

# MICHIGAN TRADESMAN

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The.....

## PREFERRED BANKERS LIFE ASSURANCE COMPANY

.....of MICHIGAN

Incorporated by 100 Michigan Bankers. Pays all death claims promptly and in full. This Company sold Two and One-half Millions of Insurance in Michigan in 1895, and is being admitted into seven of the Northwestern States at this time. The most desirable plan before the people. Sound and Cheap.

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Offers exceptional facilities to its customer, and is prepared to extend any favors consistent with sound banking.

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Prompt, Conservative, Safe.  
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Carriages, Baggage  
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TRADESMAN COUPONS

## The Metric System vs. Confusion.

Written for the TRADESMAN.

In a previous article discussing the prospects and results of a certain reform in commercial methods recognized by congressional action in 1866, it was treated from the standpoint of one who naturally enquires, "Where are we at?" The writer entertains no hostile feeling towards the new system because of its being an exotic, but, on the contrary, favors it as a decided improvement over the exasperating methods now in use. No attempt was made to be logical or connected in treating the subject, which has many points of view outside of those that are economic and useful. It was, in short, an offhand way of expressing what might be the average thought of the public, if once awakened up to consider it in the light of an accomplished fact, to be enforced by National statute upon every transaction in the remotest corner of the land.

In harmony with thousands who stand ready to welcome any policy that makes for true progress, even though it tears down old and venerated customs and makes it necessary to remove much "rubbish," the writer believes that the hope of early success lies mainly in preparing the way by the practical pioneer work of enlightening the masses. All will admit that this has not been done to any great extent up to the present. You may ask the first 500 persons you meet, including professional and business men, what they think of the metric system as compared with the crude methods in use, and very few will give you a definite reply. The majority will even require some explanation before understanding the question. It is not because they do not care or are wedded to precedent. But the bold fact stares us in the face that there has not been, in the last thirty years since the reform was introduced, any general organized effort made to attract public attention to its details or its merits. Can we then wonder at the ignorance acknowledged by a certain representative in a speech made in opposition to the law lately passed by a bare majority, and afterwards reconsidered and re-committed?

As the chief arguments in favor of the metric system are advanced to business men, and as its advocates insist so strongly on the economic advantages accruing to every individual of the 70,000,000 of American people, one might naturally expect them to use business methods to attain the desired end. They surely cannot attribute the slow progress of this reform to opposition on the part of any considerable number, unless the inertia caused by want of knowledge may be so called. It is safe to say that not 5 per cent. of our whole population have been approached, either by speech or in print, with an intelligent, practical proposition concerning the subject. The question is to nine-tenths as little known and as comparatively unimportant as that of the balance of power in Europe.

So far as now appears, this system has been kept as a pet, carefully guarded by chemists, scientists and men of high

professional standing beyond the reach of the common people. True, some articles and editorial comments in drug or scientific journals are occasionally printed for a special class, and perhaps now and then in the general press may be found morsels of news partially suggestive of information. They are, however, of little use to the multitude. Would it not be more practical to pursue the course adopted with other reforms of a political, moral or economic nature? A campaign of education has been usually considered the logical preliminary to legislation, except within the last few years. The most valuable and enduring policies that ever contributed to National prosperity were built upon the foundation of intelligent popular consent, instead of being thrown over the people after the Napoleonic style of originating and establishing measures affecting the general welfare. This very system was once imposed on France by his authority as dictator and guardian of her interests. The people had no choice in the matter but submitted by virtue of necessity, and as soon as the pressure was removed by the allied armies, they restored the old system; not because of merit in the latter, we may justly conclude, for they adopted later the one so arbitrarily enforced, but because its value had afterward become better understood and they were given freedom of choice. It is surely not in harmony with Republican precedent to adopt Napoleonic methods here where the masses have intelligence of a higher grade than that of European peasants, and where every household is in close connection with the omnipresent press, and every one can be reasoned with as they are concerning other policies deemed necessary to the general good.

It may be noticed, in the editorial discussion containing a kindly criticism of my article, that there is one special point, at least, where the new system meets serious difficulty. This partly justifies my treatment of the subject, particularly as to the last paragraph. The proposed law tacitly admits the fact, and proceeds to overcome the land measure obstacle by going around it, which all will agree is a wise conclusion.

As one who is confronted daily by a vexatious compound system of weights and measures, the simple terms of the proposed method offer advantages that cannot be realized too soon for his satisfaction. The decimal part is in harmony with National usage. If the units can be expressed in language as plain and easily spoken or written as are coin decimals, the whole system can be naturalized in as short a time as a foreigner in his own person is allowed to be. As Horace Greeley said of the plan of resumption, "The only way to resume is to resume." Yet it took much preparation and earnest effort, even then, to "get there" on time. It is possible to reach an equally happy conclusion with the metric system; but there must be more hustling done among those who are expected to use it, if we desire to come in together under the wire of success at the time set for the adoption of this method.

S. P. WHITMARSH.

## Unique Order for a Bonnet.

When a woman buys a bonnet she wants the fun of trying on all the millinery in the house before she makes a selection. This is merely by way of a treat, as she knows quite well what she wants and can order a bonnet by mail if she desires. Of course, there are certain directions she wishes to give on an occasion when she does not personally inspect the article, but they are few and simple. A store in Detroit, which has a customer who lives afar from the places where artificial roses blow, but who wishes a bonnet, has received the following letter of instruction: "Measure of head from ear to ear over top of the head, 12 inches; from ear to ear under my chin, 9½ inches; from forehead to back hair, 7 inches. I want black lace bonnet with streamers and rosetts of red or yellow sating ribbon, an' would like a bunch of pink Roses or a blue plume behind with a black jett buckel, if artifishels is still all the go I want a bunch of grapes or a bird's tale somewhars. I do not desire anything too fanny but if you think a reath of pansies would look good you may put one on. I have some good pink ribbon here at home, so you need not put on strings."

The Michigan branch of the Bell Telephone Co. has constructed thousands of miles of telephone line in the State at the people's expense—and still owns the system. Now that competition is becoming formidable, the monopoly is rapidly constructing new lines in all parts of the State at its own expense, depending solely on long-time contracts for service. The Tradesman warns its readers not to place too much confidence in the perpetuity of the Bell monopoly. Its days are numbered. Hundreds of Bell telephones will go out of service in Grand Rapids between now and July 1, and the country merchant who imagines he will be able to talk with any considerable number of Grand Rapids wholesale houses through Bell phones three months hence will find himself grievously disappointed. Grand Rapids people have organized a telephone company of their own, with larger poles, double the wire, better phones and better switchboards than the Bell combination has ever had, and, from present indications, the competing systems friendly to the Citizens Company will soon present a much larger array of outside connections than the Bell exchange has ever had or ever will have.

After an existence of less than six months the French ministry has come to an end on account of the Senate refusing to appropriate means to continue the military occupation of Madagascar. These changes in the ministry have become so frequent that they excite little comment except that recently they show a tendency to a change in the presidency as well. There are intimations that such may be the case in this instance.

A Georgia farmer, while digging in his field the other day, unearthed a box containing nineteen silver coins of French and Spanish coinage. They bore dates of the early half of the present century.



## FIRE IN DRUG STORES.

## Precautionary Measures Which Dealers Should Adopt.

A drug store was recently destroyed by fire which originated in a natural but unusual manner. A loosely covered can containing water and several large sticks of phosphorus had gradually rusted until a hole was opened and the water gradually leaked out and evaporated. The phosphorus, thus exposed to the warm atmosphere, ignited during the night, and, as no person was present, the flames spread over the shelves and other inflammable material and gained good headway before being discovered.

We once read of a country druggist who had sold gunpowder at retail by lamplight for over twenty years and never found fault when customers or loungers leaned against the counter and smoked while he poured it out. One night in the twenty-first year, however, there came a—whish!—bang!—boom!—three men killed—no more powder—no more drug store—no insurance. Many druggists carry on business for years without consideration of fire precautions, but they, like our rural friend, are liable to be suddenly called down.

The causes from which fires can occur in drug stores are numerous; and, in most cases, the origin is difficult to determine, since it is the interest of those at fault to suppress all evidence. Few fires have occurred which might not have been prevented by exercise of common prudence, and many such calamities are attributed to "accident" when they really result from the laziness or recklessness of an employee, or lack of vigilance on the part of the proprietor.

Matches are, as everybody knows, especially designed to start combustion, and their use and storage must therefore be subject to careful restrictions. Don't allow them to lie around loosely or in paper boxes. They should be protected by closed metal safes, out of the reach of rats and investigative juveniles. Receptacles should be provided for burned matches; throwing these upon the floor is a phase of carelessness to be discouraged. Matches should not be kept in the pockets of shop coats or overalls, where they may be ignited by friction against each other or by rats. When a match accidentally falls upon the floor in a cellar or store-room, never leave it there to be stepped upon and cause conflagration.

Gas-jets present a constant menace. Wall brackets of gas-pipe should not be placed near to, or underneath, sections of shelving, as paper parcels on shelves above them may be left protruding and become ignited by heat from the flame. When pressure is increased by turning off other burners in the same building, or at the gasworks, the flame from a gas-jet will frequently leap one or two feet into the air, and perhaps reach a wooden ceiling or overhanging timbers. Large metal shields placed above the burners, near but not in direct contact with the woodwork, afford protection in such cases. Jointed swinging gas-brackets are particularly dangerous, as they are almost invariably capable of swinging the flame into contact with some woodwork or other inflammable material. Fires have repeatedly spread from the upper portion of an inside blind or a curtain swinging over a lighted wall-bracket.

Certainly every one has read of the man who carried a candle into the cellar to search for a leakage in the gas-pipe—and found it. Special care must be exercised in the use of gas-lights, lanterns, and candles, in the cellar. The use of ordinary kerosene oil lamps in the cellar is almost certain to lead to disaster. Remember that kerosene oil lamps are more likely to explode when nearly empty than when full. It is a safe rule to prohibit the use of lights in the cellar altogether; necessary business can usually be transacted in this department during the day. When, however, the cellar has to be explored after dark, closed lanterns will usually answer all requirements, and are much

safer, provided they are lighted in the store beforehand.

The writer recalls a destructive fire which was started by a candle which, instead of being placed in a metal candlestick, had been impaled upon a nail driven through a block of wood. This was left burning in the cellar by an errand boy in the evening, and during the night the candle burned down and set fire to the wooden base and boxes upon which it was standing.

It is an established and well-known fact that sawdust or rags saturated with vegetable oils are dangerously liable to spontaneous combustion; these should therefore not be left carelessly about. For the same reason, overalls should be hung up loosely, to permit free circulation of air, and sawdust should not be used to catch drippings from oil-tanks or barrels.

Owing to its spontaneous inflammability when exposed to atmospheric oxygen, phosphorus must be handled with appropriate circumspection lest it cause serious conflagration, or, what is incomparably graver, personal injury. It is safest to cut phosphorus under water. Although it can often be dried on a soft towel and cut in the air without ignition, this operation is always attended with more or less danger. In drying and weighing phosphorus, always handle it with forceps, the heat of the hand being sufficient to raise its temperature dangerously near the point of ignition.

In this connection it may be of interest to note that the addition of ether to phosphorated oils reduces or entirely prevents phosphorescence in the dark, or the production of white vapors on exposure to atmosphere.

Storage of phosphorus in the pharmacy or laboratory is always attended with considerable danger from fire, and the customary method of keeping it in a bottle of water will not permit of its being placed out of doors during the winter season.

In view of all this, the following arrangement was devised, and has been employed for something over four years with gratifying results: (1) Place the phosphorus in a wide-mouthed bottle or jar containing a sufficient quantity of a 25-per-cent. solution of common salt. (2) Place this bottle of solution in a crock with earthen cover, containing glycerin enough to immerse the body of the bottle, having only the neck exposed. (3) Protect the crock by surrounding it with a layer of sawdust or asbestos fibre packed in a suitable box with close-fitting cover.

A 25-per-cent. solution of common salt will preserve phosphorus quite as well as pure water, and will retain its fluidity at a very low temperature, considerably below zero. In case the bottle should by accident be broken, the phosphorus is deposited in the glycerin, which will protect it perfectly and is also capable of withstanding cold. If the box affords due protection, the liquids will rarely reach zero in the most extreme weather.

Many drug stores have been injured or destroyed by conflagration resulting from accidental breakage of carboys of nitric acid in the cellar. When sufficient quantities of this powerful oxidizing liquid are brought in contact with vegetable substances such as hay or tow, excelsior, paper, sawdust, etc., fire is apt to occur. Remembering the value of carbonic acid gas as a fire-extinguisher, a profusion of carbonate of soda solution should be promptly applied, or a mixture of chalk and water may be made to serve in an emergency.

Metal boxes or pails should be provided for the reception of waste paper, rags, and other refuse. It is considered unsafe to use wooden vessels for this purpose. Refuse boxes should not be pushed under tables, shelves, or other woodwork to which flame would be communicated in case of fire from spontaneous combustion, but should occupy a conspicuous place in the open room, where they are more apt to be kept clean and receive proper attention. It is a safe rule to have them set out of doors during the night.

Sawdust or rags used in cleaning

Why do we buy one or two cars every week of Worcester Salt? Because it is the best salt on earth! Our references 80 per cent. of the creameries and dairymen in the country.

Curtis Bros Canned Goods are higher priced than many so-called fancy goods. They are fancy in quality. That sells them.

The largest jobbers in nearly every city are handling 5th Avenue Java and Mocha Coffee. We handle O'Donohue Coffee Co.'s line, 5th Avenue included. That is why you find our coffee fast taking the lead everywhere.

Rolled Oats! Douglas & Stuart pack the very finest white oats in their package goods. We claim for them, first, quality, best in the market, second, our price sells them to every customer.

Kinney Salmon Steaks. All middle Cuts. Very fine.

If it's Canned Fruit you are wanting, the best packers in California are Fontana & Co. We carry a full stock and stand back of the goods.

We are exclusive agents for this market for the above lines and they are all trade winners. The merchant makes no mistake who has this line to offer his trade.

**I. M. CLARK GROCERY CO.,**  
GRAND RAPIDS.

## Put Your House in Order

The financial condition of this country grows worse daily. Every prudent merchant is keeping close to the shore. Our motto, "Cash is King," is fast being adopted by scores of retailers and has set a great many who formerly purchased and sold upon long credits "to thinking."

We offer this week a line of canned goods which ought to start a good many retailers "thinking." They are all well-known standard brands and at our prices should prove a hummer for any live retailer.

We offer ten cases of the following brands, twenty dozen in all, at 60c per dozen—240 cans of standard goods for \$12:

- 1 Case 2 dozen 3's Eclipse or Riverside Tomatoes.
- 1 Case 2 dozen 3's Indiana Apples.
- 1 Case 2 dozen 3's Riverside Pumpkin.
- 1 Case 2 dozen 3's Hopkins' Hominy.
- 1 Case 2 dozen 2's Peerless String Beans.
- 1 Case 2 dozen 2's Clark's Peas.
- 1 Case 2 dozen 2's Dailey's French Kidney Beans.
- 1 Case 2 dozen Pride of Columbia Salmon.
- 1 Case 2 dozen Dailey's Lunch Beans.
- 1 Case 2 dozen McCall's Sugar Corn.

We have 18 barrels of pure Buckwheat Flour on hand in 1-16 sacks, which we offer at the remarkably low price of \$2.40 per barrel in order to close consignment.

We have a new line of fine Japan Teas, 158 packages, 80 pounds to chest, jobbed at 23¢@24¢ last fall. We bid them in for spot cash and will sell same for 17¢. Send for sample. Cash with order in current exchange.

**THE JAMES STEWART CO.,**  
(LIMITED.)  
SAGINAW, MICH.



greasy mortars, graduates and other utensils should not be thrown into the dirt bucket, but rather burned or placed outside the pharmacy at once.

It is appropriate here to recall a fire which originated in a jewelry store from rays of sunlight which, being focused through some large reading-glasses displayed on a rack in the window, set fire to a velvet curtain. Pharmacists are, of course, subject to similar consequences from show globes in windows.

Spontaneous combustion of compressed tablets of potassium chlorate and ammonium muriate has been made the scapegoat for a large number of fires. In the writer's experience the behavior of these tablets has been no more offensive than potassium chlorate alone. Reports of this kind of spontaneous combustion have the flavor of ghost stories. We often meet a person who knows some one who has seen a ghost, but we have never either inspected the ghost itself or seen any one who has.

Ointments, plasters, and similar combustible material should not be melted over an open gas flame or fire without the intervention of a sand or water bath. Drippings running down the side of the vessel may conduct the flame to the entire contents, causing serious conflagration, which may result in injuring the operator and destroying the premises.

Alcohol, ether, and benzin, or preparations containing them, should never be evaporated over or near open flame, owing to the inflammable nature of their vapors.

Benzin is probably the lightest and most dangerously inflammable liquid commonly handled by the pharmacist. Its storage in barrels is both hazardous and wasteful. In most cases it will be found quite as profitable and much safer to keep a stock of only five or ten gallons in a tin can, which should be stored remote from combustible material, fires, and lights. In case of leakage, the premises may become filled with its vapor, which is extremely inflammable and explosive, and if ignited would create havoc.

Turpentine is to be regarded as dangerously inflammable. It burns with a strong, persistent flame.

Bulk stock of benzin, ether, bisulphide of carbon, kerosene, turpentine, and other inflammable substances, is frequently stored in small buildings which, while accessible, are sufficiently remote from the pharmacy to prevent a communication of flames to it in case of accidental ignition. It is also a good plan to store gun cotton and similar explosives with the combustibles, where their explosion during a conflagration will do the least possible damage.

Gun cotton, benzin, oil turpentine and similar extremely inflammable materials should not be stored with phosphorus, matches, or any substances which are capable of causing spontaneous combustion. It would be quite as rational to store matches in a powder-magazine.

Lycopodium, although not particularly inflammable in substance, explodes with a vivid flash, when ignited, in the form of floating powder. It is therefore imprudent to openly transfer or handle large quantities of it in too close proximity to a flame.

Don't encourage incendiarism by leaving heaps of straw, papers, and boxes about the premises. Straw, papers, and other combustible materials should not be allowed to accumulate in the space underneath grates opening through the sidewalk. Many fires have been stated by a burning match or lighted cigar carelessly dropped by pedestrians.

Smoking on premises, by employees, should be strictly prohibited.

It is a common mistake among pharmacists to believe that the vapor of chloroform is as dangerously inflammable as are the vapors of benzin, ether, and benzol, probably because chloroform is extremely volatile like the others. As a matter of fact, chloroform and its vapor tend to extinguish flame rather than feed it.

Natural gas is now largely used for

heating purposes, and many deaths have occurred from asphyxiation when the supply has been temporarily shut off during the night and soon after turned on again. Our attention was recently directed to a clever arrangement which has proven an efficient and comparatively inexpensive safe-guard against such accidents. A small jet of artificial illuminating gas is placed in the stove near the natural gas burner; this small flame keeps on burning when the natural gas is shut off, and promptly ignites it again when subsequently turned on.

Remember that by prompt application a bucket of water will often extinguish a fire which would soon be beyond control if action were delayed. Suitable apparatus for extinguishing fire in its incipient stages should be kept at hand, and employees should be thoroughly familiar with its location and use. Fire apparatus should always be placed near the entrance to a room, where smoke or fire will not cut off access to it. A dozen buckets, covered with loose plates of tin, painted red, and labeled "To be used in case of fire only," should be distributed through the cellar and manufacturing rooms within easy reach. A small force-pump such as is frequently used for washing windows, kept in a bucket of water, serves as a cheap and efficient fire-extinguisher, and is less likely to get out of order than more complicated apparatus.

A small alcohol-blaze can easily be blown out with the breath, but a flame of dangerous size is most readily extinguished by dashing water across the surface of the liquid or floor. If in an open vessel, prompt closure with a loose cover will subdue the flame by cutting off the supply of air. Remember that fire cannot burn without a supply of air. Smother it if you can.

Remember that soda-fountains can be made to serve as excellent fire-extinguishers. Two men can easily carry a small fountain to a point from where its carbonated contents can be emptied on to a fire.

Hand grenades have fallen into a richly merited state of "innocuous desuetude," and little reliance should be placed upon them for extinguishing fires in drug stores.

Where fire-shutters are capable of preventing communication of fire to the premises from adjoining buildings, in the rear or at the side of the pharmacy, they should certainly be applied, and invariably closed and locked at night. Heavy shutters and doors of wood covered with block tin are considered more serviceable than iron shutters.

Fire precautions not only confer a degree of safety, but materially reduce the rate at which insurance can be secured.

Permanent paper labels on stock-containers should, as far as practicable, be kept varnished. In case of fire, great damage often results from the loss of identity of pharmaceuticals through washing off of labels by water used in extinguishing flame. Ordinary shipping tags, bearing the name of the contents, are well protected by sizing with glue and varnishing on both sides. Ordinary ink or pencil marks on unprotected labels are soon obliterated by action of damp air in a cellar.

During the excitement incidental to a fire, don't forget that the prescription records rank among your most valuable possessions. Some neighboring druggist will be willing to repeat prescriptions for you until your plant can be re-established.

While one person is engaged in an attempt to extinguish the fire, another should promptly proceed to turn in an alarm.

Escape from a burning building can often be effected by creeping on hands and knees to a window, door, or staircase. The atmosphere of a room so full of smoke as to cause suffocation of a person standing upright can generally be safely breathed near the floor. Several folds of wet cloth, or even a damp handkerchief tied or held over the mouth and nostrils, will often enable people to pass through dense smoke.

Don't neglect to keep your stock insured.

Parisian Flour

## Parisian Flour

### Lemon & Wheeler Company,

SOLE AGENTS.

Parisian Flour

Parisian Flour

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.

"There is no higher art than that which tends toward the improvement of human food."—HENRY WARD BEECHER.

## MICHIGAN SPICE CO.,

MANUFACTURER OF

"ABSOLUTE"  
Pure Ground Spices  
"ABSOLUTE"  
Baking Powder

"ABSOLUTE"  
Butchers' Sausage Spices  
"ABSOLUTE"  
Cigars

Importers of "ABSOLUTE" Teas, Roasters of "ABSOLUTE"  
Coffees, Jobbers of Grocers' Sundries.

L. WINTERNITZ, Manager.

1 and 3 Pearl St., Grand Rapids. Tel. 555.

CHAS. E. STORRS,

Dairy and Food Commissioner.

Lansing, Mich., Feb. 25, 1896.

E. B. MILLAR & Co.,  
Chicago, Ill.,

Gentlemen:

The December number of the Bulletin of this Department contains the analysis of a sample of Pepper from R. B. Shank & Co., of Lansing, produced by your firm.

In a re-examination of this Pepper it has been found that a mistake was made in classifying it as an adulterated product, which correction will be published in the next number of the Bulletin.

Respectfully yours,  
(Signed) C. E. STORRS,  
Dairy and Food Commissioner.

## Around the State

### Movements of Merchants.

Woodville—Wm. Fisher succeeds Young Bros. in general trade.

Marcellus—Bent & Higgins succeed F. M. Bent in the grain business.

Wolverine—Roswell & Jones succeed Chas. E. Roswell in general trade.

Vicksburg—David Welt will remove his general stock to Wolcottville, Ind.

Sparta—Hesseltine & Dudley have opened a bazaar and fancy goods store.

Homer—Samuel Hannah has purchased the grocery stock of J. A. Clark.

Lansing—H. E. Turney succeeds Page & Turney in the grocery business.

McBain—O. Hart has purchased the grocery and shingle mill of S. E. Martin.

Leland—Mrs. J. M. Watts succeeds Mrs. A. Halmund in the grocery business.

Vestaburgh—J. E. Davis & Co., general dealers, have removed to Carson City.

Ewen—J. M. (Mrs. J. T.) Gardner has removed her drug stock to Walker, Minn.

Battle Creek—Frank C. Beard has purchased the drug stock of Herbert A. Fisher.

Nashville—B. C. Button has purchased the grocery business of Ed. White.

Lansing—O. A. Jenison has purchased the book and news business of F. F. Russell.

Homer—Sloan & Aldrich, meat dealers, have dissolved. I. V. Sloan succeeding.

Milford—James G. Holmes is succeeded by S. Clark Eddy in the grocery business.

Ithaca—E. R. Van Duser succeeds Kinch & Van Duser in the jewelry business.

Kalamazoo—Rakider Bros. & Co. succeed Radiker Bros. in the plumbing business.

Palm Station—John E. Eastman succeeds Eastman, Graves & Co. in general trade.

Lapeer—Robt. D. Malcolm, merchant tailor, has removed from Port Huron to this place.

Liberty—Gibbons & Carey, general dealers, have dissolved, Carey & Hilton succeeding.

Pine Creek—B. E. Cole, general dealer at this place, has removed to Battle Creek.

Marlette—Stroebel Bros. & Co. have purchased the hardware stock of Daniel Thompson.

Benton Harbor—Teetzel & Hayden succeed Chas. W. Teetzel in the jewelry business.

Kent City—Daniel McInnis succeeds O'Connor & McInnis in the grocery and meat business.

Woodland—S. S. Schantz announces his intention of removing his general stock to Northville.

Traverse City—John C. Ringler succeeds F. H. (Mrs. M. E.) Greenough in the grocery business.

Alba—De Voist Bros., general dealers at this place, have removed their stock to Thief River Falls, Minn.

