increase and the proportion one year's importation bears to another.

The figures given show that there has been an increase for the period covered, not only in the absolute amount of sugar consumed, which would naturally result from the growth of population, even if the quantity consumed per inhabitant remained stationary, but also in the consumption per capita. The total consumption in 1894 amounted to over 2,000,000 tons, which was more than double the consumption for the year 1880. Of the total amount consumed last year, a little over 1,700,000 tons were imported, a slightly larger proportion than that in 1880. The consumption of sugar per capita increased from 43 pounds in 1880 to 63½ pounds in 1894, an increase, as will be seen, of not far from 50 per cent.

The increase in the consumption of sugar per capita is particularly interesting, as it proves that the sugar trade can count not only on a steady increase, due to the growth of population, but also upon a gain per capita. Notwithstanding the growth in domestic production, the consumption has so increased that the proportion of domestic sugar to the total of sugar consumed is actually less now than it was in 1880.

Another interesting showing made by the statistics of Mr. Ford is the countries from which we draw our sugar supply. In 1880, the United States imported more than 75 per cent. of the foreign sugar consumed from the West Indies, while in 1894 very nearly 50 per cent. of the importations came from other countries than the West Indies.

The two Pettijohn cereal companies are engaged in litigation over the right to use the name Pettijohn, not unlike that which the Pillsbury-Washburn Co. was obliged to undertake to protect its title to the name "Pillsbury's Best." It is alleged that one of the companies paid a party of the name of Pettijohn $25 and gave one share of stock for the purpose of obtaining the right to use the name. This is the allegation of the complainant, the Eli Pettijohn Cereal Co.

REPRESENTATIVE RETAILERS.

Frank P Merrill, the Ithaca Furniture Dealer.

The summer of 1860 was on the wane when the infant wail of the subject of this sketch declared his dissatisfaction with the world. New York is his native State, Chenango his county, and his birthplace was on a farm.

Here he passed his boyhood and early youth, making the most of the public school until he was 17; and, ending his school days with a year at the academy, he entered the office of Dr. E. S. Walker, of Green, N. Y., and began the study of dentistry. Three years found him ready for his work and, with his credentials, he removed to Ovid, Mich., where he clerked in a drug store for a year. He then began the practice of his profession at Hartford, and for three years, while enjoying a successful practice, found time to perfect himself in pharmacy. When this purpose had been accomplished, he disposed of his dental office and went to Vanderbilt, where he purchased a drug store and opened a dentist's office in connection with it. Here he remained a year, removing in 1885 to Ithaca, where, dropping the dentistry practice, he opened a new drug store and gave to the business his undivided attention. Here a fire put an end to three years' of prosperous trade; but, late in the same year, a new building was erected, into which he put a new drug stock. This went on for three or four years, when his health began to give way, and, finally, in March, 1892, he sold out to Robinson & Watson and traveled for six months in the West. He came home with health restored and early in '93 formed a copartnership with F. M. Scott and S. E. Perry under the style of the Lansing Woodenware Co., to conduct a woodenware business at Lansing, of which he became the general manager. In November of the same year the firm sold out to Robson Bros., when Mr. Merrill returned to Ithaca and purchased a furniture and undertaking establishment, which he is conducting successfully at the present time.

In 1885 Mr. Merrill was married to Miss Clara Selleck, of Paw Paw. He is a Mason and a Knight of Pythias, being a charter member of Ithaca Division No. 39.

While it is not possible to speak of the man in the thick of the fight as it would be if the battle were over, it is safe to say that Mr. Merrill has won his spurs. There are ups and downs in every contest and he has had them and expects to have them as long as the battle goes on, but, so far, he has little to complain of. He has a good home and a prosperous business, and he wishes it distinctly understood that there isn't a better place to live on the face of the globe than Ithaca—and a man doesn't say that of a town unless he is a good citizen of that town and has a warm place in the hearts of his fellow townsmen.

A man never has so much use for his watch as when listening to a long sermom.

SUCCESSFUL SALESMEN.

Wm. Boughton, Representative for the C. E. Smith Shoe Co.

"In that district of merry England" which is known as Windsor, a town which takes its name from the famous castle which is one of the residences of the Queen, Wm. Boughton was born on May 13, 1841. There are few towns fairer to look upon than Windsor as it dots the English meadows at the foot of the stately castle; there are none so rich as she in historical incident and royal story, and the boyhood passed here was keenly alive to all that clustered around the royal pile. What a place to study English history, in the shadow of the very walls which the Conqueror erected for his home! And what boy, born and bred in the neighborhood of Runneymede, would ever forget the Magna Charta after his feet had visited that famous valley and his eyes had seen the very table upon which the precious document was signed!

Reared among such scenes, the boy made the most of the schools of Windsor until he was 14, when he began his business life as clerk in a grocery store in his native town. On reaching his majority, he left England for America, and came to Detroit, May 1, 1862. For two months he was with his uncle on a farm at Grosse Pointe, near Detroit, and July 5th of the same year he obtained a position as clerk in the retail shoe store of Stephen Smith, of Detroit, where, with him and with Stephen F. Smith & Co., his successors, he remained for fifteen years—five years as clerk, three years as shipping clerk, and seven years on the road, the firm, in the meantime, having gone into the jobbing and manufacturing of boots and shoes. On the failure of this firm he took a position with R. & J. Cummings & Co., a wholesale shoe house of Toledo, with Western Michigan as his territory, remaining with them for eight years.

On their retiring from business, he took a position, covering the same territory, with H. S. Robinson & Burtenshaw, of Detroit. He remained with this firm and their successors, H. S. Robinson & Co., eight years, closing his connection with them Feb. 1, 1893, when he took a position with the C. E. Smith Shoe Co., of Detroit. His territory comprises the northwestern section of the Lower Peninsula of Michigan, the Upper Peninsula and a part of Wisconsin.

Twenty-five years ago Mr. Boughton took his first degree in masonry in Detroit. He now stands on the 32d round of the ladder in the Scottish rite. He is a member of De Molia Commandery Knights Templar: of Saladin Temple, Nobles of the Mystic Shrine, as well as an Elk—organizations, every one of them, whose shields are emblazoned all over with "Good will to men."

It is to be regretted that much which might have been written here, aside from the business career which has been closely followed, has been proscribed. "Kind hearts are more than coronets," and the story which tells of a thoughtful care for others can never be out of place. It is pleasant to remember, however, that those who read these lines and are interested in them, will be sure to see the part which has been omitted and will be just as sure to end the narrative with "Inasmuch as ye have done it to the least of these, my brethren, ye have done it unto Me!"

His Mother Stopped Him.

From the Trade Magazine.

A successful merchant, not long ago, paid a short visit to his native town, a thriving little place, and while there he was questioned by his friends, on the general subject of success in life.

"But I don't know that I have anything to say except that industry and honesty win the race," he answered.

"Your very example would be inspiring, if you would tell the story of your life," said an acquaintance. "Are you not a self-made man?"

"I don't know about that."

"Why, I've heard all about your early struggles. You went into business with Mr. Blank, when you were about 17 years old—"

"So I did, so I did. But my mother got me the place, and while I was there she did all my washing and mending, saw that I had something to eat, and when I got discouraged, told me to cheer up and remember tears were for babies."

"While you were working for Mr. Blank, you studied at night and educated yourself, ——"

"Oh, no, not at all. My mother heard my lessons every night while she did her work. I remember, one night, I got so discouraged I dashed my writing-book into the fire, and she burned her hands in pulling it out."

"Well, it was certainly true, wasn't it, that as soon as you were able to run about you bought some fruit and began to sell it at the railroad station?"

The successful merchant's eyes twinkled and grew moist over the fun and pathos of some old recollections.

"Yes," he said slowly, "that was the way I first began to be a business man, and I should like to tell you a story connected with that time. Perhaps that might do some one good to hear it. The second lot of apples I bought for sale were speckled and wormy. I had been cheated by the men of whom I had bought them, and I could not afford the loss. The night after I discovered they were unfit to eat, I crept down the cellar and filled my basket as usual.

"'They look very well on the outside,' I thought, 'and perhaps none of the people who buy them will ever come this way again. I'll sell them, and as soon as they are gone I'll get some sound ones.'

"Mother was singing about the kitchen as I came up the cellar stairs. I hoped to get out of the house without discussing the subject of unsold fruit, but in the twinkling of an eye she had seen and was upon me.

"'Ned,' she said in her clear voice, 'what are you going to do with those specked apples?'

"'Se — sell them,' stammered I, ashamed to advance.

"'Then you'll be a cheat, and I shall be ashamed to call you my son,' she said promptly. 'Oh to think that you could dream of such a thing as that!' Then she cried and I cried, and I've never been tempted to cheat since. I have succeeded because I had energy and industry, and I have always acted on the square, not only with my employer and patrons, but with myself. That's the hardest part of the battle to earn. No, my friends, I have nothing particular to say about my early struggles, but I wish you'd remind your boys and girls that their mothers are doing far more for them than they do for themselves. Tell them, too, to pray that their mothers may live long enough to enjoy some of the prosperity they have won for their children, for mine didn't."

Tears glistened in his eyes as he walked away.

"The Crack Train of the World"

A prominent New York merchant and importer of leather goods said in our hearing the other day, "I have traveled all over Europe and America, and I consider the train which leaves Chicago every day at 6:30 p. m. for St. Paul and Minneapolis, via the Chicago, Milwaukee & St. Paul Railway, 'The Crack Train of the World.'"

In which statement thousands of others heartily concur.

Deceiving the Trade

Several firms are advertising New Crop Teas at same price as last year, quality, the finest for years, etc.

Advices just at hand from Yokohama, under date of June 28th, report as follows:

First Crop Teas cost 2 to 4c per lb. over last year, and are inferior both in leaf and cup quality as compared with last year's crop.

Second Crop Teas are now in market, "but there is nothing enticing in appearance or cup."

TRUTH IS MIGHTY AND SHALL PREVAIL.....

Send to us for samples of Japan Teas, any price from 15c up to 35c.

We are in position to give you better value than any firm in Michigan.

New Potatoes are sick. We quote 60@65c per bu. in bulk, $1.95 in bbls.

Lemons, choice 300s, $3.75@4.00.

Write us for our great offer on Sorg's Even Change Plug. It is an eye opener.

The Jas. Stewart Co.

(LIMITED.)

EAST SAGINAW, MICH.

CANDIES, FRUITS and NUTS

The Putnam Candy Co. quote 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@ 25
Wintergreen Berries	60

CARAMELS.

No. 1, wrapped, 2 lb. boxes	34
No. 1, " 3 "	51
No. 2, " 2 "	28

ORANGES.

Me it Sweets—126	3 00
150, 176, 200	3 25

LEMONS.

Extra Choice, 360	4 50
Fancy 36	5 00
Extr Fanc , 360	5 50
Extra Choice, 300	4 75
Fancy, 300	5 50

BANANAS.

Large bunches	1 75@2 25
Small bunches	1 25@1 50

OTHER FOREIGN FRUITS.

Figs, fancy layers 16lb	12
" " " 20lb	
" extra " 14lb	
" bags	6½
Dates, Fard, 10-lb. box	@
" " 50-lb. "	@ 5
" Persian, G. M. 50 lb box	@ 4½

NUTS.

Almonds, Tarragona	@ 14
Ivaca	@
California, soft shelled	@12
Brazils, new	@ 7½
Filberts	@10
Walnuts, Grenoble	@14
" French	@
" Calif No. 1	@12
" Soft Shelled Calif	@13
Pecans, Nuts fancy	@10½
" choice	@ 9
Pecans, Texas, H. P.	8 @12
Chestnuts	
Hickory Nuts per bu., Mich	
Cocoanuts, full sacks	3 65
Butternuts per bu	
Black Walnuts, per bu	

PEANUTS.

Fancy, H. P., Game Cocks	@
" " "	@ 7½
Fancy, H. P., Association	@
" " " Roasted	@ 7½
Choice, H. P., Extras	@
" " " Roasted	@ 6½

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	5½@ 6½
Loins	11½
Shoulders	8
Leaf Lard	8

MUTTON.

Carcass	4½@ 5½
Spring lambs	7 @ 9

VEAL.

Carcass	6 @ 6½

CAUGHT ON THE FLY.

Written for THE TRADESMAN.

One who is in the habit of observing things that escape the notice of the incurious throng will find a never-ending source of instruction and entertainment in so doing. Just now a sheet of tanglefoot has become to me a school of information, besides furnishing a small fund of quiet amusement. As I spread it on the window-sill "butter side up," with its sticky surface glistening in the sunshine for very gladness at the prospect of "making a mash" on no end of curiously inclined and frivolous winged animals, I wonder how long a time will elapse before the first victim will succumb to his fate. But scarce has that query entered the chamber of thought when a specimen of *Musca domestica* alights on the margin, with one or two feet over the danger line, and to him it proves enchanted ground. While struggling in vain to retreat, a sort of policeman of the genus *Formica*, gigantic in size, comes to his assistance and, by sheer strength, releases him from the quagmire, but only to bear him to a judgment hall to meet a fate only one degree less evil than that from which he has been delivered. Meantime, infatuated flies of every grade are buzzing over the tempting compound and one by one begin to dot its surface, displaying wonderous feats in athletics, as though each had caught his Tartar and was determined to hold him in a catch-as-catch-can wrestle to the finish. The largest ones seem, for a time, likely to win, but the under-hold is a strong one in this case and soon each boasting Goliah is compelled to accept the decree of inexorable destiny. Often a pair of gay gamboliers will drop simultaneous and a furious buzzing of wings fill the air with a shrill creaking sound, like a jew's-harp played on by ghostly unseen influence, which proves to be the death-song of the deluded victims to the chemical siren's enchantment. With wings bedrabbled in the viscous mass, scores of once happy parasites accustomed to feed on bounties to which they are not invited, lie on the scene of disaster bemoaning their ill luck, or, tired with fruitless struggles, settle themselves to a rest that knows no waking. As in the case of humanity, remorseless result has followed violation of natural law; and there is no kind-hearted Uncle Toby to pity their fate and rescue in time to give a few another lease of life. Even a tender-hearted naturalist declines to interfere, since his sensitory nerves have been given so many reasons why the law of retaliation should be enforced. There may be room in the world, as Toby says to the fly, "for me and thee," but, as the "me" is the major factor and the aggravating fly the minor one, the court of last resort has no mind to obstruct the course of justice in the latter's behalf.

A few reflections are naturally suggested by the insect mass-meeting now in progress, where so many motions are made with no regular chairman to put the question, and where, though, by parliamentary rules, a motion for adjournment is always in order, yet adjournment is a physical impossibility. This sheet of tanglefoot represents one phase in the era of the world's progress. In former days, when inventive genius was in embryo, the *Musca domestica* was, as now, a noun of multitude—the housewife's summer annoyance and the ever-present disturber of the bald-headed deacon in his sanctuary slumbers. Nothing but a darkened room or a gauzy canopy enabled the darling of the household to enjoy daylight repose, the necessary tonic of infantile humanity. In the kitchen and the living-room a crude trap in the guise of a glass of strong suds, capped by a slice of bread besmeared on the under side with molasses, was the usual defense of the worried housekeeper. Beyond this nothing was done except to resign one's self to the inevitable and trust to Providence for favorable conditions of temperature.

Some philosophic minds took comfort from the belief that the fly, as a scavenger, performed service which condoned to humanity for offences against domestic peace; but, to-day, public opinion proclaims him not only a pest but an outlaw whose destruction by fair or foul means is "a consummation devoutly to be wished." All the resources of mechanical skill and chemistry are used to effect his annihilation and each inventor proudly advertises his special scheme before a long-suffering public, and no sickly sentimentality stands in the way of inventions designed for that purpose—the world is the enemy whatever be the *casus belli*.

It is only in the land long historically memorable by a plague of insect life more terrible than modern imagination can conceive that a superstition exists among the peasant population guaranteeing to the fly, his heirs and assigns forever complete immunity from all harm, however great the sum of his misdeeds. For countless generations he has reveled in this license, wherein he is never disturbed in his goings or his comings, his downsittings or his uprisings on the exposed surface of the human form. Not even when helpless babes writhe under the swarm of insect tormentors settling to their savage delight is one kind hand raised in defense of the infants, for a religion of fatalism declares each insect as hallowed from profane touch as the sacred Apis or the no less venerated beetle. The common and universal disease of Egypt being ophthalmia, it gives occasion for these winged nuisances to do their most cruel work. Whenever a question of location on any part of the person is submitted to these freebooters, "the eyes have it." Upon the inflamed lids of all sufferers they greedily swarm, carrying to the system putrid infection from animal matter and, by contact, distributing the disease broadcast among the population. Especially do helpless age and infancy suffer from this senseless superstition engendered by centuries of ignorance concerning the laws of health, as well as by a system of servitude no less arbitrary.

But in this blessed land nothing that contributes to the smallest detail of comfort to the individual is beneath scientific investigation. The capital annually expended in securing the maximum of relief from petty domestic winged plagues aggregates millions. Kind old Toby may be content with the puerile ejaculation, "Shoo fly," but this *fin de siecle* requires sterner measures, not only to justify the progress of our age in invention, but also to keep in touch with the ever-extending philanthropies of the century.

And now, let whoever will raise the standard of revolt against the bloodthirsty Jersey musquito, with his kindred allies, which are as great a source of vexation.

PETER C. MEEK.

Doing More than He Promised.

A story is told of a Pittsburg oil producer who was putting down a well, some years ago, in a territory that had never been tested for oil. He was keeping the fact a profound secret, in order that, in case he got a good well, he might without difficulty secure all the leases he desired in the vicinity. He was on the ground himself, watching with great interest the indications. Everything pointed to success. Two days before the well was expected to "come in" he was called home. Anxious about the result, he arranged with his contractor to telegraph him as soon as the drill reached the sand. He knew, however, that secrets will sometimes leak out of a telegraph office, and so he told the driller that the sentence, "Pine trees grow tall," would mean that he had struck oil. The driller promised to do as he was ordered. The mingled satisfaction and vexation of the producer may be imagined when, two days later, he received the following telegram: "Pine trees grow tall. She's squirting clean over the derrick!"

In 1890 there were nearly 4,000,000 women and girls among the class called wage-earners in the United States. Their number has increased in ten years over 1,200,000, or more than 40 per cent. In the various branches of trade the increase in female employes was 263 per cent. This is due to the rapid utilization of women as accountants, cashiers, clerks, stenographers, typewriters and the like. During the same period the number engaged in the professions show a great increase, in many instances the percentage of increase being far larger for women than for men.

A great many people claim to commune with the gods who cannot commune with honest men.

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, Grand Rapids

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.

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

GRAND RAPIDS

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Sunfield—W. E. VanAnde has sold his drug stock to C. L. Hampton.

Charlevoix—John McCabe succeeds H. Gronell in the meat business.

Dowagiac—Jones & Kast succeed Geo. D. Jones in the grocery business.

Charlesworth—Chas. W. Christler has purchased the general stock of W. C. Loomis.

Northville—John Highland succeeds Highland Bros. in the grocery and meat business.

Ironwood—John Colenso has removed his confectionery stock from Negaunee to this place.

Romeo—E. A. (Mrs. Wesley) Phillips has removed her stock of boots and shoes to Imlay City.

Douglas—J. E. Devine succeeds Riley & Devine in the grocery and boot and shoe business.

Port Huron—Lamb Bros. have purchased the grocery business of Asman & Son at this place.

Traverse City—E. W. Hatch succeeds E. W. Hatch & Co. in the agricultural implement business.

Harbor Springs—H. J. Atkinson, druggist, has removed his stock from Michigamme to this place.

Alpena—C. A. McGregor succeeds C. A. McGregor, Agent, in the clothing and boot and shoe business.

Clare—A. J. Doherty, of the Coleman Hardware Co., has sold his interest in the business to J. M. & J. E. Doherty.

Lake Ann—O. C. Fish has opened a branch jewelry store at Honor under the management of his son, Chas. Fish.

Ithaca—D. T. Covert, who was landlord of the Retan House for about ten years, has opened a new hardware store.

Muskegon—Fred Engle, proprietor of the Muskegon Galvanized Iron Works, has removed to Colorado Springs, Colo.

Freeport—A. J. Miller has closed out his grocery stock to the other merchants in town and retired from business altogether.

Romeo—E. A. Phillips, boot and shoe dealer here, is closing out his stock and will establish himself in business at Imlay City.

Douglas—Riley & Devine, grocers and boot and shoe dealers, have dissolved. The business will be continued by Jos. E. Devine.

Bellevue—C. D. Kimberly has purchased the grocery stock of F. M. Cole. Claude seems determined to monopolize business here.

Manistee—Chas. E. Nungesser has purchased the furniture and undertaking business of Wm. Nungesser and will continue the business at this place.

Coldwater—Keavin Bros., dry goods merchants, have uttered chattle mortgages to the amount of $6,600 in favor of J. V. Farwell & Co., of Chicago.

St. Clair—The boot and shoe stock of the late M. Bazo has been purchased by George Durkee and taken to Lapeer. It was bought for 50 cents on the dollar.

Traverse City—W. P. Kenney has taken into partnership in his music business Wm. Steffens, formerly of New York. The firm name will be Kenney & Steffens.

Elmdale—L. E. Lott has retired from the firm of L. E. Lott & Bro., general dealers. The business will be continued by the remaining partner under the style of H. Lott.

Mancelona—W. H. Clark, who, until recently, has been engaged in the furniture trade at this place, has decided to embark in the same line of business at Central Lake.

Pentwater—Mr. Daggett, of Daggett & Gregwer, meat dealers, and Elva F. Plummer, also meat dealer, have merged their business under the style of Plummer & Daggett.

Linden—Allen L. Stehle, jeweler and dealer in musical instruments, has admitted a partner, and the business will hereafter be conducted under the style of Stehle & Mahony.

