Volume XIII.

GRAND RAPIDS, WEDNESDAY, MAY 6, 1896.

Number 659

Country Merchants

Can save exchange by keeping their Bank accounts in Grand Rapids, as Grand Rapids checks are par in all markets. The

ers, and is prepared to extend any favors consistent with sound banking.

DANIEL McCOY, President. CHAS. F. PIKE, Cashier.

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.

Home office, LANSING, Michigan.

COMMERCIAL REPORTS AND COLLECTIONS

Complete, Correct and Prompt Reports.
All kinds of claims collected.

COMMERCIAL CREDIT CO., Limited,

Martin DeWright.

J. Renihan, Counsel

The Michigan Mercantile Company

3 & 4 Tower Block, Grand Rapids. spondence solicited. Law and collections Reference furnished upon application.

The Michigan Trust Co.,

Grand Rapids

Acts as Executor, Administrator Guardian, Trustee.

Send for copy of our pamphlet "Laws of the State of Michigan on Descent and Distribution of Property."



Columbian Transfer Company

Garriages, Baggage and Freight Wagons

15 and 17 North Waterloo St.,
Telephone 381-1 Grand Rapids

Do You Use

Get our prices Will save you \$\$\$

Detroit Rubber Stamp Co.,

CURRENT COMMENT.

In the great street car strike now in progress in Milwaukee, the strikers have failed to heed the lessons of similar street railway strikes which have occurred recently in other cities, in that their demands include the same two impossible conditions—the recognition the union and arbitration. In the strike in this city, some years ago, failure was a foregone conclusion on account of these demands. It was the same in the great Brooklyn strike, a year ago, and in the Philadelphia strike last winter. There is a communistic principle involved in sharing the management of such corporations with those outside its ownership, which is so utterly impossible in this country that it seems strange that there is not enough of intelligence among the workmen to prevent their insuring the defeat of their efforts by including such demands. In most cases, the result is the destruction of the union which had been tolerated before. In the present contest, the management concede all the demands they consider reasonable and express a willingness to confer with the men on others, excepting, however, the questions of arbitration and unionism.

The Italian government, by this time, must be fully impressed with the fact that it is dealing with no benighted heathen when it tackles King Menelik of Aybssinia. He has shown himself able to keep the run of things pretty well in his own country, and now it appears he keeps posted even on what is going on in Italy. Not long ago the Duke of Sermoneta made a speech in the Italian Senate, in which he stated that peace negotiations with the Abyssinians were only being carried on to gain time. King Menelik learned of this speech before Major Salsa, the Italian peace envoy, could reach him; so, when the latter arrived, he was imprisoned as a spy. Now General Baldissera, in command of the Italian forces on the Abyssinian frontier, is making renewed offers of peace to Menelik in order to secure Salsa's release. The King is very likely to see through this ruse also, and decline to make peace. The only thing left for Italy to do then will be to resume the war. She has secured additional sinews by floating a new loan. If she can prevent her conscripts from escaping to America, she will be able also to strengthen General Baldissera's army.

The Senate Committee on Pacific railroads, which had been considering the question of the disposition of the debts of the Union Pacific and Central Pacific roads, amounting to \$110,000, 000, presented its report Friday. The proposition that the Government should take and operate the roads in competition with other lines was rejected on the ground that such a proceeding must eventually result in Government ownership of all roads. The Government could better afford to lose the entire debt. The foreclosing of the lien in the hope of effecting a sale was declared impracticable. The other alternative, | jeweler's art in the country.

a refunding project, extending the time of payment over some two-thirds of the next century, with increased security on other property of the companies was recommended.

Some of the shoe journals are exposing a novel swindle which consists in sending, from some foreign country, for a line of samples, claiming to have an opening for such trade. As the swindlers send the requests to a great number of manufacturers, they succeed in getting a large quantity of the goods for nothing. A closer investigation of responsibility is suggested as a remedy.

Rev. George Zurcher, of the Buffalo Catholic Total Abstinence Union, has been looking into various court decisions in which Sunday liquor selling figured, and has reached the following conclusions: First, a man becomes a hotel guest before buying or ordering food or drink. Second, lodgers and travelers only can become hotel guests. Third, a hotel is a temporary home. Fourth, a cold lunch is not a meal.

The use of aluminum for the manufacture of cooking utensils is increasing with such rapidity that, although the Pittsburg Reduction Company is furnishing between twenty-five and thirty tons per month for this purpose, it is about to put in additional machinery sufficient to triple the output. When the lightness of the metal is taken into consideration, it will be seen that this output means a considerable quantity of

Considerable political significance has been given the Jamison raid episode in the Transvaal by the conviction and death sentence of a number of English and one American citizen for complicity on the evidence of cipher telegrams used in the preparation of that expedition. The death penalty has been commuted, but the matter has left the chartered South African Company in a position likely to result in its dissolution. The rapid development of the gold mining interests makes the situation of commercial interest.

Dealers' associations in England are taking up the subject of a reform in the system of coinage, weights and measures. In recent papers on the subject, the statement is made that the consuls of that nation have repeatedly called attention to the fact that English trade suffers in many instances from the reluctance of foreigners to use such illogical and arbitrary systems, which they cannot understand. It was urged that as the metric system must be eventually adopted, it was wise to do all possible to hasten the day to reduce the loss sustained on account of present methods. England has a greater undertaking on hand in this reform than this country, in that the reform must include the monetary system, which is equal in absurdity to the systems of weight and measures.

Mrs. George Gould's new tiara, which she has just received from a London jeweler, cost \$80,000, and is said to be one of the most artistic specimens of the

A Salmon War.

A war has been raging on the banks A war has been raging on the banks of the Columbia between the salmon fishers and the canners. The matter in dispute is the price which the canners shall pay for salmon, the fishermen demanding 5 cents a pound, the canners offering 4 cents. When the fishing season was to open instead of proceeding to work, the fishermen tied up their boats, which number 2,000, and 5,000 men enjoyed elegant leisure on the banks of the river.

banks of the river.