Perry—L. Osborn & Son, dealers in hardware and agricultural implements, have dissolved, Osborn & Locke succeeding.

New Era—Frank Veltman has sold his store building and stock of general merchandise to H. H. Pleschee, formerly of Allendale.

Evart—D. G. Forton has purchased the City bakery plant and business of S. Stephens and will continue the business at the same location.

Hawkins—W. L. Remington has purchased the grocery stock formerly conducted in connection with the sawmill of Jackson & Darling and consolidated it with his own stock.

Ithaca—Frank Dreese, who conducts a dry goods, clothing and boot and shoe store at this place and also at Edmore, has sold his stock and discontinued business at the latter place.

Carson City—E. C. Cummings has begun the erection of a three-story and basement brick store building, 42x110 feet in dimensions. The building has been leased for five years by Cowman & McKenna, who will occupy it with their general stock.

Sutton's Bay—John Litney & Co. have sold their general stock to E. R. Dailey, of Empire, who will continue the business. Mr. Litney has been identified with the mercantile business here for seventeen years. He will embark in the agricultural implement business.

St. Ignace—Walter G. Wing has purchased the grocery stock of Joseph Conrad and will continue the business at the same location. Mr. Wing is well known in St. Ignace, having been for the past fifteen years in the employ of the Mackinaw Lumber Co., eight years as manager of their store in this city.

Rockford—W. F. Hessler has purchased the lot on the corner of Main and Courtland streets for a consideration of \$1,000 and will immediately begin the construction of a three story and basement brick block, 71x80 feet in dimensions. Hessler Bros. will occupy the ground floor and basement with their hardware stock.

Bay City—E. R. Fischer, the Columbus avenue grocer who was arrested on a charge of throwing poisoned sausage into the street, asserts that he is being pursued by enemies and claims that this case has been put up by them. He says that he has two dogs and a cat of his own and he would be a fool to throw poison out in front of his store, as they claim he did.

Holland—H. DeKruif, Jr., of Zeeland, has about completed arrangements to buy out the implement business, building and grounds of Allie Van Raalte and expects to move here with his family in a few days. The Zeeland branch will be managed by Will De Kruif and the two stores connected by private phone. It is probable that Mr. Van Raalte will remain in the employ of Mr. De Kruif.

Munising—The new town of Munising, where beds are at a premium, will soon take on metropolitan airs—charter election, water works, electric light plant, police protection, and last, but not least, a saloon. Unlike all other new towns, there is not a saloon within four miles and that is at Wetmore. It looks as if T. Moses Bissell would be a candidate for village president. Mr. Bissell is in the hardware business.

Sault Ste. Marie—R. G. Ferguson, who recently sold his hardware stock here to Chesebrough Bros., has about decided to locate at Green Bay, Wis., capitalists there offering to contribute \$100,000 toward a stock company to conduct a wholesale hardware business. Mr. Ferguson is a thorough hardware man and will make things hum wherever he goes. He was with W. H. Miller, Bay City, for years up to eight years ago.

### Manufacturing Matters.

Marquette—J. H. Gillette will build a saw mill on Portage or Torch Lake this season.

Tecumseh—Martin A. Zimmerman succeeds M. A. Zimmerman & Co. in the sawmill business.

Ithaca—The St. Johns Manufacturing Co. is succeeded by the Ithaca Saw Mill Co., with a capital stock of \$15,000.

Homer—The Homer Steel Fence Co. has merged its business into a corporation, under the same style, and will remove to Battle Creek.

Marion—Bradley Stone has purchased of Wm. Daniels his half interest in the sawmill and hardwood lumbering business of Daniels & Stone.

Lake Ann—Hawley & Bolton, who operated a sawmill at this place, have dissolved partnership. The business will be continued by Darius Bolton.

Sebewaing—Liken & Bach, manufacturers of staves, heading and lumber, with headquarters here, are considering the project of building another plant at Alpena.

Cadillac—The Cadillac Stave & Heading Co.'s plant is producing 30,000 elm staves and 3,000 sets of basswood heading daily. The company has 3,000,000 feet of logs on hand.

Cheboygan—Thompson Smith's Sons have contracted to manufacture 12,000,000 feet of Canadian logs for Alger, Smith & Co. The mill will start May 1 and will be run night and day.

Lewiston—The Michelson & Hanson saw mill shut down last week to make repairs which will require about four weeks' time. This mill has run steadily day and night for two years with the exception of two months, when it ran days only.

Shelby—The project to establish a canning factory here has been abandoned by the Dunkley Celery Co., of Kalamazoo. The business men of the place still stand ready to donate \$1,500 to a cannery enterprise fathered by responsible people.

Byron—M. S. Doyle has discontinued his cheese factory at St. Johns and opened a factory here, beginning operations for the season April 22. At present the factory is turning out thirteen cheese per day, but Mr. Doyle expects to have an output of thirty per day during May and June.

Saginaw—The planing mill plant and lumber yard of E. O. and S. L. Eastman, at Carrollton, has been purchased by the Brewer Lumber Co., which has been organized with a capital stock of \$50,000. A. P. Brewer & Son have 15,000,000 feet of dry white pine lumber piled up at Duluth and Ashland, which is to be brought to Saginaw by lake and handled in the planing mill and yard of the Brewer Lumber Co.

Houghton—The deal by which the Huron Isle Royale Portage and Shelden & Columbian copper mines were to be consolidated hangs fire—at least that is the popular impression, as nothing is learned regarding the definite outcome of the matter. The consolidation of these four mines, all of which are idle, would add another big producer to the present list. It is the opinion of competent mining men that these mines, if properly opened and equipped, could be producing nearly as much copper within five years as the Quincy is making now, but to do so will require an enormous amount of money. Half a million dollars is the estimate of the promoter, but these figures might easily be exceeded through unforeseen require-

ments, or through a desire to bring the property to a high producing plane at the earliest possible moment, without waiting to make improvements through profits realized from the operation of the property.

Calumet—All that prevents the opening of a number of new copper mines in this region on veins of undoubted merit is the enormous cost of putting the properties on a plane to compete with the gigantic mines of this county and Montana. All the big miners own mills and railroads in addition to mines. The pump of the Calumet & Hecla mills, at Lake Linden, which furnishes water for the stamps, would furnish the water supply for as large a city as Providence or St. Paul. Its size can be imagined best from the work it must do. It must supply enough water to carry off, as sand, 5,000 tons of rock every twenty-four hours—10,000,000 pounds of sand carried in suspension for a quarter of a mile through wooden launders. Such pumps as these, with 7,000 horse power hoisting engines and like machinery, cost millions to the Calumet & Hecla, and even the smallest of copper producers must expend its tens or hundreds of thousands on equipment if it hopes to produce copper at a profit, no matter how rich its veins may be. The machinery of a Houghton county copper mine of the second class, such as the Quincy or Tamarack, probably cost as much as all the machinery in the great gold camp of Cripple Creek. The 37 foot double conical hoisting drum at the North Tamarack, which hauls up a 10 ton load in a vertical shaft at a speed greater than that of an express train on a horizontal track, could alone hoist all the gold and silver ore mined in Colorado and not work overtime doing it.

Traverse City—Secretary Fleming, of the recently organized Michigan Hardwood Lumber Co., has been at work for several weeks securing from the several members of the company estimates of the total cut of hardwood, as compared with that of last year. The Association includes in its membership nearly every manufacturer from Cross Village to Ludington, and the result of the Secretary's investigations has been surprising to even the lumbermen. Very few members of the company are compelled to ship by rail, most of them being within reach of water transportation, and for this reason the figures compiled by Secretary Fleming represent, practically, the total output of the region. The percentage not represented is exceedingly small and will cut only an inconsiderable figure in the total output. The total cut last year was 68,000,000 feet, and of this quantity 4,000,000 feet were left on the manufacturers' hands at the close of the season and had to be carried over. It is estimated that the total cut will this year amount to only 50,000,000 feet, of which 20,000,000 feet have already been sold, leaving only 25,000,000 feet of maple in this entire region to be put on the market this season. Some of the most conservative lumbermen are of the opinion that this amount will not be sufficient to supply the demand. As a consequence, the price of maple must materially advance. The report of Secretary Fleming has inspired confidence in the future of the hardwood lumber trade, and it is conceded that the outlook for manufacturers is better just now than it has been for many seasons.

The Dodge Club cigar is sold by F. E. Bushman, Kalamazoo.



## Grand Rapids Gossip

Samuel A. Potter, baker, has removed from 400 South East street to 500 South Division street.

Myers Bros. have opened a grocery store at Dunlap's, Ind. The Musselman Grocer Co. furnished the stock.

Gibson & Knolty have opened a grocery store at Barryton. The stock was furnished by the I. M. Clark Grocery Co.

Landeman & Ostenbrugge have removed their grocery stock from 748 East Fulton street to 208 Sinclair street.

Arthur Manley, grocer at 418 West Bridge street, has opened a meat market at 42c West Bridge street, and will conduct business at both locations.

The Michigan Spice Co. will shortly remove from its present location on Pearl street to 30 North Ionia street, opposite the Ball-Barnhart-Putman Co.'s establishment.

Chas. H. Butler has sold his interest in the Valley City Implement Co., at 83 South Division street, to Stephen L. Parr, who will continue the business at the same location, under the same style, in company with his son, Silas L. Parr.

F. Letellier, Trustee of the mortgage creditors of the Buss Machine Works, announces the sale of both the Grand Rapids and Benton Harbor plants, including machinery and merchandise on hand, at the Kent county court house on May 14. Catalogue of the property to be sold can be obtained on application to Mr. Letellier, at his office with the Goshen Sweeper Co.

Miss Mary E. Collins has invented and patented a hook and eye which, in her opinion, is ahead of anything else on the market. The matter has been taken up by Kalamazoo people, who have organized a stock company to undertake its manufacture, with a capital stock of \$18,000. The name of the corporation is the Four Loop Hook and Eye Co. The American Pin Co. is constructing machines for the manufacture of the device.

### The Grocery Market.

Provisions—Since our last report the market has been further depressed and another new record of prices has been established. This has been occasioned by arrivals of hogs beyond expectations, while their average weights are heavy and point out that the corn crop is being freely used and to better advantage by putting it into hogs. There appears to be a good deal of uncertainty still, and the next few days' developments are awaited with a good deal of interest.

Rice—The demand for rice continues good and values rule at about the same range as quoted last week. The fact, however, is perceptible that domestic standards are being lowered gradually, as desirable lots are taken from stock, and while the market is quotably unchanged, in reality prices are better than they were. This condition has strengthened the position on foreign very materially, and the latter shows increasing activity.

Lemons—A full demand has been in force this week, and values have shown an advance on the average of 50c per box. The warmer weather has stimulated the demand, and this, in connection with the reduced quantity on the way, has given a firmness to values.

Not only is the local demand good, but orders come in freely from out of town, as further advances are looked for.

Canned Goods—The inquiry for canned goods during the period under review has been of a desultory character, and confined entirely to small lots to keep stock assortments complete. Buyers will not allow themselves to be interested in a large way. Except on California fruits the tendency of values has been to an easier basis. Vegetables are slow of sale, tomatoes being distinctly weaker. The pressure to sell corn reported some time ago still continues, and stocks are evidently greater than was generally supposed. There is little doing in peas. Canned corn beef shows a further decline on several sizes, due to the generally dull condition of trade, there being but little demand for home consumption, while in an export way the West Indies and South Africa are taking fair quantities.

Spices—Prices are still very low on all varieties of spices—lower in this country than any of the other markets of the world—and this has been brought about by a speculative demand which has kept the American markets abundantly well supplied with stock and is really the cause of the slowness of the recovery of prices to a parity with other markets. Regarding crop reports there is nothing materially new. Recent assertions that there would be a shortage in pepper and Cochín ginger seem to be verified. There will be an average clove crop, but the interference with the slave trade at Pemba and Zanzibar may have an influence on the clove market. The opening of the canals has slightly stimulated the country demand.

Molasses—The demand for centrifugal grades is quiet and prices are well maintained. Kettle varieties are selling slowly, but holders still adhere to quotations, and buyers are compelled to pay them when they want selections. The shortage on centrifugal grades at New Orleans continues to grow, and was reported on April 20 to be 99,934 barrels, as compared with last year. It is said there is little or no stock in first hands at New Orleans. The demand for foreign molasses is good and prices are firmly held.

Tea—Price show no material change, except on uncolored Japans, which have eased off slightly, owing to the desire of holders to sell before the new season's teas arrive. The trade is about facing a new season, as new crop teas will be in in about five or six weeks, and it is this that has caused the weakness in that particular variety.

### Flour and Feed.

Another week of seesaw markets, with a general downward tendency of futures, has not tended to liven up flour markets. The trade is waiting for more settled conditions, and, in the meantime, buying only for actual needs.

The output of flour for the past few weeks has been greatly restricted throughout the winter wheat States and must, necessarily, be until after harvest, which, in Michigan, promises now to be a bountiful one.

The local mills have been running steadily and have had a fair average demand for the product, so that stocks have not been materially increased.

Feed and millstuffs are in fairly good demand, with prices 25@50c per ton lower.

WM. N. ROWE.

Gillies' New York Warrior Japan Tea at killing value. Visner.

## IS IT INSINCERE?

Motives of the Street Railway Co. Questioned by a Dealer.

Grand Rapids, April 28—Has it been brought to your attention that the Consolidated Street Railway Co. has pursued a very peculiar course in the matter of the tickets recently placed on sale by that corporation? Ordinarily, what does a business man reduce prices for—to sell goods or to keep them? Officers of the Street Railway Co. have said privately that they do not want to sell these tickets; in fact, prefer not to sell them. What reason have they for such a course?

Let us see: The company has "voluntarily" reduced the price of transportation 20 per cent., as Mr. Johnson said to me one day recently, and now assumes that it is deserving of much commendation from the public for this philanthropic move. It has put all possible obstacles in the way of a general distribution of the tickets. It will sell them at one place only—at its office—all advertisements to the contrary notwithstanding. Its announcements of "agencies" in many diverse locations is untrue, for no genuine agency for the sale of street car tickets exists to-day. All dealers selling them do so of their own choice and not because the Street Railway Co. makes it any object for them to do so; in fact, the company does not wish the tickets sold, for it will neither pay a commission to any one for selling them nor allow transportation for the remoter dealer to come after them, nor deliver them to the dealer; and when the suggestion was made that it is no object to the dealer to handle them the answer was to the effect that it was to the interest of the company not to sell them, anyway, and it didn't care whether the dealers sold them or not.

Another point: The conductors do not sell them. This is for two reasons: one (inferred), that the company does not want the public to use the tickets; the other (expressed by Mr. Hanchett), that it dare not trust its men with them, as that would be putting a premium on dishonesty.

Now, I ask again, what does such a policy mean? Keep watch of the future Council proceedings and note, sometime next fall, that the company will ask some "little privilege" and plead against any concessions the Council will demand in return by the statement, "We reduced the fare last spring and summer and it was not a financial success; you really cannot ask us to go on losing money, can you?"

This ticket deal will bear watching. Why did not the company put them out, as General Manager Johnson is reported to have recommended—at eight for 25 cents—and adopt a liberal policy, establish real agencies in a few well-selected localities and give the public the benefit of a real reduction, instead of such a deluding policy as appears to have been adopted? Finally, why not carry out the promise of 20 per cent. reduction, and not stop at 16 $\frac{2}{3}$  per cent., as has been done? This attempt to secure commendation and future remuneration for a move which has not yet been a success, and which the company hopes will fail, is bad and should be widely known and severely condemned.

RETAIL DEALER.

### The Grain Market.

In last week's article some one made a slight error and where it should have read, "The corresponding week last year the visible decreased 2,250,000 bushels," it was made to read, "The corresponding week last year the visible decreased 225,000,000 bushels," which is more than half the amount raised in the United States. Errors will occur, even with editors, especially where they are so rushed with business as is the editor of the Tradesman.

This exceptionally fine weather has a depressing effect on the price of wheat. The record shows about 3 $\frac{1}{2}$ c decline on

cash and 2 $\frac{3}{4}$ c on active futures. Wheat is very hard to get at the prevailing prices, and we are still of the opinion that we shall see better prices before harvest time. Our exports were of a diminutive character, being only about 1,286,000 bushels, which is the smallest weekly export in five or six years. The reason for this is because there are only about 2,200,000 bushels of wheat in elevators east of Chicago. As soon as some of the cargoes now enroute from Chicago and Duluth arrive we may see much larger exports. The visible showed a decrease of only 537,000 bushels, but this had been discounted, so it did not have any effect on the market. This may be considered a weather market. Other commodities are also cheap and it seems that people are consuming something else besides wheat flour.

We note a decline of 2 $\frac{1}{2}$ c per bushel on corn, while oats declined only  $\frac{1}{2}$ c. Should the frosts hold off so as not to injure the young corn plants, we may expect another large crop. We can see nothing at present to advance the price of coarse grain.

The receipts during the week were: wheat, 44 cars; corn, 15 cars; oats, 3 cars.

C. G. A. VOIGT.

### PRODUCE MARKET.

Asparagus—30c per doz bunches.

Butter—On account of large receipts the price has sustained another decline, fancy roll commanding 12@13c, with fair to choice dairy ranging from 10@11c. Factory creamery is in moderate demand at 15c.

Cabbage—Florida stock has declined to \$2.75 per crate of about 4 dozen heads.

Cheese—There have been further arrivals of new stock, which bring 9@11c, but the trade prefers old goods at 10@12c.

Cider—15@18c per gal.; Crabapple, 20c.

Cranberries—Jerseys in boxes are still in limited demand and supply at \$2 per bu.

Eggs—Arrivals have been liberal during the past few days, but trade has been extremely dull and prices have declined materially. Fancy stock, closely graded, suitable for cold storage purposes, commands 9 $\frac{1}{2}$ c, but many sales are being made on the basis of 9c.

Green Onions—10c per doz. bunches.

Honey—Dealers ask 13@14c for white clover, 11@13c for dark buckwheat.

Lettuce—10c per lb.

Maple Sugar—Fancy commands 10c per lb. Fair to choice brings 6@8c.

Maple Syrups—6@8c per gallon, according to grade and quality.

Onions—Home grown are in fair demand and ample supply, commanding 25@30c per bu. Bermudas command \$1.50 per crate.

Pieplant—Home grown is now in market, commanding 1 $\frac{1}{2}$ c per lb.

Pop Corn—Rice, 3c per lb.

Potatoes—No change.

Radishes—30c per doz. bunches.

Seeds—Clover command \$5@5.25 for Mammoth, \$4.85@5 for Medium, \$4.75 for Alsike, \$3@3.25 for Crimson and \$5.50 for Alfalfa. Timothy commands \$1.55@1.65 for prime to strictly prime and \$1.75@1.80 for choice.

Spinach—40c per bu.

Strawberries—Beginning to arrive with more regularity, commanding about 20c per qt.

Tomatoes—\$3 per 6 basket crate of Florida stock.

Vegetable Oysters—15c per doz. bunches.

### Illustrated Advertising.

Drop a postal card to the Michigan Tradesman for a catalogue of many new and attractive cuts of different sizes which can be used in your advertising displays and obtained at very small expense.

Buy showcases of F. E. Bushman, Kalamazoo.



## Hardware

### THE TIE THAT BINDS.

Why the Traveler Hastens to Return to His Own Hearthstone.

Correspondence Pittsburg Times.

Nestling under the hills of Pennsylvania lies a small town and in that town lived a traveling man once on a time, and in his home lived two little tots, whose blue eyes glistened and glowed with pleasure when "papa came," and from the same little eyes dropped "tears as big as a pound of wool" when papa "started out." His territory was large and took him from four to six weeks to cover. About ten days after he was gone two little heads might be seen bending over ten dimpled fingers, on which the days were being counted "till papa would be home again," or Elizabeth, sprouting up tall and fair, would watch the trains that daily deposited the weary travelers at the wayside inn; and if the crowd of eager men hurrying up the walk, each weighted down with sample cases too heavy for mortals to bear, was larger than usual, the tears would roll down the fair little cheek, and "it makes me think of papa" was always the answer, if questioned.

Margaret, however, laughing, roguish witch, would weep and wail, "I want to see my papa so bad—I want my papa." One Sunday had been unusually lonely. Bad colds kept them away from the usual Sabbath service. "Meeting, Sunday school and Christian Endeavor" had been well attended several times, and at the "twilight hour" the mother thought to pass the lonely spell singing the hymns and songs that she and the father sang together. But scarcely had the first chords been struck when a wail loud and long came from "papa's chair," and soon wee Margaret slid down and hunted till she found a book of papa's and then an old pair of slippers, and with them tightly clasped in her arms she walked up and down the room, sobbing: "Oh, my dear papa! How many more weeks will it be till I see my papa?" Elizabeth softly whispered: "Won't you let me have one of papa's slippers?" And, taking it in her arms, she cuddled down on the couch, patting it lovingly and crying silently.

This is one of the little incidents in the life of a traveling man's family, and it is these little pathetic side scenes, these little white milestones on life's pathway, that make the traveling man stick so close to his own fireside when he has a day off. It is these invisible cords of love drawing him that will allow him to "skip" that town on his home trip and "do" this on the outgoing trip.

Who can fathom the great depths or heights of a little child's love? Who can estimate the preserving and purifying power of our children's affection for us? It shields from temptation, it takes the sting from sorrow, and gives more worth and beauty than the "finest bill of goods" ever sold by the "best drummer" for the "largest house." Woe to him who "smiles not over a cradle, or weeps not over a tomb." Pity a man, for he deserves it, who has never had the companionship of a little child. He has missed the greatest pleasure of life. Oh, the love of a little child, so pure, so confidently trusting! No man can be a bad man long who holds in his heart the love and influence of a little child and lets it bear fruit. There is no proper equilibrium of life and character without this influence, this love that the dear little eyes, looking up into ours, give us. No home is complete without the purifying life of a little child.

It is no wonder the traveling man "rushes" his orders on the home stretch—no wonder he does not feel like taking in that town or this, when it makes him step off a train which runs by his own cottage door, where the shouts of welcome from the babies are awaiting him, and where "mamma" adds this or that dish to the cooking department, because "papa likes it," and dons the blue instead of the green dress, for the

same reason. Home! How the name touches every fibre of the soul and strikes every chord in the human heart! Nothing but death can break the spell. To the commercial traveler it is the one name altogether lovely. As the train rushes on, he sits worried over the thousand and one things which make his life unpleasant (for a drummer is not carried on flowery beds of ease, although some folks think so). Even when he smiles and is "so polite" his heart may be heavy, but "it's one of the tricks of the trade," and he must be "polite" and smile, though maybe, in that home far away in the village under the hills, a little curly head is tossing and fever-parched lips are asking: "Has papa come yet? Oh, I want my dear papa!" and steam and electricity cannot bear him swiftly enough to the little arms stretched out to greet him.

### How a Woman Made a Fortune Patching Greenbacks.

The story of the rise and fall of Ernestine Becker has never been truthfully told in print. She was the ingenious woman who, being employed in the redemption division of the Treasury Department, devised a method of making nine notes out of eight. Of course, the paper money that comes into the Treasury for redemption is in all stages of dilapidation. Some of it can only be identified by pasting scraps together. Ernestine would tear a strip from one note and paste it upon another, so artfully manipulating the section thus obtained that the original material of eight notes served to compose nine, leaving one bill over for herself. This was very profitable, inasmuch as she was able to deal with fifties and hundreds; she never bothered with notes less than \$20.

There is no telling how long she prosecuted this business. She did it with the utmost boldness, and there is every reason to believe that she carried it on for a number of years. Her profits may be faintly surmised from the fact that on the last day of her employment she earned \$980 in this way. This was in the autumn of 1883. On that day she was so unlucky as to be absent from the office for a while and a package of money which she had made up was torn by accident. It was handed over to another clerk to be repaired, and the latter employee counted it again, according to the established usage.

The first thing that excited her attention was that the numbers on the tops and bottoms of some of the notes did not match. Nevertheless, she suspected nothing. It was evident that the notes had been patched wrongly. Accordingly, she soaked them in water and put them together properly. As a result she had a less number of notes and a less amount by \$980 than had been indicated. This discovery resulted in an investigation. Ernestine claimed that the money had reached the Treasury and been handed to her in the shape in which it was found. Proof to the contrary could hardly be obtained, and so no prosecution was attempted. The woman made good the \$980. A Washington real estate agent who died the other day swallowed the fortune which was thus criminally acquired. The woman died not long ago of cancer in a New York hospital.

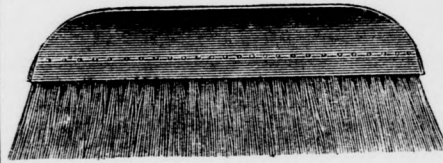
### Wooden Sheep Possible.

The interesting agricultural announcement is made that vegetable wool is to be introduced into the United States. It comes from Peru, where it grows on a perennial tree that lasts years. It has a long and fleecy staple and is the best thing yet discovered for mixing with the real wool. In fact, for many purposes it is a satisfactory substitute for wool. Its great forte, however, is as a mixer. It is claimed that garments manufactured of a combination of sheep wool and vegetable wool will be as soft and pliable as the all wool, while its presence will render the winter undershirt less shrinking and retiring in its disposition. The growing of vegetable wool will offer many advantages over the ordinary wool in neighborhoods where there are sheep killing dogs.