Harrietta—H. Razick has purchased the grocery stock and broom handle factory of Joseph A. Geraud, at Yuma, and will continue both under the personal management of his son.

Hastings—Frederick Cassady has sold a half interest in his meat market to Wm. Roe, son of Henry Roe, the veteran Nashville meat dealer. The new firm will be known as Cassady & Roe.

Battle Creek—D. W. Lovel, who recently purchased the Landreth seed store, has also purchased the grocery stock of Frank Manchester and will move the seed stock in with the groceries and continue both lines.

Fenwick—H. E. Kaercher has purchased C. J. Thompson's interest in the firm of C. J. Thompson & Co., dealers in groceries, men's furnishing goods and wall paper. Mr. Kaercher will continue the business in his own name.

Fremont—Darling & Smith will soon take possession of their new brick store building which is the most pretentious tructure in the place. The building is 44x80 feet in dimensions and two stories high, including all the modern improvements.

Wayland (*Globe*)—Arthur Visser, who runs a grocery wagon from Grand Rapids out through the east part of this township, met with quite a loss last Monday. He accidentally set fire to his wagon which, with all the stock, was destroyed. Loss, about $200.

Saginaw—The Beese-Little Coal & Ice Co., which was organized several years ago, has changed hands, W. E. Goodman, who has been a member of the company for some years, and John F. Winkler, the well-known ice dealer, purchasing the entire business. The name of the new firm is Goodman & Winkler.

Muskegon—J. D. Sheridan, the druggist against whom complaint was made for selling liquor contrary to law, had an examination in Justice Losby's court Saturday and the case was dismissed. Mr. Sheridan produced the records of his sales, showing that he had complied with the law in every respect.

Sherman—E. B. Stanley has uttered three mortgages on his general stock—one for $1,000 to Thos. Wilson, to secure him for signing a bond; another to Wm. Barie & Son, of East Saginaw, for $760; and a third to A. C. McGraw & Co., of Detroit, for $2,158. The stock and accounts are estimated to be worth about $7,000.

Detroit—Last week a stranger walked into a Gratiot avenue shoe store and purchased a pair of expensive footgear. As soon as he had them on he walked out of the door without paying for them. The proprietor had his back turned. However, the man left two bundles and it was thought that he would soon turn up. He didn't, and the bundles contained only hay.

MANUFACTURING MATTERS.

Grand Haven—The name of the Dake Engine Manufacturing Co. has been changed to the Dake Engine Co.

Alpena—Rogers & Fenton, of Ohio, are arranging to remove their stave mill to Alpena. They have been negotiating for the purchase of the Minor Lumber Co.'s river mill.

Buchanan—Kompass & Stoll have purchased a site at Niles on which to build a furniture factory, removing their business from this city as soon as the building is completed.

Petoskey—The W. W. Rice Leather Co. will at once begin the enlargement of its plant. The capacity has been 200 sides per day, but in a few weeks it will be increased to 400.

Manistee—The East Shore furniture factory has been purchased by Joseph H. Poor, in behalf of an Eastern syndicate which will operate the establishment. The deeds were transferred several days ago by the First National Bank.

Kalamazoo—The Kalamazoo Pant & Overall Co. is going to locate a branch of its factory in some village in this vicinity, and Allegan and Otsego are both hustling to secure it. The company asks that a building be furnished them, with power to operate its machinery and lights. The proposed factory will employ about fifty men.

Detroit—The Electric Gas Stove Co has filed articles of association. The capital stock is $25,000, one-half of which is paid in. The 1,250 shares taken are held as follows: Frank T. Dwyer, 550; F. F. Palms, William A. Dwyer, John M. Dwyer, Jeremiah Dwyer and Geo. H. Barbour, 100 each; Ezra S. Hoyt, 120; James Dwyer, 80 shares.

Detroit—The American Pepsin Cracker Co. has uttered a chattel mortgage for $1,254.53 to L. B. Clark, as trustee for a number of creditors. The Detroit creditors are: Calvert Lithographing and Engraving Co., Eagle Paper Box Co., A. Backus, Jr., & Sons, Jay G. Phillpot, William P. Holliday, Evening News Association, Phineas E. Atchinson and Clark S. Edwards.

Alpena—J. G. Wilson, of New York, manufacturer of fancy hardwood block floors, has been looking for a location where he can secure the raw material. He is favorably impressed with Alpena and makes a proposition to form a stock company with a capital of $200,000, he to put in $75,000 cash, providing Alpena citizens furnish the remainder. A plant of the capacity indicated would give employment to 300 hands.

Manistee—There has never been a season when the old heads in the lumber business were so much at sea as they are this year. There are all the symptoms of a good trade, and yet everything is exceedingly dull. Piece stuff has held at $8.50 all the season up to last week. Ordinarily, even in good times, it advances only a shilling at a time, but last week it took a jump of 50 cents all at once. Were it in something else we would be better satisfied, as piece stuff cuts a very small figure with us.

Marquette—The Munising Railway Company has been incorporated to construct a railway from Munising harbor, 30 miles east of here, southwesterly through the tract of hardwood owned by Cleveland and La Porte, Ind., capitalists, ultimately connecting with the Chicago & Northwestern Railway. The intention is to use the road to carry the timber to mills on Lake Superior and, as fast as the lands are cleared, induce settlers to farm. As this is probably one of the finest tracts of hardwood timber in existence its development should mean much for this region. Tim Nester is the local head of the concern.

Movements of Clerks.

Morenci—Clare Roosa concluded his long term of clerking in E. B. Butler & Co.'s clothing store last Saturday, and, after a vacation of three weeks, will go behind the counter in the dry goods establishment of S. S. Beatty & Son.

Elk Rapids—Tommy Hogan, for the last three years delivery man for Butler & Co., has taken the position in the grocery department of the Elk Rapids Iron Co. formerly occupied by R. G. Bruce.

Dissolution Notice.

The firm of Alden & Libby was dissolved by mutual consent July 18, 1895, and the business will be continued by M. R Alden and E. E. Alden under the firm name of M. R. Alden & Co., in the same store, 93 and 95 South Division street, Grand Rapids.

M. R. ALDEN,
C. H. LIBBY.

Shaw's Lightning Account Keeper, in connection with order slips, is gaining in favor. C. H. Currey, Owosso, (three books) J. S. Towers & Co., Minneapolis, and hundreds of others in the U. S. attest to its merit as a time and labor saver. Order slips printed with carbon, and leather books free. Write for prices. J. C. Shaw, 29 Canal street, Grand Rapids, Mich.

The person who is charged with an act of negligence which has caused an injury cannot protect himself by showing that similar acts were customary in the community where he lived.

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

PROVISIONS

The Grand Rapids Packing and Provision Co quotes as follows:

PORK IN BARRELS.	
Mess	12 00
Short cut	11 50
Extra clear pig, short cut	13 50
Extra clear, heavy	
Clear, fat back	12 50
Boston clear, short cut	13 00
Clear back, short cut	12 5
Standard clear, short cut, best	13 00
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	5½
Compound	5
Cottolene	6¼
Cotosuet	6
50 lb. Tins, ¼c 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	9 75
SMOKED MEATS—Canvassed or Plain.	
Hams, average 20 lbs	9¾
" " 16 lbs	10
" " 12 to 14 lbs	10¼
" picnic	7½
" best boneless	8½
Shoulders	7
Breakfast Bacon boneless	8½
Dried beef, ham prices	11¼
DRY SALT MEATS.	
Long Clears, heavy	6½
Briskets, medium	7¼
PICKLED PIGS' FEET.	
Half barrels	3 00
Quarter barrels	1 65
Kits	90
TRIPE.	
Kits, honeycomb	75
Kits, premium	85
BUTTERINE.	
Creamery, rolls	16
" tubs	15
Dairy, rolls	11½
" tubs	11

GRAND RAPIDS GOSSIP.

F. Skoning succeeds E. B. Stevens as local manager for L. F. Swift & Co.

James Hines has opened a grocery store at East Bridge street, near the corner of East street. The Worden Grocer Co. furnished the stock.

L. Chambers, formerly engaged in the drug business at Durand, has opened a drug store at Ashley. The Hazeltine & Perkins Drug Co. furnished the stock.

E. E. Alden has purchased the interest of C. H. Libby in the firm of Alden & Libby, jobbers in butter and eggs at 93 and 95 South Division street. The business will be continued by M. R. Alden and E. E. Alden under the style of M. R. Alden & Co.

B. Barendse & Son, dealers in general merchandise at 561 Adams street (Oakdale Park), have turned their stock over to their merchandise creditors and retired from business. The manner in which the firm acted in the premises is highly commendable.

The work of selecting the place of holding the annual picnic of the Retail Grocers' Association is now in the hands of a special committee, which will, probably, announce its decision Wednesday. Reed's Lake is out of the race this year, for the reason that Manager Swetland and the other caterers at that resort decline to contribute anything toward meeting the necessary expenses of the event. Advantageous offers have been received from three railway lines—from the D., G. H. & M., to take the grocers to Spring Lake or Grand Haven; from the G. R. & I., to convey the party to Muskegon; and from the C. & W. M., to carry the crowd to Ottawa Beach, and, in all probability, one of these offers will be accepted.

The Grocery Market.

Sugar—Prices remain unchanged, the indications favoring a steady market, with the tendency upward in sympathy with the firm feeling in raw sugars. Stocks in the country are still light, jobbers having bought to supply immediate requirements, and there is nothing apparently to prevent a good steady demand from now until the end of September, both August and September being generally good sugar months.

Tea—New teas are selling slowly, buyers not being disposed to take hold to any extent. The demand from the country shows no broadening tendencies, notwithstanding the fact that stocks are low. There is nothing in the situation to create a speculative feeling. The war issue, which is now a thing of the past, was worked for all it was worth, and there are no arguments that may be used to induce buyers to operate beyond actual requirements, except it be the exceedingly low prices that now rule, and the feeling that prevails that any material increase in demand would be followed by a higher range of values, as present prices are about as low as they can go, and in spite of the moderate demand they are quite strong. Stocks in first hands are accumulating some, owing to the fact that arrivals are not passing into consumption as rapidly as received.

Coffee—Brazil grades are dull, but values appear to be well maintained. Mild grades are relatively in best demand; all good colony coffees are showing much more strength, while the poorer grades are neglected and somewhat weak.

Spices—Next month an active business is expected, and with the renewal of trade, higher prices are looked for. From the statistical position of the various articles there is hardly a thing on the list that does not appear to be a purchase at the prevailing prices. Gingers are quiet. The supplies of African are large and much scattered. There is nothing new in cassia, trade being dull. Mace and nutmegs are dull but strong. In pimento there is a little doing in prime. The general stocks of spices are low throughout the country, but at selling centers there is an abundance, particularly of pepper and cloves.

Molasses—The market for fine grades of New Orleans open kettle and centrifugal is strong, and the demand shows improvement, the inquiry from dealers being quite large. There is a scarcity of these particular grades, and prices are firmly maintained and advances are predicted. Low grade centrifugals are neglected, there being no sale whatever for them. Foreign molasses is in seasonable demand and is held firmly.

Canned Goods—Very quiet, but prices are strong on nearly all varieties, with red Alaska salmon and California fruits somewhat higher.

Lemons—The really fancy marks of sound stock which are being sold at the Eastern auctions bring good strong prices, even in the face of the fact that there is any quantity of common to choice fruit being sold all the way from $2.50@3.50 per box. The weather is too hot to warrant a hope of lower prices for some time, and the outside trade is assured of a better profit by buying the higher priced and better fruit in such amounts as their needs require.

Oranges—Virtually no demand for them, except for fruit and confectionery stores. The grocery trade, which usually handles a goodly proportion of them, is devoting its efforts to domestic fruit almost entirely, and the proximity of the peach season has much to do with the stagnation in oranges. The quality, also, is poor, and even the low prices do not seem to be successful in moving them as freely as hoped for.

Bananas—The demand seems to have decreased fully 50 per cent. during the past ten days, caused, undoubtedly, by the large amount of berries and watermelons now to be obtained at very low prices. The commission men are ordering sparingly, as the hot weather melts the fruit so fast that, with the scarcity of orders, it is difficult to escape making a loss on them, to say nothing of the possibility of a desired profit. It is more than likely that outside dealers will have some cause for complaint, on account of the over-ripeness of the stock they receive in this line, but the wholesalers are trying to be very careful in selecting fruit that they believe will carry well.

Purely Personal.

W. I. Benedict, senior member of the firm of W. I. Benedict & Co., druggists at Belding, was in town Sunday. He came by the bicycle route.

M. S. Scoville, the Kalamazoo grocer, was in town one day last week, making arrangements for shipments of fruits during the remainder of the season.

Ben. W. Putnam, President of the Putnam Candy Co., spent last week in Chicago, in attendance on a convention of the confectioners of the Western States.

Jno. S. Caswell, general dealer at Pritchardville, was in town last Wednesday for the second time in ten years. He has been engaged in trade thirteen years.

C. A. Morrell, the Chicago tea and cigar jobber, was in town over Sunday, the guest of his cousin, W. F. Blake. He was accompanied by his wife and daughter.

C. A. Price, Cashier of the Ithaca Savings Bank, was married Tuesday to Miss Mary Look, cousin of S. E. Parish, who was formerly engaged in the grocery business at Ithaca. The ceremony occurred at the residence of Mr. Parish.

G. Adolph Krause (Hirth, Krause & Co.) left Monday for Pittsburg, where he will remain a week, thence proceeding to New York *via* the Hudson River on his way to a fortnight's respite from business cares on the New Jersey seaboard. Of course he is accompanied by his wife.

Will S. Jones, Secretary and Treasurer of the Commercial Bulletin Company, which publishes the Minneapolic *Commercial Bulletin*, was in town over Sunday. It is claimed at the hotel where he put up that he went fishing very early in the week, but none of Mr. Jones' friends give any credence to such a report, as he has never been known to tell any fish stories—or any other kind of stories, for that matter.

A dozen business men of Coloma visited the city last Wednesday for the purpose of petitioning the officials of the C. & W. M. Railway to stop its fast trains at that point. The party comprised Messrs. E. A. Hill, Geo. W. Grant, Jr., A. H. Sutton, S. W. Hamilton, Wm. Kreitner, H. M. Marvin, A. J. McClung, N. Kibler, N. Kelley, John Schairer and J. H. Jones. The gentlemen were given a respectful hearing and will receive an answer in the near future.

Gripsack Brigade.

It is stated as a fact that Chas. S. Robinson (Grand Rapids Packing and Provision Co.) has finally succeeded in becoming proficient in spelling Dowagiac.

Oscar Baker (Adrian) has resigned his position with Baker & Shattuck and accepted one with Moreland Bros. & Crane. S. L. Rice has resigned his position with E. M. Kean & Co., to accept the place left vacant at Baker & Shattuck's.

O. E. Rasmus, who has acted as city salesman for the Muskegon branch of the U. S. Baking Co. for the past four years, succeeds L. C. Bradford as general traveling representative for that establishment.

Geo. W. Sevey, formerly engaged in the retail grocery business at Herrington under the style of Sevey & Herrington, has engaged to travel for the Telfer Spice Co., covering the available towns on the D., G. H. & M. and D., L. & N. Railways.

The Lansing boys act as though they intended to invite the K. of G. to hold the next annual meeting at that place. The time and place of meeting will be decided upon at the next meeting of the Board of Directors, which will be held at Lansing the first Saturday in September.

J. S. Hirth, who has been on the road the past year for Hirth, Krause & Co., previous to which he served the house seven years in the capacity of bookkeeper, has taken a position with A. F. Gallum & Son, the Milwaukee tanners. The vacancy thus created has been filled by the engagement of Frank M. Gardner, formerly connected with the shoe department of the Hannah & Lay Mercantile Co.

The matter of increasing the death benefit from $500 to $1,000 will probably come before the next meeting of the K. of G. It is understood that President Jacklin favors such an innovation, in which case he will probably recommend such an amendment to the comstitution in the course of his annual address. So far as THE TRADESMAN'S information goes, the members generally advocate the change, including an increase in the assessments from $2 to $5.

Merged Into a Stock Company.

Boss & Norton, dealers in carpets and draperies at 110 Monroe street, have merged their business into a stock company under the style of the Boss-Norton Company for the purpose of enlarging their present business and adding lines of house furnishing goods. The corporation has a capital stock of $25,000, of which $22,000 is subscribed and paid in, the stockholders and amount of stock held by each being as follows:

Alfred K. Boss	$5,000
Chas. E. Norton	5,000
Jas. F. Grady	5,000
Jas. F. Grady, Trustee	1,250
Chas. E. Norton, Trustee	1,600
Mary A. Martin	1,000
Alexander Kennedy	250
John Murray	250
M. Francis Griffin	250
M. Shanahan	250
Thos. Hefferan	250
Chas. F. Pike	250
Ed. Crawford	250
Wm. F. Hake	250
Gaius W. Perkins	500
Chas. E. Temple	250
Wm. F. McKnight	250
J. K. Johnston	250
Dennis McKeiver	500
H. A. Britt	250
Anton Stiller	250
Wm. T. McGurrin	250

The directors of the corporation are Messrs. Boss, Norton, Grady, Shanahan and Murray, the officers being as follows:

President—Alfred K. Boss.
Vice-President—Chas. E. Norton.
Secretary—Jas. F. Grady.
Treasurer—Chas. E. Norton.

The new house receives a valuable accession in the person of Jas. F. Grady, who retires from the position of credit man for Spring & Company, with which house he has been identified over a dozen years, and will take an active part in the management of the business. Mr. Grady is an indefatigable worker and will make his influence felt among a large circle of friends and acquaintances.

INCLUDE A CASE OF

KOFFA-AID

In your next order to your Jobber.

A NEW ARTICLE to be used in connection with Coffee. Guaranteed not to contain one particle of chicory or deleterious ingredients. It pays you a profit of 33 per cent. Saves the consumer 25 per cent.

THE KOFFA-AID CO., DETROIT, MICH.

Clerks' Corner

I suppose, when I tell my clerk this morning that I want him to do a little sweeping for me, that there will be a bit of sarcasm in his tone when he tells me that he has just put on his collar and blacked his shoes—heels and all—and that the collar and shirt will get the worst of it if he goes to sweeping now. I don't mind the sarcasm. That is a pretty bad plaything for anybody, and especially for a clerk. It's always awkward to handle and it cuts one way quite as badly as it does the other; so, for the sake of keeping the collar clean in sweeping, just take it off. Better take your cuffs off, for this is sweeping and from samples of your work which I have seen, it is something you never have done. If I were you, I should make a paper cap for this sweeping business. The head needs the protection and should have it; and when a boy combs his hair with his fingers, a paper cap worn in sweeping time keeps clean the pillows where the same boy sleeps.

There seems to be an idea abroad that sweeping is intended to take the dust from the floor and, after a journey through the atmosphere, settle it evenly over everything the room contains. This idea does not now prevail. Instead, it is considered good form to remove the dirt as much as possible with as little stirring up as possible and land it as quickly as possible outdoors. A grocer must make some concessions to the wishes of his customers, and there seems to be a growing prejudice against dirt in sugar and other articles too often exposed in a grocery store. Ladies, especially, make the objection and some carry the matter so far as to say bluntly that it is simply outrageous for them to spoil a new pair of kid gloves in handling groceries. That is what we are to guard against and, before the sweeping begins, cover up the counters and the shelves.

If there is a sawmill in your neighborhood, have some sawdust ready. Wet it and sprinkle freely over the floor and under the counters. Then, take a broom and, without flirting, sweep with the whole—not one corner—of the broom towards the middle of the floor. In sweeping under the counters it is a great temptation to make one fell swoop. Don't swoop at all. Get the broom into the farthest corner and get *all* the dirt out, so that, when the work is done, you can swear by it without fear of having "the boss" swear *at* it and you, if he looks under the counter later on.

When the dirt and sawdust are swept into a pile take the dirt *all* up and deposit it in a tight box or barrel. I say all, for nine sweepers out of ten will take up almost all of it and, with one sweep of the broom, scatter the "almost" all around.

Then take a light cloth and wipe off the dust—not flirt it off, for it will settle again if you do. When the cloth is full of dust, take it to the door to shake—outdoors is the place for the dirt, remember that. Begin with the upper shelves and dust down. Then take the counters. For the show cases have a separate cloth and, if there is any metal about them, see that it has its daily rubbing. It will pay.

The front windows and the sash in the door need washing every morning in warm weather and they should be rubbed until they are bright and clear. Finish up with washing the doorstep and wipe it dry.

Slip into the back room; take off your cap; wash your hands and face; brush your hair; take off your over jacket; put on your collar and cuffs, and go to breakfast. My word for it, you will have a sense of respectability you never had before, and as you come back after breakfast and see how clean and wholesome everything looks, you'll find yourself wondering how those other fellows can ever expect to get along and live in the dirty place they do. If you don't believe it, try it and see. UNCLE BOB.

ENFORCE THE LAW.

Written for THE TRADESMAN.

The State of New York has had, for several years, a law prohibiting the sale of intoxicating drinks, on Sunday. At the time of its passage through the New York Legislature there was a great deal of satisfaction expressed, not only in New York State but throughout the country, and the members from the rural districts went home from Albany crowned with glory, was many a "Now we'll see!" went echoing down the Hudson to the wicked city at its mouth; but the wicked city never closed an extra blind and never bolted a single saloon door.

Some months ago there was a political earthquake in Manhatten. The old was rung out by the "wild bells" and the "new" came in with a rush. Among other departments completely upset was that which has the Sunday law in its keeping; and the head of the department has made up his mind that no intoxicating drinks shall be sold on Sunday in New York City. The law is enforced; and not long ago two representative citizens called on the Mayor to protest. One asserted that if the people had supposed that he, the Mayor, would enforce the Sunday law, he never would have been elected Mayor. The other declared, with a candor as remarkable as the statement he made, that all that was ever expected of the law was an outward enforcement of it, to be confined to the closing of the saloon's front door, and he respectfully asked the Mayor to put a stop to his asinine exercise of official authority. Yet New York, practically, is a dry city.