The Columbia River Packing Association unanimously passed a resolution that 4 cents is all its members can afford to pay in the present condition of trade. Per contra the fishermen have resolved that no man shall take and sell resolved that no man shall take and self ish for less than 5 cents, and that until the dispute is adjusted fishing generally shall cease. There are canneries in Alaska which used to pay I cent a pound. Then again the run of fish in the Columbia is very variable; seasons the Columbia is very variable; seasons pass in which fishermen do not grow rich at selling their catch, whether at 4 cents or 5 cents. The fishermen may, sooner or later, establish a co-operative cannery. It does not take a great deal of capital to put up a cannery. Fuel is cheap in Washington, tin is cheaper than it was, and labor can be hired at reasonable prices. There is no reason than it was, and labor can be hired at reasonable prices. There is no reason why half a dozen canneries should not be set up at suitable points on the river and run by the fishermen themselves. They can secure for themselves the profits which they charge the canners with making.

The Boys Behind the Counter.

Sutton's Bay-C. D. Stanley, of Manistee, has been engaged by E. R. Daily to manage his general store here. Mr. Stanley is a practical storekeeper and will give the people of Sutton's Bay some new ideas on modern methods of

store-keeping.
Cadillac—C. T. Collins, late of Big Rapids, has been engaged as pharmacist at O. L. Davis' drug store. Mr. Collins is an experienced and competent druggist and a duly registered pharmacist.

St. Ignace-Charles Whitney, has been employed by L. Winkelman, has taken a position in Mulcrone Bros. general store.

Cadillac-Robert L. Stanley, son of the publisher of the Democrat, is a new dispenser of pills and powders in Lou Finn's drug store.

Another Blunder.

Judging by the frank statement of Edwin J. Gillies & Co., relative to the three alleged analyses of their goods in the last Bulletin of the Food Commissioner, some one has blundered again. Inasmuch as the State Analyst has come out second best in every controversy of this character-either in court or out of it-the Tradesman assumes he will now eat humble pie, the same as he has several times heretofore, and retract the analyses with as much grace as he can exercise in performing so humiliating

Florida Melons Injured.

A six weeks' drought in Florida broken last week by a heavy rain, wind and hail storm. Some of the largest melon crops were entirely ruined, and A six weeks' drought in Florida was other crops severely damaged. In some sections, hail fell to a depth of three inches.

ART OF SALESMANSHIP.

Some of the Elements Necessary to Success.

Harry A. Maddock in Toronto Merchant.

When the writer commenced his career as a salesman, some years ago, the requirements for such service were not nearly so important as they are to-day. The evolution in merchandising has been so great that the merchant who apparently did a successful business is

apparently did a successful business is now unsuccessful, unless he has kept pace with the progressive times.

The public, particularly during the past decade, have been awakened and educated by means of the public press, especially the many excellent trade journals that are produced, which show the styles and value of all classes of fabrics that are thrown on the market, when they demand and appreciate the fabrics that are thrown on the market, so that they demand and appreciate the most artistic fabrics attainable; this goes to show the necessity and value of the clerk who will avail himself of the progressive condition of the trade. The position of the clerk is sometimes undervalued; the general impression is that it is the easiest thing in the world to clerk in a day goods store; possibly to clerk in a dry goods store; possibly it is, through the large numbers of inexperienced salespeople who occupy posi-tions in our large retail establishments. True, there are all kinds of people selling merchandise but the successful salesmen are few and far between. Salesmanship is an art and a gift that

salesmen are few and far between. Salesmanship is an art and a gift that few possess.

The success of the clerk is largely due to his early training—his apprenticeship life. The business training is just as important as his home one and will soon show the result, in a degree, of either a success or failure in life. What, then, constitutes the successful clerk? First, a comprehensive knowledge of human nature is necessary, with a thorough knowledge of merchandise, combined with good taste, gentlemanly deportment and strict honesty in all dealings with the public. To understand and study human nature is probably one of the most difficult of all the requisites of "the successful salesman." No two people can be treated alike. Tact and judgment are also necessary, immediately the customers enter a department. In this place, the gifted man knows what to do by intuition, and with the knowledge of the fitness of things is usually able to win the buyer. For example, how often do customers call for certain clerks to show them silks or dress goods, and make the remark that

usually able to win the buyer. For example, how often do customers call for certain clerks to show them silks or dress goods, and make the remark that "Mr. So-and-so" can always suit them best and knows exactly their taste. This, of course, is the result of time and study on the part of the clerk of this particular individual.

Success to-day depends largely on a good character. If the salesman be not trustworthy and makes careless statements about goods in order to effect sales, he will have but little weight with his customers. Be honest, it pays in the long run. If a house once obtains the confidence of the buying public, their success is assured, and, in order to attain this, all their dealings must be fair and square. When they advertise a bargain it must be genuine, in every sense of the word. When a statement is made in reference to a particular line of goods being all wool, it should be all wool; otherwise, advertising will not pay. You cannot fool the public now-adays.

Patience and perseverance are also

Patience and perseverance are also required, and are often put to a severe test, although hard pushed sales are not desirable in the up-to-date business house. A good salesman will use his best powers of persuasion to induce a lady to buy, but the goods had better remain upon your shelves than be forced upon an unwilling customer. You can't "bull-doze" people to-day. This style of doing business is a thing of the past. What is the result of a hard-pushed sale? It is just this: that the customer will It is just this: that the customer will not like the goods when she gets them home, and consequently will avoid the salesman, and perhaps the store; in fu-

Good taste and the art of displaying combinations are essential.

sale is lost through improper methods of introducing fabrics; for instance, dress goods are thrown over the counter like piles of wood, with no artistic arrangement whatever. How many clerks in any department know how to show novelties before a customer to the best advantage? In selling goods, everything depends upon making a good impression. If any attempt is made at draping, it is often more detrimental than helpful to the sale. Don't allow the customer to grab a piece of goods and pull it all over the store in her effort to see the finest effects. People are unconscious of the harm they are doing, let alone the amount of unnecessary work they are putting the clerk to. Also keep your counter clear and give your neighbor a show. A crowded counter means a lack of system on the part of those in charge.

It is not always the man with the "big bear!" that is the most successful, as it sale is lost through improper methods

part of those in charge.

It is not always the man with the "big book" that is the most successful, as it is very often the "game of grab on his part that increases his sales. Besides, he is rarely anything of a stock-keeper, while the hard work of the department is left to others. Good stock-keeping is absolutely necessary, or a department will certainly go back. His chief aim is to make quick and large sales, and, in order to save time, he shows only the materials that are the easiest to sell, consequently the interests of the department are sacrificed. If convenient, he materials that are the castest to sch, consequently the interests of the department are sacrificed. If convenient, he avoids the so-called "shopper" or the lady who is merely looking around to-day, overlooking the amount of caution necessary in the handling of this class of the trade. This is not real salesmanship, but is simply exchanging merchandise for money, as anyone can hand out goods that are asked for. The interested clerk and "an all-round department man," who would succeed in pleasing his customers and watch for the department's interests as well, will show those goods the profit on which depend upon their early sale, and any material that is necessary to have immediately out. mediately out.

mediately out.