## FREE ROOFING

Write to Warren Chemical and Manufacturing Co.,  
1120 Chamber of Commerce, Detroit.

a book containing over 100 views of New York City and incidentally some information about the best thing in the market in the way of



### Brushes for Spring Cleaning

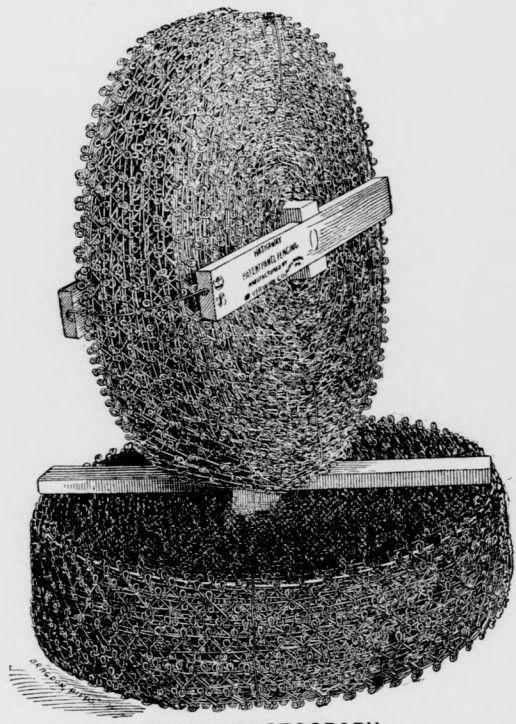
Any sort of brushes for scrubbing, cleaning, whitewashing, window cleaning, paper hanging, etc. Best goods, lowest prices. Send for catalogue.

MICHIGAN BRUSH CO., GRAND RAPIDS.

A couple of pointers and other information on

## Olivers' Hathaway Patent Panel Fence Wire

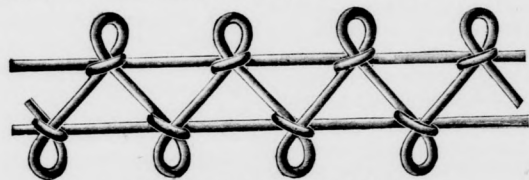
The Ideal Fencing for Fancy Stock



FROM A PHOTOGRAPH.

Cheap, Strong, Visible, Durable, Handsome.

Regular—Put up on spools of about 100 pounds each. Runs twelve feet to the pound, and is 1 3/4 inches wide.



The above shows 1/2 size of "regular" wire.

### NOTICEABLE FEATURE.

Notice particularly that the main parallel wires are wrapped around and securely fastened to the zig-zag truss wire. This construction makes a rigid, visible and absolutely non-collapseable fencing strand, a distinctive feature with the Hathaway fence, not found in other patterns of panel or truss fencing. Write for prices.

FOSTER, STEVENS & CO.

GRAND RAPIDS, MICH.



### Discovery of a Lost Art by an American Potter.

Among the triumphs which America has recently scored is the reproduction of the famous "dragon's blood" pottery, originated under the Ming dynasty, in China, 500 years ago. The vases and jardinières in this unique ware are much in vogue and likely to be more so because of the costliness of its production. The glazes are a gorgeous blood red, veined and streaked in places with the richest purple hue, and for ages they have been the coveted standard of all that is most distinguished in the world of ceramic art.

The secret process by which this peculiar ware was produced was lost to the world for over a century, then it reappeared and was again lost, until an American potter, a poor man, who made every sort of sacrifice to obtain it, finally succeeded in his aim. Early in his career a curious accident led Hugh C. Robertson, a Chelsea potter, to a discovery which made him confident of possessing a clue to the long-lost art of the Chinese "dragon's blood." He concentrated all his energies upon attaining the secret outright. On one occasion he remained for sixty-two hours constantly on the watch at his kiln, with his eye glued to the sight-hole, while a fire of 3,000 degrees raged within, every faculty on the alert to catch, from the appearance of the flames and currents of air, the secret of the transformation he was seeking.

His business, financially, was a failure. When at length the kiln stood idle, for lack of money to procure fuel, the shelves of his shabby shop were filled with the fruits of his labors—priceless vases and jars of a deep iridescent color, which declared at once, to the virtuoso, their unmistakable kinship to the ancient ware of China. The leading art critics of the country are now congratulating the self-sacrificing potter on his discovery. A company of interested capitalists have established for him a new and improved pottery, and have enabled him to gain public recognition. Tiffany gives among foreign importations a prominent place to the new American "dragon's blood" ware.

Another artistic success, more practical and less costly than the coveted "dragon's blood" ware, is the gray crackle ware produced by an American potter. This crackle china is decorated in a harmonious blue shade, and gets its name of "crackle" from the innumerable fine lines, simulating cracks, appearing on its surface.

### Scheme to Use Cigar Boxes Twice.

A manufacturer and importer of tobacco applies to the Commissioner for information in regard to the re-use of the material contained in old cigar boxes. He says that his presumption is that the purposes of the law are to secure the total destruction of the stamps and prevent the re-use of the old package for fraudulent purposes, but that he has understood that it has been heretofore ruled by the Commissioner that when the stamps on the empty boxes are utterly obliterated by washing, or some similar process, and the boxes themselves reduced to "shooks" and the parts cleaned off so as to obliterate all the old marks and brands, that the material thus obtained can be used for the construction of new boxes; that in view of the great saving to the trade to be effected by such a practice he desires further information.

The Commissioner informed him that Section 3392 of the Revised Statutes prescribes that all cigars shall be packed in boxes, not before used, for that purpose; that, in regard to his special query, he is advised that the Commis-

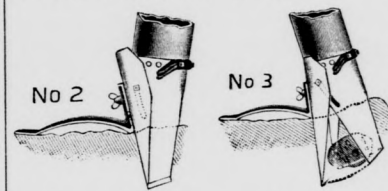
sioner has ruled that old cigar boxes can be taken apart, the pieces planed or otherwise treated, so as to remove all traces of previous use, and that new boxes may be constructed out of such material, but that the Commissioner has not and does not feel authorized to rule that old boxes may be re-used simply by removing from them all traces of previous use.

### The "Eureka" Self-Locking Hand Potato Planter.

We here illustrate the celebrated Eureka Hand Potato Planter, manufactured and sold by the Greenville Planter Co., of Greenville. With such favor was the "Eureka" received last season that the manufacturers were wholly unable to supply the demand and, when their factory was closed June 8, it was found the cancelled orders ran up into hundreds of dozens. To meet the greatly increased demand for the season of 1896, new special machinery was constructed, and on Nov. 11 their factory was again in full blast, with a capacity of 200 complete planters each day. The prospects now are that they will run equally as late this season.



As will be seen, the "Eureka" is a most simple device, strong, durable and little likely to get out of repair. Figs. 1, 2 and 3 well illustrate the mechanism of the jaws or beak. The dotted lines indicate the position of the slot in the back jaw. In this slot the heavy special steel bolt, which is stationary in the front jaw, plays freely up and down, locking the jaws as the planter is swung clear of, and unlocking them as it strikes, the ground.



Great importance is attached to the lock, which is fully covered by letters patent. As this lock holds the jaws securely together against pressure from within the operator is enabled to drop, the potato or seed at any stage of the operation, as, for example, when the planter is swung forward, and at the most convenient height to be reached. Without it, the dropping of the seed must be delayed until the beak is brought into actual contact with the ground. When in this position, however, the tube cannot be reached without stooping forward. Consequently the lock saves both in time and fatigue.

### Be More Lenient.

If you are the proprietor of a store, and consequently the boss, bear in mind that you are not the only individual in the world who is running a store. Don't use your employees as door mats and forget the courtesy and consideration due from one human being to another. Treat those in your employ with a jot more leniency at least than you would a machine. That you would keep oiled up, if for on other reason than because it would pay you to do so. Sound business policy, if nothing else, would dictate as good treatment of the human machine. Everyone makes mistakes, perfection cannot be attained this side of the heavenly rest—and there it is not needed. Don't get yourself into such a state of excitement over some delinquency on the part of an employee as to almost bring on an attack of apoplexy. Exercise common humanity toward those in your service, and thus secure their good will, instead of a wholesome longing to punch your head.

### Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings, genuine.....	25&10
Jennings, imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 50
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	6 25
First Quality, D. B. Steel.....	10 25
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60
Carriage new list.....	65
Plow.....	40&10
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70
Wrought Narrow.....	75&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 60
Corrugated.....	dis 50
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	50&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heiler's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 70—10.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
NAILS	
Advance over base, on both Steel and Wire.....	2 65
Steel nails, base.....	2 70
Wire nails, base.....	2 70
10 to 60 advance.....	50
8.....	60
7 and 6.....	75
4.....	90
3.....	1 20
2.....	1 30
Fine 3.....	1 60
Case 10.....	1 65
Case 8.....	75
Case 6.....	90
Finish 10.....	75
Finish 8.....	90
Finish 6.....	10
Clinch 10.....	70
Clinch 8.....	80
Clinch 6.....	90
Barrel 7/8.....	1 75
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Schota Bench.....	60&10
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	50&10
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/2c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10	

### HOUSE FURNISHING GOODS

Stamped Tin Ware..... new list 70&10  
Japanned Tin Ware..... 20&10  
Granite Iron Ware..... new list 40&10

### HOLLOW WARE

Pots..... 60&10  
Kettles..... 60&10  
Spiders..... 60&10

### HINGES

Gate, Clark's, 1, 2, 3..... dis 60&10  
State..... per doz. net 2 50

### WIRE GOODS

Bright..... 80  
Screw Eyes..... 80  
Hook's..... 80  
Gate Hooks and Eyes..... 80

### LEVELS

Stanley Rule and Level Co.'s..... dis 70

### ROPES

Sisal, 1/2 inch and larger..... 5 1/2  
Manilla..... 9

### SQUARES

Steel and Iron..... 80  
Try and Bevels.....

### SHEET IRON

com. smooth. com.  
Nos. 10 to 14..... \$3 30 \$2 40  
Nos. 15 to 17..... 3 30 2 40  
Nos. 18 to 21..... 3 45 2 60  
Nos. 22 to 24..... 3 55 2 70  
Nos. 25 to 26..... 3 70 2 80  
No. 27..... 3 80 2 90  
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.

### SAND PAPER

List acct. 19, '86..... dis 50

### SASH WEIGHTS

Solid Eyes..... per ton 20 00

### TRAPS

Steel, Game..... 60&10  
Oneida Community, Newhouse's..... 50  
Oneida Community, Hawley & Norton's 70&10&10  
Mouse, choker..... per doz 15  
Mouse, delusion..... per doz 1 25

### WIRE

Bright Market..... 75  
Annealed Market..... 75  
Coppered Market..... 70&10  
Tinned Market..... 62 1/2  
Coppered Spring Steel..... 50  
Barbed Fence, galvanized..... 2 35  
Barbed Fence, painted..... 2 00

### HORSE NAILS

Au Sable..... dis 40&10  
Putnam..... dis 5  
Northwestern..... dis 10&10

### WRENCHES

Baxter's Adjustable, nicked..... 30  
Coe's Genuine..... 50  
Coe's Patent Agricultural, wrought..... 80  
Coe's Patent, malleable..... 80

### MISCELLANEOUS

Bird Cages..... 50  
Pumps, Cistern..... 75&10  
Screws, New List..... 85  
Casters, Rod and Plate..... 50&10&10  
Dampers, American..... 40&10

### METALS—Zinc

600 pound tanks..... 6 1/2  
Per pound..... 6 1/2

### SOLDER

1/2 @ 1/2..... 12 1/2  
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

### TIN—Melyn Grade

10x14 IC, Charcoal..... \$ 5 25  
14x20 IC, Charcoal..... 5 25  
20x28 IC, Charcoal..... 6 25  
14x20 IX, Charcoal..... 6 25  
Each additional X on this grade, \$1.75.

### TIN—Allaway Grade

10x14 IC, Charcoal..... 5 00  
14x20 IC, Charcoal..... 5 00  
10x14 IX, Charcoal..... 6 00  
14x20 IX, Charcoal..... 6 00  
Each additional X on this grade, \$1.50.

### ROOFING PLATES

14x20 IC, Charcoal, Dean..... 5 00  
14x20 IX, Charcoal, Dean..... 6 00  
20x28 IC, Charcoal, Dean..... 10 00  
14x20 IC, Charcoal, Allaway Grade..... 4 50  
14x20 IX, Charcoal, Allaway Grade..... 5 50  
20x28 IC, Charcoal, Allaway Grade..... 9 00  
20x28 IX, Charcoal, Allaway Grade..... 11 00

### BOILER SIZE TIN PLATE

14x56 IX, for No. 8 Boilers, per pound... 9  
14x56 IX, for No. 9 Boilers, per pound... 9

## TINWARE.

We carry a full stock of  
Pieced and Stamped Tinware.

**WM. BRUMMELER & SONS**

Manufacturers and Jobbers of TINWARE.

Dealers in Rags, Rubbers, Metals, etc.

260 S. Ionia St.  
Grand Rapids, Mich.





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E. A. STOWE, EDITOR.

WEDNESDAY, - - - APRIL 29, 1896.

### TAKES A BOLD STAND.

The Solvay Process Co., a corporation having a capital of several million dollars, has begun the construction of a branch of its Syracuse establishment in a suburb of Detroit. As is usual in such cases, the management has been called upon to define its position toward unionism, which it does in a newspaper interview, in no uncertain terms. Superintendent Angell—who is a brother of President James B. Angell, of the University of Michigan—plainly defines the policy of the company as uncompromisingly hostile to unionism and the walking delegate. Not only does he consider labor unions as inimical to the interests of the company on account of the fact that its process is a secret one, but he positively refuses to permit a union man to be employed on the work of constructing the buildings and plant. Every man applying for work, if considered, is subjected to a searching examination. If he is found to belong to a union, all negotiations cease. Mr. Angell gives as his reason for this course that the company considers the "walking delegate as a walking pest on the face of the earth," and that "union men create dissensions among the other workmen, and, if we can prevent it, not one will find employment here." The works will employ a force of 1,800 men when manufacturing commences next spring, and the plant will be run day and night in eight hour shifts for 313 days in the year.

For this positive and manly stand the Solvay Company will be held up to execration as the enemy of labor, and, if possible, its products will be boycotted; and it is fair to presume that, with such prestige and intelligence in its management, its determination is the result of careful consideration. Among other phases of the question doubtlessly considered was that of the rights of the company in the premises. Through the operation of unionism it has come to be quite generally considered that all questions as to wages and management of labor, hours, etc., are questions for the sole consideration and decision of the walking delegates. If this proposition be true, the company is decidedly radical and high-handed in its position.

But is it true? This company comes to the workman with a quantity of labor it wishes to have performed. Has it not a perfect right to say how much it will give for it? Has any man or body of men a right to say that this labor must be done at prices they will name

and under restrictions they will impose? The reply is self evident, yet the man who undertakes to do work on this basis takes his life in his teeth.

The man who assumes the position indicated would be decidedly silly to offer his labor at a price so low that he could not secure suitable workmen. The laws of competition are effective here as elsewhere. If a man insists on prices too low to secure good workmen, if he gets any they are not such as can properly and profitably do his work. The man who offers better wages gets the efficient workmen; and in the matter of hours and the treatment of men the same rules apply.

On the other hand, the workmen enjoy the same rights. They may establish their price and even join with others in doing so, and this right is not infringed by the action of the company referred to. It is the observation of the management that unionism is inimical to the interests of the company, and, in deciding to exclude it, it simply exercises its unquestionable right of seeking its labor in other markets.

The position of the Solvay company is a consistent one and is one worthy of the consideration of the management of other similar enterprises. The cost of securing employees who can be depended upon, and who must each stand upon his own merits as a workman, is well incurred when permanent arrangements and future results are under consideration. The time for temporizing is past for those who are building for the future.

### HOMICIDAL MANIA.

There has never been a time in the history of the country when homicidal mania was as prevalent as it is at the present. The terrible tragedy at Pentwater, having a local interest on account of its being so near and the ones concerned having interests and relatives in this city, is only one of a series of a great number which have been occurring all over the country for some months past. Chicago and vicinity have afforded a considerable proportion, ranging from the killing of one or two individuals to the destruction of whole families.

The most plausible reason for the prevalence of this mania just now, is, perhaps, the continued hard times and the uncertain outlook for the future in the minds of those inclined to take a pessimistic view of life. In several cases the cause was directly traceable to this condition, and it is noticeable that the tragedies are not the result of actual destitution, the murderers in some cases having a large bank credit.

Instances of the fatal results of homicidal mania are, of course, always occurring, and will occur as long as it is impossible to know of the existence of insanity until it is thus manifested. Adding to these instances those caused by the effects of financial stringency on the mind is sufficient to account for the unwonted frequency of the demonstrations. The lesson to be taught is greater care and watchfulness and more summary action in cases where threats or other manifestations of mental disorder indicate the possibility of derangement.

The Chicago health department has condemned 500 cans of corn, packed at Hoopston, Ill., in 1893, found in the hands of a retail grocer on State street. The department has found that considerable of the canned corn packed that year is unfit for consumption and has advised that none of it be used. It is being condemned wherever found.

### INTERNATIONAL ARBITRATION.

The convention held in Washington last week to consider the question of international arbitration was notable in that there were present many of the leading educators, statesmen and political scientists of the country. With such a representation, it was to be expected that the subject would be handled in a manner to secure a decided advance of the cause of universal peace. It is possible that the action taken in the adoption of the well-written report presented by President Angell of the University was as much as could be accomplished; but the speechmaking which preceded it was very disappointing. Not only was the matter principally the threshing over of old straw, but some of the speakers of greatest prestige went out of their way to bring in the irrelevant discussion of the past foreign policy of the Government. Thus President Eliot, of Harvard University, gave President Cleveland and Secretary Olney a particular scoring for the Venezuela episode, and condemned, in unqualified terms, the prompt action of Congress in the matter.

President Eliot seems to forget that, however desirable a National arbitration tribunal might be, there was none in existence at the time of this incident. The officials of the Government are placed in their positions to discharge their duties in conformity with conditions which are in existence, regardless of theoretical ideals which might be desired. The prompt seconding of the action of the Government both by Congress and the people indicates that the conditions demanded the action, and it was more effectual in preserving the peace, as events show, than a less decisive course. But, in any case, the action was subject to conditions in which there was no such court of arbitration, and so the blame for it is entirely impertinent. It may be pertinent to deprecate the conditions, but it is, to say the least, not patriotic to condemn the spirit of Americanism called out by that incident and to say of it, "Can anything be more offensive to industrious, sober, hard-working American citizens than this chip-on-the-shoulder attitude, this brutality, coupled with a despotic militarism?" President Eliot also deprecates the fact that "foremost in this enormity are sundry graduates of Harvard University." Rather should Harvard be congratulated that some patriots are included among its alumni. It is fair to say that the remarks of the learned professor were not enthusiastically seconded, and Bishop Keane, of the Catholic University, took occasion to all attention to the fact that they—the delegates—were not there for the purpose of blaming the President or Congress, and pertinently added, "It is a pity that things are as they are, compelling the President and Congress to talk of war with another civilized nation."

E. V. Smalley, of St. Paul, a former Washington newspaper correspondent, indicated the situation more correctly by dissenting from the proposition that this country should welcome the extension of the power of Great Britain over the world as an agency of civilization, while we should keep within our own borders. He believed in a navy and in a competition for the commerce of the world.

However commendable such philanthropic gatherings may be, and however beautiful the theories of universal peace to result from arbitration, it must be

taken into consideration that nationalities still exist, that there is still such a thing as national aggression, which demands the continued existence of patriotism. For men like President Eliot to decry such a spirit under present circumstances will be apt to awaken a suspicion of Anglomaniacism on his part not favorable to his influence in this country. It may be the destiny of the world to secure universal peace by universal subjection to Great Britain; but it will be some time before this country is ready to accept that proposition.

### GENERAL TRADE IMPROVING.

While the opening of spring has developed a greatly increased trade movement, it has also developed the extent of overproduction which keeps prices down and prevents any rapid recovery in the tone of the markets. The operation of combinations has been disappointing in that, while they succeed in nominally advancing prices, it is generally found that dealers and consumers have sufficient stocks on hand to prevent demand. The increased activity has also developed a disposition for strikes, which has a discouraging influence.

Commodities are generally continuing the downward tendency of prices, though they were already lower than ever before. Wheat has lost about one-half of its advance the first of the month and other cereals have sympathized with it.

The fact that there is a better retail trade gives a more hopeful outlook in the cotton manufacture, although the actual improvement is slight. Raw cotton is advanced a trifle. The woolen situation continues the same old gloomy story—everything dull except women's dress goods. Mills for all other lines are rapidly decreasing production. Sales of wool continue very small.

Although the demand for shoes has been fairly good, leather is weaker, with increased sales. Hides are stronger.

The speculative situation continues the bullish tendency of last week, with an increased breadth and confidence of operation. On the average, prices have continued to advance. This favorable outlook is attributed to a revival in London speculative markets and to the usual spring awakening. The continued advance of Diamond Match is becoming almost phenomenal, having advanced to 235. Predictions are made that it will reach 250 before the end of the week.

The improvement in general trade is reflected in the bank clearings, which exceeded the billion mark. They have been below this for a long time. Failures were a little less—240, against 244 last week.

Notwithstanding the fact that the Italian population of New York is much greater than that of either the French or Spanish speaking colonies, it is remarked that the sign "Italian spoken here" is very rarely seen, while those of the other nationalities are frequent. This is attributed partly to the fact that the Italians are more inclined to patronize their own countrymen and partly to the fact that, while they remain ignorant of English, they are generally too poor and unprofitable as customers to have their patronage sought. Those of that nationality who become prosperous at the same time acquire the American ways and language, while the German and French population represent considerable purchasing ability at the start and continue longer in the use of their mother tongue.



## TURNING OF THE TIDE.

During the past few days a small amount of gold has been exported, not a sufficient quantity to occasion any uneasiness, but just enough to cause speculation as to the prospects of gold shipments this spring. The course of the exchange market recently has not indicated any prospect of immediate gold shipments, and it must be admitted that the general impression is that the exports of gold will be rather light for some time to come.

The reason for this improved state of things is perfectly plain. In the first place, the trade balance has been in our favor for some little time, and, secondly, the liberal dumping of American securities by London and other foreign markets upon our hands has ceased. In fact, the tide has commenced to flow the other way, and, instead of the steady return of our securities by foreign investors which has been in progress since the Baring failure, there is now an outflow, as European investors are beginning to purchase American stocks and bonds with something like the old-time confidence.

Money never was cheaper in the European markets, and very naturally there is a brisk demand for desirable investments. The unfortunate experience with South American securities, and more recently with African ventures, has been such as to divert the more conservative class of investors to something more solid. American securities which represent more stable values are accordingly being looked to with more avidity than has been the case for several years, and the fact that such securities can be disposed of at a pinch, as the steady absorption of vast quantities by this country during the past few years has demonstrated, has won them friends among conservative investors.

It is true that the foreign demand for American securities has only reached moderate proportions as yet, but the fact that the selling, which so recently played an important part in financial history, has ceased entirely is a significant sign of the times, and is accepted in well-informed quarters as a promise that from now on a steadily increasing demand for American securities will be experienced.

There can be no denying that foreign investors suffered considerable losses in the case of certain American enterprises which were badly or loosely managed; but, at the same time, it is likewise true that American enterprises are now on a much sounder basis than they have ever been before, and, consequently, will recommend themselves with greater force than formerly to the foreign investor seeking an outlet for his surplus money, which at the present time brings but little interest in European money markets.

With this prospect of a good demand for American securities, there is little danger of any large exports of gold; hence it may safely be said that the large outward movement of the precious metal witnessed last year is not likely to be repeated again for a long time to come, if at all.

## WASTED SYMPATHY.

The series of resolutions of sympathy for the Armenians and in denunciation of the Turks, which are again being passed by public meetings in England, come at a late hour in the day and with little consistency from that source. If responsibility for these outrages rests

upon any one nation other than Turkey, England is that nation.

It is too late for the British government to act.

Russia has achieved such signal diplomatic triumphs and acquired such a standing at Constantinople, through the halting and cowardice of the Salisbury government, its clumsy diplomacy and final confession of impotency, that the Czar alone possesses the key to the situation and is now alone responsible for the continued inhumanity towards the Armenians and hostility towards the missionaries. England, at the beginning of the troubles, by prompt and decisive measures, could have checked the wholesale slaughter. By common consent of the majority of European powers, England was expected to take the lead and interpose between the Sultan and his suffering subjects. For fear of permitting Russia or France to gain some little advantage in the East, the British government deliberately and cold-bloodedly abandoned the Armenians and devoted itself to maintaining the Eastern statu quo.

What has been the result of this short-sighted and selfish policy, after all? Simply that England has lost its prestige at Constantinople, while Russia has acquired the mastery. England could not have lost more by an honest resort to force. Selfishness and heartlessness have overleaped themselves, as usual. The British government could not have stood an hour unless it had been sustained by British opinion. Opinion over there can drive a ministry out of office at any time. If these Good Samaritans who are now "resolute," and other Good Samaritans who have never been resolute, had brought the proper pressure to bear at the right time, they might have seen the Turkish outrages stopped. In view of the continuously cowardly, selfish and cold-blooded position of the British government in the premises, resolutions by large and respectable and presumably influential bodies at home in Old England look extremely like buncombe.