The statute books of Ohio, some time ago, recorded a law to the effect that the adulteration of food is a misdemeanor with a penalty. And the adulteration of food went right on. Then it so happened that a man was appointed Commissioner who found the law and, knowing the need of its execution, touched it with the wand of authority and it became a living power. There is cursing to-day, as a consequence, in many a retail store, echoed and intensified in the manufacturer's office. And the adulteration of food in Ohio is on the wane.

Let us hear the conclusion of the whole matter: Execute the law. If it be a good one, the country is benefited. If it be a bad one, its enforcement is the shortest step to its repeal. R. M. S.

By an act of the Legislature which went into effect July 1, days of grace are abolished in Illinois on promissory notes and other negotiable paper, such instruments being absolutely payable at maturity. If a note falls due on a holiday it is now payable in Illinois on the day after, instead of the day before, as was the case.

How He Is Believed.

Blizney—How did you get that black eye?

Niznog—I ran against a door.

Blizney—Too bad, old man; but I hope you gave the other fellow as good as he sent.

It Sold the Soap.

Customer—Is this good soap?

Dealer—Well, mum, the man who writes poetry about that soap gets $10,000 a year.

Customer—My sakes! Gimme a dozen bars.

Many a young man wonders how the world could get along without him, while the world is wondering how it gets along with him.

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

The Bradstreet Mercantile Agency
THE BRADSTREET COMPANY
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270, 281, 283 Broadway, N.Y.
Offices in the principal cities of the United States, Canada and the European continent, Australia, and in London, England.
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THE GOODRICH LINE STEAMERS
SHORT LINE TO CHICAGO
Via D., G. H. & M. Ry. and GOODRICH LINE.
The Magnificent New Fast Steamships,
ATLANTA and CITY OF RACINE
SCHEDULE:
LEAVE Grand Rapids daily via D., G. H. & M. Ry. at 7:40 p. m., arrive Chicago 6:30 a. m.
RETURNING, Leave Chicago daily at 7:30 p. m., arrive Grand Rapids 6:40 a. m.
GRAND RAPIDS to CHICAGO, ONLY $3.90
$6.50 FOR THE ROUND TRIP. Stateroom Berth Included. Through tickets and stateroom berths can be had at the city office and depot of the D., G. H. & M. Ry., Grand Rapids; also at all stations on the D., G. H. & M. Ry., D., L. & N., G. R. & I. and T. S. & M. Rys.
H. A. BONN,
General Pass. Agent.
Goodrich Trans. Co., Chicago.

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.
Ask your hardware dealer for it.

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	7:20am	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.

L. M. FULLER Chief Clerk, Pass. Dep't.

MICHIGAN CENTRAL

"The Niagara Falls Route."

Arrive.		Depart
10 20 p m	Detroit Express	7 00 a m
6 30 a m	*Atlantic 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, reaching Detroit at 12:20 p 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., 10:50 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 0.pm
Lv. Muskegon	†9 13am	†12 05pm	‡5 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.

Fruits and Produce

CASH VS. TRADE.

Interesting Experience of a Country Merchant.

Written for THE TRADESMAN.

I was greatly interested in the sketch of S. A. Watt, the Saranac merchant, in last week's TRADESMAN, especially that portion of the biography in which he attributed his success largely to the fact that he had always paid cash for whatever the farmer had to offer, instead of compelling him to accept "store pay."

When I began business here years ago, what little trade I had with the farmers was confined entirely to barter. It worked pretty well along at first; in fact, it was the only thing to do. Nobody had any money and when the eggs and butter came in, I took them and the farmers took it out in trade, or, in case of a surplus, it stood on their side of the account in the shape of a book credit or due bill.

That thing went on in that way until I got tired of it; and I don't believe I was half so tired as the farmers were. I was a little better off than they, for I did get cash for what produce I could manage to get to market; but there were weeks and weeks when I know the majority of them didn't see a dollar in money.

It got so, finally, that in some way or other they rather held me accountable for that state of things. If there was anything due them, they felt as if they must come and trade it out, whether I had anything they wanted or not, and, if they were in debt to me, they felt more than ever in duty bound to trade with me; so that, without knowing it almost, they felt as if in some way I had them under my thumb and, what was worse, was always ready to take advantage of the situation.

I can't begin to tell you what a lot of little, mean, narrow-contracted men this lack of money made of us. Each was suspicious that the other was trying to overreach him and, when an exchange had been made, there was a good deal of afterthought, each one always winding up with the conclusion that the farmer had been worsted in the deal.

I chewed on that for a good while and, finally, I made up my mind I couldn't stand it any longer. Then when I got ready, and one rainy day when I had been sent to a good deal hotter place than I ever expect to go to, I said to a farmer, "I'll tell you how we'll fix this: when I want any more of your produce, I'll pay you for it cash down. That will end that transaction. Then when you want any of my goods, you'll take them on the same terms—cash—if you take them at all. That will end all this bickering and I'm sick and tired of it." I found, on looking over the man's account, that there was considerable in my favor; but I was determined to carry out my plan if I lost every cent of it.

Well, that changed things immediately; for, of course, in a country store what's fair for Tom is fair for Joe; and I began to take a little comfort behind my own counter. Before that, it didn't make any difference how poor the stuff was, I had to take it; but buying for cash was a different thing. Somehow, I was expected to be particular and I was. Old Jake Hewson came driving up one day with a lot of butter that you could smell almost as far off as you could him. I didn't buy it. Widow Wilson brought in some eggs and I didn't want them; but, when good things came in, I took them and I paid the money for them. That was along in the spring, if I remember, and one July morning, almost before I was up, one of the farm boys came to the store with a pail of blueberries and wanted to know if I'd pay the money for them. It flashed through me like lightning what was coming, and I said, "Yes, sir, you bring me good berries—no green ones and no mashed ones—and I'll take all you can bring, and give you a good price for them." Why shouldn't I? Most of the money would come right back to me. Before 8 o'clock there wasn't a child in the neighborhood old enough to know a green blueberry from a ripe one who wasn't picking berries. That went on as long as the berries lasted and hundreds of dollars went through my store in exchange for berries which would have rotted on the bushes if I had paid "store pay" instead of spot cash, as the pickers were mostly children for whom "store pay" had little attractions.

Well, things changed. The money gave them something to think about and to talk about. The farms and buildings began to pick up and the farmers began to get their hair cut by somebody who knew how. The old mistrust died out. The boys began to spruce up and be somebody; and if THE TRADESMAN were to send one of its men down here to-day to look us over, he'd find as thrifty a lot of farmers as there is anywhere around.

Now I ain't going to say that all this came from my getting mad and making up my mind that 'twould be cash or nothing; but I do say that just the minute there was a way found to get a little cash into the neighborhood, these things began and they have been going on ever since.

In writing this communication I haven't bothered myself much about my spelling, or anything else, for that matter, and if you find anything in it that's worth printing, and don't mind touching it up a little, you are welcome to it. Inasmuch as you had touched the subject of Cash vs. Trade, it occurred to me that a plain statement of practical experience along that line would be of interest to some of your readers.

OLD FOGY.

PRODUCE MARKET.

Apples—Home grown Red Astricans command $1.75 per bbl., while Duchess of Oldenburg are in active demand at 75c per bu. Red stock from Tennessee, which is much better size and quality than home grown, commands $2.25 per bbl.

Beans—The demand has been very moderate during the week for both home and export account, and prices have generally ruled in favor of buyers. In the absence of demand prices have sagged off a trifle.

Beets—New, 15c per doz.

Blackberries—Lawtons, 9c per qt.

Butter—Factory creamery is in better demand at 18@19c. Dairy is in improved demand at 15@16c, with indications favoring a higher range of values.

Cabbage—Home grown is now in ample supply, commanding 65@75c per doz. The size is small, but the quality is fair.

Cherries—Nearly out of market, stray lots commanding $1 50 per bu.

Cucumbers—Home grown, 35c per doz.

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

Green Corn—15c per doz.

Onions—10c per doz. bunches for green stock. Dry stock from the South commands $1 per bu. Home grown brings the same figure.

Peaches — Early Alexanders are coming in freely, commanding 75@90c on the morning market and about $1 for shipping demands. The indications are that the crop will be large. Hale's Early will begin to come in next week.

Pears—Virginia Bartletts bring $1.25 per bu.

Potatoes—The market has gone to pieces, Early Ohio stock from Illinois and home grown stock having declined to 50@60c per bu., with every element of weakness in the market.

Raspberries—Black, about 5c per qt. Red, 10c per qt. The crop is about at an end.

Tomatoes—50@60c for 4 basket crate.

Watermelons—12½@20c apiece, according to size and quality.

Wax Beans—75c per bu. for home grown.

WHOLESALE COMMISSION..... Live Poultry
BUTTER, EGGS, FRUITS and VEGETABLES. We can get you the Highest Market Price at all times.
F. J. DETTENTHALER,
117-119 Monroe Street, - - - - Grand Rapids, Mich.

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

Fruits and Produce
Our shipments of Cherries have been very heavy for the past week, but presume that some of our customers will want more this week, and we think we shall have Cherries most of the week. Prices will be about $1.50@1.75 per bu. Also have them in 16 qt. cases, at 90c@$1 per case.
Black Raspberries, $1.00@1.10 per case.
Red Raspberries, very scarce.
Watermelons, 18@20c.
Tomatoes, $1.10@1.20 per 4 basket crate.
New Onions, $2.75 per bbl.
Potatoes, 90@95c per bu. If any decline will give your order the benefit.
Bananas, Green Onions, New Beets, Peas, Wax Beans, Radishes, Cabbage and Celery at Bottom Prices.
A few barrels of Pocket Salt left at prices quoted on page 15 of this issue.
Remember, we are a Mail Order Fruit and Produce House, and can save you money, **but you must mail the order.** Many merchants are doing this and are well satisfied. Better try it.
HENRY J. VINKEMULDER,
418-420 445 447 South Division St. Grand Rapids

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Everything for the
Field and Garden
Clover, Medium or Mammoth, Alsyke, Alfalfa and Crimson, Timothy, Hungarian Millet, Peas and Spring Rye. Garden Seeds in bulk and Garden Tools.
Headquarters for Egg Cases and Fillers.
W. T. Lamoreaux Co.
128 to 132 W. Bridge St., Grand Rapids, Mich.

BUTTER AND EGGS!
We guarantee the Highest Market Price for Butter and Eggs. If you have any to dispose of, let us know at once.
Yours truly,
Geo. E. Darling & Co.,
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Will buy all kinds of Lumber—Green or Dry.
Office and Yards, 7th St. and C. & W. M. R. R.
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Inventions and New Ideas perfected
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S. P. BENNETT FUEL AND ICE CO.
GRAND RAPIDS, MICH.

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COAL, LIME, CEMENTS,
SEWER PIPE, ETC.
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COAL
Wood, Lime, Sewer Pipe, Flour, Feed, Etc.
Correspondence solicited.
45 South Division St. GRAND RAPIDS

COAL WHOLESALE RETAIL
S. A. MORMAN & CO.
GRAND RAPIDS, MICH.
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.

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

MICHIGAN TRADESMAN

A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

Published at
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One Dollar a Year, Payable in Advance

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

E. A. STOWE, Editor.

WEDNESDAY, JULY 24.

IGNORANCE OF THE WEATHER.

Probably there is no greater reproach upon the boasted scientific progress of this age than the utter ignorance of the causes of weather changes. We are able to talk learnedly about the affairs of the far-away planetary worlds, but when inquiry is made as to the philosophy of weather and the causes of storms, the wisest man can give no definite information. He has, indeed, nothing better by way of explanation to offer than mere theory and out-and-out guesswork.

The notion that the destructive storms which visit the earth are born or originate upon its surface through the power of the sun to evaporate water, and cause the expansion and ascent of currents of air, is every day seen to be more and more worthless for explaining the causes of weather and the operation of storm forces. It must be remembered that the atmosphere which envelops the earth is like a vast ocean whose bottom is in the depths of space, and whose surface is at that of our planet.

The surface of this ocean of air meets that of the ocean of water, and the latter is the plaything of the former. The tremendous forces which pervade the atmospheric ocean and manifest themselves in wind and electricity play with land and sea, and at their pleasure pour out upon them their dreadful energies.

When this atmospheric envelope is free from dust and vapor, it is so transparent that the rays of the sun pass through it without communicating to it the least warmth. The upper regions of space corresponding to the bottom of the atmospheric ocean are subject to extreme cold, and the rays of the sun give off no heat until they touch something solid, such as the surface of the earth, or a cloud made up of the vapor of water and the dust and smoke which arise from the earth. These clouds, composed of matter possessing great weight, remain for days and weeks floating in the atmosphere and are transported many thousands of miles until they encounter conditions which bring them down in rain, hail or snow, without regard to the season of the year. In midsummer, snow falls upon all high mountains, while in far southern latitudes heaven's artillery and musketry discharge their icy missiles. The clouds show, by the thousands and millions of tons of water they pour out, what enormous burdens the thin and light atmosphere can bear up and transport.

Evidently all weather is made in vast laboratories in the upper regions of the air. There are forces capable of drawing up and transporting to the places where it is wanted incalcuable quantities of the earth's water. There are generated heats which convert the water into vapors so attenuated that more tons of it than many numerals can declare remain floating in space, while at another time a cold so intense is created that in a moment of time water can be frozen into solid ice and precipitated upon the earth. What is it that prepares the tornado and the cyclone and hurls them upon those doomed spots devoted to its wrath?

It is not difficult to imagine that these storms created in the upper abysses of the atmosphere, and charged with a particular electrical energy, are percipitated upon localities on the surface of the earth to which they may be drawn by a special attraction, while they are repelled from others where the electric conditions are not favorable. As a mere suggestion, this would seem a most plausible way to account for the fact that some places are devoted to catastrophe from storms, while others are left untouched.

All these are conditions which may only be conjectured under the existing ignorance of the subject; but they can be and they should be investigated. Just as soon as it becomes known that all weather is made in the upper regions of space, men will begin to climb mountains and ascend in balloons to study meteorology. Investigations at the surface of the earth only tell us of the weather that has already fallen upon us from the sky. What is needed is to discover what is coming, and to know this it is necessary to enter the laboratories where the weather is made.

CLEAR SIDEWALKS.

The spirit of reform which is at work in New York City has laid siege to the encumbered sidewalk. "Thou shalt not infringe on the rights of the passing crowd" is the burden of the commandment. It seems, indeed, as if the decree had not come too soon, and dealers of every class are more or less affected by it. The dry goods merchant has found it to his advantage to thrust his glass showcase into the street to appeal by his marked-down prices to the thrifty passer by. The grocer, in many instances, depends upon the sidewalk for his chief display. Barrels and boxes and often benches are made use of. These are put in position and the goods are piled in profusion, and often in confusion upon them. The barber's pole and the tobacconist's wild Indian are well-known forms of street obstruction, while the sign which the wind storm makes dangerous swings and creaks at its own sweet will.

It remains to be seen whether the street obstruction in any form is necessary or even desirable. The fact that many of our most enterprising dry goods houses depend wholly upon indoor display is a strong point in favor of the ordinance. It is much to be doubted if the wooden Indian nowadays adds greatly to the sales of the cigar store; and barbers have been known to succeed without the bandaged pole to tell of their whereabouts. The grocer is the chief offender, excepting always the fruit dealer, and here will be found a difference of opinion among grocers, while almost invariably the customer will be strongly opposed to the sidewalk display.

The reason is not hard to find, the leading one being that of cleanliness. Dust is sure to invade the streets and just as sure to fall upon the goods, unless protected. In that case, unless the protection be glass, the goods are better off inside. Another outside evil is the exposure of the goods to the assaults of animals. With the display on the sidewalk it is next to impossible to guard against the evil, and many a basket of fine fruit has been ruined on that account.

A clear sidewalk will do away with all these objections. The first advantage gained is an opportunity on the part of the public to get near the window—an utter impossibility when the goods cover the sidewalk. Another gain is secured by making the most of the window display and so inducing the customer to come inside. A third advantage, which the clerk has already thought of, is the saving of labor the first thing in the morning and, most of all, the last thing at night, in carrying out and bringing in the goods and the bunches, when tired nature rebels against doing then more than what is absolutely necessary. So far as the public is concerned there is no question. A clear sidewalk is what, on every account, is desirable, and it will be the source of considerable surprise, if the dealers themselves, when they have adapted themselves to the change, do not find that the ordinance has been an advantage to them.

NOT AN EASTERN QUESTION.

Armenia affairs are reaching a point which cannot be much longer considered local. Appeals have been made by the sufferers to England, and Gladstone has raised his voice in their behalf. The German Emperor has listened to the dreadful story and deplores the situation, but the atrocities go on. Russia hears but does not heed, and, finally, to attract England's attention to the desperate condition to which the country is reduced, 500 young men at Van have offered themselves for Turkish butchery to save their countrymen from slaughter. When matters reach such a pass they cease to be confined to the narrow limits of a Turkish province, and every quarter of the globe uncaps in the presence of the 500 young men of Van and with breathless interest asks, "What is to be done about it?"

There is no need of raking over this Eastern question, which has been beaten and turned and beaten again, to show where the responsibility belongs. It is simply a matter of fact that wherever and whenever Turkey has had anything to do with government, there and then the despot is sure to show itself and the implement of the despot is the sword. That point settled, the next thing to be considered is whether the time has not come to break the sword and dethrone the despot. That throne and that sword have been in existence too long. They are more than a menace to civilization. They are and have been agony and death; and, for the sake of outraged humanity the world over, the peril which hangs over Armenia and her brave 500 should at once be staid.

How about the powers? They will still haggle over the possession of the Bosphorus and Constantinople. England will turn pale at the thought of her beloved India. Germany and Austria will convulsively grasp the musket. France will advance her posts in Southern China and look longingly in the direction of Alsace and Lorrain. Russia will wonder if her beautiful dream of empire is to be realized and try to make it true. All this and more may take place, but the slaughter of defenseless, peace-loving Armenia will be over and the 500 men of Van, like the 300 on the plains of Marathon, will go down the aisles of time together and show that the spirit which makes men free has not degenerated.

That makes pleasant reading; but what if the wearers of the crowns in Europe refuse to take such measures? Must the brave 500 die? If their hands are shackled and the Turk knows this, is there no power on earth to stay his slaughtering sword? It does seem as if the world was large enough to furnish a Christian shield to protect Armenia, and it does seem, if the old fight between the Cross and the Crescent is to be renewed, that the strong arm of the Western world should be the one to rescue the Christian from the Mahomedan and to "re-establish the old superiority of the Indo-European over the Semitic family of mankind."

BOYCOTTING MONEY.

The Sovereign of the Knights of Labor, ever since he succeeded in supplanting a man of some brains, T. V. Powderly, has posed as one of the most remarkable exhibits of mediocrity, or idiocy, ever known in a position of notoriety or one claiming leadership. But it was reserved for his last fulmination, ordering a boycott on the National bank notes, to demonstrate to what extent his idiocy could go. If he was the leader of a sufficient number to give his order any significance, it would still be supremely futile and idiotic; but, under his brilliant administration, the Knights of Labor have dwindled down to a paltry 50,000 or so in the entire country. If any considerable portion of that number should respect such an order, what significance would it have?

Still the most ridiculous feature of this manifesto is in the character of the order—to boycott a considerable part of the legal tender money circulation of the country. As though he would expect a creditor to refuse to accept payment of a debt because the money was of some particular form, though readily exchangable into any other form. Imagine a case where strenuous efforts had finally compelled the payment of a debt to be refused on such grounds!

The inconsiderate idiocy becomes still more manifest in the fact that his command is actually treasonable in that it is a command to violate the laws of the country defining and regulating legal tenders. The practical penalty of violating these laws, that is, to refuse to accept when legal tender is offered, is the loss of future interest and costs in case of suit. Not many are likely to thus violate the law.

If this edict is issued for demagogic effect and to keep prestige with his constituents, he must have a very low idea of the average degree of intelligence of the members of the Knights of Labor.

The cigarette still takes the lead as a deadly infernal machine.

LEARN WISDOM FROM MARS.

History is a record of wars. If the bloody conflicts between peoples of different races, between peoples of the same races in different countries, and between peoples of the same race in the same country, were left out of the world's annals, there would be no history. Wars, then, are the chief matter recorded, and military leaders are almost the only men to whose memory monuments are erected.

Savage and barbarous peoples do scarcely anything else but fight. When they become civilized, the people are but little weaned from their desire for bloodshed and violence; but they have learned that wars are terribly costly, and the difficulty of getting money with which to carry them on is the only thing that insures peace. In all probability, the masses of the people in Europe would, with little hesitation, plunge their countries into war if they were not withheld by their leaders, who fear to lose their thrones and wreck their kingdoms in ill-advised hostilities. But in order to satify the belligerent desires of the people, it is necessary for each nation to carry on conflicts of extermination in Asia and Africa, so that the thirst for blood may be satisfied. Probably there has never been a moment when peace reigned upon the earth since the birth of Christ.

In our own hemisphere there has been little else but war. When the whites first reached its shores they found amidst the savage tribes, which were engaged in unceasing hostilities, the ruins of lost and forgotten nations, which had possessed a high degree of civilization, but which had been destroyed and extinguished from the face of the earth, doubtless by bloody wars. If the various Indian tribes had joined forces, they could easily have exterminated the whites who came to conquer them and take their country; but they enjoyed killing each other too much to trouble themselves about the white invader until he was too strong to be successfully resisted.