Salespeople, provided they do what they consider their duty, should never be discouraged if they have enemies in their trade, or if they hear of customers who do not care to be served by them, as this is only another freak of human nature. Every person occupying a public position is subject to criticism and comment. It is utterly impossible to please everybody, for we all have our likes and dislikes, even in our social life, and in the church or any other place where people have intercourse with one another. True, there are clerks whose manners or style may be somewhat against them, but this will be overlooked if they are polite, obliging and at all times ready to please. It will be instantly recognized that the importance and value of the clerk to-day lies in his instantly recognized that the importance and value of the clerk to-day lies in his knowledge of every detail of his trade, consequently employes should be careful in their selection of recruits to join their staff. None but bright, intelligent people, who will tend to elevate rather than degrade the position of the clerk in the business world, should be chosen. The impression of a bright staff often tells. They should be neatly dressed, with clean linen and properly shaved at all times. This may seem a small matter, but it is of greater importance than you may think. It is in Hilton, Hughes & Co.'s, of New York, where they pride themselves on having the city.

Some merchants never seem to place any confidence whatever in the ability of their staff. They watch them closely when making a sale, and stand around them and act like interpreters, making the clerk feel as though a sword would pierce him if the sale were not made. It's a wonder they continue to pay for services they value so lightly; give-your hands a show. Mr. Merchant, and perhaps they will not be so nervous, and may succeed under less stringent circumstances. Gentle persuasion and a polite deference to a customer's wishes will do far more than a heated contest whose aim is to see which will tire first. The merchant who expects heart serv-

The merchant who expects heart serv knack of producing original ions are essential. Many a lice and increasing interest from his

employe and gives nothing in return but sour looks and sullen words, is sowing a huge crop of sorrows and disappointments. A few kind words now and then and pleasant actions cost little, but produce good. The position of a clerk is not free from grievances and sorrows, as some people are apt to think, so that every assistance and encouragment given him by his employer will be undoubtedly the best investment he can make.

will be undoubterly the best investment he can make.

To acquire a thorough knowledge of any line of merchandise requires constant study in order to learn the many new materials used and the process of



Scales!

GRAND RAPIDS SCALE WORKS, 39 & 41 S. Front St., Grand Rapids

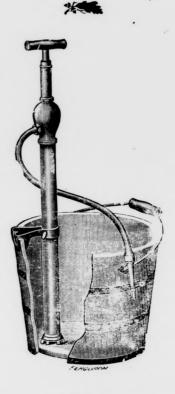
your store at

Manufacturers' Cash Prices.

Grand Rapids.

SPRAY PUMPS

Bucket and Barrel.



Send for Circular and Price List.

FOSTER, STEVENS & CO.

Grand Rapids, Mich.

construction-all of which will inspire construction—all of which will inspire confidence in the buyer, that he is dealing with an intelligent man who knows his business. Hardly a day passes in our business life but there is something new to learn; there is no merchant or salesman living who "knows it all." Nor is it desirable that a salesman should tell all he knows but rether or such as is requisite to but rather as much as is requisite to give his customer such knowledge as is necessary, holding the rest in reserve. Most salesmen talk too much.

The Hardware Market.

General Trade-Is moving along in pretty fair shape. The demand for regular spring goods is quite active and the trade is manifesting a willingness to purchase with more freedom than has of late been the custom. In many lines there have been quite sharp advances, owing more to agreement than increased cost in raw material.

Wire Nails-As announced by the Nail Association, the price was advanced May 1, 15c per keg, making the present quotations as follows: At mill, \$2.65 rates; from stock, \$2.70 rates. At these prices it makes a 10 to 60 cost the dealer \$3.20 f. o. b. Grand Rapidsa pretty stiff figure; but it is believed these prices will hold firm up to July 1, anyway.

Wire—Barbed and plain wire remain firm, with indications of higher prices. We quote painted barbed at \$2 and galvanized barbed at \$2.35.

Sheet Iron-Orders are being placed freely for fall shipments and it is thought prices will soon advance in all sizes. Makers are refusing to quote beyond June shipments.

Window Glass-With the early closing down of all the factories the last of May, the price must advance. Stocks are not large and the orders going into the mills are increasing daily. quote at present 70 and 10 per cent. discount by the box, but 70 per cent. by the light.

Doors and Sash-All discounts were advanced May 1 and we now quote coors at 60 per cent. and sash at 70 per cent.

Shovels and Spades-No one thing in quite a while has caused so much excitement in the hardware market as the recent advance in all kinds of shovels and spades, more especially with cheaper grades. An average advance of \$2 per dozen has been made and it was all done in such a quiet and sudden manner that jobbers did not have an opportunity to load up at the low price. tail dealers are justified in basing their cost on the new price and in marking up their retail prices at least 50 per

Having been very successful in ridding the orchards and vineyards of the State of several insect pests by pitting one destructive insect against another, California is now trying the same principle in her rivers. Some of the rivers are almost alive with carp, which are a serious nuisance because of their destructiveness to other fish. The State Fish Commissioners have procured a large number of black bass, of both the small-mouthed and large-mouthed varismall-mouthed and large-mouthed varieties, and turned them loose in the carp-infested rivers. Bass are voracious feeders and game fighters and it is expected they will destroy great numbers of the carp fry and eventually clean out the carp. The bass are, of course, very the carp. The bass are, of course, very desirable game fish to have in the rivers, while the carp are not.

The Reason.

Little Boy—The preacher says there is no marryin' in heaven.
Little Girl—Of course not. There

wouldn't be enough men to go 'round. Kalamazoo.

Stealing Paints by the Wholesale.

m the New York Shipping List.