When work was slack last winter, in San Francisco, the completion of the Parrott building was hastened in order to give employment to mechanics who would otherwise have been idle. They were employed at the current rate of wages, and for the usual hours of work. They do not pretend that the terms of their contract were violated by their employers. They were "called out" because the demagogues who manipulate the unions put forth new demands which were not thought of last winter, and which are not essential to the well-being of the mechanics. The workmen and their wives and children were, in fact, required to give up their means of livelihood in order that the officials of the unions should win a victory over their employers, and should demonstrate to the men that they are useful, and that they ought to be supported in idleness out of the funds of the unions.

A competent authority places the salaries and commissions earned by the commercial travelers in the country at about \$500,000,000. These men also distribute in traveling expenses, railroad fare and hotel bills another \$500,000,000, or a total of \$1,000,000,000 invested annually in this factor of trade. Yet so evenly is this vast sum distributed and so well adjusted to the needs of business, that it all runs on smoothly, constantly augmenting commerce, developing the resources of our country, and making it the wonder of the world.

HAS NO EQUAL  
FOR CARRIAGES AND HEAVY WAGONS

Keeps axles bright and cool. Never Gums.

1 lb. }  
3 lb. } TIN BOXES  
5 lb. }

4 doz. in case.  
2 doz. in case.  
2 doz. in case.

25 lb. Wooden Pails.  
Half Bbls. and Bbls.

Scofield, Shurmer & Teagle,  
GRAND RAPIDS.

## Standard Oil Co.

DEALERS IN

Illuminating and Lubricating

## OILS

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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



## Bicycles

### METHODS OF TRAVELING.

Written for the TRADESMAN.

It is a disputed question whether the primitive human animal, in his earliest mode of progression, traveled on all fours or walked upright as he does now. If the former method was the original one, all will admit that, when the invention of upright progression was made, it embodied a great improvement. While some of the orders of creation more conservative, by adhering to the use of all the legs given by nature, developed a degree of speed and endurance not to be attained by two legs, there are none who would wish to secure those advantages at the expense of the commanding dignity and majesty of the human figure. The mode of progression on two legs, whether the original one or a later invention, is the most universal: all other inventions in the direction of human transit are comparatively unimportant exceptions; walking is the democratic method.

It is probable that, for a large portion of the existence of the human race, this was the only method. We know that in many savage races no other was ever invented. Thus the American Indian never conceived the idea that he could do more than endeavor to develop the universal method, which he did by the training of runners until they became wonders of agility and endurance, when the horse was provided, and its use taught by his unwelcome visitor from across the Great Sea. The same fact has been observed of most primitive races of both ancient and modern times.

It is probable that the first aid to progression was that devised by the earliest ones of the race who succeeded in establishing an authority over their fellows and compelling them to relieve their legs of their proper duty by themselves acting as bearers for their aristocratic persons. Of course, it is a matter of conjecture as to whether this was by the method commonly known as pickapack, or whether there were several whose services were made available by means of the branches of trees used as a stretcher. It has been observed by travelers that in many primitive tribes the pickapack method is most in use as the proper way to manifest the dignity of the highest rulers, and it is, therefore, fair to presume that it was the earliest improvement on walking. The method of bearing the great ones of the earth on some form of hand carriage, as a stretcher or palanquin, doubtless became early developed; and it is still widely in use among savage peoples—and among some not so savage, as the Chinese, Japanese, etc., where human life is so plentiful that it provides the cheapest burden bearers.

The method of progression where water would serve as a medium by the aid of some object that would float on its surface was, no doubt, an early invention in many tribes and races. The necessity, which is the mother of invention, of crossing rivers and streams in nomadic life probably produced some form of boat at an early day in human progress in the different localities. Thus we note that, while the American Indian had only been able to use the original mode of traveling by land, or possibly the pickapack method in some cases, he had invented a most efficient boat in the birch-bark canoe, and he was able to navigate it with wonderful skill on all the principal waters of the

country. In the case of some primitive nations the boat was a much cruder affair, as the skins of animals extended by willow branches making the "coracles" of the early Britons.

The next invention was a more radical one and came more largely into use. Indeed, it was a natural consequence of the commission given to man to subdue the earth. It is probable that he had made use of the animal creation for purposes of food long before the idea came into his mind that some of the gentler and more docile of its members might be taught to relieve his legs of their tedious duties. The animals thus utilized represent many families and species, from the elephant, whose human load is relatively very insignificant, to some varieties of the donkey species, whose burden is relatively very great. Of course, the animal best adapted to such duty is the horse, whose use is from a very early date.

The next departure was in the nature of an additional use of the animals which had been utilized for carrying, by the invention of the vehicle. For the primitive form of this we must go to savage tribes. Among American Indians, after they had acquired the horse, the carriage was, and is, two poles attached to either side, with the burden strapped upon the trailing portions. Very likely this was the original vehicle. Improvements on this arrangement doubtless early evolved the sledge, with runners or other provision for passing smoothly over obstructions.

The time of the invention of the wheel for carriages cannot be located. Like many other such contrivances, it may have been invented in different places and in different ages, and it may have been lost and re-invented, as in other cases. This may be said to be the generic invention, making possible nearly all forms of artificial transit.

Chariots for war are mentioned in very early histories. These contrivances, as they are usually described, were rather extravagant as means of progression. In early Roman history they are represented as being drawn by four horses and would carry only two at most. What they might lack as economical modes of traveling was doubtless made up in their efficiency as engines of demoralization to foes.

The evolution of the cart, and so the wagon, may be conjectured as soon following the more modern chariot. This invention was a gradual evolution, and was made available wherever highways could be provided for their accommodation. The evolution of carriages and roads went hand in hand. As European civilization developed in the Old World and was carried to the New, the various types of wagons were very slowly improved. The modern wagon is, perhaps, the slowest invention in coming to perfection of any.

In the space at my disposal I can barely touch upon the modern departure in methods of transportation. Until near the close of the last century, there was little thought of anything beyond the wagon for transportation on land. The needs of transportation of coal and goods was so great in some parts of England, however, that the idea was conceived of facilitating it by the use of rails on which the wheels of the wagon should run. Thus was invented the tramway, which, with the evolution of the locomotive, made modern railways possible. It is a source of wonder when we think how new they are.

The railways supplied the need for

## THE TALLY-HO TANDEM



Made by the only exclusive Tandem Manufactory in the World.

### TANDEM TRUTHS.

1. An expectant public is just beginning to realize the pleasures that come from Tandem riding.
2. Long wheel base, excessive strain on the front fork, clumsy steering, and many other disagreeable features have heretofore made Tandems inconvenient and undesirable.
3. The Tally-Ho, the result of careful experimenting, entirely overcomes all these objections.
4. The Tally-Ho is distinctly a Tandem, and, unlike many others, is not constructed of bicycle parts.
5. You should write for further particulars.

THE TALLY-HO TANDEM CO.

TOLEDO, O.

## Monarch

### King of Bicycles

As near perfect as the finest equipped bicycle factory in the world can produce—the acme of bicycle construction.



FOUR STYLES  
\$80.  
and  
\$100.

FOUR STYLES.  
\$80.  
and  
\$100.

If anything cheaper will suit you, the best of lower-priced wheels is **Defiance**; eight styles for adults and children. \$75, \$60, \$50, and \$40, fully guaranteed. Send for Monarch book.

**Monarch Cycle Mfg. Co.,**

Lake, Halsted and Fulton Sts.,

CHICAGO.

GEO. HILSENDEGEN, Agent for Michigan,  
310 Woodward Ave., Detroit.  
ADAMS & HART, Agents,  
Grand Rapids.



transportation on a great scale, at great speed and for great distances. It was necessary to continue the use of the venerable wagon for ordinary transportation for short distances. This has been done, with a slow evolution of barely usable highways, until, in very recent times, there is a new departure, which will render the plodding vehicle great additional value—the movement for good roads. Recently, too, the use of the wagon has been supplemented in cities by the street railways, which have a yet greater destiny before them.

All these modes of transportation have one common characteristic which makes them ideally far from perfect—they are tremendously wasteful. Not only does it seem ridiculous to train and support a huge elephant for the purpose of carrying a single puny man, but, following down through the list, there is no mode of transit but that is the same in less degree, unless we except the poor donkey, and he is scarcely adequate to the task. Take them all—horses, wagons, camels, railroads, street cars—all are a great expenditure of energy for the meager result attained.

The invention which seems the most nearly adequate to the task imposed is the bicycle. This is a return towards the point of departure, in that it is a machine auxiliary to the legs. In the use of this there is put forth most nearly the amount of energy adapted to the task. This vehicle relieves the railroads of no part of their duties, wagons of comparatively little, while horses and carriages are so largely supplanted by its use that, as branches of economic industry, they are great sufferers.

There are two other modes of progression receiving public attention whose careers are yet in the future: The motorcycle, or horseless vehicle, promises to supplant the horse at as early a day as the perfecting of mechanical appliances and the training of men to use them, with the building of proper highways, will permit; and the time is not very far in the future. The other method—aerial navigation—may not be so near. This will require such a high efficiency in mechanics and such a high training of aeronauts that it will probably be a considerable time before it will even threaten to supersede any of the methods mentioned above. And yet there are some of the finest inventors and scientists constantly at work on the problem, and they promise us that something particular will soon be developed as the result of the experiments now in progress.

NATE.

#### News and Gossip of Interest to Dealer and Rider.

"Talk about wheels in the head," said the manager of one of the largest and best known concerns in the city, "why, I dream about selling wheels all night long. I've been selling them in reality from early morning until after midnight every day this week, and can't even get a rest from it in my sleep. Judging from our own sales and what I've learned of those made by other concerns, this has been the greatest month that the trade has ever known. It looks now as if the factories would get behind with their orders, as they did last year. It will be wonderful if they don't. So far we've kept up pretty well, though we are not delivering special orders as promptly as we and our purchasers would like."

\* \* \*

Just as purple and green are a particular fad of this spring's millinery, so

tandem riding is of bicycling. The tandem is in the ascendant. What man is there with soul so dead who does not love a bicycle built for two? And what girl is there whose heart does not beat more quickly when mounted on a tandem in front of some man she likes, or one that she doesn't care a rap about, so far as that goes? Tandem riding for the woman is bicycling without any effort. Those who have never known the joys of a tandem ride have absolutely no appreciation of it; but, judging from what the dealers say, there will soon be few such ignorant persons, for hundreds of tandems are being sold. People who own single wheels are no longer content, but long to own a tandem, too.

\* \* \*

Interest has for some reason been renewed in the question whether it is the proper thing for a fond father to take his offspring out on his bicycle, carrying the youngster in a sling in front of him. That it can be done with safety on a smooth and unobstructed road may be frankly admitted, and that normally constituted children enjoy it and are not made nervous by the operation is equally true. But it is a different thing when a child is carried in this fashion through crowded city streets, and many a rider has received a nervous shock at seeing another running the risk that is inevitable in a crowd when a baby is carried on a bicycle. At certain times the practice is fairly safe, even when street car tracks have to be crossed; and the man's control of his machine, if he knows well how to handle it, is not less sure because of the child in front of him, since he can mount and dismount as readily as if his wheel had not a second occupant. But the custom is not to be commended when children are carried in this fashion through crowded thoroughfares or over rough roads.

\* \* \*

As respects form and construction, the present year has witnessed no marked advance in the bicycle. In general there is little change as compared with the wheels put out in 1895. Such differences as appear are mainly in the direction of making the machines stronger and more durable. There has been somewhat of a reaction against the extreme lightness of weight that marked many of last year's wheels, and it seems plain that the limit has been reached in the efforts to reduce weight by all possible means. It would not be strictly within the bounds of truth to describe the bicycle as a perfect machine, but no one can doubt that the wheels of the best type are a close approximation to perfection, from the human point of view. The question of saddles has not been satisfactorily settled, but so many new designs are offered this year that the fastidious ought to get themselves suited without extreme difficulty. The choice of a saddle is largely a matter of individual preference or idiosyncrasy, for what is perfectly comfortable and satisfactory for one person may be quite the opposite for another.

\* \* \*

It is a good idea to wear an old pair of gloves while cleaning the bearings of one's wheel or doing anything else to it which requires the use of kerosene, graphite or other material which soils the hands. A mixture of oil, dust and kerosene will stick to the fingers in spite of all efforts to remove it with soap and, once it gets under the finger nails, can only be coaxed out by chemical means, or be allowed to wear away.

## HELICAL TUBE PREMIERS!

SELLS EASILY  
FOR.....\$100

We are away behind on our orders for these beautiful wheels. "A vital point you can't resist—Helical Tubing—see that twist." We also have the famous

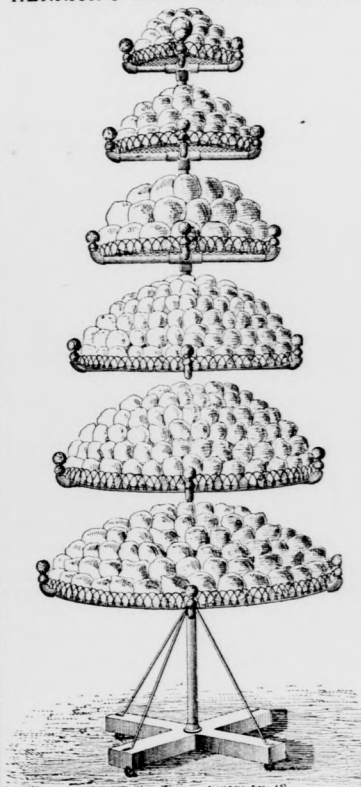
**"Monarch," "America," "March," "Outing," "Envoy" and Others.**

Our Line of Wheels at \$50.00 and \$60.00 are Great Sellers.

## ADAMS & HART,

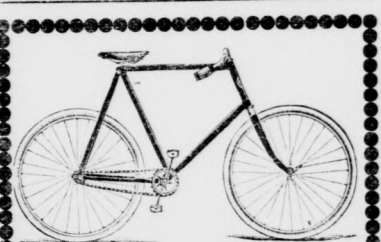
Wholesale and Retail Bicycles,  
NO. 12 WEST BRIDGE STREET.

#### HERRICK'S WIRE DISPLAY STAND



Size, 6 ft. high, bottom shelf 30 in., top shelf 10 in. diam. No grocer or fruit dealer can afford to be without one of these stands. It can be used for any amount of other goods about the store as well as fruit. The shelves are made of wire, which allows the air to circulate through the fruit and keep it from decaying. This alone is worth the price of the stand to any dealer. The stand is nicely finished and, when filled, will attract attention at once and will increase sales. Write for description and price to

**HERRICK MFG CO.,**  
JACKSON, MICH.



If  
You  
Are  
Looking



For a Bicycle that has more points of merit about it than any you ever saw and with a style and finish that would sell it alone, to say nothing of the fact that it will pay you to handle it, correspond with us about

## "THE GARLAND"

**PENINSULAR WHEEL CO.,**

13 Fountain St., Grand Rapids.

Also agents for Sterling, Dayton, Phoenix, Ben Hur

**Agents Wanted.**

We have wheels from \$40 to \$100. Correspondence invited.

## GRAND RAPIDS BRUSH CO.....

Manufacturers of

## BRUSHES

Our goods are sold by all Michigan Jobbing Houses.

Grand Rapids, Mich.

# William Reid

JOBBER OF

## Paints, Oils, Brushes, Varnishes, etc.

Plate and Window Glass.

Grand Rapids.

26 and 28 Louis St.,



## JANE CRAGIN.

## The Tree Planting at Milltown.

"See here, Jane. How will this do for a programme? First thing in the morning, have everybody along the road, where we've settled it with 'em, plant the trees in front of their houses and lots. That can all be done by 10 o'clock. It won't take long, you know, to do that, because I'll see to it that every tree's where it ought to be over night. Then everybody with a cart or a yoke of oxen, a pick or a shovel, is to be ready to start in and work on the road. I don't see why the young ones couldn't be on hand and pick stones a spell. \* 'Twouldn't hurt 'em, and it would keep 'em out of mischief. I should think you and Dolly might look out for that."

"Well, you'd better not put it down on the programme, because it might not be possible to carry it out. For my part, I'd rather pick the stones myself than try to get the boys and girls to do it. You left off where everybody was working on the road. Then what?"

"Well, that will take up the bulk of the day. Most of 'em won't want to keep at it after two o'clock, and I think I shall get tuckered out by that time. Then we shall have lunch; and, if you and Dolly won't pick stones, you can engineer that. I'm not going to have that gang upstairs, though, I can tell you that, and I don't see what hurt 'twould do to use the old meeting-house. I'll tell you how we'll manage that: Mrs. Bettis won't want any better fun than getting it for us, just to stir up 'them there Pelseys and Bassetts.' That's a good idea; and both families will be sure to be there so they can have a good solid meal at somebody else's expense in the old 'ark of Zion,' where they can look out into the burying ground. D—dogs take such folks, I say!"

"There, Cyrus, don't get excited too long before hand, or your strength won't hold out. You've got us all into the old meeting-house—then what?"

"Well, then comes the dinner. You women folks must see to that; and I'll tell you right here that you'll want a lot. More than half of 'em will come for the sake of getting something good to eat, and I'll be hanged if I blame 'em. 'Long this time o' year, and on till hog-killing time in the fall, the farmers don't have half enough to eat. Meat's all gone, except a little corned beef they're keeping 'if any body should come,' and they keep body and soul together with salt pork and potatoes and brown bread, with salt codfish for a change. I should think they'd die. Good many of 'em do; and the rest dry up. That's what makes 'em so skinny—it's codfish and salt pork. So let's give 'em something good for dinner. They'll know what to do with it, and there ain't one of 'em that won't look as plump as a pollywog by the time they've eaten all they want. So just let 'em have it, and let it be good and a lot."

"Well, is that all?"

"No, at that stage of the game yours truly is going to hammer everybody to order. Then, you know Sid'll be home by that time, and I'm going to have him make a fine speech. He can make a good one—I know he can—for I've been writing to the head principal about him. I just want the folks 'round here to know that a store is the best place to bring up a boy in, providing the store is the right kind of a store and the boy is the right kind of a boy—which Sid

is. I knew it the minute I set eyes on him, that day he came in here all tired and dusty. Don't you remember, Jane, how I said, 'Here's your man?'"

Jane's eyes snapped. "'Do I remember how you said it?' Yes, just how; and if there was any sneering or contempt in tone or manner left out, it was because you couldn't express it. You'd better go on with your programme. What next?"

"Well, I knew Sid was a good fellow, if I did have a little fun about him. Let's see; what does come next? You are always breaking in and putting anybody out so. Well, next—"

"Did I hear you say," interrupted Jim, "that you are going to furnish the trees?"

"Why, yes, I thought I would. I want some likely ones, and the only way to get 'em is to buy 'em of somebody you're sure of. Why?"

"Nothing much; only, if you'd just as lief, I wish you'd make me chairman of the tree committee, with power to act. Will you?"

"What's come over you?"

"Never your mind. Will you?"

"All right. Jane, if anybody comes in to sell trees, you are to turn 'em over to Jim—Hello! What's that old skinflint of a Henderson hitching in front of our door for, I'd like to know. I don't want anything to do with the old kermudgeon, I can tell you that. Jim, I'm so awful busy that you'll just have to take care of him—I can't treat him decent. I don't want anything to do with him!"

"All right, I'll take care of him, but I want you to be within hearing. We're going to have some fun with that feller. —Good morning, Mr. Henderson. Isn't this a little early for you?"

"Oh, no. I was coming daown and I thought I'd come daown. Heerd some little talk, t'other day, abaout some trees. I got some likely ones and I says to myself, says I, 'I'll go daown and see ef I can't onload some uv 'em onter Cy.' How are ye on't fer trees, this mawning, Cy?"

"Too busy to talk to you—Jim's the man to gouge."

"Gouge? Can't be no gouging with them there trees, onless I be the one ter git it—straight ez a narrer—every dumbed one on 'em."

"Well, you'll have to talk to Jim."

"Makes no defference, ez I knows on, who I talk ter, ef I kin git rid uv the likeliest trees above graound. How many do yer want, young feller?"

"I want just a hundred, half elms and half maples—the kind of maples that turn so red and shiny in the fall. Got 'em?"

"Waal, I hain't got nawthing else, I'll tell yer that. What'll yer gin me fer 'em?"

"What'll you take?"

"Waal now, le's see. Five times five is twenty-five—I don't see ez I kin git aout uv it and make anything withaout I charge yer a dollar and a quarter. Must make suthin, 'yer know."

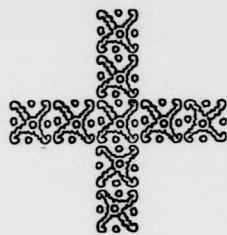
"We don't want 'em."

"Waal now, I've made yer a noffer and yer wouldn't take me up—suppose you make me one?"

"All right—I'll give you a dollar apiece for every first-class tree you have here at the store two days before the day we want them; and, if you don't have them here, you're to pay me a dollar for every tree missing."

There was mischief in the air and Cy smelled it. Even Jane's eyebrows

# A GREAT DEAL



Of trouble and loss might be saved by the retailer if he would buy his flour, feed, bran, corn and oats and everything in the milling line in mixed car loads of one firm. There would be less freight, no torn or soiled flour sacks, no shortages and no delays. A great deal depends on how you manage the little things, and pennies are little things, but if you are trying to make a great deal of money

Valley City  
Milling Co.....

Sole makers of

LILY WHITE FLOUR

Grand Rapids, Mich.

# EVERY CENT COUNTS

## Did You Ever

Have a good customer who wasn't particular about the quality of her flour? Of course not. We offer you a flour with which you can build up a paying trade. The name of the brand is

# GRAND REPUBLIC

And every grocer who has handled the brand is enthusiastic over the result, as it affords him an established profit and invariably gives his customers entire satisfaction. Merchants who are not handling any brand of spring wheat flour should get into line immediately, as the consumer is rapidly being educated to the superiority of spring wheat over winter wheat flours for breadmaking purposes. All we ask is a trial order, feeling sure that this will lead to a large business for you on this brand. Note quotations in price current.

BALL-BARNHART-PUTMAN CO.,  
GRAND RAPIDS.



could be seen peering from the office window.

"Waal now, I couldn't do that; but I'll split the defference with yer and call it a dollar and twelve and a half cents."

"On the conditions I named?"

"You are ter pay cash daown when the trees are delivered?"

"If Cy says they're all right, I will."

"All right."

"Will you sign a paper to that effect?"

"Le's hear yer read it."

The statement was made as given above and duly signed, and the parties to the contract went their way.

That very afternoon, Jim had to go away. The next morning he came in to say that he "believed he'd go over and see if the Amidowns had any eggs," a remark which turned Cy's face a little red and brought a smile to Jane's. He was gone all that day, and the next went by without his putting in an appearance at the store; and so it went on up to the afternoon before the morning when the trees were to be delivered. Just before closing, Old Henderson drew up his horse before the store and called for Cy.

"I've come over ter let yer know that I can't git them there trees fer yer."

"That ain't any o' my funeral—you'll have to see Jim about that."

"Jim be hanged! I can't git the trees and that's all there is tew it."

"Oh, well, settle it with Jim.—Jim, come out here. Henderson, here, says he can't get those trees."

"Why can't you get them?"

"'Cause I can't, and that's all there is tew it."

"All right; but you remember the bargain. Here it is in black and white, with your name at the bottom; and it's money or trees—I don't care which.—You and Miss Cragin saw him sign it, didn't you, Cy?"

"I'm ready to swear to that," was Cy's emphatic rejoinder.

"'Yis, I know I signed it—I ain't agoing ter try ter back daown on that; but yer ain't agoing ter hold me ter any sech a thing ez that, be yer?"

"Why not?"

A bullet in his breast couldn't have turned Old Bill Henderson's cheek quicker or paler. The veins in his neck and forehead stood out like cords.

"You—know—why," at length he stammered.

"I'll bet I do!" was Jim's short answer. Then he added, "But Cy and Miss Cragin, here, don't. Hitch your horse and come in and tell them."

"Will that be all there is tew it?"

"Never you mind. Come in and tell them!"

With his whole body aquiver, the man climbed from the wagon, hitched his horse to the post and walked slowly into the store, his head on his chest. Clutching the edge of the counter with trembling fingers, he made this shameful confession:

"I was agoing ter git them there trees outer your woods, Cy, over there back o' my haouse.—But I didn't tech one on 'em!" he hastened to add.

"You bet you 'didn't tech one on 'em!' I can swear to that. Now, then, what you going to do about the trees?"

"What yer want me ter dew?"

"There'll be a hundred trees here on the morning train. You go and get them and bring them up here. They cost 50 cents apiece. Here's the bill—you pay it."

The old man took the paper, looked

hard at it a minute and then asked, "Will that be all there is tew it?"

"Will it, Cy?"

"I hope so. Here, let me have the bill. You go after the trees in the morning and I'll pay this. I don't want any trees you've paid for planted in Milltown; but I'll say this to you, Bill Henderson—if I ever know of your darkening my woods with your shadow again, I'll bring this up as sure's my name's Cy Huxley. Now you git."

The old man needed no second invitation, and with commendable alacrity was soon urging his horse homeward.

"How did you get onto it, Jim?" asked Cy, the minute the old man was out of hearing.

"Oh, that was easy. You know the big fuss he made about the trees? Well, the day before, I happened along that way, and there he was in your wood lot, sizing 'em up. He acted so suspicious about it that I watched him; and anybody could put this and that together. I made up my mind what he was up to, and I just lay low and waited. That's what made me want the management of the trees. Then, about the time he'd have to dig 'em, I went over there and watched him. He kept prowling 'round for a chance to begin. He didn't get it. All there was to it, the jig was up."