After that the wars between the whites and the Indians made pleasing pastime, before and after the struggle of the Revolution, while the bloody record was interspersed with conflicts between the whites. In the Spanish-American countries almost incessant civil wars have been in progress; while, perhaps, the only really decisive opportunity the people of this great republic ever had to show their fighting qualities was when they spent four years, from 1861 to 1865, in slaughtering each other. Three decades have passed since the American people have had a satisfactory war, and the time cannot be long before some other opportunity for action must be sought.

From all this it is not difficult to see that the human race appears to take the greatest satisfaction in cruel and brutal actions and spectacles, and, when people cannot have a war to occupy their serious attention, they will amuse their lighter moments with cruel sports. The Spaniards and Spanish-American people still cherish the bull fight as their favorite diversion; while the other nations, including this great republic, still regard the prize fight between two naked human champions as the choicest of all sports; but it must be bloody; there must be heavy blows delivered to make it worth attention.

Of course, private fights and conflicts between unprofessional individuals are full of interest, and, when violence is not available, slander and scandals are the next most interesting incidents. People like to see others attacked either in person or in reputation—it makes things lively.

Christianity has done all that ever was efficient to eliminate cruelty and banish the innate love of bloodshed; but even its benign influences have worked very slowly, and it looks as if another 1800 years would be required to finish the work.

The astronomers tell us of the wonderful industry and enterprise of the people of the planet Mars, who, although they inhabit a globe which is three-fourths land and one-fourth water, while in our earth the water vastly preponderates, have so devoted themselves to the arts of peace that they have dug numerous canals thousands of miles long and hundreds wide to lead the water through their dry deserts. Mars, from its red color, was named by the ancient Romans from their war god, but the revelations of our telescopes prove that the people of the ruddy planet are thoroughly peaceable, since, instead of exhausting their energies in war, they have devoted them to the construction of the most beneficial public works. Ours is the war planet.

If the inhabitants of our earth, instead of spending centuries in slaughter, in burning, and in the destruction of life and the products of human labor, had been constantly engaged in adding to and preserving the wealth their exertions had created, what a wonderful world this globe of ours would be! All the civilization of antiquity would have been not only perpetuated, but constantly improved and unceasingly developed. By this time all the secrets of nature would have been discovered, and all the mysteries of existence unrolled. But the policy of all ages and of every nation has been to destroy all that came before it and start afresh, and, therefore, so much of the past is lost and buried. When will the people of our earth learn the wisdom of the inhabitants of Mars?

A Philadelphia paper tells about a wonderful mass of metallic stone in the mountains of Arizona, which is at all times charged so highly with electricity that to touch it is death. All during the night the stone glows as though with phosphorescent fire. The paper relates how a party of hunters chased a goat into the gorge, where the stone is, and saw it killed by the electricity and, while they watched, a huge snake undertook to crawl over the stone and died in agony. Arizona has got a treasure. All that it needs is to connect a big wire with this rock and furnish the power to its towns and cities.

Justice Brown, of the United States Supreme Court, in an address to the Yale law students, said: "There are certain perils which menace the immediate future of the country and even threaten the stability of its institutions. The most prominent of these are municipal corruption, corporate greed and the tyranny of labor leaders."

A party who already holds pledged property to secure his debt may become, by consent of the parties and his own, the detainer of the pledge for another creditor of the debtor, after the expiration of the contract of pledge, securing his own debt.

Standard Oil Co.

DEALERS IN

Illuminating and Lubricating

OILS

Naptha and Gasolines

Office, Mich. Trust Bldg. Works, Butterworth Ave.

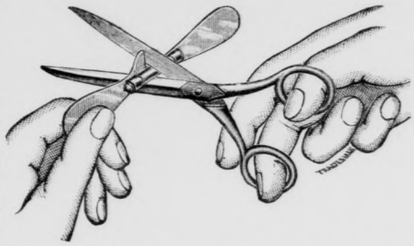
GRAND RAPIDS, MICH.

BULK WORKS at Grand Rapids, Muskegon, Manistee, Cadillac, Big Rapids, Grand Haven, Traverse City, Ludington, Allegan, Howard City, Petoskey, Reed City.

Highest Price paid for Empty Carbon and Gasoline Barrels

CORBIN'S

Lightning Scissors Sharpener



IT'S A DAISY
SOMETHING NEW
QUICK SELLER
EVERY LADY wants one
LASTS A LIFETIME

The only perfect Sharpener made. Will sharpen any pair of shears or scissors in ten seconds. Made of the finest tempered steel, handsomely finished and nickel plated

SELLS AT SIGHT Because every lady can see at a glance the practical benefit she will derive from this addition to her work basket. Her scissors will always have a keen edge. Satisfaction guaranteed or money refunded.

Put up one dozen on handsome 8 x 12 Easel Card. **Per Dozen, $1.50.**

FOR SALE AT WHOLESALE BY

I. M. Clark Grocery Co.
Musselman Grocer Co.
Lemon & Wheeler Co.
Ball-Barnhart-Putman Co.
Hazeltine & Perkins Drug Co.
A. E. Brooks & Co.
Putnam Candy Co.
Wurzburg Jewelry Co.

OR BY THE MANUFACTURER.

W. T. LAMOREAUX,

GRAND RAPIDS, MICH.

Getting the People

Art of Reaching and Holding Trade by Advertising.

Written for THE TRADESMAN.

At this season the merchant advertiser is writing to a very different class of people than the one he reaches in the cooler months, although they occupy the same bodies and pass by the same names. The heated term changes the whole buying nature of mankind and womankind. In the winter, humanity is in a constant rush. The cool, enlivening atmosphere creates an activity and push which leaves but little room for anything outside of personal desires.

In the "sunny summertime," however, the human system is relaxed from its usual tension, and the buyer is such only from necessity. So, therefore, the merchant who gives publicity to his sellable wares should do so in a cool and refreshing manner—in a way calculated to attract attention from its very crispness and suggestions of relief from the superheated atmosphere.

It must be taken into consideration by the advertiser that people do not "run as they read," but, rather, from the influence of Old Sol, are prone to listlessly glance at the newspaper and magazine in a desultory manner. Each languid woman, or man, or child, cherishes in his or her mind an intense desire for relief from the drowsy heat, and anything in an ad. which strikes the eye as being in any way an antidote for torridity, or even partial relief, is eagerly scanned and pondered over.

Aye, that's the rub—to catch the eye and attention of sweltering humanity. This once obtained—no matter how, if legitimately—and the grateful reader is yours, financially and otherwise. If you can convince the people that you can benefit them in any way by selling them your wares, and relieve them of the summer "old man of the sea," which is sometimes termed "that fired feeling," you will keep them for all-the-year-round customers.

Short, crisp talks, comprising for their subjects something to suggest coolness and comfort, are good "people getters." Embody icebergs, snow, icicles, the north pole—anything, so long as it smacks of relief from heat. Seek to convince the public that your place of business is the most delightfully cool spot in the neighborhood, and make this true in fact. This will lure buyers even better than wonderful bargains.

The show window can be made a valuable auxiliary in this idea of coolness. Fill the rear and sides with anything in the shape of green plants or foliage, if possible place a fountain in the center. If this is not feasible, you can certainly obtain a large, clear cake of ice. Put this in a shallow pan, arranging it so the waste may be carried out below. Some very white cotton will be found very effective. If you are a clothing dealer, set a boy dummy in the window, drawing a sled, making the surroundings, in all respects, to carry out the idea of frigidity. Appropriate cards may be scattered about among the goods displayed. Here are some samples:

DOESN'T THIS LOOK COOL?

Come in and see how low our thermometer stands, and also our prices.

LIEUT. PEARY IS FOOLISH

To come back to this hot country. Come in and we will convince you of this by argument, and also that our prices are right.

COOLEST SPOT IN TOWN!

Lowest Prices in Town!
Best Goods in Town!
Largest Variety in Town!

COLD COMFORT!

Sitting on a cake of ice, eating an icicle, and looking at our elegant assortment of low priced goods.

The merchant who carries out this idea of furnishing "cold comfort" to the people in his advertising, is the man who will have the summer trade.

Every ad. should contain some allusion to articles appropriate for the season. This is possible in any line of business, even coal, stoves and furnaces.

Here's an ad for a coal dealer which surely suggests the north pole.

EVOLUTION

Achoalday
A cold day
A Coal Day

Winter's coming, and will soon be here to freeze your fingers and nip your toes when you clean the walk in the morning. Be sure you have your **COAL IN** before the weather is **COLD OUT**.

Only $6.00 a ton for bright, clean nut at

BLACK DIAMOND & CO.

Here's a little suggestion for a stove and hardware ad.

Badly Stove In

Perhaps your stove is old and broken, perhaps you got married this spring and haven't a stove yet. Perhaps you think because it's hot now it never will be cold again. Don't let any of these these things deceive you. You cannot afford to use a broken-down affair, nor yet to heat your house without a stove this winter, for it is dangerous. Another thing, we are selling stoves and hardware at bed rock prices just now, because it's **HOT**, and we can't stand haggling over values.

STEEL, LEAD & CO.

Brownie Hams

A very fine stock of fresh meats is constantly in our mammoth refrigerators, ready to be cut to suit the buyer. Everything daintily kept and in the cleanest manner. Hams of all weights, Bacon, Tongue, Pork steaks and chops, Beef to boil for cold lunches, everything to supply the family or the picnic party at lowest prices consistent with the best meats.

BEEFSTEAK & CO.

Oh, for a lodge in some vast cavern, where icicles abound,
Where fans and ice-cold lemonade are often handed 'round.
Where the hum of the mosquito or the gnat is never heard—
Oh, there let me take wings and fly, as swiftly as a bird.

We can't furnish a cavern, but we have a store which is cool and comfortable, and Fans are plenty—in fact, we have them to sell, in every variety and at every price. We can show you, also, a line of Shirt Waists which are the most cool and delightful articles to wear imaginable.

J. C. SPOOPENDYK.

OF COURSE YOU HANDLE

LION COFFEE

For Sale by All Jobbers.

SEE PRICE LIST ELSEWHERE.

EVERY PACKAGE 16 OZ. NET
WITHOUT GLAZING.
Perfectly Pure Coffee.

WOOLSON SPICE CO.
TOLEDO, OHIO, and KANSAS CITY, MO.

Have you tried our

MARSHMALLOWS

AND

Marshmallow Creams?

They are Immense—
Our Choicest Production

Daintiness and Flavor Unequaled!
Not High in Price!

BE SURE and keep in stock

SEARS

Vanilla Wafers
Ginger Vanillas
Sultanas
Grahams

We carry a Full Line of KENNEDY'S PACKAGE GOODS.

The New York Biscuit Co.

Successors to Wm. Sears & Co.

GRAND RAPIDS, MICH.

El Competo — Four Centuries

.....Founder.....

We have other **Cigars** but these lead.

Their popularity grows each day. Made of the best stock obtainable

Maifest — **Peninsular**

We are back of them in every way. Order one lot and you will want more. They are the Leading Brands of the State.

Musselman Grocer Co.

GRAND RAPIDS, MICH.

Full Weight — **Cremona**

The Art of Dressing

Coolly and tastily at small expense is not possessed by all women alike. Yet any lady may obtain stylish garments, ready-to-wear and up-to-date, from our stock at less cost than to buy the same goods and make them up herself. Try this plan when buying your summer dresses.

COTTON, FLANNEL & CO.

There is no Greater Contrast

Between redhot iron and icicles than between the values we offer and the prices placed upon the goods. This contrast is a matter of intense interest to you, for money saved in the summer helps to buy coal in the winter. Another thing, we handle only such goods as economical and far-sighted buyers want—strictly pure and of the highest quality. Test the wisdom and philosophy of this by seeing our line.

RUSTLE & CO.

Barking Up the Wrong Tree====

It is just as foolish to look for high prices on our goods as it is for the dog to seek the cat where she is not. We have plenty of goods which are worth a high price, but we are bound to sell goods, somehow, therefore everything is marked clear down to the bottom notch. Don't fail to look up the right tree—we're in it.

LOWPRICE & BROS.

A Curtain Lecture

Will never be delivered from your family platform, if you present your estimable helpmeet with one of our elegant and convenient Frost King Refrigerators. This will insure peace in the family and hard butter on the table for the balance of the hot weather—besides, the food saved will enable your wife to spend a few weeks at some cool summer resort. Try this peacemaker.

FREEZE'M & CO.

I want to mention a matter in closing this article which I have had in mind for some time. An advertiser says, "There's no use in using Jones' paper as an advertising medium. I tried it for a long time and never got a customer from it." This remark is often made in the face of the fact that this merchant's competitor accredits Jones' journal with the best of results in "getting the people." Here's the meat of the matter: Too many merchants depend on the paper to force custom upon them, when their advertisement is written in such a slipshod and commonplace way that no one will read it. For this, the newspaper is condemned, when in fact the advertiser should lay the whole blame on his own doorstep. Very few journals will give best results unless there is solid meat and merit in the advertisement and goods advertised. Bear this fact in mind when you write your ads. and stop at nothing short of your best. Then, you may rightly look for results, and you will have no reason to blame the newspaper.

FDC. FOSTER FULLER.

Suggestions for Merchants.

See that your store is kept bright and clean as a new pin, and that your cleaning is done at the proper time, either after your customers have left the store or before they arrive in the morning. Do not allow your porters to commence cleaning so late that your customers are in buying before the cleaning is done. Selling and cleaning can not go on at the same time, or, if they do, it is at the detriment of one or the other.

Do not do business spasmodically, one day in proper form with a good system, and the next day in a slipshod way without any system. If you are going to have a system, of course, be sure it is a good system and that it is enforced all the time. It is steady work day after day that brings success; one day working with a form and the next day allowing your house to assume a lazy appearance will never make you a bright future.

Novelties are one of those things which give your store a good reputation and which bring trade. Novelties sell well early in life, and therefore you want to be one of the first to introduce them, and after they have run their course you want to be the first one to get rid of them and get something else that is new. Do not, however, mistake oddities for novelties. There are some things that are very odd, but at the same time very useless and very unattractive. This is not the kind of goods you want to get hold of.

Watch the bundle counter. Watch it for two reasons. First to see that your bundles are delivered promptly; that customers are not kept waiting for their goods. Next, watch the bundles carefully that the bundles are not soiled or hurt. Thousands of dollars worth of goods are yearly made unsatisfactory to the purchasers by being soiled in handling after they have been bought and before they have reached their destination. It is your duty as a merchant to see that your customers get the goods in just as good condition as when they made the selection.

A milling firm in New York State has been obliged to transfer its mill to a local bank, and this misfortune may serve as a warning to other millers of the danger of a practice common in some localities. The firm purchased wheat of farmers and gave due bills for flour against it. In the course of business the wheat was ground and the flour marketed, leaving the due bills still in force against the purchases of cheap wheat. Then came the rise in wheat, and the due bills given for 60-cent wheat had to be redeemed in flour made from 90-cent wheat. To do this, the firm had to borrow extensively of the local bank. The due bills redeemable in flour at the option of the farmer were simply "puts." It is a generous way of treating the farmers, but it is a dangerous practice.

TWINS

PURITY and QUALITY are the twin characteristics of our products.

They Please and Satisfy

the Consumer and pay the Dealer a profit.

THE PUTNAM CANDY CO.

GRAND RAPIDS

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.,

ESTABLISHED THIRTY YEARS.

41 Jefferson Avenue, DETROIT, MICH.

If you knew

The satisfaction given to yourself and customers by selling Highland Brand Vinegar, you would not be without it. Thousands of merchants will tell you this.

Highland Brand Vinegar is Superior.

Oakland Vinegar & Pickle Co.

Highland Station, Mich.

Chas. A. Morrill & Co.

Importers and Jobbers of TEAS

21 Lake St., CHICAGO, Ill.

THE ACCUMULATION OF WEALTH.

Pungent Thoughts, Plainly Expressed, by Hon. Thomas B. Reed.

It may seem strange for a man who has spent so little of his time in the accumulation of wealth as myself, to assert that the most important thing which a community can do is to accumulate wealth. It is, however, more suitable for me to say it than some millionaire, for he might be accused of defending himself, which could not be my case. Perhaps I ought to go still further and say that the accumulation of wealth is of more importance than all the other things put together which a community can do. You will notice, particularly notice, I hope, that I do not say the individual, but the community—by which I mean the nation—and perhaps the whole human race.

A man may get wealth, and nothing else, and that man is poor, indeed. Another man may get wealth, and with it win self-reliance, an approving conscience and a love of his kind—which may bridge over the chasm between him and Lazarus—and the two may be companions in Abraham's bosom. Another man may stake his whole life against a bare living, and hardly win it, and yet may have the fame of Goldsmith, the strength and dignity of Samuel Johnson, or live like Robert Burns in the tender memories of all the world. But this world, if it were created with reference to the human race, was not created for the millionaire, or even for Goldsmith and Johnson and Burns, but for all of us.

There is nothing like the equality of nature. She treats geniuses and fools alike. They are both part of the human race and nothing more.

The elemental powers cut off Andre Chenier, by the guillotine, who might have bloomed into the great poet of France, destroyed—in a drunken brawl—Marlowe, who might have been the rival of William Shakespeare; killed Burns before his prime, and Chatterton in his marvelous boyhood, as remorselessly as they do the rudest laborer who breaks stones in the streets or the silliest butterfly that ever fluttered in a ballroom. Men pass away, but the race goes on, and what of glory or of wealth we have missed may descend upon our children or our children's children. In our eagerness to console ourselves for loss of individual wealth, we are very much in the habit of talking quite contemptuously of lands where "wealth accumulates and men decay," as if the wealth of a land was the cause of decay and was a misfortune to the people. We mix up our individual disgust and our individual envy of those who have what may be called "the money sense" with the question of the combined wealth of the nation, which is an entirely different thing.

A single individual man might grow rich, and his riches be of no help whatever to his town, for he might be a miser—a mere human magpie, collecting gold and silver and bonds, instead of bits of tin and glass; but the whole community cannot increase in wealth, however badly it may be distributed, without the whole community receiving the benefit thereof in a thousand ways, some of which I shall enumerate.

Another source of confusion of thought comes from our not considering the question of the accumulation of wealth apart from its distribution, which is an entirely different thing. While the distribution is not what it should be, and certainly not what it will be, still, even under our imperfect system, the greatest good which has happened to the world has flowed from it. Even if we should never improve our system, and all the signs show that we are sure to do it, all that will be said in this discourse would be absolutely true. Of all the great comforts and causes of happiness among the rich, the greatest are those which they have to share with the poor. Railroads, horse-cars, pavements, sewerage, well-lighted streets and pure water must be for all or for none.

We all admit the wonderful growth of civilization and the remarkable improvement of the human race during the past century, and this last century has been the one most remarkable for the steady growth of wealth throughout the world. We very seldom put these things together in the relation of cause and effect. We prefer to attribute our growth not to mere material things, but to the exhortations of our saints and sages, to the noble sentiments of our poets and orators. Yet there have been saints and sages, poets and orators since the foundation of the world. Noble sentiments and high ideals did not wait for our day, but are scattered all over all ages—in the sacred books of the far-off Hindoos as well as in the pages of the Bible—in Plato and Cicero as well as in Webster, in Browning and in Shakespeare.

That wealth has something to do with our progress is easy to see when you make some extreme comparisons, such as one might make between the earlier men, whose bones we dig up and out of whose surroundings we conjecture their lives, and even the poorest creatures in the poorest tenement houses of our day. Those earlier men lived their lives in daily and hourly hand-to-hand encounters with death. They were either pushed to the wall or pushed somebody else to the wall. There was little chance for social amenities between men when the death of one might be necessary to the life of the other. In that day there was no spare food to give away, no spare clothing to share. To-day there is abundance—not the abundance we shall have in the coming ages—but enough and to spare. No panic can be so great, no crop failure so complete, that there can be anywhere in the whole civilized world wholesale starvation, and its concomitants—the black death, the plague or widespread pestilence.

Contrast this with lands that are not civilized—or what you will find to be much the same thing—lands which have not accumulated wealth. A river overflow in China means not merely the deaths which are caused by drowning, but those which are caused by starvation and the pestilence which walketh at noonday. With no railroads to convey supplies, and no supplies to convey, the innumerable hordes can do nothing, and hardly think of doing anything, for those who suffer. And yet, scholarship, such as it is, is the foundation of distinction in that realm of uncontrollable millions. Our own Mississippi is as uncontrollable and uneasy in its bed as the worst Chinese river that ever flowed remorseless to the sea. We have not yet stayed all its ravages, though we are beginning so to do, but when they come, the surplus wealth of the country flows instantly to the relief of the unfortunate, and starvation and pestilence are warded off. Without the wealth of railroads, of steamboats and roads, succor would be impossible, and the lands on the great American river would be shut

LEMON & WHEELER CO.

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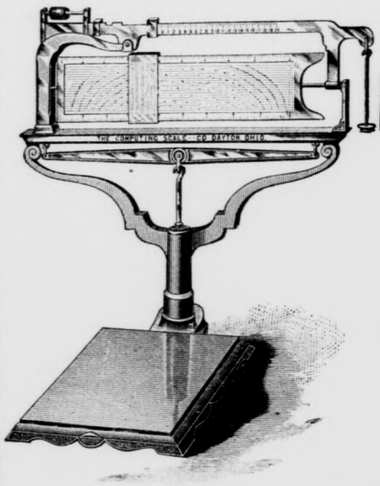

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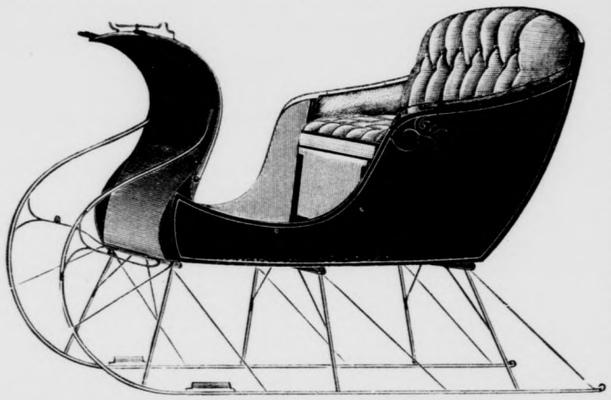

Belknap, Baker & Co.