A colored porter who has been in the employ of F. W. Devoe and C. T. Raynolds Co. for ten years is now behind the bars awaiting trial on a charge of stealing paints and varnishes from the firm. For some time kegs and barrels of paint materials had been disappearing, and investigation failed to disclose their whereabouts until the police offi-cials were asked to stop the leak. Detheir whereabouts until the police officials were asked to stop the leak. Detectives staticned themselves throughout the store during business hours, but failed to discover the source. They decided to watch the premises after the closing hours, and were rewarded by seeing the porter entering the front door, selecting some packages for removal and placing them on a truck at the side entrance. The goods were taken to a retail dealer in painters' supplies in Brooklyn. The latter was also placed under arrest, after turning over to the officials about \$2,000 worth of paints and varnishes said to have been purloined in this way from time to time. It is difficult to determine the total amount stolen, but the firm is of the opinion that it does not exceed \$2,500, although much higher figures have been mentioned. Faith in human nature was mentioned. Faith in human nature was shattered by the arrest of the colored porter, as the firm had always considered him honest. On a previous occasion, when artists' materials were missed from the second floor, every avenue of escape was barred until the articles were recovered. They were found in the possession of a stranger in the store, and as a punishment he received two and a half years in prison.

Banking Legislation Doubtful.

Banking Legislation Doubtful.

The several measures intended to reform the banking system are still in possession of committees of the House, and the hope is expressed that they will pass the lower branch of Congress before adjournment. They will not be reached in the Senate at this session, and if they did the reception would be tame, as the Senate is making political capital for the campaign this autumn. There is no time for financial and commercial legislation unless it is connected with politics. Three bills are before the House, authorizing national banks to increase their circulation, authorizing the establishment of banks with small capital in country towns, and providing that certain restrictions of the presing that certain restrictions of the present national banking law be abolished. The most important measure creates the International American Bank, which has already been referred to at length in already been referred to at length in these columns. Committees of the House have had it under consideration for months, and they are understood to favor the proposition. A few unimportant changes have been made in the bill, one of which authorizes the Secretary of the Treasury to designate a limited number of gentlemen to receive subscriptions for the bank. The original draft of the bill contained the names of several prominent capitalists who are to be actively connected with the enterprise, and, in order to remove prejudice from the bill, the names were omitted.

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. Cer-tificates can be had of all Agents of this

JAS. CAMPBELL, City Passenger Agent.

The North Chicago Railway Company allows its sick employes who have been in its service not less than three months one-third pay and free treatment in the company's hospital. If they die the company allows \$50 funeral expenses and gives the family \$400.

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

Buy showcases of F. E. Bushman,

Hardware Price Current.	
AUGURS AND BITS	=
Snell's Jennings', genuine	70
Jennings', genuine	:10
Jennings', imitation	10
AXES	
First Quality, S. B. Bronze 5 First Quality, D. B. Bronze 9 First Quality, S. B. S. Steel 6 First Quality, D. B. Steel 10	50
First Quality, D. B. Bronze 9	50
First Quality, S. B. S. Steel 6	25
First Quality, D. B. Steel 10	25
BARROWS	-
DARROWS	00
Railroad	00
Garden net 30	00
BOLTS	
Stove	60
Carriage new list	65
Plow	10
BUCKETS	
Well, plain \$ 3	25
BUTTS, CAST	
BUTTS, CAST Cast Loose Pin, figured	70
Wrought Narrow	610
Wlought Mariow	210
BLOCKS	
	70
	10
CROW BARS	
Cast Steel	4
	•
CAPS	
Elv's 1-10 per.m	65
Hick's C. Fper m	55
G. D per m	35
Ely's 1-10. per,m Hick's C. F. per m G. D. per m Musket per m	60
CARTRIDGES	
Rim Fire	& 5
Rim Fire	8 5
CHISELS	
	80
Socket Firmer. Socket Framing. Socket Corner. Socket Slicks.	80
Socket Framing	80
Socket Corner	80
	00
DRILLS	
Morse's Bit Stocks Taper and Straight Shank	60
Tapor and Straight Shank 56	A 5
Moreo's Toner Shank	X 5
Morse's Taper Shank	0
ELBOWS Com. 4 piece, 6 in	
Com. 4 piece, 6 indoz. net	60
Corrugateddis	50
Adjustabledis 40	£10
EXPANSIVE BITS	
EAPANSIVE DITS	
Clark's small, \$18; large, \$26	X10
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES-New List	
FILES—New List	
New American	A 10
Nicholson's	70
Heller's Horse Rasps	000
GALVANIZED IRON Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16	17
Discount, 70-10	
UAUUES	18-10
Stanley Rule and Level Co.'s6	oxit
KNOBS—New List	
l	70
Door, mineral, Jap. trimmings	80

Door, porcelain, jap. MATTOCKS .\$16 00, dis 60&10 .\$15 00, dis 60&10 .\$18 50, dis 20&10 MILLS Coffee, Parkers Co.'s Coffee, P. S. & W. Mfg. Co.'s Malleables... Coffee, Landers, Ferry & Clark'*... Coffee, Enterprise... MOLASSES GATES

4
3
2
Fine 3
Case 10
Case IV
Case O
Finish 10 75
Finish 8 90
Finish 6 10
Clinch 10 70
Clinch 8 80
Clinch 6 90
Barrel % 1 75
PLANES
Ohio Tool Co.'s, fancy
Sciota Bench
Sandusky Tool Co.'s, fancy@50
Bench, first quality@50
Stanley Rule and Level Co.'s wood 60
PANS
Fry, Acme

RIVETS
Iron and Tinned 60
Copper Rivets and Burs50&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.

IIAMINE CO	
Maydole & Co.'s, new listdis	331
Kip'sdis	2
Yerkes & Plumb'sdis	10.8-11
Yerkes & Plumb's	TOCCI
Mason's Solid Cast Steel30c list	
Blacksmith's Solid Cast Steel Hand 30c list	40&1