It was. The trees ordered from town came on the morning train and Old Henderson hauled them from the station and they were duly planted. Then Cy's programme was carried out, the crowning success of which was Sid's splendid speech. When it was all over, and the trees extended in long and even rows down the village street, it was unanimously declared that Milltown was the prettiest little town in all the country 'round, and one and all vowed that it should improve more and more each year of its life.

RICHARD MALCOLM STRONG.

How Modern Chemists Eclipse Those of Old.

From the Chicago Record.

There were learned alchemists long ago, it is said, who, versed in the mysteries of the black art, turned clods to gold. But there is a modern alchemy of food manufacture which completely eclipses the ancient.

It certainly would turn any old alchemist green with envy to stand by to-day and see apple cores changed into currant jelly, good butter and cheese made from pork, corncocks turned into maple syrup, old nutshells transmuted into cinnamon spice, and honey which would deceive bees manufactured according to chemical formula.

Not long ago an enterprising dealer gathered together from various dealers in South Water street a carload of nutshells and old nuts and sent them to a Missouri factory to be made into spice. The sale of apple cores, which are manufactured into various jellies, is a regular part of the dried fruit business.

It would not cause much surprise if some ingenious person with a few acids and alkalis and an array of bottles and flasks should devise a chemical formula for producing an artificial cow, which would give milk, tread on the flower beds and have all the "cuts of beef" found on the stock-yards original. Even eggs have been counterfeited, but the inventor of the artificial egg was not long in learning that the hen could undersell him in the egg line and gave up.

A Russian physician has conceived the idea of a sort of floating hospital for consumptives. It is to cruise North in the summer and South in the winter, and visit spots which experience demonstrates are best for the disease.

## The Stimpson Computing Scale

Declared Honest by the Court and all dealers and their customers.



Nothing is more important to the retail Grocer than a perfect scale. Why waste time and increase liability of mistakes by using a complicated scale that must be adjusted with absolute accuracy to every change in price and which at best only gives one-half the information sought?

The Stimpson gives both weight and value by the movement of one poise without adjustment of any kind.

Customers prefer to trade with grocers using the Stimpson Scale, which gives pounds and ounces as well as money value.

L. O. Barber.  
C. B. Crow.

BARBER & CROW.

Fruits, Groceries and  
Farm Produce.

LOWELL, Mich., March 16, 1896.

Gentlemen:

After using the Stimpson Computing Scale for two months we are pleased to say that we are perfectly satisfied with them and no money could take them off our counter. They are saving money for us every day.

BARBER & CROW.

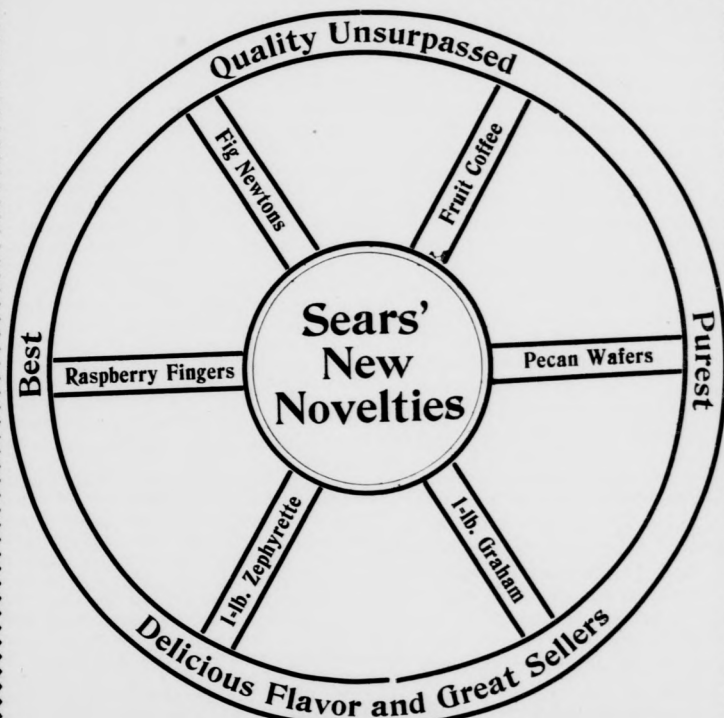
Write for circular giving full particulars.

STIMPSON COMPUTING SCALE CO.,  
TECUMSEH, MICH.

## Successful Dealers

are selling

### OUR SPECIALTIES



We have imitators but no rivals.

THE NEW YORK BISCUIT CO., Grand Rapids.



## Shoes and Leather

### What Constitutes Civilization.

"Civilization" is a word which has various meanings, depending on conditions. In the earlier periods it meant a high state of development in human liberty and intellectual culture. To-day it seems to mean distinguished progress in the creation of wealth and material development.

The ancient Greeks, who established republican forms of government and invented the word democracy and the original principles which it individualizes, and who were pre-eminent in poetry, painting, sculpture, oratory, rhetoric and philosophy, were, in their day, at the head of the world's civilization.

To-day the people who have the greatest mileage of railroads, the largest numbers of steam engines and machines for manufacturing, and the widest application of electricity to the various economic purposes, and the most extensive commerce, would have a potential claim to being far advanced in civilization.

Then there is the title based on intellectual progress. The country which possesses the greatest number of common schools, colleges and universities, and the most effective system of free education, also the most numerous printing presses and the greatest production of newspapers, magazines and books, would certainly have a right to be considered to have reached a high position on the rolls of civilized countries.

Then there are the churches, the asylums for the care of the poor and the helpless, and the institutions for the education of those unfortunates who have never enjoyed a due distribution of their natural faculties, such as the deaf, dumb and blind, also the hospitals for the treatment of disease, and the other grand charities which have been so largely, if not exclusively, developed by the Christian religion. Surely all these would constitute a high claim to the title of being civilized.

But from no classifying of the various sorts of progress that are demanded of civilized people can be left out just and wise codes of law, embodying the repression and punishment of crimes and protection of free institutions and all rights and immunities which are consistent with constitutional liberty.

From these propositions it seems plain that the highest civilization must embrace all the qualifications and the various sorts of progress that have been enumerated above, because development in morals, in intellectuality, in science and the practical application of natural forces, in the securing of liberty and free institutions to all men and in the increase of their comfort and in the promotion of general prosperity must all go on together. If the proper object of every human being is the pursuit of happiness, a substantial, lasting and profitable happiness, the object of the social and political conditions in which human beings have organized society is to protect the individuals in the proper enjoyment of their rights.

But, in coming together into these conditions, which are called government, the few must give way to the many. This is a natural result of any social system which accords to every individual equal rights. Such equality is the basis of all government by the

majority, and is as far as possible removed from those systems of government where one man, as in an empire, or where a limited class, such as an aristocracy, is regarded as being possessed of superior rights and is entitled to govern the many. Therefore, a constitutional democratic-republican government should be most consistent with the highest state of development in everything that can be termed civilization.

FRANK STOWELL.

### Suggestions As to Shoe Styles.

From the Lewiston (Me.) Sun.

As history repeats itself, so does the style in shoes. Although there is not the slightest danger of the present style of razor-toed shoes losing their prestige, with the younger class at least, yet there is apparent tendency towards a combination of the styles of years ago and the present extreme style. For instance, it is a fact that very few low-cut or oxford-tie shoes have been worn for the past few years, yet the manufacturers who have already commenced to get out their spring samples are making some excellent lines in this style.

One manufacturer with whom the reporter talked informed him that he believed the greater portion of his product during the next run would be low cuts, and also expressed the belief that he would not be at all surprised if the nickel-plated buckle fastenings which were so much in vogue from 1872 until the Centennial year of 1876 would again be all the rage before another year had passed. The buttoned bal., which held the preference for so many years after the buckled low cuts went out of style, is again coming into public favor, and some of the manufacturers and drummers think it will claim a large share of the patronage during the next few years to come. There are many who consider this the most comfortable of modern style shoes to wear, and no one will attempt to deny that it holds its shape a longer length of time than a majority of the prevalent styles. Of course, those will be made with the crescent style of peaked toe, for a time at least, but the fact of their again coming into favor shows a tendency to return to styles which have been practically discarded for a number of years. One thing is certain, that a buttoned bal., either hand-sewed or Goodyear, or a moderately high cut oxford tie made in the same manner, would make an elegant and durable style of footwear.

### Decline of the Tin Peddler.

Correspondence New York Sun.

Twenty or thirty years ago there were more than 50,000 men engaged in bartering tinware for old junk in the New England and some of the Middle States, going about in the familiar kind of red cart—"the tin peddler's go-cart." To-day there are not 500 of these peddlers in the United States. These peddlers were famous for inventing kitchen utensils for every purpose in the days when every woman in Yankeeland spent several hours a day in her kitchen, and when it was the ambition of every good housewife to have her kitchen shelved and pegged for holding the bewildering variety of plain and japanned tinware bartered for rags, old metal, yarn, stockings, mittens, dried apples, eggs and butter.

In and around Salem, Mass., until twenty years ago, the peddlers, of whom sixty were sent out by two Salem firms, received in barter vast quantities of pewter platters, porringers, candlesticks, ale mugs, etc., which were used by the early settlers of the Puritan colony; but the stores of pewter were soon exhausted, consequently the peddlers got out of that business, and throughout the territory once ranged by the tinware carts from Maine to Cleveland, Ohio, the sales of tinware have fallen off at least 75 per cent., as compared with the sales of, say twenty or thirty years ago, when the red tin cart was seen on every road and street within the territorial limits, in which, for a hundred years, it was a picturesque and familiar object.

## RUBBERS FOR 1896.

The Boston Rubber Shoe Company are making a great many new kinds this season, embracing all the new styles in toes, including the extreme 20th Century; also Boys' and Youths' Sandals in narrow toes—just what the boys want. We will have them. They are packing nearly all the specialties in bulk, and we will carry them in stock and be able to take good care of any orders given us. Discounts and terms are as favorable as offered by any agent of the Boston Rubber Shoe Co. Wait and see our salesmen before placing your order.

Discount—Bostons, 15 per cent.; Bay States, 15 and 12 per cent.  
Payable December 1, 1896.

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

## Our Shoe Department

Is your stock complete for spring trade? Look it over and write us for samples in Misses and Children's.

Our Bob and May is the best grain shoe made.

For a Kangaroo calf, we can give you one that competition cannot meet.

You ought to see our Berlin Needle toe, Misses' and Childs' Dongola; this is the neatest shoe out for spring.

Our Little Gents' 9-13, 1-2 is on Needle Toe and as tony as any made.

Our Rochester Misses and Childs' Dongola they all swear by.

Send us your order for turns 2-5 and 4-8.

**Hirth, Krause & Co.**  
GRAND RAPIDS.

## Wales=Goodyear Rubbers

"AMERICA'S BEST."

Every pair of them stands  
For Fifty years of



**EXPERIENCE,  
SKILL AND  
REPUTATION.**

**Herold-Bertsch  
Shoe Co.**

.....Sell them at Wholesale.

GRAND RAPIDS,

MICHIGAN

Our  
Terms  
Positively  
The  
BEST.



## Every Man to His Business

When you need dry goods you do not go to a grocery house, or to a hardware house if you need clothing, nor would you try to buy leather shoes of a rubber factory, would you? No; of course not. Then why try to buy rubbers at a shoe factory? Why not buy your rubbers of people who sell nothing else?

We do an exclusive Rubber business; it's **always** Rubbers, and the very best Rubbers in the market. The

**Boston Rubber Shoe Co. and  
Bay State Rubbers**

**W. A. McGRAW & CO.,**  
DETROIT, MICH.

EXCLUSIVE JOBBERS OF RUBBERS.



**Why People Buy Goods by Mail.**

The enormous business of mail-order houses is not founded on an inherent snobbishness to prefer to buy away from home. The system in force in these great houses makes it easier, often, to buy by mail than to go and make personal selections in local stores. Goods are all catalogued and the descriptions are clear and accurate. How many clerks tell the story as well as the catalogue? The greatest variety is shown in the catalogue, which is perused in the evening at one's leisure and in consultation with other members of the family. The catalogues are usually correct arbiters of fashion and can always be depended upon to list the latest thing. The managers for mail-order houses are men of great ability. They keep in touch with the people and know what they want. The patron of a mail-order house can get the exact style and shade and quality wanted. The system in vogue in these houses makes shipments prompt and the correspondents are usually men of business who can read human nature in the letters they receive, and play upon the same accordingly. Prices are usually low. Above all, the business is advertised, and advertised well. The mail-order house wins because the local dealer is not equal to his opportunity. Many retailers buy good things and wait for the people to come in and ask for them. The mail-order man uses the best descriptive talent in advertisements and in catalogue to tell the people exactly what his goods are. Many retailers meet a customer's call for a certain thing with the statement, "We haven't it," and let it go at that. The mail-order man will get things not shown in his catalogue and say he is glad to do it. I told a shrewd mail-order man some time ago that, if I was a retailer in a country town, I could kill all his trade within a radius of twenty miles, and he remarked that there would always be enough of the other kind of retailers to give him a chance to do business.

The retailer who watches the things advertised in the great monthlies and weeklies by mail-order houses, and advertises in his own local paper the same goods, need fear nothing from this competition. Most people would rather see a thing before they buy it, or would rather let the retailer order it than do it themselves. The mail-order man, to win, must make large profits on a good many of his things, because his method is expensive, and the shrewd retailer who isn't afraid to use his local papers to tell what he has and what he can do, and that he will furnish quickly at the same or lower prices anything offered by mail-order houses, is not going to lose in the game. He must have the same snap, the same push and the same energy; but with these you can count on the retailer as the winner every time.

JOHN LEE MAHIN.

**Argentina as an Agricultural Competitor.**

Europe and the United States are accustomed to look upon the Latin-American countries as worth little notice from a political point of view, but as valuable fields for the expansion of trade. At least one of these countries, however, is rapidly assuming the proportions of a trade rival, namely, the Argentine Republic. This State is as badly governed as the rest of the Latin-American countries, and its finances are in a hopeless tangle; still, as a wealth producer, it is most prosperous and promising.

The lands of Argentina are fertile, and the area susceptible of cultivation is very large. The climate is favorable, and the country is capable of producing many of the same products grown by the United States. Wheat, sugar, cotton and other staples can be profitably produced, while in cattle-raising, Argentina has already achieved a high reputation. It is but a few years since an initial shipment of Argentina wheat to Great Britain created a sensation. In 1894 the exports of wheat from that country to Great Britain alone reached 13,272,000 cwt., valued at \$17,000,000.

This marvelous development of Argentina as a wheat producer, and her ability to flood the British market while prices were at their lowest, were sad experience for English agriculturists, and compelled them to realize that the despised South American State, while a pigmy politically, was a formidable competitor agriculturally. The supplying of the English markets with wheat has also made Argentina a dangerous competitor of our own wheat industry. Before Argentina began to ship wheat in large quantities, American wheat had largely a monopoly of the British markets; whereas now it competes with the South American article on terms anything but favorable to the American interests.

Wheat is but a single item. Now for another. As late as 1892 the number of beef cattle shipped to Great Britain from the Argentine was so small as to get no separate mention in statistics. But in 1893 it was 6,882, and in 1895, 39,494. The same is to be said of sheep. In 1893 the exports of them to Great Britain were 22,365; in 1894 73,446 and in 1895, 308,094, while the quantity of dressed mutton was also steadily increasing.

Here again, not only has the British farmer found a dangerous competitor, but our great American cattle interests have also discovered a formidable rival. At the rate at which Argentina has expanded her commerce with the outer world, it may be safely assumed that she has by no means reached the limits of her possibilities; hence we must expect that the formerly despised little Latin-American Republic will become a yet more formidable trade rival.

FRANK STOWELL.

**A Vast Advantage.**

As the question of cash must always figure greater than all others, it is plain to be seen what a vast advantage cash has over credit. Note when the cash buyer comes into market in quest of goods how anxious all are to sell and how cordial are friends and acquaintances. If any snaps are about how speedily he is informed. Everything is life and animation and business. He cannot help but be a happy man. He embraces every opportunity to push forward his business, and it is safe to presume that his customers actually enjoy spending their money with him, because they know they secure good returns. And he knows that a sure profit is his from these customers. It may not be large, but it is sure. Of the many failures which occur, the assertion can be safely ventured that few, if any, were those who conducted business on a cash basis. This is coming to be more generally recognized than was the case at one time, and the prediction is ventured that before another decade buying on credit will very nearly be a thing of the past.

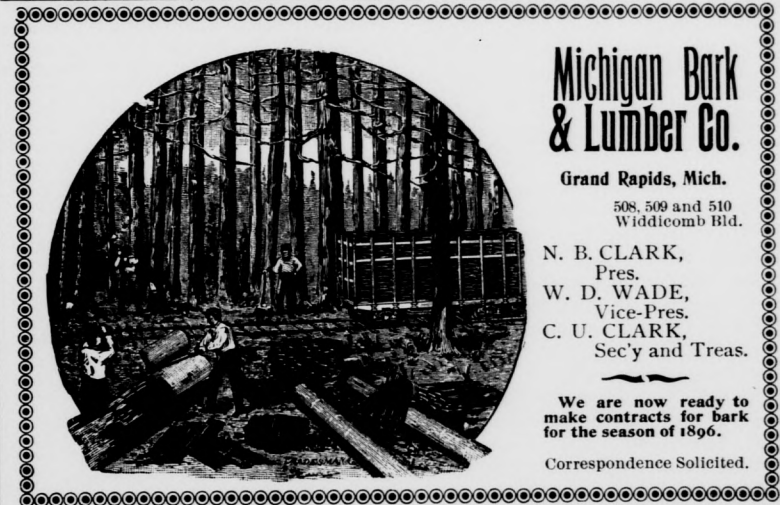
"Why do democrats wear lace shoes?" "I give it up. Why do democrats wear lace shoes?" "I'll tell you why democrats wear lace shoes." "Why?" "Because they can't get in congress." And the dull thud that followed betokened a tragedy.



**Grand Rapids LUMBER COMPANY**

419 421 MICH. TRUST BUILDING.

We Pay HIGHEST MARKET PRICES in SPOT CASH and Measure Bark When Loaded. Correspondence Solicited.



**Michigan Bark & Lumber Co.**

Grand Rapids, Mich.  
508, 509 and 510 Widdicombe Bld.

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

We are now ready to make contracts for bark for the season of 1896. Correspondence Solicited.



Send in your orders now for your

## FISHING OUTFIT

We have a full line of

### Mackintoshes, Wading Pants and Boots and Rubber Goods of all kinds.

We would also remind you that the dealer who places his orders early for his fall stock of Rubber Boots and Shoes, Felt Boots and Sox, will have them when the wearer wants them. We guarantee prices. Ask for price list.

**STUDLEY & BARCLAY,**  
4 Monroe St. Grand Rapids.

We are the Originators & Manufacturers of

## Bronze Clocks

You will certainly get better prices and satisfaction direct from the factory.

We are furnishing coupons and advertising matter, same as our jobbers.

Write for Catalogue.

**The Golden Novelty Mfg. Co.,**  
88-92 W. Jackson St.  
CHICAGO.




## Closing Out Stock

Reeder Bros. Shoe Co. are closing out their entire Leather Stock of Boots and Shoes. Come in and see the bargains or see samples of our men on the road. We will do an exclusive rubber business in the future. Hold your rubber orders until we see you, as Lycomings and Keystones are the best.

**REEDER BROS. SHOE CO.**  
GRAND RAPIDS.



## Getting the People

### An Advertising Legend.

Several years ago there was a very large dealer in linen collars in St. Louis. His sales were enormous. As a result he obtained generous concessions from manufacturers, buying on the most favorable terms. Desiring to make a big drive one season, he made unusually heavy contracts at an extra reduction in price, only one firm, Messrs. So-and-So, standing out. For some reason or other Messrs. So-and-So declined to make any concession whatever.

As the dealer wanted every pattern obtainable, he nevertheless made a small order. But he determined to "bring the firm around," as it were.

Flaming advertisements were inserted in the St. Louis dailies announcing a reduction sale, and saying that any collar made in the United States, no matter what the quantity or pattern, could be had "two for a quarter—excepting So-and-So's, price twenty-five cents each."

Greatly to the dealer's surprise, although a heavy trade followed, everybody wanted So-and-So's collar, and he telegraphed in hot haste for a large supply. Inadvertently he had taken the very course to create a demand for the collar that he least wanted to sell; but as his profits were good, he kept on advertising in the same way.

Messrs. So-and-So, surprised at the sale and learning its cause, caught the idea and determined to improve it. Thenceforth they only made a high-grade collar, and adopted the one price and high price system, not only themselves, but putting every dealer under a written contract to do so.

Then they spent money lavishly in advertising, until their collars became household words. As an actual result of this brilliant business stroke, the partners became millionaires.

### Advertising Illustrations Cannot Be Copyrighted.

A very important decision to this effect has been made by Judge Grosscup, of the United States Circuit Court, in the case of J. L. Mott Iron Works vs. Clow, 72 Fed. Rep. 168. Suit had been brought to enjoin infringement of a copyright. The complainants, who are manufacturers of bath tubs, have issued, from time to time, advertising sheets containing a description of their porcelain baths, the dimensions and prices of the same, and such other information as people in that trade are interested in. The sheets also contain cuts or prints of such baths as are offered to the trade. The defendants engaged, among other things, in a like business have also, from time to time, issued advertising sheets or books containing like information, and, in some cases, closely copying the prints or cuts of baths contained in complainants' sheets. A comparison, Judge Grosscup goes on to say, makes it pretty manifest that some of these cuts or prints of the defendants have been copied by photographic processes, or otherwise, from the complainants' cuts or prints; and the latter so averred. The defendants took the position that the matter in question was not, in law, a proper subject-matter of copyright. Judge Grosscup holds that it was not. He says that the cuts or prints shown in complainants' sheets, in connection with their ornamental settings, may have such artistic merit as would support a copyright if offered as a work of fine art. But the United States statutes, as amended by the act of 1874, limit the right of copyright to such cuts and prints as are connected with the fine arts. And the complainants did not

show that the author or designer intended or contemplated these cuts and prints as works of fine art. No copyright was asked upon them separately from the advertising sheet of which they are a part. They were not offered to the public as illustrations or works connected with the fine arts, but as adjuncts simply to a publication connected with a useful art. The court, says Judge Grosscup in conclusion, will not supply an intention, that the author or designer has not avowed, nor give to the cuts or prints a character and purpose different from what their surroundings indicate.

### A Perplexing Problem.

A problem which confronts owners of small stores in large cities is that of gaining effective publicity. As trade can only be drawn from a circumscribed area, it is an exceedingly difficult matter to reach every person residing within a certain number of blocks of a city store. It is very discouraging to the proprietors of these small stores to find that all these people, whom they are prone to regard as their natural patrons, daily read the announcements of their great competitors, the big stores, who can afford to spend large sums of money in advertising, and pass them by in search of the proffered bargains, simply because they have but limited means for letting people in their neighborhood know that they can do as well by them as the larger houses. While these small dealers may be firm believers in advertising, they know that a modest announcement in a paper of general circulation with many thousands of readers would not prove of much benefit in catching the trade of the few hundred people they are after in their immediate neighborhoods. No thorough, effective solution of this problem has been reached, but there are several agencies which might be brought into play to ameliorate this trouble. That window advertising is one of these every up-to-date dealer fully appreciates. The circular, booklet, etc., gotten up so as to compel attention and judiciously distributed are other means to the end. A plan which has been found effective is for various dealers in a neighborhood to combine and publish a sheet containing their advertisements and a limited amount of carefully selected reading, which can be sent to those whose trade they are in search of.

### Odd Scheme of "Marking Down."

From the Chicago Record.

A Chicago bicycle dealer has adopted a curious cut-price sale.

He puts one of the bicycles listed at \$100 into his window and begins cutting the price \$1 a day. That is, the price the first day is \$100, the next day \$99, the third day \$98, and so on until some one takes it at the quoted price, when a new \$100 wheel is put into the window, and the cut of \$1 a day again begins.

If the great public could be induced to hold off there might be a chance for some one to get a very cheap wheel after the price had been reduced every day for a month, but the dealer is shrewd enough to know that some one will jump in and take the wheel before the price becomes very low. In fact, there is not much chance of the wheels remaining unsold after the price drops below \$90. The latter figure is supposed to be the common cut price on the wheels listed at \$100, but there are still a few manufacturers who can afford to stand on their reputations and refuse to allow any discounts.

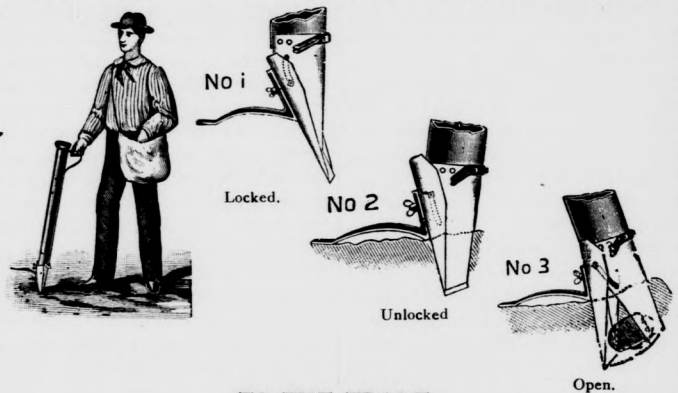
### An Observing Customer.