GRAND RAPIDS, MICH.

in with all the horrors of an Asiatic devastation.

Perhaps I had better tell you what I mean by wealth, for you may be thinking of gold and silver, bonds and notes of hand, stocks and title deeds, and the things that are put into safety deposit vaults and are the belongings of men who are the subjects of our just human envy. That is not quite what is meant. By wealth, I am going to mean—whether it be a scientific definition or not—everything which human beings have made and can make to satisfy human desires—whether they harness the rivers to do the work, or turn coal energy into steam, or use the subtle forces of electricity or the fertility of the field, or the products of the great ocean.

The first thing man had to do when he got into the world was to keep himself alive, and it was a pretty hard job. None of the other animals were disposed to come in and be eaten. They had to be caught, and they were swift; they had to be killed, and they were not gentle. No fish swam ashore to be broiled. They had to be pulled out of the depths, and very slippery they were. Fruits were ripe to-day and rotten to-morrow. Fish and flesh and fowl were under the unresisted law of decay. The abundance of yesterday was followed closely by the dearth of to-morrow, and no man dreamed of carrying into the depths of winter the fruitage of summer. In a word, it was a hand-to-mouth struggle with death, hour by hour. Think of a creature like man in those days, hungry, cold, dodging snakes and tigers, and his own kind, living in dens and caves of the earth! Can you imagine in him any of the courtesies of life? Can you think of him as polite, as considerate, as respecting the rights of others? In other words, do you think he could be much of a gentleman? Of course, he might pull his forelock and duck his head before a bigger fellow with a larger club, but that would not be politeness, but only a wholesome dread of consequences.

Perhaps you may think this a fancy sketch, and yet under our own flag, liable to become American citizens some day, when we want two Senators from Alaska to break the silence of the Senate chamber, there are tribes who will not kill and smoke salmon enough to surely carry them through the season—though the salmon rush up the river begging to be taken—and rather than do another week's work will risk a month's starvation at the end of the season.

As soon as the race of man learned enough to keep itself easily alive it began to accumulate wealth. Pretty poor picking it must have been at first! If you and I, just as we are now, had been looking at it we should have thought it was accumulating poverty. But everything in this world is relative. Among people who drink with their mouths in the puddle, a hollow gourd is wealth itself. Within my time a calico dress was not despised, and a silk dress, without any balloon sleeves, was luxury indeed.

I noticed some time ago that the inventory of the estate of a Maine pioneer, 200 years ago, summed up his whole wardrobe, Sunday clothes and all, at about $7.50; and the newspapers are just now telling you of a beautiful English lady with a single cloak which cost $4,000. The difference seems to be large, but it was wealth in both cases.

But, however hard the early struggle was, however prolonged and desperate, the moment man began to have wealth he began to march upward. Most of the things which we can be sure have shown themselves in our modern civilization came surprisingly late. We people who are of English descent think that our civilization is the civilization of the home, and most unjustly think no other people had homes, because they did not have the word. Surely, if anything made the home and the home life, it was the chimney corner, and yet the chimney had to wait until the reign of Queen Elizabeth to become general throughout the English realm. Until her reign it only adorned the houses of the great, and was no chimney corner at all, for it was the mere centering place of the whole rout of retainers and serving men, and as unlike a home as the street itself. In that reign, too, came in pillows—heretofore despised as only fit for sick women—and carpets took the place of rushes, while dirt and dogs measurably disappeared into kennels.

One of the greatest civilizers of the world is something we hardly think of, either as a civilizer or as wealth—the common country road. Few people ever think how much roads cost us. They represent the surplus labor of centuries. They make possible the transfer of the abundance of one region to supplement the want of another. And yet the modern road, crossing the country in all directions, traversable by carriages and cars as well as beasts, does not go back to the times of good Queen Bess. Indeed, in her reign, thousands might starve, and did starve in one county, while abundance filled the granaries of the others. Think of men, women and children starving from mere lack of that form of wealth which we call roads in the days when Drake and the great captains were scouring the seas in search of the Spanish galleons and Spanish gold, and when the military might of England hurled back the Spanish Armada and all the power of the greatest nation then on the face of the globe. In the very heart of London, in the street named King street, after the King himself, the only way one of the Edwards could get to his Parliament was to fill with great bundles of fagots the holes in the street.

All our great comforts of to-day flow from accumulated wealth. What gives us the solid pavement on which we drive? We can march from one end of an American city to the other at mignight in security and safety, in a blaze of light, under protection of the law. A hundred years ago in London, when that city was not so big as Philadelphia now is, it would have been as hazardous an experiment as it is for our Minister to stay at Pekin to-day, and for similar reasons. There were no lights; no policemen; no sidewalks; robbers everywhere. As London has grown in wealth, outdoor London, London of the streets and alleys—London as it belongs to all—has felt the civilizing power of the accumulation of the past and the production of the present. And not London only, but every city, great or small, all over the civilized world, has felt the stirring and stimulating power of the increasing riches of the world.

Our whole newspaper system, down to the very paper the sheets are printed upon, would be possible only in a wealthy community. If the wealth of the world only allowed a laboring man a penny a day, as it did in the days of the parable of the vineyard, he would not have spent all his money on a daily paper, even if it was as big as a metropolitan Sunday issue. The advertisements and the cheap

....A GOOD THING....

To insist upon when placing an order for

LEMONS

Is that they shall be repacked and sound.

Of course, that costs a little more, but

....IT PAYS....

THE PUTNAM CANDY CO., Grand Rapids

SAILING ON LAND!

Would be a difficult task for most people, but sailing on the "Sea of Success" is the daily occupation of all those wise grocers who handle our famous

Lily White Flour

How many go down on the River of Doubt,
When a turn of the helm would send them about,
Away from the struggle and daily distress,
Far out on the beautiful "Sea of Success."

Grocers, turn your helm and sail with us on this beautiful Sea.

VALLEY CITY MILLING CO.

Grand Rapids, Mich.

They all say

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

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

pulp make the big newspaper possible, and both these mean wealth. Of course, intelligence and ability to read had to become widespread, but these imply wealth, for the world could not afford to teach its boys and girls to read until it could afford to dispense with their services on the farm and at the bench and loom.

How essential increasing wealth is to increasing progress, this generation and the one which has just passed away have had better chances to know than any which preceded them—for our century is the century of steam and electricity. Wealth makes possible steam cars and electrical railroads and telephones. Nothing else can do it. If, in the old days of Queen Elizabeth, all had been known about steam and engines and cars which is known to-day, it would have been an utterly useless knowledge. There was not wealth enough in those days to make a railroad possible. Everybody was too poor to travel, except the nobility and gentry, and they were too few to pay the enormous cost of railroads.

Let me give you a few figures to show what I mean. The Union Pacific Railroad Company, which is not very prosperous in this present year of our Lord, in the month of October last past, only one-twelfth of a year, took in $2,500,000. Two millions and a half were the entire revenue for a whole year to Queen Elizabeth! The people in that sparsely-settled region beyond the Mississippi and this side of the mountains were able to pay for one month's railroad service the sum which governed the British Empire a whole year, 300 years ago. When I say to you that the gross receipts of the railroads of the United States, even in this year of depression, would have supported 300 kingdoms of Henry VIII, I have no doubt I am ridiculously understating the facts.

Think what a blow it would be to the civilization of this country to wipe out the wealth which is in railroads alone. Reverse the thought and think how much the wealth accumulated in railroads has added to the happiness and progress of our people. If there were here in this audience, as there may be, some man who crossed the plains with three months of toil and terror fifty years ago, he could make the contrast in language which would make mine seem trivial, indeed. We have substituted for what equaled the horrors of a polar expedition a three days' pleasure trip. Yet railroads are but a small part of the accumulation of wealth of which I speak. Neither railroads, nor street cars, electric lights, nor well paved streets would be possible without a wealthy community.

Nor does the catalogue end there. If I knew enough, and you had time enough, the morning sun might shine in on us before we finished. I have told you how thousands starved in Elizabeth's time, with abundance close at hand. Mark the contrast to-day. We know no seasons or differences of longitude. The tropics are brought to the poles. Every vegetable, every fruit, comes from everywhere to everywhere. Maine goes to Chicago, 1,000 miles, for her daily food. London is gradually coming 4,000 miles on the same errand. Nothing makes this possible but accumulated wealth. Costly railroads, at $50,000 a mile; costly trains to run on the road; great steamships to plow the ocean, and large capital, are all absolutely essential.

Besides the advantages which have accrued already to us from wealth, we can see others in full sight. The electric road is going to spread out our cities, and will render possible a suburban life which will have the charms of the country with the social advantages of the city. It seems likely to solve for us the problem of tenement houses and the comforts of the poor. There is something in the life of cities so dear to most men that, while in all ages men have denounced cities, they could never keep away from them. Don't let any man delude you with the idea that cities are "social abscesses." Don't you believe it. The instinct of mankind for countless generations is too valuable to be flung away on the opinion of any dreamer. But cities have their faults and the country has its faults. Perhaps we can marry the city and the country together in such fashion that the faults may be obliterated and the charms of both may be preserved to us.

But perhaps some one learned in history will say, does not this growth in wealth bring us nearer to decay? Carthage was mighty and is a ruin. The glory of Rome departed with growth in riches. There were vast Empires of Egypt and Assyria, and they have passed away. But the wealth of Rome, of Egypt and Assyria was poverty itself compared with the wealth we already have. They were nations of nobles and slaves; we are all freemen. However faulty our distribution of property may be, it is incomparably more just than in the days of the fallen empires. No hordes of barbarians hover over our boundaries to watch our dissensions and help our quarrels. So utterly changed are our conditions that I venture to prophesy—being at a safe distance from the event—that no such fall will happen to us. Turning and overturning in the early ages of the world were absolutely essential to the progress of mankind. To-day it is no longer so. Peace is now having the victories of war.

This fear of wealth as a national danger has been prevalent in all ages. The ministers of Queen Elizabeth, and the Queen herself, though she had 3,000 rich dresses, watched with no little doubt the growth of the use of gorgeous apparel in her court, fearing that in some way it impoverished the land. But if England's nobility were lavish, her yeomanry began also to show signs of improvement. They no longer lived on salted fish, in "rough and wattled farm-houses," but in dwellings of "brick and stone." Carpets and chimneys and all sorts of comforts came, too. In fact, wealth is a breeder of wealth. Whoever destroys, except in the legitimate way of consumption, accumulated wealth — whoever burns a factory or tears up a railroad—is like one who kills a breeding animal or destroys seed corn.

With all these advantages which have been enumerated and which must suggest to thinking men so many of like character that have flowed from wealth after it has been accumulated, the pursuit of wealth has led to a thousand more. What tremendous human energies have been put into commerce, the exchange of commodities among men! In the days when gold and silver were thought to be the only wealth, what great names of stalwart captains and world-renowned navigators burst into history! These men were not students of geography seeking to fill out a volume or correct the map of the earth. They had a good honest desire to get this world's goods, and the attempt made them good sailors, great geographers and famous men. Whoever has examined the terms which Christopher Columbus demanded as the price of his endeavors, and the honors and wealth he insisted upon as the reward of success, will see that that great man was more concerned with gear than with geography, and thought more of mines of gold and mines of silver than of the roundness of the earth or the situation of Cathay. Nor does this self-seeking really detract from his fame, for the greatness of this world has been carved out of the selfishness of men.

But while we may give the selfishness of this world its just due, we may thank Heaven that there are lives like that of Sir Philip Sydney, which are lighted up by the glory of that hoped-for world where selfishness will pass forever away. But it has not been in commerce alone, or in trading to far seas, that human energies have been cherished and developed. Wherever men, released from the sordid pursuit of mere existence, have striven to satisfy their desires, the struggle has called into being inventive powers—powers of intellect and judgment, and the whole mental armory and arsenal of progress.

In nearly every state in the Union there are a hundred great establishments which require for their management and success more brains than have been put into the government of many an empire. Nor is the education and mental growth confined to the heads of such great es-

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

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GRAND RAPIDS

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.

tablishments. What the factory system and the mechanic arts have done for the education of the race will bear full comparison with the work of colleges and churches. Let me not forget to say, though I do it in but few words, that not only has the accumulation of wealth rendered possible shorter hours of labor and more leisure for all mankind, but the still further accumulation will enable the world, without loss of fulfillment of its desires, to go still further in that direction in the not distant future.

With all these changes of civilization which have marked the slow accumulation of the wealth of the world, it is curious to see the changes which it has made in the relative position of the different classes of men. First of all came the warrior class. So long as the great object of living was to keep alive, so long as nations warred continually, his place was foremost, and he held it long. But for the ameliorating influence of the priests, his reign would have been unendurable. Then when peace between individuals became essential, and the world could no longer afford to have men settle their own quarrels, and the preservation of the rights of property began to be the foundation of human comfort and happiness, the lawyers and politicians began to flourish and possess the earth

Perhaps in no country in the world have the lawyers and politicians had such sway as in the United States; but they are slowly, but surely, giving way to another class. The business men are taking their turn, and are possessing the earth. And this is for the good of the earth. The warriors had their day, and we owe them preservation and all the progress possible in their day. To the politicians and lawyers we owe much. I hesitate to say this, not because I don't believe it, but because I am afraid you won't. They gave us fixed rules for the rights of property, and they established the great boundaries of civil liberty. You can tell what part each plays by watching what absorbs the talent of a country.

In the very old days all the brains of the world were under the casque or the cowl. Then statesmanship and law took their turn. But neither war, nor statesmanship, nor law reaps the great rewards of this century. The engineer, the projector, the manufacturer, the railroad man, the merchant, have placed before them the highest prizes of our day. Hence, what I may call in one word "business" is more and more absorbing the brains of the country. I don't mean that business gets them all, for I don't mean to count myself and fellows out of court entirely, just yet. Our services are still needed, but we are no longer the central figures of the world's progress.

This commercial school, the "commencement" of which, if I may use the old college word, we are now celebrating, is proof of what I say. It has been built up by the necessity of the times. It is not a training school for warriors, or diplomats, or politicians, but for a calling which has become, in the progress of the world, higher than either. Each pupil, if fit for it, will become part of the great army of workers, which is as much charged with the welfare and progress of the world as those who drew a Bill of Rights or managed a party, or fought in the army of the Crusaders, or charged at Waterloo.

The victories of peace are no less renowned than those of war, but not yet the victors. The glamour which the battlefield and the council board cast over the imaginations of men has not yet passed away, and may never pass away, yet it may well be hoped that at no distant day the names of James Watt and Sir Henry Bessemer, Cornelius Vanderbilt and Thomas A. Scott will take their places beside those of the great warriors and statesmen, because, like them, they did in their day and generation conspicuous service for the progress of the human race.

Apprentice (to grocer)—Master wants 25 cents' worth of ham, sliced, and would you please wrap it in the continuation of the story as you sent him the first chapter of with the sausage yesterday.

THE BACK OFFICE.

Written for THE TRADESMAN.

Men, young or old, don't like to be jarred, as a general thing. Such physical surprises are always unpleasant, and I know nothing in that line more disagreeable than the shock from an unexpected bicycle.

It is not to be inferred from this that the Back Office is at all averse to the bicycle. It is, on the contrary, classed among the wheel's strongest supporters; but it claims that there are limitations even in wheeldom and that he who steps over those limits is not wise—a bit of condensed wisdom due to a little recent experience. The street was paved with blocks several years ago and was hubbly—too hubbly for agreeable wheel riding—and I was sauntering along the well-paved sidewalk. There was a ringing behind me. I heard—or half heard—it. I certainly did not heed it, for something else was claiming my attention and I came near being pushed into the gutter. It was too much of a jar and I rebelled. The apology was ready and I accepted it; but I felt then, and still feel, that the place for the bicycle is in the street and that the realm of the pedestrian is not to be invaded because part of the pavement is hubbly. "Warning?" Who is to warn me off my own premise?

The street below THE TRADESMAN'S front windows is as smooth a piece of pavement as a cyclist would care to ride over. It is inclined, and the wheelers go down the street like a flash. At the lower corners there is more or less crossing, a condition of things which should, naturally, check the flight of the wheels—only it doesn't always. There is a hearty ringing of bells and there is abundance of dodging; but the point is that the persons crossing the street have rights which the wheelers ought to respect, and, too often, they don't. I know the other side has claims and I'm ready to concede them. When it's wagon against wheel, I'll give the wheel the benefit of the doubt every time; but when it's wheel against person, it is the person who is to have the benefit of the doubt; and that, I think, will be found to be the public opinion, whenever such opinion is expressed.

* * *

There is in New York State what has been named the traveling library. By some well-devised plan books are brought to a locality, retained for awhile and then passed on to the next. Too much cannot be said in praise of such an undertaking. It is like water in a desert and the green grass which springs up therefrom is proof enough that only such fountains are needed, the country over, to make it blossom like the rose. One great fault to be found with the farm is that too little attention is given to amuse and instruct the young. The same impulse which leads the boy to play ball after a long, hot, tiresome day in the harvest field will drive him, in spite of himself, to the entertaining book and magazine. The question has been sometimes asked, what business a farmer has with a daily paper, and the best answer which has so far been given is that it is the best means yet devised for driving into a boy's head the fact that the farm, if he says so, is the best place on earth to live and be happy in, provided, always, he has a liking for farm work; and the traveling library will only intensify the fact. RICHARD MALCOLM STRONG.

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Paint & Wood Finishing Co.
PAINT GRINDERS and COLOR MAKERS
COLORS--Dry, in Oil or Japan

WHITE and COLORED PREPARED MIXED PAINTS, ready for use for House, Car, Barn and Floor Painting.
UNIVERSAL WHITE LEAD AND PASTE PAINTS.

Our goods and prices are right. Office & Paint Factory, 51-53-55 Waterloo St.

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.

The Crystal Valve Oil Can.....

THE BEST TO BUY! THE BEST TO USE!
THE BEST TO SELL!
Over 100,000 Sold in 1894. Automatic Valves--Non-Explosive
Ask your Jobber for them, or write
STAR MANUFACTURING CO.
CANTON, OHIO.

C.C.C.
UP-TO-DATE BICYCLES
CYCLOID CYCLES
BUSINESS WHEELS
LIGHT ROADSTERS
LADIES' WHEELS

A High Grade Machine, Built on Mechanical Principles.
Our Prices are Right. Immediate Shipment Guaranteed.
Dealers, write for discounts.
CYCLOID CYCLE CO., 488 S Division St., Grand Rapids

Shoes and Leather

How To Make the Shoe Store Popular and Prosperous.

One of the first pre-requisites of success in the retail shoe business is the carrying of the largest possible assortment, in proportion to the capital invested.

The many-minded public must be suited, and tastes in footwear vary to a remarkable degree. No retailer can afford to carry but one or two lines, no matter how desirable those lines may be. In these days of keen competition and marvelous inventive skill, it is possible to carry the lines of at least a dozen different manufacturers or jobbers, with the greatest variety in style and price, yet all of them good sellers, reliable aad popular.

I abstain from recommending special lines, as it would be impossible to prepare a list which would apply in all localities. To do the buying successfully for a retail shoe store one must not only have great nicety of judgment, founded upon a thorough practical knowledge of shoes, but also a careful study of the local needs, which depend upon the climate, the occupation of the people and other similar matters.

The would-be customer seldom has any choice as to the make of shoes which he buys, though, of course, certain manufacturers have created a suffcient demand for their goods to bring a specific call for that and no other make from a limited portion of the patrons. Each intelligent buyer of shoes, however, knows what he wants in size, style and quality, and, if he cannot be suited at your store, he is but too likely to leave in disgust and never cross the threshold of your place again.

Next to a carefully-selected and well-assorted stock I think that uniform and unfailing courtesy on the part of salesmen is of the highest importance. Wealth and fine clothes are not necessary adjuncts of the true gentleman. A clerk on twelve dollars a week may not, perhaps, be likely to be a Chesterfield; but he may be a gentleman in the truest sense. This is the only kind worth having for shoe salesmen. They not only sell more goods than bores or knaves, but they are more useful in every way, and certainly much more agreeable to the employer. Even if such clerks expect a little higher wages than persons of inferior taste and breeding, it is cheaper in the long run to hire none but the best.

In larger cities, where ladies are to be waited upon, I am inclined to believe that there should always be at least a few lady clerks. There is a certain indelicacy about the fitting of a lady's foot and ankle by some men, from which certain sensitive feminine natures sincerely shrink. The Paris fashion of hiring lady attendants to fit the feet of ladies is rightly coming into vogue to some extent here.

Good show windows accomplish much in increasing sales. Volumes might be written upon this subject alone, but I will only make one or two suggestions:

Make your windows neat.

Make them bright and pretty.

Do not over-crowd the space at your disposal.

The last piece of advice is by no means the least. I have seen many otherwise good efforts in window display spoiled by overcrowding. Window dressing is the same in principle as newspaper advertising. If there is no open space for contrast, if too many objects of about equal prominence are presented simultaneously to the eye, the whole display entirely escapes the attention of the ever careless, indifferent and hurried public.