Stamped Tin Ware	10 18 10 18 10 18 10
Stamped Tin Ware new list 70	0&10 0&10 0&10
### HINGES Gate, Clark's, 1, 2, 3	0&10 2 50
Pright	80
Scrow Eves	80
Hook's	80
Gate Hooks and Eves	80
I EVELS	
LEVELS Stanley Rule and Level Co.'sdis	70
ROPES Sisal, ½ inch and larger	51/2
SQUARES	
Manilla. SQUARES Steel and Iron. Try and Bevels. Mitre. SHEET IRON.	80
Mitre	
SHEET IRON	
Non 10 to 11	k9 40
Nos. 10 to 14	2 40
Nos. 19 to 91	2 60
NOS. 18 10 21	9 70
Nos. 22 to 24	9 80
Nos. 25 to 26 3 10	2 80
No. 27 3 80	2 90 abox
SHEET IRON com. smooth. com. smooth.	cnes
All sheets No. 18 and lighter, over 30 in wide not less than 2-10 extra. SAND PAPER List acct. 19, '86	
SAND PAPER	-0
List acet. 19, '86dis	50
Solid Eyes	
Solid Eyesper ton	20 00
TRAPS	
Steel, Game	50&10
Oneida Community, Newhouse's	50
Oneida Community, Hawley & Norton's 70&1	0&10
Mouse chokerper doz	15
Mouse delusion per doz	1 25
WIRE	**
Bright Market	75
Annealed Market	75
Coppered Market	10810
Tinned Market	621/2
Coppered Spring Steel	50
Barbed Fence, galvanized	2 35
Bright Market. Annealed Market. Coppered Market. Tinned Market. Coppered Spring Steel. Barbed Fence, galvanized Barbed Fence, painted.	2 00
Au Sable	40&1C
Putnam dis	5
Northwesterndis	10&10
WRENCHES Baxter's Adjustable, nickeled	
Deutaria Adiustable niglealed	30
Gazia Comine	50
Coe's Detent Agricultural wrought	80
Coe's Genuine	80
Coe s ratent, maneable	Co
MISCELLANEOUS	-0
Bird Cages	00
Pumps, Cistern	100010
Screws, New List	10 8-10
Dampers American	40.8 10
MISCELLANEOUS Bird Cages Pumps, Cistern Screws, New List. Casters, Bed and Plate. Dampers, American METALS—Zinc	.54410
METALS—Zinc 600 pound casks Per pound	614
Dor pound	634
rer pound	074
SOLDER	1017
1/2@1/2 The prices of the many other qualities of s in the market indicated by private brands	12½
The prices of the many other qualities of s	older
in the market indicated by private brands	vary
according to composition.	
	9 5 05
10x14 IC, Charcoal	\$ 5 25
14x20 IC, Charcoal	5 25
20x14 IX, Charcoal	6 25
14x20 IX, Charcoal	6 25
10x14 IC, Charcoal. 14x20 IC, Charcoal 20x14 IX, Charcoal 14x20 IX, Charcoal. 14x20 IX, Charcoal. 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.	
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
20v28 IC Charcoal Allaway Grade	
	9 00
20x28 IX, Charcoal, Allaway Grade	9 00
14x20 IC, Charcoal, Dean. 14x20 IX, Charcoal, Dean. 20x28 IC, Charcoal, Dean. 14x20 IC, Charcoal, Allaway Grade. 14x20 IX, Charcoal, Allaway Grade. 20x28 IC, Charcoal, Allaway Grade. 20x28 IX, Charcoal, Allaway Grade. BOILER SIZE TIN PLATE	9 00

HOUSE FURNISHING GOODS

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

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.

Around the State

Movements of Merchants.

Ewen-J. M. Gardner, druggist, has removed to Walker, Minn.

Morley-Ira Blossom has removed his drug stock to Byron Center. Liberty-Cary & Hilton succeed Gib-

bons & Cary in general trade.

Imlay City-C. J. Buck is succeeded by the Imlay City Furniture Co. Lowel!-Geo. Craw succeeds Barber

& Craw in the grocery business. Otter Lake-John S. Harris, hardware

dealer, has removed to Bad Axe. Baraga-Savala & Nisula succeed Augustus F. Nisula in the clothing busi-

Menominee-P. V. Hayes succeeds M. Haves & Son in the grocery busi-

Bay City-Wm. M. Ross & Son succeed Wm. M. Ross in the lumber business.

Rockwood-Millman & Miller succeed Wm. Millman, Jr., in general trade.

Port Huron-Jas. E. Haywood has sold his grocery stock to Holbert Granger.

Wolverine-Roswell & Jones succeed C. E. Roswell in the grocery and dry goods business.

St. Johns-The Alderton Mercantile Co. succeeds the St. Johns Mercantile Co. at this place.

Pinckney-Clinton Richard has sold his hardware and implement stock to Clinton & Angell.

Battle Creek-Pinch & Robinson succeed Benj. W. Pinch in the agricultural implement business.

Saginaw (E. S.)-J. D. Ressiquie & Son succeed J. D. Ressiquie as dealers in pianos and organs.

Sturgis-Walker & Eby have purchased the agricultural implement business of G. W. Sidener.

Ludington-C. M. Hilton has purchased the bakery and confectionery business of Turner & Son.

Ludington-Peter W. Mulder has purchased the confectionery and cigar business of J. D. Hoogstraat.

Grand Haven—Mrs. T. K. Van Den-Bosch has retired from the clothing firm of Van Den Bosch & Co.

Saginaw (E. S.)-Chas. Fettig & succeed Scollen & Fettig in the carriage manufacturing business.

Midland-B. H. Carter & Co., dealers in dry goods and notions, have removed to this place from Cheboygan.

Plainwell-F. D. Havens is succeeded by J. S. Havens & Son in the harness and musical instrument business.

Northville-Richardson & Brooks have purchased the clothing and men's furnishing goods stock of M. N. Johnson & Co.

St. Ignace-Murray Bros. have closed their branch grocery store and consolidated the stock with that in their main establishment.

Reed City-Wm. M. Goehrend & Co. have discontinued the retail meat trade and will devote their entire attention to the wholesale meat business hereafter.

Holland-Bosman Bros., the clothiers, have formed a copartnership with J. A. Pieters, of Fennville, and will establish a branch clothing store at Saugatuck.

Big Rapids-The shelving purchased by John Hanson from Kimberly & Walker has been shipped to Mr. Hanson at Munising, where he is now erecting a store building, preparatory to embarking in the grocery and feed busi-

his furniture stock, at Gladwin, and he and his wife are now stopping with friends here, pending the selection of a new location.

Owosso-C. C. Duff announces that he has sold a half interest in his grocery stock to Geo. Detwiler, of Henderson, and that on and after May 16 the firm name will be Duff & Detwiler.

Detroit-Wright, Kay & Co. have formed a new copartnership, with Henry M. Wright and John Kay as general partners, and Jacob S. Farrand, who contributes \$10,000 to the capital stock,

as special partner.
Detroit—The S. E. Clark Co. has been incorporated to succeed S. E. Clark & Co., piano dealers. It has a capital of \$40,000 paid in, held by S. E. Clark, 3,998 shares, and John West and John J. Jackson, 1 each.