"I am afraid," said the young woman who is candidly critical, "that there is some foreign substance in this coffee."

"Certainly," replied the grocer. "That remark shows that you have the palate of a connoisseur. The coffee itself is imported."

The way for a young man to improve his time is to improve himself when he has time.

## The "EUREKA" Patent Self-Locking Hand Potato Planter



### TO THE TRADE.

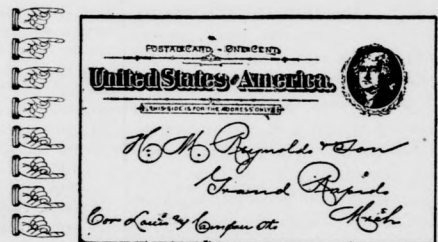
As usual, the unparalleled success of the "Eureka" Self-Locking Hand Potato Planter has called forth a small crop of imitators, who, quick to recognize the advantages of the Tube, have jumped at the conclusion that the Tube is the "whole thing," whereas, without the Self-Locking Jaws it is robbed of half its effectiveness. The "Eureka" alone combines these two essential features—the Tube to receive the potato as the Planter is swung forward, and the Locked Jaws to prevent its dropping through. Furthermore, the "Eureka" is the only tube planter that has had a practical test in the field. The others are experiments, liable to "fall by the wayside," when brought to a practical test. The "Eureka" for 1896 is greatly strengthened and improved throughout. We unhesitatingly guarantee it to be the lightest, strongest, best finished and most perfect working hand planter on the market. In the language of that great agricultural paper, the "Ohio Farmer," "The 'Eureka' planter is a simple device—strong and durable, and little likely to get out of repair. We especially note," continues this great journal, "the absence of springs and other devices so objectionable in a tool of this character." Over 300 "Eurekas" were sold at retail in this city last season, but then, Greenville is the greatest potato market in the world, and every farmer hereabouts knows a potato planter when he sees it. While other towns we might mention did almost as well, we do not advise you to order 300 or anything like it to start with. But you owe it to your customers to give them a chance to buy the best. Place side by side with any other planter made, and it will outsell it ten to one.

### For Sale in Michigan by

Buhl, Sons & Co., Detroit.  
Standard Bros., Detroit.  
Saginaw Hardware Co., Saginaw, Mich.  
Grand Rapids M'fg Co., Grand Rapids, Mich.  
Hibbard, Spencer, Bartlett & Co., Chicago.  
C. Sidney Shepard & Co., Chicago.  
Sidney Shepard & Co., Buffalo, N. Y.

**Greenville Planter Co.,**  
(Successors to Eureka Planter Co.)  
**SOLE MANUFACTURERS,**  
**Greenville, Mich.**

DO  
YOU  
SEE  
THAT?



This means that for a one cent postal card you can have an expert examine

## YOUR LEAKY

roof and tell you why it leaks and how much it will cost to "stop the hole." We have had 28 years' experience in this business, and are reliable and responsible. We have men traveling all the time and can send them to you on short notice. All kinds of roofs put on and repaired by

**H. M. REYNOLDS & SON,**

Reliable Roof Builders,

Grand Rapids, Mich.

Established, 1868.

Detroit Office, Foot of Third Street.



## Commercial Travelers

### Michigan Knights of the Grip.

President, S. E. Symons, Saginaw; Secretary, Geo. F. Owen, Grand Rapids; Treasurer, J. J. Frost, Lansing.

**Michigan Commercial Travelers' Association.**  
President, J. F. Cooper, Detroit; Secretary and Treasurer, D. Morris, Detroit.

### Gripsack Brigade.

J. A. Gonzalez addresses the Young Men's Club of Traverse City on the subject of Cuba this evening.

It is necessary to-day that every commercial traveler should be an interesting talker and that he be well informed on topics of the times.

H. E. Biel, the jolly representative of the John Pretzlaff Hardware Co. in the Upper Peninsula, is doing the trade. He sells lots of curling irons.

It is easier for the house to correct the experienced traveling salesman of his faults than to imbue poor raw material with qualities that are not inherent.

There is nothing lost by pleasant words and courteous treatment. The merchant who judges the traveling salesman by the clothes he wears and treats him accordingly makes a sad mistake.

Miss Fannie Spearman, formerly stenographer for W. C. Dewey, will shortly be married to J. D. Beckwith, traveling representative for Uptegrove & Bro., of New York. Mr. Beckwith is to be congratulated.

Representatives from Kansas City, Omaha, East St. Louis and from the Chicago stockyards met at Chicago one day last week and discussed the advisability of dispensing with traveling solicitors employed by the commission men at the several markets in the country. The expenditures in this direction by the commission men in the markets named amount to nearly \$1,500,000 annually. The result of the meeting was the adoption of a rule cutting down solicitors to one with each firm. The rule will be submitted to each exchange to be voted on.

Traveling men generally will undertake to see that Governor Rich fails to reach the goal of his ambition at the hands of the Republican State convention in the shape of delegate-at-large to the St. Louis convention. So far as the Tradesman's information goes, the traveling men who are delegates to the Detroit convention will center their efforts and votes on Hon. T. J. O'Brien, of this city, on the ground of his exceptional fitness for the position. Mr. O'Brien is a gentleman of high standing and strong character, who will grace any position his friends may see fit to bestow upon him.

Dick Warner is disconsolate. Dick Warner, Jr., recently began making short trips on the road for the Michigan Spice Co., with which institution he has been identified for several years, but neglected to use the term "Jr." on his advance postal cards. This naturally led the trade to believe that Mr. Warner had changed base from the Lemon & Wheeler Company to the Michigan Spice Co., and the traveling men took up the report and spread it broadcast. It is understood that Dick Warner and Dick Warner, Jr., have had an interview and that the younger member of the family has been persuaded that it would be well for him to use the junior designating term with his signature hereafter, as the senior member of the family is satisfied with his present position and doesn't relish the

idea of being asked why he has narrowed his line down to teas, coffees, and spices.

### Annual Meeting Michigan Division, T. P. A.

At the annual meeting of Michigan Division, T. P. A., held at the Tradesman office very early in the week, the following officers were elected for the ensuing year:

President—Geo. F. Owen.  
First Vice-President—E. A. Stowe.  
Second Vice-President—Guy P. Smith.

Third Vice-President—J. Geo. Heintzelman.  
Fourth Vice-President—D. R. McGann.

Fifth Vice-President—Samuel Newman.  
Secretary and Treasurer—Jas. B. McInnes.

Board of Directors—A. E. McGuire, W. A. Stowe, E. A. Stowe, Geo. F. Owen, J. B. McInnes, F. V. Freeman.  
Railroad Committee—F. V. Freeman.  
Press Committee—E. A. Stowe.  
Hotel Committee—John M. Shields.  
Legislative Committee—H. A. Hudson.

Employment Committee—F. A. Cadwell.

Sick and Relief Committee—O. C. Shults.

Physician and Surgeon—Wm. F. Hake.

### Conservative View of the Sugar Situation.

Detroit, April 27—The general position has not changed materially since we last wrote. No new features have appeared and the course of the market has been simply one of development. We have now a visible deficit in the world's supply of about 310,000 tons, against an apparent surplus approximating 750,000 tons on January 1, but there is no immediate prospect of sugar famine, the supply in sight for this campaign being more than enough to go around in any event. The prime factor at the moment is the outlook for the succeeding campaign. Cuba, according to authorities, cannot possibly, under the most favorable circumstances, produce more than half a normal crop in 1897. Europe, with increased acreage and average yield, will about offset the Cuban loss and advices from Louisiana indicate the largest crop ever produced. It would seem, therefore, that there is no immediate cause for anxiety as to supplies. We have experienced a total advance of 1 cent per pound in sugar during the six months just closing and can afford to study the situation carefully before entering into large transactions in anticipation of a further upward movement.

W. H. EDGAR & SON.

### Producer Selling Consumer Direct.

Butter routes will soon be established in Chicago. Housekeepers can leave their orders at the central depot and have one or more one-pound rolls delivered to their kitchen doors every morning, just as the milkman and the baker deliver their commodities. The plan is the idea of an Elgin man, who is said to be the largest buttermaker in the world. He has organized a company to operate in Chicago, and after the venture may be made in other cities. Ten delivery wagons, equipped with refrigerating outfits, will be used at the start.

A canard, based possibly on some freak of a freshman's debating society, or a silly joke on the apostle of strikes, has been going the rounds of the press, to the effect that Eugene V. Debs has been invited to lecture before the students of the Chicago University. Such canards are given currency by enterprising reporters and complaisant editors on account of the comment and interest they will provoke, even when their falsity, as in this case, is apparent.

Business men who buy Robinson's Cider Vinegar are always to the front in trade.

### LANSING LADIES.

#### How They Entertained the Men of Samples.

Lansing, April 25—The Ladies' Auxiliary to Post A., which was recently organized in this city, gave a most delightful leap year banquet on Friday evening, April 24, at Elk's hall, in honor of their Knights. The elegant rooms were most beautifully decorated with cut flowers and potted plants. The doors of the dining room were thrown open at 7:30, where sumptuously appointed banquet tables were in readiness for the guests, who marched in to the strains of the grand march played by Richmond's orchestra. The tables were handsomely decorated with cut flowers, each guest being provided with carnations.

After partaking of the sumptuous repast, the company listened to the toasts, which were most ably responded to by the ladies.

The President of the Auxiliary, Mrs. Jas. F. Hammell, introduced the toast mistress of the evening, Mrs. Nellie P. Fields, who made appropriate opening remarks and presided in a very able manner. Some of the notable features of the entertainment were the following toasts:

The Gentlemen—Mrs. R. B. Kellogg. Mrs. Kellogg very ably painted the traveling men in their various phases of life, their honesty, religion, home life, sociability, and good fellowship, and interspersed the toast with numerous witty roasts, which were greatly enjoyed by the Knights.

"As his Mother used to do" was responded to by Mrs. J. A. Weston. Mrs. Weston was well received and made numerous hits on the local traveling men, which were highly appreciated. We think it safe to say that members of Post A hereafter will not be found telling their wives "how mother used to do."

"The New Woman" was most ably responded to by Mrs. E. L. Smith, who assured the Knights that "She" had come to stay.

The toast "My Grip," by "Mary," scored a great success. After the response, Mary pulled out a large manuscript prepared by her Private Secretary, which she had not read but no doubt could; she was not allowed to read it, however, as the members knew what it meant to listen to speeches written by the Secretary.

Miss Maud Holdridge, with Mrs. John Bush as accompanist, rendered two vocal solos in a highly pleasing manner.

A piano and violin duet by Miss Clara Gower and Clarence Urquhart was very favorably received and enjoyed.

During the evening numerous telegrams were received from the "first ladies of the land," expressing their regrets at their inability to be present and respond to toasts.

"After the ball" the Knights voted the ladies the honor of having given the most enjoyable banquet they had ever attended.

SECRETARY OF THE AUXILIARY.

### Reduced Rates to Mt. Clemens.

For the meeting of the Michigan State Medical Society, at Mt. Clemens, June 4 and 5, a rate of one fare and one-third will be made by the D., G. H. & M. Railway on the certificate plan. Certificates can be had of all Agents of this company.

JAS. CAMPBELL,  
City Passenger Agent.

One of the most peculiar orders a wholesale hardware house ever received was one the Fletcher Hardware Co. received from Kante Bros., of Holland, for one white bull dog. Mr. Kante got the dog, has him yet, and says he is a good one.

Satisfied customers are good advertisers. Such are the customers who use Robinson's Cider Vinegar.

Buy showcases of F. E. Bushman, Kalamazoo.

## Bridge Street ...House...

Corner of Bridge and  
Kent Streets.

Grand Rapids, Mich.

Rates \$1 and \$1.25 per day.

Best House in the State  
for the Money.

E. FULLERTON & CO., Props.



## CLIFTON HOUSE

Michigan's Popular Hotel.

Remodeled and Refitted Throughout.

Cor. Monroe and Wabash Aves.,  
CHICAGO.

Moderate rates and special attention to Detroit and Michigan guests. Located one block from the business center. Come and see us.

GEO. CUMMINGS HOTEL CO.,

Geo. Cummings, Pres.  
Geo. Cummings is an Honorary member of the Michigan Knights of the Grip.

### Cutler House in New Hands.

H. D. and F. H. Irish, formerly landlords at the New Livingston Hotel, at Grand Rapids, have leased the Cutler House, at Grand Haven, where they bespeak the cordial co-operation and support of the traveling public. They will conduct the Cutler House as a strictly first class house, giving every detail painstaking attention.



SELL THESE

## CIGARS

and give customers good  
satisfaction.

## STONEWARE

Delivered from cars into  
your store at

Manufacturers' Cash Prices.

Drop postal NOW to

W. S. & J. E. Graham  
Grand Rapids.



## Drugs==Chemicals

### STATE BOARD OF PHARMACY.

One Year—C. A. BUGBEE, Charlevoix.  
Two Years—S. E. PARKILL, Owosso.  
Three Years—F. W. R. PERRY, Detroit.  
Four Years—A. C. SCHUMACHER, Ann Arbor.  
Five Years—GEO. GUNDRUM, Ionia.  
President, C. A. BUGBEE, Charlevoix.  
Secretary, F. W. R. PERRY, Detroit.  
Treasurer, GEO. GUNDRUM, Ionia.  
Coming Meetings—Detroit (Star Island), June 23.  
Lansing, November 3.

### MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President, GEO. J. WARD, St. Clair.  
Vice-Presidents—S. P. WHITMARSH, Palmyra;  
G. C. PHILLIPS, Ann Arbor.  
Secretary, B. SCHROEDER, Grand Rapids.  
Treasurer, WM. DUPONT, Detroit.  
Executive Committee—F. J. WURZBURG, Grand Rapids;  
F. D. STEVENS, Detroit; H. G. COLMAN, Kalamazoo;  
E. T. WEBB, Jackson; D. M. RUSSELL, Grand Rapids.

### The Drug Market.

Acetanilid—Is inactive, with quotations unchanged and more or less nominal.

Acids—Seasonable descriptions are moving fairly in a jobbing way, but nothing has occurred to influence any important change in quotations and the general market is devoid of interesting features.

Alcohol—The condition of the market for grain is practically as noted for some time past, moderate quantities continuing to move freely into consuming channels at prices based on the schedule rate. Wood is in fair request and firm.

Arsenic—The market remains more or less unsettled under the influences heretofore noted. The demand, however, is very light and unimportant.

Balsams—There is a continued strong market for prime quality Central American copaiba and the tendency is still upward under a good consuming demand.

Beans—Trading in the various grades of tonka continues wholly of the jobbing order, without quotable change in values. Vanilla are in good request from the consuming trade and the tone of the market is strong, especially for Mexican, which are steadily hardening at primary sources.

Cacao Butter—The market has ruled dull, and, in the absence of important demand, values are more or less nominal.

Caffeine—A continued tame market, with a lack of interest on the part of consumers, has influenced an easier feeling among holders and quotations have been reduced.

Cascara Sagrada—Is moving actively into consuming channels, with prices unchanged but firm.

Cassia Buds—Strictly prime on the spot are becoming very scarce under continued active demand from consumers and prices are firm.

Cinchonidia—Is scarce and higher.

Cocaine, Murate—The market continues unsettled, but there has been no further change in prices.

Cod Liver Oil—Milder weather has checked the consuming demand, and the tone of the market is slightly easier under some pressure to realize, but the easier feeling is chiefly in the lower grades. Leading brands are held with a fair degree of steadiness.

Colocynth Apples—Only small jobbing sales are reported, and quotations remain somewhat nominal.

Cream Tartar—Is moving in moderate quantities only. Cable advices indicate advancing markets abroad for argols, and quotations for cream are expected to sympathize.

Cubeb Berries—Are slow of sale and nominal.

Cuttle Fish Bone—Is moving moderately on small jobbing orders, with prices steady.

Ergot—The market is dull, with values unchanged and somewhat nominal.

Essential Oils—Cassia is firmer, with the spot stock very light and chiefly of low grades. London cables a gradual but steady improvement; yesterday sales were made at 8s. and that market is said to be entirely cleared up. Spot values have been advanced. Citronella is easy, with quotations showing a decline. Peppermint is steady but quiet. Other descriptions are without new features and general trade is slow.

Flowers—The only noteworthy feature is increased scarcity of prime German chamomile. American saffron is fairly steady.

Glycerine—Business is of fair volume and prices are maintained.

Gums—The market is pretty well cleared of Curacao aloes. Cape are firm. Asafetida continues to sell in limited quantities. There are no new developments in camphor and a continued good business is reported in domestic. Arabic and Senegal are steadily hardening under the influences heretofore noted and values are fully 2@3c higher for all grades. Advices from Egypt just to hand, state that there are only two or three small lots of Arabic remaining in Cairo, none of which are offered for sale, and no fresh receipts from producing sections are expected for several months.

Leaves—Short buchu have continued to move rather freely and values are well sustained. Senna of all varieties are tending upward. Tinnevely have begun to share in the general improvement. Orders for Alexandria are being cut down by sellers and it is claimed that two or more large consumers will be unable to fill their wants, as all the distributing markets of the world have been practically cleared up.

Lycopodium—Continues to improve both here and abroad and holders are not anxious sellers, in view of the expected increase in demand when the coming political campaign is fairly inaugurated. Values are firm.

Manna—Jobbing parcels only are receiving attention, and a quiet feeling prevails, with large flake quoted.

Menthol—Is inactive and weak.

Morphine—Continues to meet with an ordinary trade demand and manufacturers are quoting on the old basis.

Naphthaline—Is in active demand and firm.

Opium—The market has ruled dull with the limited inquiry almost entirely for jobbing quantities. With the demand slow and stocks accumulating, the tendency is in buyers' favor. Foreign markets are also quiet, with cables from Smyrna reporting small sales at 8s. 4d., and from Constantinople offering at 8s. 3d. c. and f.

Quicksilver—Small lots are in fair request for consumption, with prices steady.

Quinine—Has continued to meet with a fair demand from second hands, with quotations unchanged.

Roots—There is a good seasonable demand for ipecac and the market is stronger in tone. Jalap is working into an improved position and the tendency of prices is toward a higher basis. Most of the stock has been taken from first hands by dealers. Prime quality Jamaica ginger is yet scarce and the in-

dications are that the current crop will be below the average. Senega has shown increased activity, but at slightly easier prices.

Seeds—Canary remains dull and depressed, but without further quotable change in prices of any variety. Coriander is weak and demoralized under pressure to sell and lack of demand, together with free offerings for future delivery at much lower prices. German Fennel has declined. California yellow mustard continues rather heavy in the absence of important demand, although holders on the Pacific coast are endeavoring to sustain values. Brown is scarce on the spot and firm. Sunflower has declined. Millet is firmer

with quotations fractionally higher.

Sponges—The spot market remains quiet but prices for good grades continue firm. The latest reports from Nassau indicate a higher market with stocks limited.

Sugar of Milk—Continues to meet with a good steady consuming demand, and values are well sustained.

Don't forget that success is assured by the amount of money made and not by the quantity of goods sold.

Smoke the Dodge Club Cigar.

## PECK'S HEADACHE..... POWDERS

Pay the Best Profit. Order from your jobber

## WHITE SEAL PURE RYE

A Perfect Whisky.

## HULMAN & BEGGS

Sole Proprietors, Terre Haute, Ind.

A. E. MCGUIRE,  
DAVE MCGANN,

Michigan Representatives,  
Headquarters at Grand Rapids, Mich.

## The Great Van Twiller

Again I have the agency  
for this, the greatest 5  
cent cigar ever made.

Send orders by mail and they will  
have prompt attention.

J. A. GONZALEZ,  
Grand Rapids, Mich.

Representing the

Best & Russel Company,  
Chicago, Ill.



All Jobbers have them

# S.C.W.

50 CIGARS.

## Candy!

A. E. BROOKS & CO.,

Now is the time to put in  
new Varieties that attract  
attention. We are constantly  
adding such to our  
line in both fine and penny  
goods. Give us a call.

5 & 7 South Ionia St.,  
GRAND RAPIDS, MICH.



## WHOLESALE PRICE CURRENT.

Advanced—Oil Croton.

Declined—Sub. Nit, Bismuth.

<b>Acidum</b>		Conium Mac.		Scilla Co.		Morphia, S.P. & W.		Sinapis		Lard, No. 1	
Aceticum	80¢ 10	Copaiba	80¢ 10	Tolutan	50¢ 50	Morphia, S.N.Y.Q. & C. Co.	1 75¢ 2 00	Sinapis, opt.	18	Linseed, pure raw	40 43
Benzoic, German	75¢ 80	Cubebe	1 50¢ 1 60	Prunus virg.	50¢ 50	Moschus Canton	1 65¢ 1 90	Snuff, Maccaboy, De	34	Linseed, boiled	42 45
Boracic	15	Exechthitis	1 20¢ 1 30			Myristica, No. 1	65¢ 80	Voes	34	Neatsfoot, winter	65 70
Carbolicum	20¢ 40	Erigeron	1 20¢ 1 30			Nux Vomica, po. 20	15¢ 18	Snuff, Scotch, DeVo's	7	strained	33 40
Citricum	44¢ 46	Gaultheria	1 50¢ 1 60			Os Sepia	15¢ 18	Soda Boras, po.	7	Spirits Turpentine	
Hydrochlor	30¢ 5	Geranium, ounce	50¢ 60			Pepsin Saac, H. & P.	1 00	Soda et Potass Tart.	26¢ 28		
Nitroceum	80¢ 10	Gossypii, Sem. gal.	50¢ 60			D. Co.	1 00	Soda, Carb.	1 1/2¢ 2	<b>Paints</b>	<b>BBL. LB.</b>
Oxalicum	10¢ 12	Hedera	1 25¢ 1 40			Picis Liq. N.N. 1/2 gal.	2 00	Soda, Bi-Carb.	3 1/2¢ 5	Red Venetian	1 1/2 2 28
Phosphoricum, dil.	6¢ 15	Junipera	1 50¢ 2 00			Picis Liq., quarts.	2 00	Soda, Sulphas	3 1/2¢ 4	Ochre, yellow Mars.	1 1/2 2 24
Salicylicum	55¢ 65	Lavendula	90¢ 2 00			Picis Nigra, po. 80	2 00	Spts. Cologne	8¢ 10	Ochre, yellow Ber.	1 1/2 2 24
Sulphuricum	1 30¢ 1 60	Limonis	1 30¢ 1 50			Piper Alba, po. 35	2 00	Spts. Ether Co.	50¢ 55	Putty, commercial	2 1/2 2 24
Tannicum	1 40¢ 1 60	Mentha Piper	2 25¢ 3 00			Plix Burgun	2 00	Spts. Myrcia Dom.	2 00	Putty, strictly pure	2 1/2 2 24
Tartaricum	38¢ 40	Mentha Verid	2 65¢ 2 75			Plumbi Acet.	10¢ 12	Spts. Vini Rect. bbl.	2 49	Vermilion, Prime	
		Morhuie, gal.	2 00¢ 2 10			Pulvis Ipecac et Opii	1 10¢ 1 20	Spts. Vini Rect. 1/2 bbl.	2 54	American	13¢ 15
		Myrcia, ounce	50¢ 60			Pyrethrum, boxes H.	2 00	Spts. Vini Rect. 10gal	2 54	Vermilion, English	70¢ 75
		Olive	75¢ 3 00			& P. D. Co., doz.	1 25	Spts. Vini Rect. 5gal	2 59	Green, Paris	15 24
		Picis Liquida	10¢ 12			Pyrethrum, pv.	27¢ 30	Less 5c gal. cash		Green, Peninsular	13¢ 16
		Picis Liquida, gal.	91¢ 96			Quassia	80¢ 10	10 days		Lead, Red	5 1/2 5 1/2
		Rosmarini	6 50¢ 8 50			Quinia, S. P. & W.	37¢ 42	Strychnia, Crystal	1 40¢ 1 45	Lead, white	5 1/2 5 1/2
		Rose, ounce	40¢ 45			Quinia, S. German	30¢ 40	Sulphur, Subl.	2 1/2¢ 2 1/2	Whiting, white Span	6 70
		Succini	90¢ 1 00			Quinia, N.Y.	35¢ 46	Sulphur, Roll	2¢ 2 1/2	Whiting, gilders	6 90
		Sabina	2 50¢ 7 00			Rubia Tinctura	12¢ 14	Tamarinds	8¢ 10	Whiting, Paris Amer.	6 100
		Santal	50¢ 55			Saccharum Lactis pv	2 50¢ 2 50	Terebenth Venice	28¢ 30	Whiting, Paris Eng.	6 100
		Sassafras	50¢ 55			Salicin	2 50¢ 2 50	Theobroma	42¢ 45	Universal Prepared	1 00¢ 1 15
		Sinapis, ess., ounce	10¢ 11			Sanguis Draconis	40¢ 45	Vanilla	9 00¢ 16 00		
		Tigili	40¢ 45			Sapo, W.	12¢ 14	Zinci Sulph.	7¢ 8	<b>Varnishes</b>	
		Thyme	40¢ 45			Sapo, M.	10¢ 12			No. 1 Turp Coach	1 10¢ 1 12
		Thyme, opt.	1 60			Sapo, G.	15			Extra Turp	1 60¢ 1 70
		Theobroma	15¢ 20			Siedlitz Mixture	20 22			Coach Body	2 75¢ 3 00
										No. 1 Turp Furn	1 00¢ 1 10
										Extra Turk Damar	1 55¢ 1 60
										Jap. Dryer, No. 1 Turp	70¢ 75

## HAZELTINE &amp; PERKINS DRUG CO.

Importers and Jobbers of

## DRUGS

Chemicals and Patent Medicines

Dealers in

## Paints, Oils and Varnishes

Full line of staple druggists' sundries. We are sole proprietors of Weatherly's Michigan Catarrh Remedy. We have in stock and offer a full line of Whiskies, Brandies, Gins, Wines, and Rums.