This brings us to the subject of newspaper advertising, which all the highest authorities admit is the best means of gaining the publicity which attracts trade. Let me insist here upon the special importance of persistent newspaper advertising to the retail shoe merchant. I use the word persistent advisedly. The wise merchant knows that the time to advertise is all the time—in dull times as well as good. The motto of one of our great advertising agencies, "Keeping everlastingly at it brings success," is gospel truth. If originality in advertising can be joined to persistency, the probabilities of profit are doubled and trebled; and, above all, let the determination be made at the start and firmly adhered to, that every advertising promise shall be religiously and explicitly fulfilled to the buyer.

Then the question of the appearance of a store interior is quite as important a point as any we have mentioned. I do not believe that gorgeous and expensive fixtures and fittings are necessary to success. Modest neatness and an air of cleanliness and refinement are possible without any great expense. Frayed carpets, rickety seats and shelves, dusty and broken cartons, and a generally slovenly and frayed-out appearance will ruin any shoe store, no matter how judicious and persistent the advertising, no matter how wise the buying or how attractive the window dressing may be. One hundred dollars paid out for repairs, or for anything in the interest of neatness and decency, will often be worth ten times the outlay. Every new customer will judge your store by appearances. It will pay you to see to it that the first impression made upon newcomers is a good one. GETTHERE.

Another Pullman in Pennsylvania.

The prospects are reported bright for the town of Glassport, Pa., projected two years ago by the United States Glass Company. The concentration of the sixteen factories now scattered about the country, at this town, moving them there one at a time as fast as it can be accomplished without interfering with the company's trade, will be a great undertaking. It will require several years' time to accomplish this, and upon its consummation a community of 25,000 people will have been built up. Arrangements are now under consideration for the erection of several thousand dwellings for workmen, which will be constructed on the most improved sanitary principles.

Chauncey M. Depew recently remarked: "I have learned from observation that three things surely happen to a man who works steadily without relaxation. In the first place, he becomes nervous, irritable and hard to get along with. In the second place, the grade of his work falls off, and he is liable to err in his judgment. In the third place, he dies suddenly. It is an incontrovertible law of nature."

The man who goes gunning for frauds should be careful not to shoot himself.

Pingree & Smith Detroit

Goodyear = Glove = Rubbers

Are the Best.

Hirth, Krause & Co.

We Carry a Large Stock.

GRAND RAPIDS, MICH.

RINDGE, KALMBACH & CO.

12, 14 and 16 Pearl Street

Manufacturers and Jobbers of

Boots and Shoes

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

Agents for the

Boston Rubber Shoe Co.'s Goods

LINDEN NEEDLE TOE.

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.

HEROLD = BERTSCH SHOE CO.

Manufacturers and Wholesale Dealers in

BOOTS, SHOES & RUBBERS

5 and 7 Pearl Street

GRAND RAPIDS, MICHIGAN

State Agents WALES-GOODYEAR RUBBERS

We carry in stock Regular, Opera, Piccadilly and Needle Toes.

We are prepared to furnish a Rubber of superiority in quality, style and fit.

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—Byron C. Hill.
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.

Michigan Hardware Association.

President—F. S. Carleton, Calumet.
Vice-President—Henry C. Weber, Detroit.
Sec'y Treas.—Henry C. Minnie, Eaton Rapids.

Hardware Dealers Falling into Line.

Eaton Rapids, July 20—Numerous applications for membership in the Michigan Hardware Association are coming in from the hardware dealers of the State, as there is a general feeling among the trade that, by means of organization, valuable concessions can be secured for the trade at large. The membership fee is $3 and the dues $3 per year, but any dealer joining prior to Jan. 1, 1896, has his first year's dues remitted. Blank applications can be secured by communicating with the writer.

The following resolutions were unanimously adopted at the recent meeting.

Whereas, Our President, Mr. F. S. Carlton, has been directly instrumental in the organization of the Hardware Association of Michigan; therefore be it

Resolved, That a vote of thanks be extended to him for his untiring efforts in this direction.

Whereas, The various hardware journals of the United States have extended the favor of their co-operation in forming the Hardware Association of Michigan; therefore be it

Resolved, That a vote of thanks be extended to them for their efforts in our behalf.

Whereas, The Hardware Association of Michigan has been organized; therefore be it

Resolved, That the Secretary of this Association be instructed to notify all the hardware journals of the United States of the action taken and that they be requested to insert a notice of the same in their publications.

Resolved, That a cordial invitation be and the same is hereby extended to all regular and legitimate hardware men of Michigan to join with us in this Association and remit to the Secretary the amount of dues and membership fee and receive their certificate of membership.

Henry C. Minnie, Sec'y.

Disgusted with the Laxity of Laws Relating to Credits.

East Jordan, July 20—Legitimate retail trade has always had to contend with many aggravating conditions, but few are bringing them so rapidly into a feeling of contempt for the governing powers of our State as the lax way in which the laws are framed in which the wholesale and retail trade are interested, and the ease in which swindlers and rogues among the retail fraternity are shielded in their dishonesty. Nothing looks more ridiculous and nonsensical than the manner in which wholesale and manufacturing people—whom everyone knows to be wealthy and, consequently, influential—will allow a swindler to hang out a sign which, with a letter head and an overstock of cheek, constitute his stock in trade. The manner in which such men place wholesale dealers and manufacturers entirely on the defensive is too disgusting for candid consideration. On the most gentle hint to this swindler that a little cash on account would be acceptable—even though the request be clothed in the most polite and diplomatic language—he flies into a great passion, assumed for the occasion, and, at once, perfects his operations to swindle the wholesaler and demoralize trade.

The third-rate lawyer and pettifogger is always on hand ready to advise the rogue and to assist in hiding away the jobber's goods in barns, cellars, etc., where they are kept for a few days until the atmosphere clears a little, when the stolen goods are brought out and placed on the market at from one-third to one-half their value. The swindler can well afford to do this, as all he has in the goods is the freight and his attorney's fee. That such a practice should be allowed in a civilized country like ours is astonishing, but such will be the case, as has been illustrated in two little cities in Charlevoix county within ten days, so long as wholesalers will allow laws governing their immense interests to be made and executed entirely in the interest of thieves, swindlers and the law fraternity. While they are paying 100 cents on the dollar, and the jobber and manufacturer have no hand in making the laws regulating their business, it looks as though a premium was placed on dishonesty.

Observer.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at the office of the Michigan Tradesman on Tuesday evening, July 16, Treasurer Lehman presided in the absence of President White.

A communication was received from A. J. Elliott, offering to act as manager of the Association at a stated compensation. The matter was discussed at some length, when action was deferred until the next meeting, which will be the annual meeting of the organization.

On motion of Mr. Van Anrooy, Aug. 8 was fixed as the date of the annual picnic.

On motion of Mr. Pettit, the place of meeting was left to a committee composed of Messrs. Lehman and Stowe, with the recommendation that Ottawa Beach be selected.

On motion of Mr. Merrill, the Secretary was instructed to communicate with E. A. Bishop for the purpose of ascertaining whether the Heinz Co. would like to furnish the badges for this year's picnic, the same as heretofore.

On motion of Mr. Pettit, a resolution was adopted recommending that the grocery stores close all day the day of the picnic; and, on motion of Mr. Van Anrooy, the Secretary was instructed to announce this arrangement two or three times in advance of the picnic.

There being no further business, the meeting adjourned.

Wants the Mail Route Changed.

St. James, July 12—The steamer *Nellie*, which carries our mail from Harbor Springs to St. James, is a little too small for the route and is considered unsafe for passengers. A petition was recently gotten up and signed by all the people here and at Charlevoix and sent to Washington, asking that the mail be sent us *via* Charlevoix hereafter, which would give us a direct mail three times a week, as parties at Charlevoix stand ready to put a much larger boat on the route.

Russia knows a good thing when she sees it. The Pacific Meat Co., at Tacoma, has received an order from the Russian government for 5,000 barrels of corned beef, to be delivered in October. If Germany and poor little Belgium want to find fault, let 'em. If the Russian bear is not afraid of the arsenic the Germans claim we use in preserving our beef for shipment abroad, why should the phlegmatic German and the ingenious Belgian complain?

NOBLY ANSWERED.

John McLean's Reply to the Detroit Cigarmakers.

The senseless strike of the Detroit cigarmakers still continues, but, as all of the factories have resumed operations in one form or another, the outcome of the strike is plainly forseen. It will be remembered that the workmen aver no grievance, so far as hours and wages are concerned, their only complaint being that a few non-union men are permitted to work on 5 cent goods. The employment of anything but union serfs is, of course, a grievous crime in the eyes of union men and, as a result of the strike, it is not unlikely that union labor will be dispensed with altogether in most of the Detroit factories.

The subjoined communication, sent to the poor dupes who blindly follow the leadership of unscrupulous leaders, is so full of meat that The Tradesman takes pleasure in reproducing it entire:

Detroit, July 18—In reply to your proposition of July 16, stating terms on which our striking employes would return to work, we answer:

To first proposition, that we employ none but union cigarmakers and packers.

Up to date we have never inquired into a man's religion, politics or fraternal affiliations when he applied to us for work, and we shall not commence now. That is a job that we consider should be delegated to some interested party. We believe that every man has the right to life, liberty and the pursuit of happiness according to the dictate of his own conscience and personal interest.

Second—You demand that we shall pay the union scale of prices of both unions.

In reply will say that on all 10-cent cigars made by us for fifteen years past we have sought to procure the most capable workmen we could find, and have invariably paid them the union price, and have employed no one on that class of work at a reduced price, although the price paid was largely in advance of prices paid in Eastern cities to union men with whom we came in direct competition.

Less than 10 per cent. of our product was of the 5-cent grade on which we did not pay the union price. But we did pay more than any competitors that we know of, and paid so much that we could barely get our money back on them in the competitive field. No factory can pay or does pay union prices on 5-cent cigars. If they did they could not get first cost for their goods, unless they put in worthless tobacco and sold them strictly on account of the label, in which event, which is largely practiced, the union workmen repudiate the cigar as a swindle and refuse to smoke them.

Third—You demand that we conform to the apprentice law as provided in your by-laws.

In reply will say that as we have not had an apprentice in our factory in thirteen years, and do not want any, we will not discuss that point.

In regard to your verbal statement to the effect that every workman in our employ will try to influence sale of our products and thereby largely benefit our business:

We find in your by-laws, article 28, section 1, the following: "Any cigarmaker who shall sell or deliver cigars, solicit or take orders for his employer shall be fined $5 for first offense and $10 for second offense."

Again in article 20, section 1, we find: "Any member who shall procure a job for another member, either by letter, personally, or otherwise, shall be fined $5 for each offense."

This kind of fraternalism we do not care to affiliate with.

For reasons given above and because we do not believe that we are athletic enough to ride two horses at once, and that we cannot hold our established trade if we use the label, and that the prejudice of 10-cent cigar smokers against the tactics employed in your strikes and boycotts is so great that we should lose their patronage, and because the so-called union shop proprietors report to us that their experience with the union is unsatisfactory where the union has control, and because that while we furnish the capital to run the business that we believe we have the right to control our own business, we respectfully and firmly decline to accede to your demands.

Our shops will open next Monday morning to all our old employes who wish to return to work on the old plan and union scale of wages that they have been receiving.

To such as do not desire to return we request that they call and remove their effects from the factory.

John McLean
President Detroit Cigar Mfg. Co.

The Grain Market.

During the past week the wheat market was of a seesaw nature. However, it closed about 1c higher. Foreign markets were the cause of the advance, although the exports were of a diminutive character and foreigners were not tumbling over each other to stock up at the present prices. Reports from the Northwest show that the crop is damaged somewhat by smutt, otherwise there is no change in the situation.

The visible decreased 754,000 bushels, which is about half what was expected. It was to the contrary, as is usual. When all the dealers were anticipating lower markets, on account of the small decrease, it was found that the markets closed at the top. September closed fully ½c higher than at the opening.

Owing to the splendid growing weather, corn is creeping to a lower level. The outlook now is for a larger crop than has been raised thus far.

Although the amount raised is very small in comparison with the amount grown in former years oats are on the down grade. Some few want old oats yet and they are willing to pay fancy prices; but, with the large amount in sight, the present prices look high.

The receipts during the week were as follows: wheat, 43 cars; 19 cars corn and eight cars of oats.

C. G. A. Voigt.

The Midsummer Dullness.

The usual midsummer dullness in trade has not been sufficient as yet to make any apparent effect on the boom in iron and other mining industries. Copper continues to advance and the other metals are firm. The effects of the dullness are perceptible in the grain markets, causing a slight fall in wheat and corn. It is, also, apparent in manufacturing lines. Cotton has had a slight decline and there is a decrease in demand for most manufactured products.

This decline is entirely a matter of season and its slight character indicates healthy conditions in the advance already made. Orders have accumulated in the iron products to an extent that will prevent the usual summer shut down in many works.

The principal source of uneasiness is the continued demand for increase of wages. Employes are quick to get the idea of a boom but slow to note a decline, and they are continuing to demand advances, without any regard to the summer dullness. The increase in the number and importance of strikes keeps a whip over the manufacturers, who are reluctant to be interrupted in improving conditions and so the demands are complied with to all possible extent. There is apparent danger of this fact forcing advance in prices to an extent which may cause eventual reaction.

Drugs--Chemicals

State Board of Pharmacy.

One Year—George Gundrum, Ionia.
Two Years—C. A. Bugbee, Charlevoix.
ThreeYears—S. E. Parkhill, Owosso.
Four Years—F. W. R Perry, Detroit
Five Years—A. C. Schumacher, Ann Arbor.
President—C. A. Bugbee, Charlevoix.
Secretary—F. W. R. Perry, Detroit.
Treasurer—Geo. Gundrum, Ionia.
Coming Meetings—Houghton, August—; 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.

HINTS ON ROAD IMPROVEMENT.

Written for THE TRADESMAN.

V.

Having selected the best route for a highway and estimated the extent of improvement possible to make, either at once or extending over future years, a careful survey and determination of inclines should be made. Intelligent and careful plans will secure the largest possible returns from the outlay. If it is intended to make a complete and permanent highway it will, of course, be necessary to have a complete survey made by a professional engineer and an estimate of all necessary grading, filling, etc., with cost of draining, surfacing or metaling, and rolling or compacting.

If less than a complete highway, only, is possible, the plans appropriate to the work should be as carefully made, even though it may not be possible to employ professional skill. The usual practice of sending men and teams to the worst places to make an embankment by excavating ditches, without regard to inclines or levels, may, in the course of years, effect varying, though slight, degrees of improvement. Intelligent direction of the work would secure far greater and more immediate results.

The first matter to be considered in all road improvement is drainage. In case of sandy or gravelly soil, this is a simple matter—properly graded side ditches with suitable outlets are amply sufficient; but, even in such soil, it is essential that the road and ditches be carefully graded, with a sufficient fall to carry the surface water rapidly and completely away. And if this be necessary in such soil, how much more in heavier or less absorbent soil. Lack of attention to this matter of grading usually produces the series of elongated pools of muddy water, so familiar to us all, strung along on either side of the road for a considerable time after every rain. These keep the road soaked full of water by capillary attraction, and it falls an easy prey to the destructive tire and hoof. No section of road should be made perfectly level. If the ground be level, it should be graded in a series of inclines, both for the ditches and the surface of the road, of not less than one inch to every 120 inches. This inclination should be carried such a distance as may be found practicable, without too much grading or moving of earth, taking into consideration the finding of proper outlets for the ditches at the bottom of the inclines, by the building of culverts or other means.

Usually there will be found more than sufficient provision for inclines by the natural unevenness of the country. In such cases care should be used to secure as uniform inclines as possible, either by taking advantage of the natural conformation in locating the road, or by grading to some extent, when practicable or consistent with outlay. As often as possible, provision for draining the water from the ditches entirely away from the road should be made. Where the road is located on land which slopes across it, culverts must be built to take the water through from the upper ditch. When stone is procurable, these may be cheaply constructed by digging the drain to the proper level and placing stones along the bottom for a foundation. Build a low wall on each side of this, either by standing stones on edge if of proper form, or if not, laying them to the best advantage, and then covering them with stones that will extend across from one wall to the other. Fill in with stones large enough not to fall through opening and then with smaller ones, finishing with earth or gravel. If a stone culvert is not practicaole, earthen or iron pipe should be used—wood is too perishable in such a place. Larger culverts, where the water to be provided for is considerable, may be made of dry stone where it is easily procurable, or if very large, of masonry laid in cement. If there is not sufficient stone it may be necessary to use brick or cement. In very heavy soils the provision for carrying the water away from the ditches must be more frequent than where it is more porous.

When a road crosses a low swampy place not amenable to drainage at reasonable cost, it may be neceessary to construct some kind of an embankment to raise the road above the level of the swamp. It is frequently useless or impracticable to do this by filling with earth or even stone, as such places will generally engulf solid materials to an almost indefinite extent before there will be an appreciable result. In such cases it may be necessary to use what seem to be temporary means, such as laying logs or poles across and covering with earth, or, what is easier and sometimes even more effective, filling with boughs of trees and then earth. Such means will frequently bridge over the difficulty until it is possible to effect drainage, or until the swamp is naturally drained by clearing the forests.

Care in providing suitable drainage is the first essential for permanence. Every dollar expended in taking advantage of natural, or in making durable provision for artificial, drainage is invested for permanent dividends in improved conditions. Water in a road, either liquid, or solid in the form of ice, is the arch enemy. Fight it without compromise.

W. N. F.

CURRENT COMMENT.

Suppose you've noticed how the American petroleum is walking right away with the Russian article? In 1890 the American consumption was 403,000 cwt. and the Russian was 123,000 cwt. (this was in Denmark) and last year the American climbed up to 737,000 and the Russian went down to 74,000. If things keep on that way much longer, we shall have to take the Goddess of Liberty from New York harbor and set her up somewhere on the other side.

* * *

Chicago grocers are kicking because the cracker manufacturers use too much pasteboard in packing their product. A pound of packing for every 10-pound box of crackers, they insist, is too much. That's all right. "Turn about is Fair play." Chicago had her turn two summers ago; and it is a pity if she can't stand, by this time, a little extra pasteboard. It's going to take the rest of the world a long time to get even with Chicago and she might just as well make up her mind to it now as any time.

* * *

The apricot business in Pomona has been hit in the neck. Last year 3,000 tons was the yield and this year it settles down to a beggarly 1,400.

* * *

South Carolina has about settled the question that tea can be raised within her limits, and now Florida put forth the claim that figs can be successfully cultivated in the land of flowers. If it's creditable to make two blades of grass grow where one grew before, what is it to produce a whole harvest of figs where there weren't any?

* * *

The wheel makers have been doing their level best to throw the Studebaker Wagon Co. out of business, and now it looks as if that company might return the compliment with interest. Rumors are abroad that the company are getting ready to contest next year's bicycling trade. In that case there will be fun for somebody.

* * *

It is about time the United States was taking some steps in the matter of the unfortunate Negro colonists, who are held in slavery in the State of Durango, Mexico. Several reports of their wretched condition have come to public notice of late through escaped Negroes from there. Dr. H. Follenger, a prominent physician of San Antonio, was recently sent down there to investigate the matter, and he reports that the half has not been told. The unhappy Negroes are kept under armed guards, fed and housed worse than beasts and compelled to work like slaves. Fully half of them are sick and many have died of want, ill-treatment and disease. These Negroes are citizens of the United States, and if there was ever a case that called for prompt and efficient interference by the Government, this is one.

* * *

In an address at a Fourth of July flag raising at Northampton, Mass., Rev. Father Boyle, a Catholic priest, said: "This is a country where the people are the sovereigns. It is a country of equal rights, and is the epitome of the world's aspirations for the best that is in human government. To-day we recall more vividly than on any other the sacrifices and the heroism of the colonists. Here, in this land, all can worship God in accordance with the dictates of their consciences. There is no place for any man in this country who wants any other flag but the starry flag. There is no place for anyone who wants to sow the seeds of discord. The stability of this country depends not only upon the intense patriotism, but on the moral and political character of its people. A man who refuses to go to the polls is as much a traitor to his flag as he who turns his back on it in the time of battle."

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

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

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

Ruhe's Real Rippe
Reigns Royally.....
AS THE VERY BEST
::: 5 Cent Ciga

IT IS----------
Making a Name =====
WHEREVER SOLD.

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

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

J. A. GONZALEZ,
Michigan Representative

Wholesale Price Current.

Declined—Morphine.

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
Uva 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
Camphorae	58@ 60
Euphorbium po	35@ 40
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	18@ 22
Carbonate, K. & M	18@ 22
Carbonate, Jenning's	35@ 38

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	50@ 60
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@ 50
Mentha Piper	2 25@2 30
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	23@ 23
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
Saccharum 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.

Acacia	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
Prun Virg	50

TINCTURES.

Aconitum Napellis R	60
" " F	50
Aloes	60
" and myrrh	60
Arnica	50
Asafœtida	0
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
Annatto	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	8¼@ 12
Cocaine	5 00@5 25
Corks, list, dis. per cent	65
Creasotum	@ 35
Crets. (bbl. 75)	@ 2
" prep	5@ 5
" precip	9@ 11
" Rubra	@ 8
Crocus	5@ 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
Hydrasg 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	50@ 63
Morphia, S. P. & W.	1 65@1 90
" S. N. Y. Q. & C. Co	1 55@1 80
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
Plix 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	1½@ 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 53
" " " ½bbl	2 58
" " " 10 gal.	2 61
" " " 5 gal.	2 63
Less 5c gal., cash ten days.	
Strychnia Crystal	1 40@1 45
Sulphur, Subl	2½@ 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	34
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	2½@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'		@90
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 "	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

Van Anrooy's Pure.

¼ lb. cans, 6 doz. case	85
½ lb. " 4 doz. "	1 65
1 lb. " 2 doz. "	3 25
Telfer's, 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 00
" " 8 oz	5 80

BROOMS.