Holland-C. L. Streng & Son have decided to close out their dry goods stock and retire from trade at this place. The senior partner will devote his entire attention to his dry goods store at Montague and H. P. Streng is reported to have accepted a responsible position with a Chicago wholesale house

Lakeview-The Electric Pile Cure Co. has been organized by a number of local business men for the purpose of placing on the market a remedy, the of which is indicated by the title. The officers of the company are as follows: President, J. W. Kirtland; Moore; Secre-Vice-President, F. E. tary, E. B. Stebbins; Treasurer, C. E. White.

Mancelona-P. Medalie & Co., dealers in dry goods, clothing and carpets at this place, and also at Bellaire, have dissolved, P. Medalie purchasing the interest of his partners. He has also acquired the dry goods and clothing stock of A. C. Teer & Co., of this place, and will combine the two stocks and continue business at both places in his own name.

J. Condra has sold his Quincy-E. drug stock to R. D. M. Turner, whose father (now deceased) was in the same business in the same store several years ago. Mr. Turner has engaged W. K. for several years traveling representative for Parke, Davis & Co. and more recently proprietor of the Capitol Drug Store, at Lansing, as registered pharmacist in charge.

Big Rapids-Municipalities, like individuals, gain experience in the most expensive manner. This city has an ordinance imposing a tax of \$90 per week on transient merchants. Fred Storrer, of the clothing firm of Wicking & Storrer, of Owosso, who recently opened a damaged stock of clothing here, was arrested and at the same time three clerks, Geo. Wicking, Thomas J. Perkins and O. Schlaack, were also arrested for violation of the ordinance. The quartette were arraigned before Instice Osborn, who at once imposed a fine of \$25 and \$4.05 costs or forty days imprisonment on Mr. Storrer and \$10 and \$1.25 costs or fifteen days' imprisonment on each of the three clerks. An appeal was at once taken to the Circuit Court, but after the case was partially tried in the latter tribunal the City Attorney entered a nolle pros. he realized that the ordinance was illegal in that it was prohibitive instead of regulative. Referring to the matter the Herald says: "Possibly the Council will now pass a common sense ordinance that will exact a reasonable license from undesirable transients like the case in question and which can be nace.

Lowell-E. O. Wadsworth has sold collected; then again possibly it may continue to leave on its books the present monstrosity and continue to expend hundreds of dollars of the public money in trying to enforce its provisions without receiving one nickel in return.'

Manufacturing Matters.

Clare-A. S. Rhoades, contemplates building a sawmill on the Muskegon River, near Harrison.

Bay City-The Campbell Lumber Co.'s sawmill is nearly finished and will start as soon as logs arrive from Canada.

Luther-North & Yokum ·have purchased a tract of timber near this place and are building a sawmill to manufacture it.

East Tawas-The Holland-Emery Co.'s sawmills started May 1 and expect to cut 40,000,000 feet of lumber this season.

Cheboygan-S. S. Evans started his shingle mill on Bois Blanc Island, May I. He has a full stock of timber for the season's run.

Vanderbilt-L. Cornwall, who operates a mill on Pigeon River, will manufacture 5,000,000 feet of white pine lumber this season.

Cedar River-The Spalding Lumber Co. is making extensive improvements here. A new band mill was built during the past winter.

Manistee-The tannery began grinding bark last week and will leach and fill up their vats gradually and get to work as soon as possible.

Caseville-Sam F. Owen will build a small sawmill here on the site of the one recently burned. He has 6,000,000 feet of logs to manufacture.

Lowell-The Lowell creamery, building and contents, was recently destroyed by fire. The loss is estimated at \$3,500. The origin of the fire is unknown.

Alpena-E. O. Avery has begun operations for the season. He has 7,000,000 feet of logs to cut. The circular saw has been replaced with a band saw.

Sault Ste. Marie-Shaw & Tymon will add a new planer and band saw to their planing mill and a dry kiln which will have a capacity of 10,000 feet a day.

Detroit-The Alpha Manufacturing Co. has purchased and installed twentysix additional machines, making 100 machines in operation at the present

Saginaw-The Green, Ring & Co. sawmill, which has a three years' contract to cut Canada logs, will start about lune 1, or as soon as stock comes across the lake to start on.

Detroit-The Casket & Shell Co., located at 17 Jones street, has given a chattel mortgage to Frank N. Trevor, of Detroit, trustee, to secure endorsers of notes aggregating \$3,435, and an open account of the J. P. Scranton Co., for \$1,200.

Bad Axe-Chas. Wittmer, who recently sold his general stock at Elkton to M. A. Vogel, has removed to this place for the purpose of embarking in the manufacture of cheese. He is building a new factory, which he expects to have ready for operation by May 10.

Gladstone-The new plant of the Cleveland-Cliffs Co. is now turning out pig-iron regularly. The plant is the largest in the country making charcoal iron and is thoroughly modern, especial attention being paid to the saving of the by-products. Wood alcohol is the most important of these by-products, being manufactured in large quantities from the wood used for making charcoal and which is burned at kilns near the fur-

Detroit-George W. Reibling, doing business as the National Wine Co., has given a chattel mortgage for \$500 to Louise Reibling. A second mortgage for \$4,000 from the same person running to Mary Wehrie, of Middle Bass Island, his mother-in-law, was also filed.

Bay City—The lumber business shows some signs of brightening up. There seems to be a little more inquiry and some sales are being made. Charters have been made for carrying several million feet of lumber away, and several have been made for vessels yet to arrive.

Saginaw-A partnership has formed by J. C. Albright and E. A. Sanders to carry on the galvanized iron cornice and roofing business under the name of the Saginaw Cornice Works. The business was formerly run by Mr. Albright, with Mr. Sanders as his superintendent.

Bay City-The Welch sawmill will start for the season this week. Mr. Welch says that he has a better quality of logs to cut this season than during the last three years, and he considers the outlook in the sawmill business this year as better all around than it has been in several years.

Manistee-The salt blocks are running to their fullest capacity and it looks as though there would be more of a glut than ever, with the blocks increasing their capacity and no increase in the consumption. The price is now away down but will have to go still lower to further extend the territory.

Escanaba-This city, once the leading ore shipping port of the world, but which lost business largely during the panic year of 1893, will do a larger shipping business this year than it has done since 1892. Marquette gained in shipments last year at the expense of Escanaba, but much more ore will be shipped by way of Escanaba from the Gogebic this season than was shipped last season. Gladstone, the only other Lake Michigan ore-shipping port, does a comparatively small business and there is no indication that it will ever be much larger.