We sell Liquors for medicinal purposes only.

We give our personal attention to orders mail and guarantee satisfaction. All orders shipped and invoiced the same day we receive them. Send a trial order.

HAZELTINE &amp; PERKINS DRUG CO.

GRAND RAPIDS.



# 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.	
Aurora.....	55 6 00
Castor Oil.....	60 7 00
Diamond.....	50 5 50
Frazier's.....	75 9 00
IXL Golden, tin boxes	75 9 00
Mica.....	70 8 00
Paragon.....	55 6 00

BAKING POWDER.	
<b>Absolute.</b>	
1 lb cans doz.....	45
1/2 lb cans doz.....	85
1 lb cans 2 doz.....	1 50
<b>Acme.</b>	
1/2 lb cans 3 doz.....	45
1/2 lb cans 3 doz.....	75
1 lb cans 1 doz.....	1 00
Bulk.....	10
<b>JaXon.</b>	
1/2 lb cans 4 doz case.....	45
1/2 lb cans 4 doz case.....	85
1 lb cans 2 doz case.....	1 60
<b>Home.</b>	
1/2 lb cans 4 doz case.....	35
1/2 lb cans 4 doz case.....	55
1 lb cans 2 doz case.....	90
<b>Lynch.</b>	
1/2 lb cans.....	45
1/2 lb cans.....	90
1 lb cans.....	1 20
<b>Our Leader.</b>	
1/2 lb cans.....	45
1/2 lb cans.....	75
1 lb cans.....	1 50

BATH BRICK.	
American.....	70
English.....	80
BROOMS.	
No. 1 Carpet.....	2 20
No. 2 Carpet.....	2 00
No. 3 Carpet.....	1 75
No. 4 Carpet.....	1 60
Parlor Gem.....	2 50
Common Whisk.....	85
Fancy Whisk.....	1 00
Warehouse.....	2 50
CANDLES.	
Hotel 40 lb boxes.....	10
Star 40 lb boxes.....	9
Paraffine.....	10

CANNED GOODS.	
Lakeside Marrowfat.....	1 00
Lakeside E. J.....	1 30
Lakeside, Cham. of Eng.....	1 40
Lakeside, Gem. Ex. Sifted.....	1 65
CATSUP.	
Columbia, pints.....	4 25
Columbia, 1/2 pints.....	2 50
CEMENT.	
Major's, per gross.....	
1/2 oz size.....	12 00
1 oz size.....	18 00
Liq. Glue, doz 9 60	
Leather Cement.	
1 oz size.....	12 00
2 oz size.....	18 00
Rubber Cement.	
2 oz size.....	12 00

CHEESE.	
Amboy.....	@ 11 1/2
Acme.....	@ 11
Jersey.....	@ 11 1/2
Lenawee.....	@ 11 1/2
Riverside.....	@ 11 1/2
Gold Medal.....	@ 11
Brick.....	@ 10
Edam.....	@ 20
Leiden.....	@ 15
Limburger.....	@ 15
Pineapple.....	@ 24
Sap Sago.....	@ 18
Chicory.	
Bulk.....	5
Red.....	7
CHOCOLATE.	
Walter Baker & Co.'s.	
German Sweet.....	22
Premium.....	31
Breakfast Cocoa.....	42
CLOTHES LINES.	
Cotton, 40 ft, per doz.....	1 00
Cotton, 50 ft, per doz.....	1 20
Cotton, 60 ft, per doz.....	1 40
Cotton, 70 ft, per doz.....	1 60
Cotton, 80 ft, per doz.....	1 80
Jute, 60 ft, per doz.....	80
Jute, 72 ft, per doz.....	95
CLOTHES PINS.	
5 gross boxes.....	45
COCOA SHELLS.	
20 lb bags.....	2 1/2
Less quantity.....	3
Pound packages.....	4
CREAM TARTAR.	
Strictly Pure, wooden boxes.....	35
Strictly Pure, tin boxes.....	37

## 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.	
Quaker Mocha and Java.....	32
Toko Mocha and Java.....	28
State House Blend.....	25
Package.	
Arbuckle.....	19 95
Jersey.....	19 95

**LION COFFEE**  
 IN 10 PACKAGES WITHOUT GLAZING.  
 16 FULL OUNCES NET.  
 CASES 100 LBS. } Equality Price  
 - 60 - } less 2c per lb.  
**CABINETS 120 LBS. SAME PRICE.**  
**90¢ EXTRA FOR CABINETS.**  
 McLaughlin's XXXX..... 19 95  
**KOFFA-AID.**



**CONDENSED MILK.**  
 4 doz. in case..... 5 25  
**Extract.**  
 Valley City 1/2 gross..... 75  
 Felix 1/2 gross..... 1 15  
 Hummel's foil 1/2 gross..... 85  
 Hummel's tin 1/2 gross..... 1 43



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



Peerless evaporated cream..... 5 75

## COUPON BOOKS.

"Tradesman."	
1 books, per 100.....	2 00
2 books, per 100.....	2 50
3 books, per 100.....	3 00
5 books, per 100.....	3 00
10 books, per 100.....	4 00
20 books, per 100.....	5 00
"Superior."	
1 books, per 100.....	2 50
2 books, per 100.....	3 00
3 books, per 100.....	3 50
5 books, per 100.....	4 00
10 books, per 100.....	5 00
20 books, per 100.....	6 00
"Universal."	
1 books, per 100.....	3 00
2 books, per 100.....	3 50
3 books, per 100.....	4 00
5 books, per 100.....	5 00
10 books, per 100.....	6 00
20 books, per 100.....	7 00

Above prices on coupon books are subject to the following quantity discounts:	
200 books or over.....	5 per cent
500 books or over.....	10 per cent
1000 books or over.....	20 per cent
Coupon Pass Books.	
Can be made to represent any denomination from \$10 down.	
20 books.....	1 00
50 books.....	2 00
100 books.....	3 00
250 books.....	6 25
500 books.....	10 00
1000 books.....	17 50
Credit Checks.	
500, any one denom'n.....	3 00
1000, any one denom'n.....	5 00
2000, any one denom'n.....	8 00
Steel punch.....	75
DRIED FRUITS—DOMESTIC	
Apples.	
Sundried.....	@ 3 1/2
Evaporated 50 lb boxes.....	@ 6 1/2
California Fruits.	
Apricots.....	9 @ 11
Blackberries.....	6 @ 7
Nectarines.....	5 @ 6 1/4
Peaches.....	8 1/2 @
Pears.....	8 1/2 @
Pitted Cherries.....	
Prunelles.....	
Raspberries.....	
California Prunes.	
100-120 25 lb boxes.....	@ 4 1/4
90-100 25 lb boxes.....	@ 4 1/4
80-90 25 lb boxes.....	@ 5 1/4
70-80 25 lb boxes.....	@ 5 1/4
60-70 25 lb boxes.....	@ 6 1/4
50-60 25 lb boxes.....	@ 6 1/4
40-50 25 lb boxes.....	@ 7 1/4
30-40 25 lb boxes.....	@ 7 1/4
1/4 cent less in bags.....	
Raisins.	
London Layers.....	1 00 @ 1 25
Loose Muscatels 2 Crown.....	3 1/2
Loose Muscatels 3 Crown.....	4 1/2
Loose Muscatels 4 Crown.....	5
FOREIGN.	
Currants.	
Patras bbls.....	@ 4 1/2
Vostizas 50 lb cases.....	@ 4 1/2
Schuit's Cleaned 25 lb bxs @ 6 1/2	
Schuit's Cleaned 50 lb bxs @ 7	
Schuit's Cleaned 1 lb pkg @ 7	
Peel.	
Citron Leghorn 25 lb bx.....	@ 13
Lemon Leghorn 25 lb bx.....	@ 11
Orange Leghorn 25 lb bx.....	@ 12
Raisins.	
Ondura 29 lb boxes.....	7 1/2 @ 7 1/2
Sultana 20 lb boxes.....	6 1/2 @ 7 1/2
Valencia 30 lb boxes.....	@

## FARINACEOUS GOODS.

Farina.	
Bulk.....	3
Grits.	
Walsh-DeRoo Co.'s.....	2 00
Hominy.	
Barrels.....	3 25
Flake, 50 lb. drums.....	1 50
Lima Beans.	
Dried.....	4
Macaroni and Vermicelli.	
Domestic, 10 lb. box.....	60
Imported, 25 lb. box.....	2 50
Pearl Barley.	
Empire.....	2 1/2
Chester.....	1 1/2 @ 2
Peas.	
Green, bu.....	90
Split, per lb.....	2 1/2
Rolled Oats.	
Rolled Avena, bbl.....	3 30
Rolled Avena, 1/2 bbl.....	1 78
Monarch, bbl.....	2 90
Monarch, 1/2 bbl.....	1 58
Private brands, bbl.....	2 65
Private brands, 1/2 bbl.....	1 45
Quaker, cases.....	3 25
Oven Baked.....	3 25
Lakeside.....	2 25
Sago.	
German.....	4
East India.....	3 1/2
Wheat.	
Cracked, bulk.....	3
24 2 lb packages.....	2 40
Breakfast Food.	
Pettijohn's Best.....	3 10
Buckwheat Flour.	
Excelsior Self Rising.....	1 90
Case of 2 doz.....	1 90
Five case lots.....	1 75

Fish.	
Cod.	
Georges cured.....	@ 4 1/2
Georges genuine.....	@ 6
Georges selected.....	@ 6 1/2
Strips or bricks.....	6 @ 9
Halibut.	
Chunks.....	13
Strips.....	10
Herring.	
Holland white hoops keg.....	55
Holland white hoops bbl.....	6 50
Norwegian.....	2 30
Round 100 lbs.....	1 10
Round 40 lbs.....	12
Sealed.....	12
Flackerel.	
No. 1 100 lbs.....	13 00
No. 1 40 lbs.....	5 50
No. 1 10 lbs.....	1 45
No. 2 100 lbs.....	11 75
No. 2 40 lbs.....	5 00
No. 2 10 lbs.....	1 32
Family 90 lbs.....	
Family 10 lbs.....	
Sardines.	
Russian kegs.....	55
Stockfish.	
No. 1, 100 lb. bales.....	10 1/2
No. 2, 100 lb. bales.....	8 1/2
Trout.	
No. 1 100 lbs.....	5 50
No. 1 40 lbs.....	2 50
No. 1 10 lbs.....	70
No. 1 8 lbs.....	59
Whitefish.	
No. 1.....	No. 2 Fam
100 lbs.....	7 25 6 75 2 75
40 lbs.....	3 20 3 00 1 40
10 lbs.....	88 83 43
8 lbs.....	73 71 37

## FLAVORING EXTRACTS.

Jennings'.	
D. C. Vanilla.....	
2 oz.....	1 20
3 oz.....	1 50
4 oz.....	2 00
6 oz.....	3 00
No. 8.....	4 00
No. 10.....	6 00
No. 2 T. 1.....	25
No. 3 T. 2.....	40
No. 4 T. 2.....	40
D. C. Lemon.	
2 oz.....	75
3 oz.....	1 00
4 oz.....	1 40
6 oz.....	2 00
No. 8.....	2 40
No. 10.....	4 00
No. 2 T. 8.....	35
No. 3 T. 1.....	35
No. 4 T. 1.....	50



Souders'.  
 Oval bottle, with corkscrew.  
 Best in the world for the money.



Regular Grade Lemon.	
doz.....	75
2 oz.....	1 50
4 oz.....	1 50
Regular Vanilla.	
doz.....	1 20
2 oz.....	1 20
4 oz.....	2 40
XX Grade Lemon.	
doz.....	1 50
2 oz.....	1 50
4 oz.....	3 00
XX Grade Vanilla.	
doz.....	1 75
2 oz.....	1 75
4 oz.....	3 50

FLY PAPER.	
Tanglefoot.	
"Regular" Size.....	
Less than one case, per box.....	32
One to five cases, per case.....	2 75
Five to ten cases, per case.....	2 65
Ten cases, per case.....	2 55
"Little" Tanglefoot.	
Less than one case, per box.....	13
One to ten cases, per case.....	1 45
Ten cases, per case.....	1 40

FURNITURE.	
Cleaner and Polish.	
Henderson's "Diamond."	
Half Pint.....	1 75
Pint.....	3 50
Quart.....	5 40
Half Gallon.....	7 75
Gallon.....	14 40
HERBS.	
Sage.....	15
Hops.....	15
GUNPOWDER.	
Rifle—Dupont's.	
Kegs.....	3 00
Half Kegs.....	1 75
Quarter Kegs.....	1 00
1 lb cans.....	30
1/2 lb cans.....	18
Choke Bore—Dupont's.	
Kegs.....	4 00
Half Kegs.....	2 25
Quarter Kegs.....	1 25
1 lb cans.....	34
Eagle Duck—Dupont's.	
Kegs.....	8 00
Half Kegs.....	4 25
Quarter Kegs.....	2 25
1 lb cans.....	45

Quarter Kegs.....	1	00
1 lb cans.....	30	
½ lb cans.....	18	
<b>Choke Bore—Dupont's.</b>		
Kegs.....	4	00
Half Kegs.....	2	25
Quarter Kegs.....	1	25
1 lb cans.....	34	



SALT.	
Diamond Crystal.	
Cases, 24 3-lb boxes.....	1 60
Barrels, 100 3 lb bags.....	2 75
Barrels, 40 7 lb bags.....	2 50
Butter, 56 lb bags.....	65
Butter, 20 14 lb bags.....	3 00
Butter, 280 lb bbls.....	2 50

Common Grades.	
100 3 lb sacks.....	2 60
60 5 lb sacks.....	1 85
28 11-lb sacks.....	1 70

Worcester.	
50 4 lb. cartons.....	3 25
115 2 1/2 lb. sacks.....	4 00
60 5 lb. sacks.....	3 75
22 14 lb. sacks.....	3 50
30 10 lb. sacks.....	3 50
28 lb. linen sacks.....	32
56 lb. linen sacks.....	60
Bulk in barrels.....	2 50

Warsaw.	
56-lb dairy in drill bags.....	30
28-lb dairy in drill bags.....	15

Higgins.	
56-lb dairy in linen sacks.....	60
56-lb dairy in linen sacks.....	60

Solar Rock.	
56-lb sacks.....	22
Common Fine.	
Saginaw.....	85
Manistee.....	85

SODA.	
Boxes, English.....	5 1/2
Kegs, English.....	4 1/2

STARCH.	
Diamond.	
64 10c packages.....	5 00
128 5c packages.....	5 00
32 10c and 64 5c packages.....	5 00

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

Kingsford's Silver Gloss.	
40 1-lb packages.....	6 1/2
6-lb boxes.....	7

Common Corn.	
20-lb boxes.....	5
40-lb boxes.....	4 1/2

Common Gloss.	
1-lb packages.....	4 1/2
3-lb packages.....	4 1/2
6-lb packages.....	5 1/2
40 and 50 lb boxes.....	2 1/2
Barrels.....	2 1/2

SUMMER BEVERAGES.	
Thompson's Wild Cherry Phosphate "Hummmer Case" contains 3 doz. 25c 8 oz bottles, 1 doz. 35c, 50c, One Big Bottle Free, 24 oz. 50c size, 1 doz. to a case 4.00. Special Soda Fountain Extract per gal. \$2.00. Big Demonstrator contains 15 doz. 25c size, 1 doz. 50c size, 1 jug and fixtures. See add.	

TOBACCO.	
Cigars.	
G. J. Johnson's brand	

S. C. W.	
H. & P. Drug Co.'s brand.	
Quintette.....	35 00
Clark Grocery Co.'s brand.	
New Brick.....	35 00
Michigan Spice Co.'s brand.	
Absolute.....	35 00

SOAP.	
Laundry.	
Gowans & Sons' Brands.	
Crow.....	2 85
German Family.....	1 85
American Grocer 100s.....	3 00
American Grocer 60s.....	2 40
Mystic White.....	3 80
Lotus.....	3 90
Oak Leaf.....	3 00
Old Style.....	2 55
Happy Day.....	2 85

JAXON	
Single box.....	3 00
5 box lots, delivered.....	2 95
10 box lots, delivered.....	2 85
Lautz Bros. & Co.'s brands.	
Acme.....	3 25
Cotton Oil.....	5 75
Marseilles.....	4 00
Master.....	3 70
Henry Passolt's brand.	

SOAP.	
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Marseilles.....	4 00
Master.....	3 70
Henry Passolt's brand.	

JAXON	
Single box.....	3 00
5 box lots, delivered.....	2 95
10 box lots, delivered.....	2 85
Lautz Bros. & Co.'s brands.	
Acme.....	3 25
Cotton Oil.....	5 75
Marseilles.....	4 00
Master.....	3 70
Henry Passolt's brand.	

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Cotton Oil.....	5 75
Marseilles.....	4 00
Master.....	3 70
Henry Passolt's brand.	

Jas. S. Kirk & Co.'s brands.  
American Family, wrp'd..... 3 33  
American Family, plain..... 3 27  
Thompson & Chute's Brand.



Single box..... 3 00  
5 box lot, delivered..... 2 95  
10 box lot, delivered..... 2 85  
25 box lot, delivered..... 2 75

Allen B. Wrisley's brands.  
Old Country 80 1-lb..... 3 20  
Good Cheer 60 1-lb..... 3 90  
White Borax 100 3/4 lb..... 3 65

Scouring.  
Sapolio, kitchen, 3 doz..... 2 40  
Sapolio, hand, 3 doz..... 2 40

STOVE POLISH.  
Nickeline, small, per gro..... 4 00  
Nickeline, large, per gro..... 7 20

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

VINEGAR.  
Leroux Cider..... 10  
Robinson's Cider, 40 grain..... 12  
Robinson's Cider, 50 grain..... 12

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..... 6 12  
Cut Leaf..... 6 12  
Cubes..... 5 75  
Powdered..... 5 75  
XXX Powdered..... 5 87  
Mound A..... 5 75  
Granulated in bbls..... 5 50  
Granulated in bags..... 5 50  
Fine Granulated..... 5 62  
Extra Fine Granulated..... 5 62  
Extra Course Granulated..... 5 62  
Diamond Confee. A..... 5 37  
Confee. Standard A..... 5 37

No. 1..... 5 12  
No. 2..... 5 12  
No. 3..... 5 06  
No. 4..... 5 00  
No. 5..... 4 94  
No. 6..... 4 87  
No. 7..... 4 81  
No. 8..... 4 75  
No. 9..... 4 62  
No. 10..... 4 62  
No. 11..... 4 56  
No. 12..... 4 50  
No. 13..... 4 44  
No. 14..... 4 42  
No. 15..... 3 87

WASHING POWDER.  
100 packages in case..... 3 35

WICKING.  
No. 0, per gross..... 25  
No. 1, per gross..... 30  
No. 2, per gross..... 40  
No. 3, per gross..... 75

Crackers.  
The N. Y. Biscuit Co. quotes as follows:

Butter.  
Seymour XXX..... 5 1/2  
Seymour XXX, 3 lb. carton..... 5 1/2  
Family XXX..... 5 1/2  
Family XXX, 3 lb. carton..... 5 1/2  
Salted XXX..... 5 1/2  
Salted XXX, 3 lb. carton..... 5 1/2

Soda.  
Soda XXX..... 6  
Soda XXX, 3 lb. carton..... 6 1/2  
Soda, City..... 7  
Crystal Wafer..... 10 1/2  
Long Island Wafers..... 11  
L. I. Wafers, 1 lb. carton..... 12

Oyster.  
Square Oyster, XXX..... 5 1/2  
Sq. Oys. XXX, 1 lb. carton..... 6 1/2  
Farina Oyster, XXX..... 5 1/2

SWEET GOODS-Boxes.  
Animals..... 10 1/2  
Bent's Cold Water..... 12  
Belle Rose..... 8  
Cocoanut Taffy..... 8  
Coffee Cakes..... 8  
Frosted Honey..... 11  
Graham Crackers..... 8  
Ginger Snaps, XXX round..... 6 1/2  
Gin. Snaps, XXX home made..... 6 1/2  
Gin. Snaps, XXX scalloped..... 6 1/2  
Ginger Vanilla..... 8  
Imperial..... 8  
Jumbles, Honey..... 11  
Molasses Cakes..... 8  
Marshmallow..... 15  
Marshmallow Creams..... 16  
Pretzels, hand made..... 8 1/2  
Pretzettes, Little German Sugar Cake..... 6  
Sultanas..... 12  
Sears' Lunch..... 7 1/2  
Sears' Zephyrette..... 10  
Vanilla Square..... 8  
Vanilla Wafers..... 14  
Pecan Wafers..... 15 1/2

## Candies.

Stick Candy.	
Standard.....	6 1/2 @ 7 1/2
Standard H. H.....	6 1/2 @ 7 1/2
Standard Twist.....	6 1/2 @ 7 1/2
Cut Leaf.....	7 1/2 @ 8 1/2

Extra H. H.	
Extra H. H.....	@ 8 1/2
Boston Cream.	
Boston Cream.....	@ 8 1/2

Mixed Candy.	
Standard.....	bbls. pails
Leader.....	@ 7
Conserve.....	@ 7 1/2
Royal.....	@ 8
Ribbon.....	@ 8
Broken.....	@ 8
Cut Leaf.....	@ 8
English Rock.....	@ 8 1/2
Kindergarten.....	@ 9
French Cream.....	@ 9
Dandy Pan.....	@ 10
Valley Cream.....	@ 13

Fancy-In Bulk.	
Lozenges, plain.....	@ 9
Lozenges, printed.....	@ 9
Choc. Drops.....	12 @ 14
Gum. Monumentals.....	@ 5
Gum Drops.....	@ 8 1/2
Moss Drops.....	@ 8 1/2
Sour Drops.....	@ 8 1/2
Imperial.....	@ 9

Fancy-In 5 lb. Boxes.	
Lemon Drops.....	@ 50
Sour Drops.....	@ 50
Peppermint Drops.....	@ 50
Chocolate Drops.....	@ 50
H. M. Choc. Drops.....	@ 50
Gum Drops.....	35 @ 50
Licorice Drops.....	1 00 @ 50
A. B. Licorice Drops.....	@ 50
Lozenges, plain.....	@ 55
Lozenges, printed.....	@ 60
Imperial.....	@ 65
Mottos.....	@ 65
Cream Bar.....	@ 60
Molasses Bar.....	@ 50
Hand Made Creams.....	80 @ 50
Plain Creams.....	60 @ 50
Decorated Creams.....	@ 60
String Rock.....	@ 60
Burnt Almonds.....	1 25 @ 55
Wintergreen Berries.....	@ 55

Caramels.	
No. 1, wrapped, 2 lb. boxes.....	@ 30
No. 1, wrapped, 3 lb. boxes.....	@ 45
No. 2, wrapped, 2 lb. boxes.....	@ 45

Fruits.	
Oranges.	
Fancy Navels.....	3 50
126.....	3 50
Fancy Seedlings.....	3 06
150-170-200.....	2 55
250-288.....	2 25
126.....	2 50

Lemons.	
Strictly choice 300s.....	@ 2 75
Strictly choice 300s.....	@ 2 75
Fancy 300s.....	@ 3 00
Extra 300s.....	@ 3 25
Fancy 300s.....	@ 3 50
Extra 300s.....	@ 4 00

Bananas.	
A definite price is hard to name, as it varies according to size of bunch and quality of fruit.	
Medium bunches.....	1 25 @ 1 50
Large bunches.....	1 75 @ 2 25

Mottoes .....	@ 65
Cream Bar.....	@ 50
Molasses Bar .....	@ 50
Hand Made Creams.	80 @ 90
Black Creams.....	@ 60



**How to Detect Shoddy.**

Familiarity with handling the different grades of low stock goods is the surest way of ascertaining the percentage of shoddy, mungo, or noils contained in textile fabric. Goods composed of such material plainly display their deficiency in elasticity and durability. Goods manufactured entirely of shoddy or extracts will also lack in fineness and softness of feeling. Thus, unless finished to a high degree of excellency, it is possible to detect adulterating material in fabrics of this class by simply handling them. There are several modes employed for ascertaining of what raw materials a sample of cloth may be composed. Probably the amplest is to submit a particle of the texture to a flame.

If of vegetable origin, a deposit of carbonic acid and watery liquor will form, which results from the hydrogen, oxygen and carbon of which it is composed. If of animal origin, a deposit having the peculiar odor of a compound of nitrogen will be formed. Vegetable fibre, when exposed to a flame, will rapidly ignite and burn, while the animal fibres burn comparatively much more slowly. Another mode of detecting the presence of cotton in woolen cloths is to submit particles of the sample to a bleaching bath, which tends to whiten the cotton fibre, while the pure woolen ones will remain unaffected, or, as frequently is the case, they will turn to a dark brown.