No. 2 Hurl	1 90
No. 1 "	2 00
No. 2 Carpet	1
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
" " 15	1 75
Rice Root Scrub, 2 row	85
Rice Root Scrub, 3 row	1 25
Palmetto goose	1 75

CANDLES.

Boxes 40 lb. boxes	10
Star 40 "	9
Paraffine	10
Wicking	40

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 30
" 2 lb	3 35
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 80
" " talls	1 75
Alaska, Red	1 30
" pink	1 20
Kinney's, flats	1 90

Sardines.

American ¼s	@ 4
" ½s	@ 6
Imported ¼s	@ 9
" ½s	@ 3
Mustard ¼s	@ 7
Boneless	1

Trout.

Brook 3, lb	75

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 0
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 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 00
" early June	1 20
" Champion Eng.	1 20
" petit pois	1 40
" fancy sifted	1 25
Soaked	55
Harris standard	75
Vandcamp'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 10

CHOCOLATE.

Baker's.

German sweet	23
Premium	37
Breakfast Cocoa	45

CHEESE.

Amboy	10
Acme	10
Jersey	10
Lenawee	10
Riverside	10
Gold Medal	
Skim	6@7
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.

Arbuckle	21 30
Jersey	21 30

LION COFFEE
IN 1 lb. PACKAGES. WITHOUT GLAZING.
16 FULL OUNCES NET
CASES 100 lbs. } 21 3=10
60 "
CABINETS 120 lbs. SAME PRICE,
90¢ EXTRA FOR CABINETS.

McLaughlin's XXXX.. $1 30

Extract.

Valley City ½ gross	75
Felix "	1 15
Hummel's, foil, gross	1 65
" ¼ lb "	9 88

KOFFA-AID
100 packages in case
60 packages in case

CHICORY.

Bulk	5
Red	7

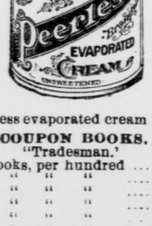
CLOTHES LINES.

Cotton, 50 ft	per doz.	1 25
" 60 ft	"	1 40
" 60 ft	"	1 6
" 70 ft	"	1 7
" 80 ft	"	1 8
Linen 60 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 75

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	5½
Seymour XXX, cartoon	6
Family XXX	5½
Family XXX, cartoon	6
Salted XXX	5½
Salted XXX, cartoon	6
Boston	6½
Sears Tea	6½

Soda.

Soda, XXX	5½
Soda XXX, carton	6
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, 1oz	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	@8½
Evaporated in boxes	8¾

Blackberries.

In boxes	

Nectarines.

70 lb. bags	
25 lb. boxes	

Peaches.

Peeled, in boxes	
Cal. evap. "	8½
" " in bags	8¼

Pears.

California in bags	6¼
California boxes	6½

Pitted Cherries.

Barrels	
50 lb. boxes	
25 " "	

Prunelles

30 lb. boxes	

Raspberries.

In barrels	
50 lb. boxes	
25 lb "	

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

Schuit'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.

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

Prunes.

California, 100-120	4½
" 90x100 25 lb. bxs.	5¼
" 80x90 "	6
" 70x80 "	6½
" 60x70 "	7¼

¼c less in bags.

DISINFECTANT.

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

Fish—Salt.

Cod.

Georges cured	4
Georges genuine	5
Georges selected	5¾
Boneless, bricks	6¾
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.

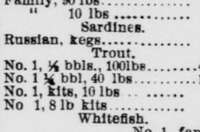
No. 1, ½ bbls., 100lbs	4 25
No. 1 ¼ bbl, 40 lbs	1 95
No. 1, kits, 10 lbs	55
No 1, 8 lb kits	48

Whitefish.

No. 1 family

½ bbls, 100 lbs	$7 00 2 50
¼ " 40 "	3 10 1 30
10 lb. kits	85 40
8 lb. "	71 35

FLY PAPER.



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 }	$3 40
12 boxes Dwarf Decoy }	

FARINACEOUS GOODS.

Farina.

115 lb. kegs	2½

Grits.

Walsh DeRoo & Co.'s	2 00

Hominy.

Barrels	2½
Grits	3½

Lima Beans.

Dried	6¼

Maccaroni and Vermicelli.

Domestic, 12 lb. box	55
Imported	10½@11

Pearl Barley.

Empire	3¼
Chester	2½

Wild Cherry Phosphate.

40 oz. size per doz.	$8
25c size per doz.	$2

Peas.

Green, bu	1 10
Split per lb	2½

Rolled Oats.

Schumacher, bbl	$4 60
" ½ bbl	2 44
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

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

OIL CANS.

Crystal Valve, per doz 4 00
Crystal Valve, per gross 36 00

PICKLES.

Medium.
Barrels, 1,200 count ..... @4 25
Half bbls, 600 count ..... @2 65

Small.
Barrels, 2,400 count 5 25
Half bbls, 1,200 count 3 15

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 14 lb bags 3 50
" 280 lb bbls 2 50
" 224 lb " 2 25

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.
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
Savor in proved 2 50
Sunflower 2 80
Golden 3 25
Economical 2 25

Henry Passolt's Brand.

Atlas, 5 box lots, del $3 60

Scouring

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

WASHING POWDER.

LA BESTA

100 packages in case 3 35

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 4 94
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 00

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 ..... @26
Choicest ..... @32 @34
Dust ..... @10 @12

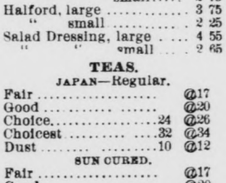
SUN CURED.
Fair ..... @17
Good ..... @20
Choice ..... @26
Choicest ..... @32 @34
Dust ..... @10 @12

BASKET FIRED.
Fair ..... @20
Choice ..... @25
Choicest ..... @35
Extra choice, wire leaf ..... @40

TOBACCOS.

Cigars.
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 Russet ..... @25
Tiger 30

D. Scotten & Co's Brands.
Hiawatha 60
Cuba 32
Rocket 30

Spaulding & Merrick's Brands.
Sterling 30

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 21
Bang up, drums 19

Plug.
Sorg's Brands.
Spearhead 39
Joker 27
Nobby Twist 40

Scotten's Brands.
Kylo 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

P. Lorillard & Co.'s Brands
Alligator 30
Red Cross 30
Rose Leaf 30
Sensation 32

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 00
" 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 ..... 2 @3

PELTS
Shearlings ..... 5 @20
Lambs ..... 10 @30
Old Wool ..... 40 @75

WOOL.
Washed ..... 10 @8
Unwashed ..... 5 @13

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

GRAINS and FEEDSTUFFS

WHEAT.
Old 66
New 63

FLOUR IN SACKS.
*Patents 4 50
Second Patent 4 00
Straight 3 80
Clear 3 60
*Graham 3 60
Buckwheat 4 50
Rye 3 75
*Subject to usual cash discount.
Flour in bbls., 25c per bbl. additional.

MEAL.
Bolted 2 35
Granulated 2 60

FEED AND MILLSTUFFS.
St. Car Feed, screened $21 00
St. Car Feed, unscreened 20 50
No. 1 Corn and Oats 20 00
No. 2 Special 19 50
Unbolted Corn Meal 19 50
Winter Wheat Bran 16 00
Winter Wheat Middlings 17 00
Screenings 14 00

CORN.
Car lots 49
Less than car lots 52

OATS.
Car lots 31
Less than car lots 35

HAY.
No. 1 Timothy, car lots 17 50
No. 1 " ton lots 18 00

FISH AND OYSTERS.

FRESH FISH.
Whitefish ..... @8
Trout ..... @7½
Black Bass ..... @15
Halibut ..... 13@15
Ciscoes or Herring ..... @6
Bluefish ..... @12½
Live lobster, per lb 16
Boiled lobster 18
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 42
No. 1 " 48
No. 2 " 70
Tubular 50
Security, No. 1 65
Security, No. 2 88
Nutmeg 50
Arctic 1 15

LAMP CHIMNEYS.—6 doz. in box.
Per box.
No. 0 Sun 1 85
No. 1 " 2 60
No. 2 " 2 80

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 75
No. 1 " " " " " " 3 75
No. 2 " " " " " " 3 75

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 00
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 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 00
5 gal Pirate King 10 00

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
½ " 24 " " " bbl, " doz (bbl 35) 20
⅓ " 6 " " box, " box (box 00) 1 80
½ " 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 ....

The Cragin Tobacco Cure.

Written for THE TRADESMAN.

When the firm of Huxley & Cragin were fairly settled in the new brick store on the corner by the Milltown post office, Jane Cragin, the junior member of the firm, stated, with a distinctness not to be misunderstood, that no tobacco was to be used anywhere about the building.

Huxley thought the idea a good one if it could be carried out but expressed some doubt about that. So far as he himself was concerned, he had made up his mind to quit smoking anyway and, as for chewing, nobody this side of a goat ever ought to think of such a thing; besides, with the pertinacity of the sex, in conjunction with that leading trait of the Huxley family, he hadn't entirely given up the idea of making a wife of Jane, for all of her decided "No," so that anything he could do to win her favor was sure to be done.

The only one about the concern who furnished signs of vigorous kicking was Jim Hankson. He went over the traces with both feet. No woman this side of a certain locality of the highest temperature was going to boss him. See? He did his work and he did it well. That was as far as Miss Jane had any control over him, and when, one morning, he found in the storeroom on the upper floor a staring placard

TOBACCO STRICTLY FORBIDDEN.

he astonished the other man at work up there by walking up to the posted notice and plastering it with a well-masticated "cud" of ample dimensions. It wasn't in a place where Jane often went and the unseemly sight was allowed to remain as a warning to all aggressive females who should dare to interfere with certain manly privileges.

The very next day—the unexpected always happens—who should come up to the storeroom but Jane Cragin and, naturally, the plastered placard at once arrested her attention.

"Jim, come here with your basket. Joe, fetch a shovel. Now, then, I don't know which one of you did the disgusting thing and I don't care. At any rate, it has been there long enough to dry on, with both of you up here, and one is just as bad as the other. Jim, shovel the cud down, and you, Joe, hold the basket to catch it. There! Now, put it on the elevator. I'm not going to give either of you a chance to lie about it, so I won't ask who the pig is; but you two must make up your minds that that thing up here again will cut both of you adrift." And Jane went downstairs, her little heels clicking expressively—a trick common to the sex when under excitement.

"Guess we've had enough o' that," remarked Joe, after the basket had been taken to the rubbish box in the back yard.

"Yes," was the reply, "but, for all that, we chews right along, allee samee. We'd better tell her, though, that we've 'swored off,' and then we'll do as we've a mind to, confound her!"

There were no more disfigured cards. A new one was put up in the place of the original; but the boys went right on with their chewing and "Jennie," as they dubbed her behind closed doors, was none the wiser for it. Some weeks after the "cud" occurrence, Jim was taken sick. Several days went by. Finally, Miss Cragin went over to see him. He was in a raging fever. She found him in a little cooped-up room which had been partitioned off in the loft of a barn, and she was obliged to climb a flight of ladder-like stairs to reach him. The bed was dirty; the single pillow—with the help of the imagination it could be called a pillow—wasn't quite black; on a cast-off washstand in one corner was a washbowl, half full of dirty water, and articles of clothing were scattered promiscuously about the room. There, under the hot roof, he lay, alone.

One glance was enough for Jane Cragin. Hailing a boy, she sent for Joe, and, by the time the doctor came, he found a room fit to enter and a little woman ready to help in the coming fight with the fever.

"Now, doctor, there is no use in telling me how sick this boy is. What I want to know first is, can he bear moving? My room is all ready for him and the quicker we can get him into it the better. Can he stand it?"

Half an hour later found the poor fellow in a room fit to be either sick or well in. He wasn't in a condition to notice things much, but the clean bed and the cool sweet room and the restful quiet comforted him.

Long weeks of weary watching followed; but Jane proved equal to the last emergency, as she had to others before. After a long while Jim began to mend and after another long while he was "up and out and at it," and ready to fall down and worship the woman who, in spite of the busy work at the store, had pulled him through the severest illness he had ever had in his life.

"And so he didn't chew any more?"

That's the bad part of it—he did; in fact, he chewed more than ever, but he was careful about it and so did not offend the woman to whom he, perhaps, owed his life.

One day, when trade was dull, Miss Cragin took the opportunity to settle accounts with the back store. Things needed "straightening" and, when in the "straightening" mood, Jane always worked alone. Joe was out collecting, Jim was in the upper story, Cy was taking care of the front store and Jane "went at it" in the back room.

Where in the world was so much dust coming from? Not from her work and, besides, dust didn't have a chance even to collect in the back store those days. The elevator door was open and Jane saw, or fancied she saw, something resembling sifted dust. Had that Jim neglected that room upstairs until the dirt was raining down the elevator? She went to the elevator door and put out her hand as one does to find out if it rains. She had scarcely spread her palm when spat down on it came one of Jim Hankson's fattest tobacco quids!

It would be hard to tell whether fright or anger was uppermost in the scream which penetrated every part of the building. It isn't hard to tell which predominated as the people within hearing rushed in to see what the matter was.

Recognizing the voice, and utterly unconscious of being the cause of the tragedy that was evidently going on, Jim Hankson came tearing down the stairs two steps at a time and burst into the back store. He found Jane Cragin white as a sheet. Like Macbeth in the walking scene, she was frantically rubbing her "little hand which all the perfumes of Arabia could never sweeten," and was mumbling something in her

NELSON-MATTER FURNITURE CO.

MAKERS OF FURNITURE

FOR CITY AND COUNTRY HOMES

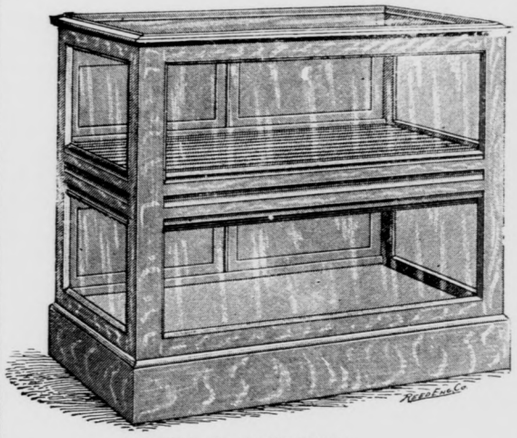
SELL FURNITURE AT RETAIL.....

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

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

Correspondence and Orders by Mail solicited.

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



NEW CIGAR SHOWCASE.

Heyman Company

WRITE FOR PRICES ON ANY SHOWCASE NEEDED.

55, 57, 59, 61 Canal St.

GRAND RAPIDS

Silent Salesman TRADE MARK

Show Cases, Store Fixtures, Etc.

BUY

PHILLIP'S SHOW CASES.

J. PHILLIPS & CO., Detroit, Mich.

Established 1864.

J. T. MURPHY,

MANUFACTURER

Office and Store FIXTURES Special and Order FURNITURE

99 NORTH IONIA STREET, GRAND RAPIDS

TELEPHONE 738.

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

"SIGNAL FIVE"

A Fine Havana Filler Cigar for 5 cents.

ED. W. RUHE, Maker, CHICAGO.

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

wrath which might or might not have been, "Out, damned spot! Out, I say!"

"What's the matter, Miss Cragin? What's happened?" and, with a solicitude not to be mistaken, he tried to take her hand. She started as if stung.

"You—you beast! Don't touch me! It's bad enough to be spit upon, but your touch is—ugh! you—you!"

Language failed and poor Jim, with heart forgetting to beat, stood with white face looking from one to another and asking with quivering lips what it all meant. Nobody could answer, for nobody knew except Jane Cragin and, until she got her hand clean, nothing could be expected in that quarter. In the meantime, things were looking black for Jim. Huxley especially was growing savage and Joe was beginning to manifest a belligerency which betokened ill for the bewildered clerk.

"The matter is just this," said Jane, at last. "I put out my hand in the elevator shaft to see if the dirt was coming down and that—that—that thing spit a quid of tobacco into it!" and, with the air of an outraged empress, Jane Cragin swept into the front office.

No one laughed, because—well, simply because no one cared to laugh while she was present, out of sympathy for her; in her absense, no one dared, out of healthy respect for a pair of clinched fists on the ends of James Hankson's strong arms. There was a lively getting away where the rights of American citizenship could be exercised and the laugh which followed announced a safe arrival.

Poor Jim! Life didn't seem to have any attractions just then. If he hadn't promised her that he would "swear off," it wouldn't have been quite so bad; if he hadn't kept on when he went back to the store, after she had saved his life, the lamentable thing never would have happened, and the idea of her putting out her hand in just that way, just in time to—but he couldn't complete the thought! Hardly knowing what he did, he opened the office door as little as possible and, squeezing through, stood there without a word. There was an ominous sound to Miss Cragin's pen as she felt his presence and it did seem to him that its scratching would never stop.

"What do you want?"

No comfort for him in tone or manner; but the tongue was pleasanter than the pen—just then it was music in his ears.

"I—I—I want to—to tell you—Miss Cragin—that I'm—I'm just as—as sorry as I can be!"

"Sorry for what? Spitting on me, or lying to me?"

"Both, Miss Cragin. One's as bad as the other, and they're both as bad as they can be. Ever since you took care of me when I had the fever, it seems to me I can't do enough for you, and then to—to pay for it in—in—in that way!" (There was a quiver in the voice.) "I do wish you would try me again, Miss Cragin; won't you?"

There was no resisting such penitence.

"Are you ready to promise me again, on your honor, that you never will use tobacco again, either smoking or chewing?"

"I'll say it under oath, if you want me to!"

"You needn't do that; but I'll tell you one thing, Jim Hankson" (with austerity), "if I ever know of your breaking this promise, you'll never have a chance to break another to me!"

The promise has never been broken; and, if anybody in Milltown wants a little left-handed fun, he has only to show Jim Hankson a plug of tobacco and ask him if he'll have a chew!

RICHARD MALCOLM STRONG.

A couple of young Russians who have been some years in this country, to keep out of the Russian army, and have made money, wanted to go back the other day. Their father was dead and their mother begged them to return. But they were afraid of that conscription. They examined the military regulations, and found that persons who were minus seven or eight teeth were exempt. At once they repaired to a dentist, had the requisite number of teeth removed, and started on their way to Russia rejoicing.

Experience Teaches.

Tailor (measuring customer)—Are you married or single?

Customer—I have been married a few months.

"Then you will want a secret pocket in the lining of your vest."

"What for?"

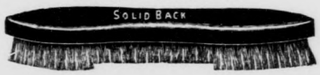
"That shows how short a time you have been married. You will need a place to put a little change where your wife can't find it. You see I'm a married man myself."

Failed to Appreciate It.

Editor—Did you see the complimentary notice I gave you yesterday?

Grocer—Yes, and I don't want another. The man who says I've got plenty of sand, that milk I sell is of the first water, that there are no flies on my sugar, and that my butter is the strongest in the market, may mean well, but he is not the man I want to flatter me the second time.

Blank Books
Tablets
Stationery
EATON, LYON & CO.
20 and 22 Monroe St.
Grand Rapids

Grand Rapids Brush Co.
MANUFACTURERS OF


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

Absolute Tea!
...The Acknowledged Leader...
SOLD ONLY BY
TELFER SPICE CO.,
GRAND RAPIDS, Mich.

DECOY & DWARF DECOY
Catches More Flies
than any other Sticky Fly Paper and pleases everybody.
Every box guaranteed by the manufacturer.
Costs no more than common fly paper.

BORDEN'S PEERLESS BRAND
EVAPORATED CREAM

ABSOLUTELY PURE
Is pure milk reduced to the consistency of cream, light in color, natural in flavor.
It cannot be compared with any unsweetened milk or evaporated cream heretofore offered.
It is not dark in color.
It is not disagreeable in flavor.
It does not thicken with age.
It does not spoil.
Prepared and guaranteed by the . . . .
NEW YORK CONDENSED MILK COMPANY
For Quotations See Price Columns

GOTHAM GOSSIP.

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

Special Correspondence

NEW YORK, July 20—Truth to tell, there is a dull period upon us—so dull, in fact, that it can hardly be explained. Buyers are conspicuous by their continued absence and orders by mail are of only a "sorting-up" character. It cannot be possible that stocks with retailers are very large, but, just the same, they are not coming to town in great numbers. Dealers are hopeful of something better shortly, but the usual midsummer lull is being intensified this season. Prices have not advanced largely, and the whole line of groceries presents about the cheapest run of goods to be found.

The sale of refined sugar has been very limited this week and transactions are disappointing. No changes have been made in granulated. Every prospect is for advancing rates in all kinds. The war in Cuba is an important factor and from all points come reports of prospective lessened supplies.

Not much has been done in coffee and the chief transactions have consisted in changing contracts. A large part of the crop seems to be safe in the hands of the bulls and they can manipulate things to suit themselves. Total amount afloat, 496,634 bags, against 339,253 bags last year. Nominal value is 15½c for No. 7.

A great effort is being made to strengthen the belief that tea is bound to advance, but buyers do not show any anxiety. Accounts from producing points certainly favor better rates than have lately prevailed. Auction sales have not attracted a great deal of attention and teas have sold in about the same way as for a long time past.

The supply of rice is well under the control of individuals. The market is well sustained, both for domestic and foreign. Prospects are for the largest crop ever gathered in this country, say 10,000,000 bushels.

Spices show no change and very few transactions have taken place, these being at rates which are on the basis of those prevailing for a long time. At the close the market can be called steady.

Molasses and syrups are steady and pretty well under control. The demand is not large, but is expected to improve with cooler weather.

Canned goods have been in a little freer movement and for future corn and tomatoes several brokers report a good trade. New York State peas, string beans and Alaska salmon have been the three leading items of interest. The pea pack of Western New York is reported as about 60 per cent. of a full crop. Canned horse is here. The supply of Oregon cayuses is large and cheap. A big reduction in the acreage of tomatoes is credited to Maryland. In fact the reduction is as great as 40 per cent.