Crystal Falls-The DeSota Iron Co.

an Illinois corporation, has acquired title to the Mansfield mine, once the richest mine of the Crystal Falls district. On the night of Sept. 23, 1895, the Michigamme River broke through the thin walls of rock that separate the bed of the river from the upper levels of the mine, and twenty-seven men in the lower workings were drowned like rats in a trap. The bodies were never recovered and the mine has never been worked since, owing to the water with which it is filled. The Michigamme is a rapid stream of considerable volume, which, a few miles south of the Mansfield, changes its name to the Menominee, which is the boundary line between the Upper Peninsula of Michigan and Wisconsin, and down which more logs are floated every year than on any other stream in the world. The only possible manner of reclaiming the mine through changing the course of the river, and, after looking into the cost of the work, the project has always been abandoned, until the DeSota company obtained control. The contract for the changing of the river has been let, and the Mansfield should again become a shipping mine this season. It is one of the few mines of the Menominee range which produces Bessemer ores.

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

Grand Rapids Gossip

the Grand Rapids Bicycle Grip Co., ornamental carvers and turners at 1 and 3 Pearl street.

The contract for furnishing the fixtures for the Peninsular Trust Co. has been awarded to the Grand Rapids School Furniture Co.

H. C. Hessler, whose hardware stock was destroyed by fire during the recent conflagration at Rockford, has resumed business in temporary quarters, pending the erection of his new brick building. Foster, Stevens & Co. furnished the stock.

M. A. Cole & Co., grocers at 466 South East street, have purchased the drug stock of P. H. Kilmartin, at 252 Grandville avenue, and removed their store, where they will combine the grocery and drug business. Mr. Kilmartin has retired from the trade.

D. W. Elferdink has purchased the two-thirds interest of the estate of the late W. D. Ballou in the drug stock of Ballou & Elferdink, at 343 East Bridge street, and will continue the business at the same location. The drug business at 545 Ottawa street will be continued for the present by the widow of the deceased, Mrs. W. D. Ballou.

Ed. Killean informs the Tradesman that the statement recently given currency to the effect that he had purchased his father's interest in the grocery firm of John Killean & Son was incorrect; that he and his father are still in partnership on the same terms as heretofore and that the business will be continued, until further notice, under the same style as in the past.

J. H. Worden, formerly engaged in the sawmill business at Cedar Springs, has purchased 1,700 acres of hemlock and hardwood timber northwest of Tustin, which he will cut at a sawmill he is now assembling at Collins Siding, two and one-half miles west of Osceola Junction. Having sufficient timber to keep his mill busy for five years, he has concluded to put in a general store, in connection with the mill, purchasing the stock in this market last week. The Lemon & Wheeler Company furnished the groceries, Voigt, Herpolsheimer & Co. supplied the dry goods and Rindge, Kalmbach & Co. furnished the boots and shoes.

The Grocery Market.

Sugar-Two declines have occurred during the past week, a sixpence on Wednesday and another sixpence on Monday. The lower prices did not have a stimulating influence on the demand, and if the decline was made to enable the refiners to shake out some weak holders of raws it was not particularly successful, for, while the market broke, the refiners did not get much sugar at the lower range. There appears to be no reason for the decline in refined. other than the one stated, as the refiners have not caught up on the recent oversales entirely and they were in a position to hold the market if they felt so disposed. The opinion still prevails that the market will advance and that July I will see values very much higher.

Coffee-While there has been no particular activity to the market for Brazil growths during the period under review, values have strengthened up some. There is quite a scarcity of desirable grades, and while demand has

way there has been considerable stock gradually picked up.

Tea-The condition of the market this week is simply a reiteration of the old story-that is, no speculative demand, and a steady but moderate inquiry from the country buyers. The orders that come in are all limited, and with supplies ample the market still rules in buyers' favor. Advices from abroad say that the market for new Japan has opened at prices somewhat lower than last year, and this in face of the fact that the quality is exceptionally good. The Western markets show no improvement yet. Prices are without change, but they are probably lower now than ever before, so that they can hardly be forced down much more.

Spices-The demand has shown considerable improvement this week and dealers have commenced to fill up for the fall trade. They are making ready to supply the demand natural to the canning and pickling season. While there has been considerable jobbing business in progress, there has not been a boom and yet there has been more done than was expected.

Raisins-The market for raisins is very firm, the same causes affecting these goods as have influenced the The reports that come prune situation. in are all to the effect that the first crop has been entirely ruined by the recent frosts. Holders of three-crown raisins are firm in their views, while four-crown goods are also steadily held. London layers are quiet, but stocks are not large, and holders are not disposed to shade prices a bit. Imported raisins are not in heavy demand, but the better feeling in California fruit is, of course, having more or less influence on Val-Sultana raisins are well held and are in moderate jobbing demand.

Canned Goods-While there have been but few changes in values this week, the tendency still continues downward. California fruits are the only things on the list that show any degree of strength, and, owing to the prospect of short crops, they are well held. Vegetables are very dull; in fact, buyers show no interest whatever in them, except as they absolutely require goods, and then their orders are confined to a few case lots. There is, of course, an exception to the rule. A few buyers appreciate the fact that some goods are selling really below the cost of production, and occasionally there is a buyer who is speculatively inclined.

Oranges-The orders for Sicily oranges this week have been quite numerous, but generally they have been only for small individual quantities. The auction sale of Sorrento and Rodi fruit showed a slightly higher range values, but jobbing quotations were not changed. California fruit is in quiet demand, and prices are low, and the market is unsettled. Little or no demand exists for Jamaica oranges.

Lemons-The cooler weather has had a rather restricting influence on the demand for lemons, but prices are steadily maintained.

Bananas-The market has been very firm all the week and sellers' views have advanced again. The receipts are quite free, but notwithstanding that the cooler weather has taken the edge somewhat off the demand, there is no particular accumulation of stock

been light for some time, in a quiet Frank Statement from Edwin J. Gillies & Co.

New York, May 2, 1896.
Mr. J. P. Visner, Grand Rapids:
Dear Sir—We have yours of the 29th
ultimo, enclosing us the March Bulletin of the Michigan Food Commission, and we think they have overstepped the bounds of propriety in this Bulletin, and every item which they report as having come from us that does not sat-isfy the requirements of the law is not correctly stated and is false in every

In the first place, in regard to the cinnamon: They are "splitting hairs' over the name of cinnamon and cassia and would say they are the same with every spice concern; in fact, the names are qualified exactly and there names are qualified exactly and there is no such thing as "cinnamon" on the market. The only article which comes here which can properly be called cinnamon is a product of Ceylon, and that is not ground, so far as we know, and is only sold in very small lots and does not amount to anything at all. Even Saigon, the finest article of the class which comes here, is classified under cassia and no one would think under cassia, and no one would think of saying that Saigon, when labeled "cinnamon," was contrary to the re-quirements of any law.