The ordinary horse-hair fabric consists of black linen warp which extends longitudinally through the piece, and a horse-hair filling which extends transversely through it. Much labor is required in weaving this cloth, from the fact that the hairs are not in a continuous string, and no longer than their original lengths, therefore each one must be handled separately, and woven into the warp one at a time. This mode of weaving not only consumes much time, but necessitates the employment of two persons at the loom.

The writer devoted several hours to watching the rapid motions of a hair-cloth weaver and his assistant in a Lowell mill recently, and was much interested in their method of weaving the long black horse-hairs into fabrical form. The loom was an ordinary one, being similar in construction to any hand loom. The warp was made of glossy black linen yarn, and the filling was piled up beside the weaver in the form of a collection of long black horse-hairs. The weaver occupied an elevated seat in front of the loom, while with his feet he pressed the treadles which formed the shed, and his assistant passed a single hair to him, which he quickly inserted into the open shed, and then beat up with the reed. A second movement of the feet reversed the harnesses, thus forming another shed, into which a second thread was introduced. This work was repeated by the weaver and his assistant until the required length of cloth was woven, when a fresh start was made.

The above description of a hair loom would give one the impression that the ancient method of weaving is still maintained; this is true in one sense, for every motion of the hair loom is made by hand, and the automatic devices so advantageous in the modern cloth loom are absent. This is all due to the fact that it is an impossibility to tie a knot in horse hair and not make a defect in the goods. Therefore, if the hair cannot be united in a continuous

piece, it follows that each individual strand must be handed into the shed of the loom separately; for this reason the hair-cloth loom cannot be made automatic.

**Utilize the Political Campaign.**

From the Dry Goods Bulletin.

The next few months will be full of excitement regarding the political outcome, and retailers will find an opportunity to interest the buying public in their stores by means of the speculation regarding who will be the standard bearer for the respective parties. One of the great difficulties in trying to get the interest of the general public is to find a common subject of interest with which to arouse them.

On the subject of presidential nominees this is practically solved, so that if you can hit on some good, bright idea that pertains at all to this subject, you have gotten the trade coming to your store, or at least interested in it, which is a big victory. What that plan is to be is, of course, the vital thing. There are many retailers who are willing to undertake just such things if they are told what to do and how to do it. But to get hold of some idea that will interest the public ought not to be so difficult a task.

For example, if you would advertise that you intend offering a few prizes to the women who correctly guess the order of the first six candidates receiving the nomination on the Democratic and Republican tickets, it would create a good deal of interest. In the execution of any such plan as the above it would be necessary to give the names of all the men who have been mentioned so far. On the Democratic ticket the President, Carlisle, Whitney, Olney, Morrison, Matthews, Patterson, Russell, Fuller and Boies are the most prominent.

On the Republican ticket Reed, McKinley, Allison, Cullom, Quay and Morton are the favorites. It would be well to add some of the less prominent names. Offer to the woman of your community who gives the correct order of the first six candidates on final ballot on both Democratic and Republican tickets the choice of any silk dress in your store. To the lady who guesses second best, the choice of any woolen dress in your store. To the third, some less expensive article. It will remain optional with you whether to permit every woman to guess or only those who buy from you. Possibly if you advertise that every woman who holds one of your guessing tickets may write on the back of it her guess, and also add that every purchase made in your store during such a time is accompanied with one of these tickets, it would cause you to sell more goods.

The men would assist the women, so that the task would not be so difficult. Other ideas may be worked out, but at any rate you should try to create more interest by means of such things.

Be simple in your manners and you have found one of the keys to success.

**Garden and Field Seeds**

In Bulk.

**Wholesale and Retail.**

All Fresh Stock.

**GRAIN, FEED, HAY and Straw,**  
Wholesale and Retail.

We buy **Potatoes** in car lots and **Beans** in carlots and less; also Eggs and Country Produce.

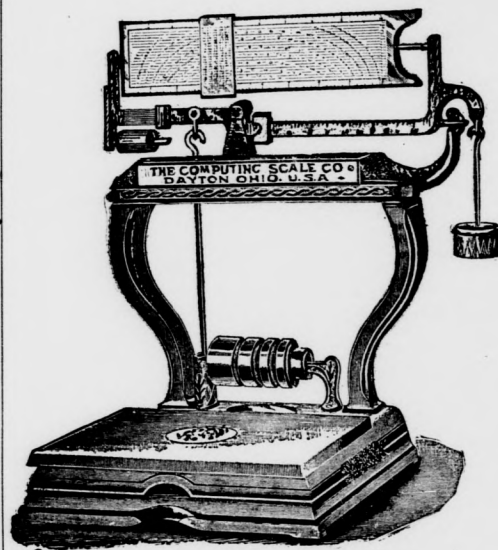
**Beach, Cook & Co.**

128-130-132 West Bridge St. W. T. Lamoreaux's old stand.

**Grand Rapids, Mich.**

**COMPUTING SCALES**

More than 19,000 in use



At prices ranging from \$15 upwards. The style shown in this cut

**\$30.00**

which includes Seamless Brass Scoop.

This is not a real Computing Scale, it being necessary to make mental calculations. It is also limited in capacity. You can sell in fractions in the following prices per lb. only: 3½, 4½, 5½, 6½, 7½, 8½, 9½, 12½ cents. This cannot be avoided, on account of the construction and the limited capacity in this style of scale. It is equal in every respect to all scales of this style sold at much higher prices.

...

For advertisement of our World Famous Standard Market **DAYTON COMPUTING SCALES**, see last page of cover in this issue.

**The Computing Scale Co.,**

Dayton, Ohio.

**Our Wash Goods Stock**

Is now complete. Calicos, Gingham, Seersucker, Wide Prints in colors and Indigo, Outing Flannels, Shirtings, Pants cloths, Cottonade, Denims and a new line of Red Damasks, 58 inches wide @ 20c.

Write for samples, if our traveling men do not call on you.

**P. STEKETEE & SONS,**  
GRAND RAPIDS, MICH.

**A slight jerk--the spring does the rest**

**Pointers on Window Shades**



We have them in all colors, styles and prices. Packed in boxes of a dozen each. They are easy to hang and there is money in it for you. House cleaning time means new shades. Do not delay but place your order now.

**VOIGT, HERPOLSHEIMER & CO.**  
WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

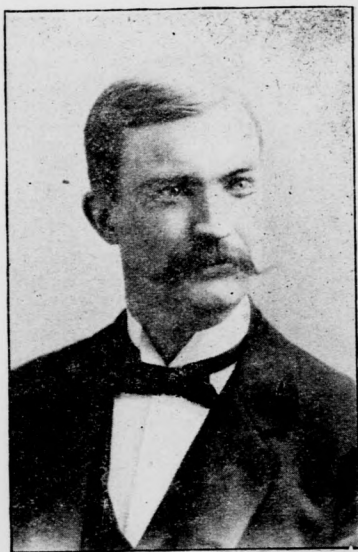


## Produce.

### REPRESENTATIVE RETAILERS.

Hon. F. M. Warner, Merchant and Cheese Manufacturer.

Fred M. Warner was born in England, July 21, 1865, coming to the United States in the fall of the same year and locating at his present home, the village of Farmington. He attended the village school until 15 years of age, and, after spending a short time at the Agricultural College, he entered his father's general store, which business was turned over to him on his arriving at the age of 21 years. In 1887 he bought the hardware stock adjacent to his general store and has had a large trade in both lines ever since. In 1894 he changed



the name of the firm in the general store to Wilber, Cook & Co. and in the hardware store to C. M. Doherty & Co., the partners in each case being young men who had been in his employ several years. These changes were made necessary on account of the time needed to manage his other affairs, mainly the cheese manufacturing business, which has steadily grown larger each year since 1890, when he started his first cheese factory at Farmington. In 1894 he built a factory at Franklin, and in 1895 one at Novi, both in Oakland county. Last year he made over 7,000 boxes, which were readily sold. He also owns a large cold storage and annually handles 25,000 to 30,000 dozen of eggs and several tons of butter and other perishable products.

Mr. Warner was married to Miss Mattie Davis, of Farmington, Sept. 19, 1888, and has three children.

In 1894 Mr. Warner was elected, not as a politician, but as a business man, to the State Senate from his district—Oakland and Macomb counties—by over 2,000 majority. He was the youngest member in the Senate and ran farther ahead of his ticket, taking as a basis the vote on the Secretary of State, than any other member, receiving 368 votes in his own township to 80 for his opponent, or over 175 ahead of his ticket. In addition to his Senatorial honors, he has been President of the village and also of the School Board for several years.

Personally, Mr. Warner is a most genial and accomplished gentleman, always ready to extend a helping hand to any in distress, and is liked by one and all. He has always been on the watch to

help the interests of Farmington and its people, and much of the rapid improvement of the village, during the past six years, has been due directly to his efforts and assistance. He is now doing his utmost, both in money and influence, to secure the building of an electric railway from Farmington to Detroit.

### Evolution of the Lamp.

Lamps have made a permanent place for themselves, and it is safe to say that of late years no article of house furnishings has been improved so much as the lamp. Only a few years ago the artistic lamps of to-day, which can be found in the homes of those of moderate means, were unknown outside of the mansions of the wealthier class. The most primitive lamps were probably the skulls of animals, in which fat was burned; and certain sea-shells formed admirable lamps for those to whom they were attainable. To this day there may be occasionally seen suspended in the cottages of Zetland shells of the "roaring buckie," which form perhaps, the most ancient kind of lamps in existence.

The invention of lamps has been attributed to the Egyptians, but it is far more probable they received it from the older civilization of India. Lamps were called lychna by the Greeks, and lucernae by the Romans. At first these lucernae were made of unglazed pottery and only with one wick hole; but better material and more elaborate forms were introduced, and their light-giving power was increased by their being made to hold several wicks, from two to twelve. The wick used in this lamp was generally made of flax-tow, sometimes, however, of rushes and other vegetable fibres. Among the Northern nations of antiquity lamps were in use, but the difference of climate necessitated a different kind of lamp. The limpid oils of the present day were unknown to our Celtic and Saxon forefathers; besides, the cold winters would have solidified them, and they could not have been drawn up by the wick if arranged as in the old Roman and Greek lucernae. The solid fat of various animals was their chief illuminating material, except on the sea-coast, where seal and whale oil occasionally helped them. No great improvement took place in the construction of lamps until the beginning of the present century. Taste had been shown in the designs, but the principle remained the same: a wick sucking up oil from the reservoir of the lamp to supply itself during combustion, and nothing more, if we except the improvement effected by the inventor, M. Argand, in 1784. In 1803, M. Carcel, another Frenchman, made an excellent improvement on the lamp, by applying clockwork, which acts by raising the oil up tubes in connection with the wick, so that the latter is kept continually soaked. The introduction of mineral oils—known under various names of paraffine oil, petroleum, kerosene, naphtha, etc.—has in a great measure superseded the use of animal and vegetable oils for lighting purposes. The great recommendation of the former is their cheapness. One great difficulty with the mineral oils at first was that, without careful preparation, they were apt to give off inflammable vapors at a low temperature, which gave rise to dangerous explosions. This has been obviated by processes of rectification, which get rid of the lighter and volatile ingredients

## Look at Our List of SEASONABLE GOODS

New Cabbage, Cauliflower, Tomatoes, Lettuce, Radishes, Rhubarb, Bermuda Onions, Cucumbers, Green Onions, Parsley, Pine Apples, Bananas, Sweet Oranges, Apples, Cranberries and Crabapple Cider. Send in your order to ensure choice selections.

**BUNTING & CO.,** 20 and 22 Ottawa street, Grand Rapids, Mich.

## SALT

Diamond Crystal, "the salt that's all salt," Peerless Crystal, Packers' Rock, and Ice Cream Salt. Lump Rock Salt for horses and cattle.

**JNO. L. DEXTER & CO.,**

...JOBBER...

12 Griswold St., Detroit.

ESTABLISHED 1876.

## FIELD SEEDS

We carry Largest Stock Highest Grades Field Seeds in Western Michigan. Prices to meet the markets.

## MOSELEY BROS.,

26, 28, 30, 32 Ottawa St., Grand Rapids, Mich.

Wholesale Beans, Seeds, Potatoes, Fruits.

## We Guarantee

our Brand of Vinegar to be an ABSOLUTELY PURE APPLE JUICE VINEGAR. To any one who will analyze it and find any deleterious acids, or anything that is not produced from the apple, we will forfeit

## ONE HUNDRED DOLLARS

We also guarantee it to be of not less than 40 grains strength.

**ROBINSON CIDER & VINEGAR CO.,**

J. ROBINSON, Manager.

BENTON HARBOR, MICH.

## The = Best = Seller = in = the = Market



### Retail Prices:

Half Pint.....	\$ 25
Pint.....	50
Quart.....	75
Half Gallon.....	1 10
Gallon.....	2 00

A Combined Cleaner, Polish and Disinfectant.

### The Only One.

Sample (½ pint can) and prices sent to dealers free on receipt of business card and 20 cents postage. See wholesale quotations in Grocery Price Current.

**W. F. Henderson & Co.,**  
Sole Manufacturers,  
2952 Cottage Grove Ave., CHICAGO.

**USE**
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Is what you should advise your customers. People who have used it say it is the BEST.

## EARLY FRUITS AND VEGETABLES

Ask for our weekly quotations

**F. J. Dettenthaler,**

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## CHAS. A COYE

Manufacturer of

**Tents, Awnings, Horse, Wagons and Binder Covers.**

Send for prices.



11 PEARL STREET,

GRAND RAPIDS, MICH.



## GOTHAM GOSSIP.

News from the Metropolis---Index of the Market.  
Special Correspondence.

New York, April 25---The week has been one of quiet, steady trading in grocery jobbing circles in this city. There is cause for satisfaction in the fact that on nothing in the line of staples has there been any decline. Prices remain firm and buyers who have tried to pick up "bargains" find them rather scarce.

Sugar has remained decidedly firm and the demand for refined has been quite satisfactory. Deliveries are prompt and, upon the whole, the situation is very encouraging for holders.

The supply of Rio coffee afloat is rather smaller than at the same time last year, being 370,442 bags now, against 405,505 bags then. Mild coffees have been in good demand and holders are not inclined to make the least concession in quotations. Rio No. 7 in invoice lots is worth 13 3/4c.

There was a big auction sale of teas on Wednesday, about 11,000 packages being offered. It was thought that this amount would completely demoralize the market, already in bad condition; but, contrary to expectations, the sale went off at quite good rates, and the situation is certainly no worse than it has been, while some dealers profess more confidence in the future. It seems to be practically impossible to get up any enthusiasm over the ordinary run of teas. Ceylon and Indias hold their own and continue to grow in popularity.

The rice market is fairly steady, without any special activity. Upon the whole, the situation is hardly as satisfactory as it was a week ago. Foreign and domestic seem to be selling in about equal ratio, but the demand for the former is almost altogether for the best grades. Reports from primary points are, as a rule, quite satisfactory.

Spices remain about the same as a week and a month ago. Trade is not active and it is not as dull as it has been. There is scarcely a particle of change in quotations. A little is being done in a jobbing way and dealers seem content to wait the coming of future events.

Molasses, both foreign and domestic, drags somewhat this week. The demand has not been altogether satisfactory and, while prices have exhibited no change, the feeling is hardly as "comfortable" as it has been.

Syrups are steady. The market moves along in about the same old channel, with supply and demand nicely adjusted. The better grades show the more activity, while other sorts are rather slow.

Canned goods are selling in the usual way. There is not an item of interest in the whole line. Some prominent packers from different sections have been here during the week, looking over the situation and making ready for the campaign of 1896. Some of them probably wish there were no more campaigns to be conducted. The goods which have earned a reputation are selling all the time and at satisfactory profit. Quality will tell in everything.

Dried fruits move slowly and it takes great effort to interest buyers in anything unless at a price that they cannot refuse to consider. Evaporated apples are scarce for the fanciest sorts. Reports of great injury to the growing fruit crops of California by frost attracted some attention, but it is generally agreed that this frost is "worked for all it is worth."

Lemons are selling in a satisfactory manner, although it is not thought that prices will show much, if any, advance over those now prevailing. Of course, the "circus" and the "Fourth" will have an effect, temporarily, but no immediate appreciation is anticipated. Oranges are selling less freely and the demand is hardly sufficient to keep the market even steady. Choice to fancy California navels are held at \$2.25 @ 3.75.

The market for marrow beans can be called about steady on the basis of

\$1.27 1/2 @ 1.30 for choice. Pea beans are firm at \$1.12 1/2 @ 1.15; California limas, \$1.87 1/2 @ 1.90.

A better feeling exists in butter, although the bottom seems to have almost fallen out. Best creamery can hardly be rated as worth over 14 1/2c, but the feeling is a more confident one and it is hoped the tone will become steadily stronger.

The cheese market has lost strength and the outlook is for a further decline. Small size full cream may be quoted as high as 10c, but it is not thought this will last. Little is doing in an export way, the basis being about 7c.

Eggs are firmer. Supplies continue large, but the demand shows some improvement. Best Western are held at 11c. A good share of arrivals are going into cold storage.

All who imagine that the wheel is merely a fad of the fleeting hour will be surprised to learn that the aristocratic Metropolitan opera house is to be turned into a bicycle rink. The surprise will grow when they are informed that Anton Seidl will conduct his big orchestra while riders of the silent steed go round and round. The preliminary arrangements have already been made for carrying out this program.

The saloonkeepers along that part of Park Row running from the bridge entrance to Baxter street have not hesitated to utilize the 1-cent lunch method of holding their customers. On several of the old signs which before read, "Free Hot Lunch," the word "Free" has been covered with paper, on which "1 Cent" appears. Stews, sandwiches and salads can be had in the section named for 1 cent. In some of the small saloons on Upper Broadway, lunches are sold for 5 cents, but sales are slow.

Never was a matter more literally brought home to the minds of the people than the Raines bill was last Sunday morning. The housewives of the town hadn't thought much about it; hadn't supposed it particularly concerned them, except by way of their husbands, and they were quite willing to have the saloons closed to the men of the family. But when the maid was sent out for the fresh vegetables, which the housewife has been in the habit of getting Sunday morning from the grocer, and came back empty handed, why, that was a different thing altogether! It is astonishing how much depends on the point of view!

## THE VENEZUELAN PROBLEM.

Although the impression generally prevails that the Venezuelan controversy is in a fair way towards satisfactory settlement, there has actually been no settlement arrived at. Just where the delay is it is difficult to say, but it must be candidly admitted that, while there is no excitement on the subject, either in this country or in Great Britain, little or no practical progress has been made in the actual work of settlement.

The impression generally prevails in this country that England has agreed to submit the whole matter to arbitration, whereas no such proposition has been made by Lord Salisbury, as far as anybody knows. The British Government has all along agreed to arbitrate the claim to the territory in dispute west of the so-called Schomburgk line; but, as Venezuela's claims extend considerably within the line mentioned, it is clear that the whole problem has not yet been submitted to arbitration.

Venezuela has not helped the settlement of the controversy to any extent. It is clear that the South American republic, relying upon the aid and countenance of the United States, intends to hold out her entire claim, utterly forgetting that the Monroe doctrine does not countenance or imply land-grabbing on the part of the Latin-American countries any more than it permits European interference in American affairs.

The London papers have been en-

deavoring to call attention to the unsettled state of the Venezuelan controversy; some of them with a view, no doubt, to cause the Government embarrassment, and others for stock-jobbing purpose. The Government itself is apparently content to let the matter rest for the present. With so much trouble on its hands in Africa, it is well satisfied to allow the Venezuelan matter to slumber for the present.

In this country, Congress, having exhausted its jingo fervor over the Cuban controversy, is also content to allow the Venezuelan matter to drop into the background, the more particularly as leisure will thereby be given to the special Venezuelan Boundary Commission to make a report on the merits of the controversy.

It is details that make up a successful business but the rub comes in knowing how to fit them together.

The Dodge Club cigar is sold by F. E. Bushman, Kalamazoo.

Buy showcases of F. E. Bushman, Kalamazoo.

## WANTS COLUMN.

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

## BUSINESS CHANCES.

TO EXCHANGE--3 STORY BRICK BUSINESS block in city of Lansing for a good paying business in town of 3,000 or 5,000. Address Box 79, Lansing, Mich. 21

TO EXCHANGE--AN IMPROVED FARM OF 200 acres for a stock of merchandise. Address Lock Box 4, Newaygo, Mich. 18

FOR SALE OR EXCHANGE--A GOOD FRESH stock of drugs and stationery; only stock in town; good town; school No. 1; farming and lumbering. Reason for selling, poor health. Address No. 12, care Michigan Tradesman. 12

FOR SALE--FIRST-CLASS RESTAURANT; best location in the city of Owosso; terms reasonable. Address A. A. Tillman, Owosso, Mich. 11

FOR SALE--DRUG STOCK AND FIXTURES in Indiana town, doing a paying business. Will sell cheap. Value, \$1,000. Don't answer this advertisement unless you mean business. Chas. Maston, Benton, Ind. 14

DRUG STOCK FOR SALE--BEST PAYING store in Muskegon. Will sell at a bargain, cash or time, at about \$1,500 if sold at once. I. F. Hopkins, Muskegon, Mich. 10

PARTNER WANTED--TO TAKE ONE-HALF interest in paying hardware business. Good town in good farming country. No competition. This is an opportunity seldom found. Address for particulars, Hardware, care Michigan Tradesman. 1

FOR SALE--STAPLE AND FANCY GROCERY stock, including about \$1,400, located in live Southern Michigan town of 1,200 inhabitants; good trade, nearly all cash. Reasons for selling, other business. Address No. 907, care Michigan Tradesman. 907

FOR SALE--A FIRST-CLASS HARDWARE and implement business in thriving village in good farming community. Address Brown & Sehler, Grand Rapids, Mich. 881

## MISCELLANEOUS.

WANTED--POSITION AS TRAVELING salesman, house salesman, clerk or office man by married man thoroughly acquainted with the grocery and general merchandise business. Best of references. Salary not so much an object as permanent position. Address No. 22, care Michigan Tradesman. 22

WANTED--BUTTER, EGGS, POULTRY, POTATOES, onions, apples, cabbages, etc. Correspondence solicited. Watkins, Axe & Co., 84-86 South Division St., Grand Rapids. 23

WANTED--REGISTERED PHARMACIST at once. For particulars write C. L. Hampton, Sunfield, Eaton county, Mich. 24

WANTED--FIRST-CLASS DRESSMAKER. Plenty of work at good prices. Free rent to right party. Address No. 25 care Michigan Tradesman. 25

WANTED--TO SELL THE BEST PATENT in the United States to make money out of. Will sell one-half interest or all. Address Box 1121, Traverse City, Mich. 4

SALESMAN--WANTED. EXPERIENCED salesman to sell our high-grade lubricating oils and greases. Liberal and satisfactory terms will be made with a competent man. Equitable Refining Co., Cleveland, Ohio. 987

WANTED, BY APRIL 1--A LINE OF GOODS for Lower Michigan or Upper Peninsula; last six years in Upper Peninsula; the highest reference to character and ability. Address No. 970, care Michigan Tradesman. 970

WANTED TO CORRESPOND WITH SHIPPERS of butter and eggs and other seasonable produce. R. Hirt, 36 Market street, Detroit. 951

WANTED--SEVERAL MICHIGAN CENTRAL mileage books. Address, stating price, Vindex, care Michigan Tradesman. 869

## Association Matters

## Michigan Hardware Association

President, F. S. CARLETON, Calumet; Vice-President, HENRY C. WEBER, Detroit; Secretary-Treasurer, HENRY C. MINNIE, Eaton Rapids.

## Northern Mich. Retail Grocers' Association

President, J. F. TATMAN, Clare; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. WISLER, Mancelona.  
Next Meeting--At Grand Rapids, Aug. 4 and 5, 1896.

## Traverse City Business Men's Association

President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

## Grand Rapids Retail Grocers' Association

President, E. C. WINCHESTER; Secretary, HOMER KLAP; Treasurer, J. GEO. LEHMAN.  
Regular Meetings--First and third Tuesday evenings of each month at Retail Grocers' Hall, over E. J. Herrick's store.

## Owosso Business Men's Association

President, THOS. T. BATES; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

## Jackson Retail Grocers' Association

President, BYRON C. HILL; Secretary, W. H. PORTER; Treasurer, J. F. HELMER.

## Alpena Business Men's Association

President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

## Lansing Retail Grocers' Association

President, F. B. JOHNSON; Secretary, A. M. DARLING; Treasurer, L. A. GILKEY.

## DO YOU WANT

A man that will take that extra worry or burden from you? One who will do it honestly and is competent to attend to buying and knows values in dry goods, clothing, millinery; am a worker, if you employ me you will find it out. Write

A Michigan Man  
Tradesman Co.

**Engravings**  
BUILDINGS  
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MACHINERY  
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ANY PURPOSE  
TRADESMAN COMPANY,  
GRAND RAPIDS, MICH.

## Duplicating Sales Books

We carry in stock the following lines of Duplicating Sales Books, manufactured by the Carter-Crume Co.:

J Pads  
Acme Cash Sales Book  
Nine Inch Duplicating Book  
Twelve Inch Duplicating Book

We buy these goods in large quantities and are able to sell them at factory prices. Correspondence solicited.

TRADESMAN COMPANY,  
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SEALS AND STENCILS  
WILL J. WELLER MUSKEGON MICH.

## DO YOU USE STENCILS

Get our prices--will save you \$\$\$

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99 Griswold St., Detroit.