Butter is in slow demand, except for the very finest creamery, and that is not in large supply. Quotations have remained pretty much the same for several weeks, the best Elgin being worth 16½@17½c. Finest lots of fresh factory are worth 12@12½c.

Receipts of cheese are not very large and this is the only reason why quotations are as well sustained as they are. Exporters show very little interest, and what they do take is of a grade not excellent. Small, full cream, colored cheese fetches about 8¼c.

Eggs meet with slow sale and for best Western 13c is extreme. Receipts have been sufficient to meet all wants and a large part of the arrivals shows the effect of heat.

The demand for lemons has grown lighter, although a few concerns seem to be doing an excellent trade. Choice to fancy Sicily are worth from $3@4.25 per box. Sicily oranges are in small supply and light demand, being quoted at $3.15@4. Pineapples attract very little attention and are worth from $4@10 per 100. Bananas are in fair request at a range of $1.12½@1.50 for firsts. Fresh California fruits are in large supply and, upon the whole, the market tends downward.

Beans are in moderate demand and the market is weak. Pea beans, $1.85@2.10.

The Drug Market.

Acids—The general jobbing business continues of a satisfactory character, with prices as a rule fairly steady, the only exception being a decline in the better grades of boracic.

Alcohol—Nearly all the distilleries are closed, less than half a dozen of any consequence being in operation, and stocks are steadily decreasing; corn is about 2c per bushel higher and there are other influences which would naturally tend to strengthen the situation, but competition, resulting from existing differences between the various distilling and distributing interests, is too keen to prevent demoralization.

Balsams—Copaiba, tolu and Peru are all ruling quiet but steady at unchanged prices, with the limited business reported almost wholly of the jobbing order. New crop Canada fir is coming forward in small lots to fill orders previously placed, but there is little or no fresh business reported.

Caffeine—Is easier and prices of bulk have been reduced.

Cod Liver Oil—The available spot stock is said to be lighter than for many years, and, with a continued fair demand, together with strong advices from Norway, the outlook is decidedly favorable to higher prices when the active season begins.

Ergot—The market is steady with prices unchanged. According to London mail advices to hand this week, the new crop of Spanish will be small.

Essential Oils—There is more or less activity in anise and cassia with prices firm. Bergamot is stronger in sympathy with primary markets and values have been advanced 25c per lb.

Flowers—American saffron is about the only article in this department calling for specific mention. The various holders are not inclined to show their hands, and it is difficult to say what could be done in a large way. Advices to hand from Mexico report two more shipments on the way, and they are expected to further demoralize the situation when they arrive.

Leaves—All varieties are in about the same position as noted last week, and the increasing scarcity and upward tendency of Tinnevelly senna are fully confirmed.

Opium—The market is in about the same condition as noted last week, except that during the past few days an improved demand has developed.

Quinine—At the Amsterdam bark sale on Thursday about 65 per cent. of the offerings were sold at unchanged prices, although one cable reported ⅛d per kilo lower. There has been a good consuming demand for quinine, but the bulk of the jobbing orders are said to have been diverted to manufacturers' agents, who report considerable business at full prices.

Seeds—Canary is weaker in sympathy with lower quotations from abroad and Smyrna has declined; other varieties are nominally unchanged. Russian hemp is very scarce, and prices have been advanced. Millet is fractionally higher, owing to steadily decreasing stocks, and holders have marked up their quotations. California brown mustard is becoming scarce, and as no more is expected from the Pacific Coast until next crop, values are hardening and sellers have advanced prices. Celery is weaker, owing to efforts to realize by speculative holders. Stocks are very much scattered and outside of the two former principal holders there are many small operators in the article for the first time and the latter are said to be the cause of the unsettled and unsatisfactory condition of the market.

The persistency with which the Spanish officials in this country protest against filibustering keeps the administration on the *qui vive* to take all possible steps to prevent it and to compel respect to the neutrality laws. It is eminently proper that such steps should be taken and it is certainly prudent to ward off any possible claims for damages on account of the violation of those laws; but the whole agitation actually increases the difficulty. It serves to advertise the fact of such expeditions and those adventurers who are looking for such enterprises are thus attracted to them. The customs officials are, doubtless, as jealous as they can be, but the spirit of Cuban sympathy pretty effectually neutralizes their efforts to enforce the commands of their superiors. It is quite evident, from the numerous reports, that filibustering is increasingly active and that Cuba is rapidly increasing in strength and gaining in confidence and prestige. It is certainly probable that the final settlement will be some kind of a compromise with independence as a condition, even if a money consideration is given for it. The hopelessness of success, combined with Spanish cupidity, will eventually make that country a willing party to negotiations for a settlement on some such basis.

TO CLOSE UP AN ESTATE

Good Furniture Business.....

Established 1887. Always good growing business. Occupying new building in prosperous city of 100,000 people. Large territory tributory to it.

Well selected and complete stock of all kinds of Household goods.

Yearly business of $50,000 can be done.

Will be sold at a bargain.

Address No. 1000, care MICHIGAN TRADESMAN.

Are You Looking .....for Business?

We offer for sale

The Michigan Iron Works Plant

GRAND RAPIDS, MICH.

Buildings, Machinery, Foundry and Boiler Shop, with Tools, Patterns and good will of the business. Located right in center of the city, on the bank of the river and near the railroad. Now in operation and doing a fair business.

Size of ground, 160 x 170 ft. Machine Shop, one story, 60 x 65 ft. Foundry, 60 x 60 ft., two cupolas. Boiler and Pattern Shop, two stories, 50 x 100 feet. Blacksmith Shop, in rear, 50 x 60 ft., two forges. Engine Room, 33 x 20 ft. Engine and Boiler of 75 horse power capacity. Vacant ground for storage, 60 x 160 ft.

Will be sold cheap and on easy terms, to close an estate, WM. T. POWERS & SON, Grand Rapids, Mich.

By WM. T. POWERS, Survivor.

For Bargains in Real Estate, in any part of the State, write to.....

G. W. Ames

106 Phœnix Block

BAY CITY, MICHIGAN

Wants Column.

BUSINESS CHANCES.

FOR SALE—GROCERY AND MEAT MARket; splendid location, doing good business; best of reasons for selling. Address 527 West Wilkins St., Jackson, Mich. 806

FOR SALE OR EXCHANGE—80 ACRE FRUIT and stock farm ten miles from city for stock of merchandise. Address L. & Co., 667 Madison avenue, Grand Rapids. 807

FOR RENT—IN LIVE TOWN IN MICHIGAN dry goods store 25x82 feet, plate glass front. Can be rented with L 16x25 feet. Only one other dry goods store in town of 1,800, which has two paper mills employing over 400 people; also chair factory employing over 125 people Weekly pay-roll of all factories, $3,000. Good reasons for vacancy. For terms address W. C. Edsell, Otsego, Mich. 808

WANTED—TO BUILD FIVE-STORY BLOCK 50x 00 feet on my lot, 34 South Division street, to suit tenant wishing to rent for a term of years. Location one of the finest in the city for wholesale house or for manufacturing and jobbing combined. Only about ten rods from Union depot. Will make terms reasonable. Address Edwin Fallas, Grand Rapids. 809

FOR SALE—STOCK OF GENERAL MERchandise in a growing town of 3,000. Good clean stock. Will inventory $5,0 0. Annual sales $25 00 . Will be sold cheap for cash. Address No. 799, care Michigan Tradesman. 799

TIMBERED LAND FOR SALE OR EXchange for clean stock of groceries or furnishing goods. Address Bisbee Bros., Paris, Mich. 800

FOR SALE—DRUG STORE. GOOD LOCAtion, cheap. Good reasons for selling—owner not a druggist Enquire of J. G. Jackson, 43 Pearl street, Grand Rapids. 801

$400 BUYS 80 ACRES (ONE-HALF PRICE) ten acres cleared, good log house, eighty rods from Rhodes, Mich. Address M. Bentley, Rhodes, Mich 802

FOR SALE—ESTABLISHED DRUG BUSIness in booming Northern Michigan town. Owner has interests in the South, making it necessary to close out this business. Correspondence must be prompt. Address No. 803, care Michigan Tradesman. 803

FOR SALE—THE DANIELS STOCK OF GROceries. Best location and cheapest rent in town. Strictly cash business and well established. Stock worth about $4,800. Will take five-sixths of inventory, cash Fixtures the best. Address Box 97, Traverse City, Mich. 797

FOR SALE—STOCK OF DRUGS, BOOKS, wall paper, in one of the best towns in Southern Michigan. Invoice about $4,000. Terms easy, if secured. Would sell one-half interest to right party. Address, with particulars, No. 798, care Michigan Tradesman. 798

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. 796

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, $8,600. 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.

FOR SALE—FOUR (4) STANDARD COUNter marble platform Dayton computing scales; have been used but a few months; all in good order. Address Hoyt Scale Co., Atlanta, Ga. 805

WE BUY ALL KINDS SCRAP IRON, METAL, rags, shirt and overall cuttings and rubber. Write for prices. Wm. Brummeller & Sons, 260 S. Ionia St., Grand Rapids. 'Phone 640. 804

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

WANTED—BUTTER, EGGS, POULTRY, potatoes, onions, apples, cabbages, etc. Correspondence solicited. Watkins & Smith, 84-86 South Division St., Grand Rapids. 673

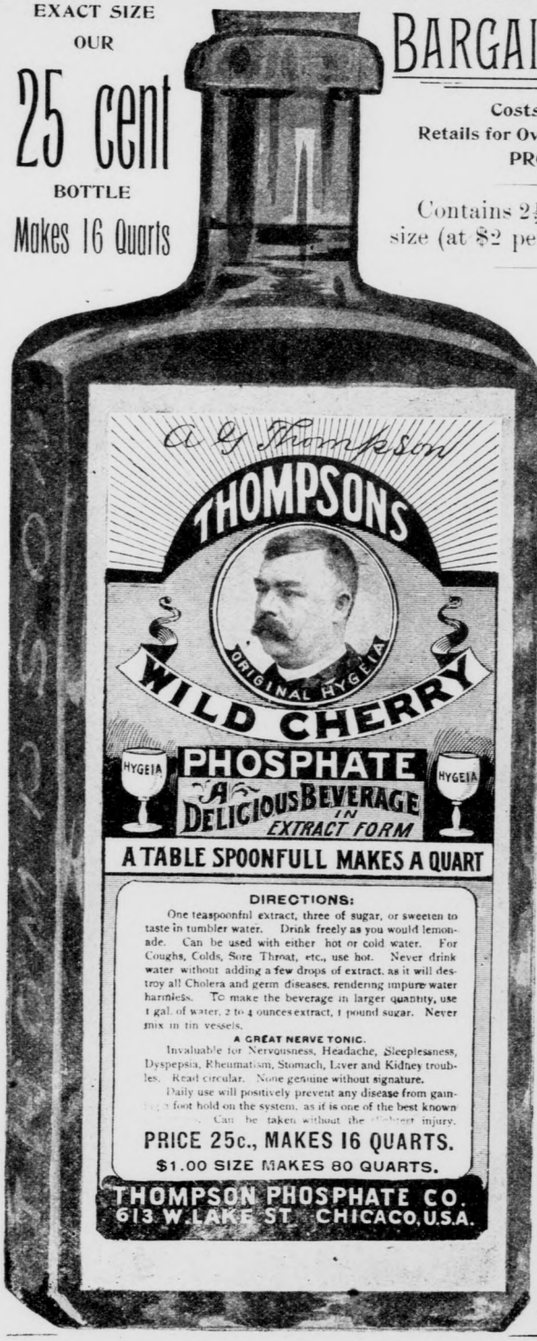
FOR SALE—$,600 NICE CLEAN STOCK OF boots, shoes, clothing and dry goods at 50 cents cash on the dollar of the wholesale cost. Address No. 810, care Michigan Tradesman. 810

EXACT SIZE OUR

25 cent

BOTTLE

Makes 16 Quarts



BARGAIN CASE

Costs $5.00
Retails for Over 100 per cent. PROFIT.

Contains 2½ dozen 25 cent size (at $2 per dozen), $5.

FREE!

2½ doz. 15-cent trial bottles, one forty oz. $1 bottle, two glasses, one tray, signs, coupons, posters, etc., 300 coupons to advertise with.

The 40 ounce bottle makes 80 qts., or 1,000 glasses. Keep a pitcher mixed and serve to all your customers a sample free, and you will sell a case every day.

Special Triple Extract, for soda fountains and soft drink trade, in one gallon bottles, price $3. Will make 13 gallons fine syrup at a cost of only 50 cents a gallon.

ORDER OF YOUR JOBBER

For sale by the following wholesale dealers:

Grand Rapids
Olney & Judson Grocer Co.
Lemon & Wheeler Co.
Musselman Grocer Co.
L. M. Clark Grocery Co.
Worden Grocer Co.
Hall-Barnhart-Putman Co.
Hazeltine & Perkins Drug Co.
Putnam Candy Co.
J. E. Brooks & Co.

Saginaw
Wells-Stone Merc. Co.
Jas. Stewart Co., Ltd.
Symons Bros. & Co.
Melze, Smart & Co.
D. E. Prall & Co.
G. A. Alderton.
J. P. Derby.

Bay City
W. I. Brotherton & Co.
R. P. Gustin Co.
Meisel & Goeschel.

W. Bay City
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Kalamazoo
B. Desenberg & Co.

Muskegon
Geo. Hume & Co.
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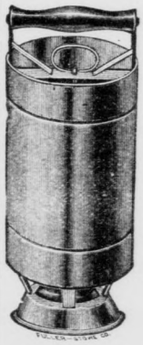
Battle Creek
John F. Halladay & Co.
Godsmark, Durand & Co.

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.

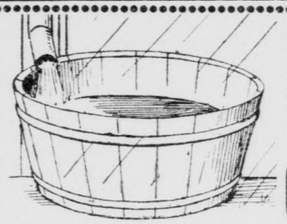
FOSTER-STEVENS & Co.

MONROE ST

GRAND RAPIDS.

USE JENNINGS' FLAVORING EXTRACTS

SEE QUOTATIONS.



Catching Rain Water

is a familiar practice in sections where the regular water supply is too hard for use. Its softness and purity make it very desirable on wash day. The same results can be derived by using

OAK LEAF SOAP.

It makes the hardest water soft, makes the clothes white without injuring them, and reduces the labor of washing one-half. Ask the grocer for it.

OLNEY & JUDSON GROCER CO.,
Wholesale Agents, Grand Rapids, Mich.

Morgan & Co.

Manufacturers of

AWNINGS, TENTS,

FLAGS AND CANVAS COVERS
YACHT SAILS A SPECIALTY

187 Jefferson Avenue
DETROIT, Mich.

William Connor

AGENT FOR

MICHAEL KOLB & SON

Wholesale Clothing Manufacturers

ROCHESTER, N.Y.

Will be at the **Imperial Hotel, CHICAGO,** with his full line of samples, from Monday, JULY 15, to Monday, JULY 22, and will entertain his friends and the trade who call upon him.

The Imperial Hotel is only a one minute walk from the Michigan Central Depot at Chicago.

William Connor will be at Sweet's Hotel, GRAND RAPIDS Thursday, Friday and Saturday, JULY 25, 26 and 27 instant.

WILLIAM REID,

JOBBER OF

PAINTS, OILS, VARNISHES, BRUSHES, etc., Plate & Window GLASS

26-28 Louis Street, GRAND RAPIDS, MICH.

A DROP

In prices should be appreciated by every merchant, especially when nearly all raw material is advancing and the price of goods is more likely to go up than down. But we are always to the front with the Lowest Market Prices, and quote here a few reductions which have been made since our Catalogues were printed.

Spring Catalogue, No. 117.

HAMMOCKS	No. 13 Rockaway, per doz.	$10 80
	No. 13 Mexican, per doz.	5 50
	No. 14 Mexican, per doz.	6 00
	No. 15 Mexican, per doz.	6 50
PAGE 134	Garden and Floral Sets—	
	No. 40, 10 cent size, per doz.	75
	No. 45, 15 cent size, per doz.	1 00
	No. 55, 25 cent size, per doz.	1 85
	No. 60, 50 cent size, per doz.	3 75
	No. 70, $1 size, per doz.	8 00
	No. 45, Spades only, per doz.	38

EXTENSION WINDOW SCREENS.

No. 100	18 in. high, 30 in. open, per doz.	1 85
No. 110	18 in. high, 36 in. open, per doz.	2 10
No. 120	24 in. high, 30 in. open, per doz.	2 50
No. 130	24 in. high, 36 in. open, per doz.	2 75
No. 140	30 in. high, 36 in. open, per doz.	3 25
No. 150	30 in. high, 44 in. open, per doz.	3 50

ADJUSTABLE WINDOW SCREENS,
To close out all Numbers in Stock.

No. 10	20 x 22½ x 28, per doz.	2 00
No. 15	20 x 26½ x 32, per doz.	2 25
No. 20	24 x 22½ x 28, per doz.	2 50
No. 30	24 x 26½ x 32, per doz.	2 75
No. 40	20 x 22½ x 28, per doz.	2 75
No. 50	20 x 36½ x 32, per doz.	3 00

Catalogue 118.

PAGE 91	Buffalo Egg Poachers, 6 in. rtd, dz.	$6 00
	Puritan Cookers, assortd case	3 60
	Puritan Cookers, opn. stk. less 10 p.c.	
	Arnold's Steam Cookers, No. 3,	2 00
	Arnold's Steam Cookers, No. 4	3 40
PAGE 92	Perfection Cake Tins, No. 1, 9 in. rd.	89
	No. 2, 10 in. round,	1 20
	No. 200, oblong,	1 50
	No. 800, oblong,	1 50
PAGE 98	Flaring Pails, Tin—	
	10 qt. IC Tin Flar'g Pails, per doz.	1 10
	8 qt. IC Tin Flar'g Pails, per doz.	1 05
	Covered Pails, 1 pint, per doz.	31
	Covered Pails, 1 quart, per doz.	36
	Covered Pails, 2 quart, per doz.	52
	Covered Pails, 3 quart, per doz.	80
	Covered Pails, 4 quart, per doz.	1 00
	Covered Pails, 6 quart, per doz.	1 35
	Monroe Assortment—1 doz. each, as below:	
	1 quart,	35
	2 quart,	50
	3 quart,	78
	4 quart,	95
	5 quart,	95
	6 quart,	1 25
	Total for case of Monroe Asstmt,	$3 83
	Globe Pot. Bug Sprinklers,	6 75
PAGE 99	Nutmeg Graters, Edgar, per doz.	$ 70
	¼ sheet, cb. hdld, size 4 x 6½ in.	25
	Zinc oilers, 1 pt. rd. Reaper, new	52
	Mason fruit jar Rubbers, per gro	30
	Wash Blrs. No. 7, flat met. firepf. bot	5 50
	Insect Powder Guns,	35
PAGE 101	Wire Vegetable Boilers, 7 in.	85
	Wire Vegetable Boilers, 8 in.	96
	Wire Vegetable Boilers, 9 in.	1 20
	Flytraps, Balloon,	87
	Flytraps, Harper's,	68
	Flour Sifters, Electric, reg. 25c size.	87
PAGE 117	Dust Goggles,	47
PAGE 119	Wire Dish Drainers,	95
PAGE 126	Wood Tubs, No. 1, large,	4 50
	Wood Tubs, No. 2, medium,	3 65
	Wood Tubs, No. 3, small,	3 10
	Common Wood Pails, 2 hoop,	1 00
	Common Wood Pails, 3 hoop,	1 15
	Common Wood Pails, 2 hp. pr. 100	8 75
PAGE 133	Bushel Baskets,	1 00
	Diamond Baskets, 3 dozen,	1 00
	Ov. Splt. Clothes Bskts., snl. 28 in.	3 25
	Medium, 30 in.	4 00
	Large, 32 in.	4 50
PAGE 138	Star Oil Stoves—	
	No. 3, single Stove, 2-3½ in. wks. ea.	75
	No. 4, single Stove, 2-4 in. wks, ea.	1 00
	No. 6, single Stove, 3-4 in. wks, ea.	1 28
	No. 3, double Stove, 4-3½ in. wk. ea.	1 55
	No. 4, double Stove, 4-4 in. wks. ea.	2 15

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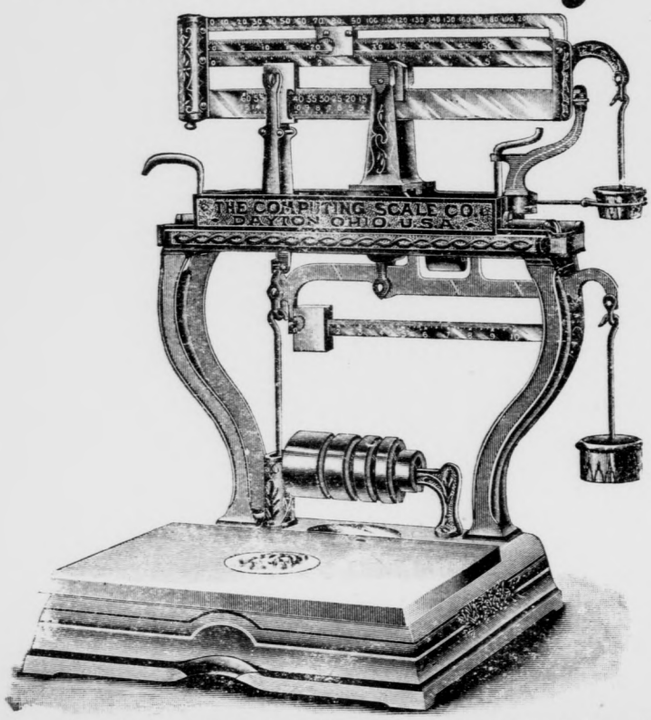

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