In the second place, in regard to the

ginger: Their statement as regards the gypsum is absolutely false. We buy the best grade of Calcutta ginger and grind best grade of Calcutta ginger and girling it absolutely pure and adulterate with nothing; nor do we extract anything from it, except the surplus fiber, and we never put any gypsum in, and we have never put gypsum in any article. It certainly is an article that is injurious to health and we have never used. ous to health, and we have never used it in ginger or anything else.

In the third place, in regard to pepper: All the years we have been in business we have never ground a pound of long pepper. We buy this article, but use it entirely in our whole mixed spices, so their statement in regard to that is ab-

solutely false, also.

The truth of all the above we are will-

ing to make affidavit to at any time.

EDWIN J. GILLIES & Co.

The Grain Market.

The week closes with wheat lower again. Cash wheat declined 11/2@13/4c, while futures dropped 13/4c per bushel. This depression was caused by the heavy pounding of the short sellers and the fine growing weather. We think this pounding wheat down has been overdone, as the exceptionally unseasonable early weather bodes no good to the crop, as it is entirely out of line to have rye headed out in April (we are creditably informed that it is headed out nicely within a few miles south of the The visible decreased 2,437,000 city). bushels, which is about equal to the entire decrease for the past four weeks; but it had no effect on the market, whatever, unless it had a weakening tendency. Reports of the growing crop are not so roseate as they have been. The last report claimed the cinch bug was at work. Missouri and Southern Illinois are too dry. Ohio reports only about half a crop and Southern Indiana away below the average, while our own State does not show up as good as it did one week ago; so there is not much to say about higher prices, just at present.

Coarse grain, as usual, followed wheat. Corn is about 1c lower. Cash oats are fully 11/2c lower and futures are still lower. The receipts during the week were very small-29 cars of wheat, 4 cars of oats and 7 cars of corn.

The mills are paying 63 cents for wheat. Hope we can make a better report in our next.

C. G. A. VOIGT.

Flour and Feed.

The market continues to drag, sympathy with speculative trading, which has been extremely bearish, con- Kalamazoo.

sidering existing conditions, but it seems a question of a short time only before the true situation of supplies will become more generally known and the demand be such as to stimulate values. Buyers continue to purchase sparingly and only for present needs, which is always the case on a dull, declining market, whether it be dominated by speculative influences or not. A few merchants are inclined to believe that this is the time to buy and are making enquiry for round lots. Those who do buy now for May and June will, no doubt, realize good margins on their purchases.

The demand for feed, meal and mill stuffs has decreased somewhat during the past week and prices have declined about 50c per ton. The remarkably fine spring weather has encouraged rapid growth of all kinds of vegetation, so that good pasturage for stock has been plentiful this year, fully two weeks earlier than usual.

The city mills are running steadily this week.

WM. N. ROWE.

Merged into a Corporation.

G. J. Johnson has merged his cigar manufacturing business into a corporation under the style of the G. son Cigar Co. The authorized capital stock of the corporation is \$10,000, of which \$7,500 is paid in, being divided among four stockholders in the following amounts:

ì.	J	Johnson .															\$6,000
3.	W	Dierdorf															
J.	H.	Johnson!															
J.	٨.	Mahnen															200

The incorporators comprise the Board of Directors, the distribution of the offices being as follows:

President—G. J. Johnson. Vice-President—J. A. Mahnen. Secretary—J. H. Johnson. Treasurer—C. W. Dierdorf.

President Johnson will, of course, continue the management of the business, which he inaugurated about ten years ago, and which has steadily grown, in volume and importance, until his establishment now furnishes employment to more hands than any other cigar factory in the city. The corporate form under which the business will be conducted hereafter will enable Mr. Johnson to get in even closer touch with his workmen by means of the co-operative feature he has already utilized to some extent and which he will enlarge upon from time to time, as opportunities develop.

Purely Personal.

James C. Shaw, formerly engaged in the grocery business here, has purchased a fruit farm in Golden township, Oceana county, and taken up his residence there. His postoffice address

Fred H. Ball, formerly Secretary of the Ball-Barnhart-Putman Co., has been spending several days in the city, the guest of his father, O. A. Ball. Ball will return to Henderson, Ky., the latter part of the week, accompanying his family to Grand Rapids next week or the week thereafter.

First Come, First Served.

Everett Classics Seersuckers, 100 yard bundles, not less than 10 yard pieces, 43/4 C.

White Star Percales, 100 yard bundles, one to eight yard pieces, dark styles, 8c. P. STEKETEE & SONS.

Buy showcases of F. E. Bushman,

MEN OF MARK.

C. H. Gould, Vice-President W. J. Gould & Co.

Clarence H. Gould was born in Detroit, August 29, 1866. His father was of English descent, while his mother's antecedents were German, and those who know the man are frank to admit that he combines, to a remarkable degree, the sturdy elements of his Anglo-Saxon and Teutonic ancestry. He attended the public schools of Detroit and, on the completion of the work of the grammar grade, entered the educational institution at Orchard Lake, where he pursued a special course for three years. In June, 1885, he entered the wholesale grocery establishment of W. j. Gould & Co., with the intention



CLARENCE H. GOULD,

of mastering the rudiments of the busi ness, but eight months' experience led him to the conclusion that he must know more about the growth and preparation of food products in order to have a thorough understanding of the busi-With this idea uppermost in his mind he planned a two years' course of travel, spending nine months in Texas, six months in California and about six months in Japan, where he entered the employ of the tea house of Hellyer & Co., making a careful study of every branch of the business from the growth the plant to the marketing of the product. Finding that he was then fitted, by education and experience, to take the management of the tea department of W. J. Gould & Co., he returned to Detroit and, on February 1, 1888, was made a member of the firm and installed at the head of the tea department. The steady gain in the sales of that department is sufficient proof that the knowledge Mr. Gould gained in RETAIL DEALER.

Japan has been utilized to good advantage in Detroit. During the past two years his father has devoted a large share of his time to the management of the Michigan Wholesale Grocers' Association, of which he is Presdent, and the son has, practically, handled the sugar department, as well as the tea department. On the reorganization of the firm as a stock company in 1884, Mr. Gould was elected a director and Vice-President of the corporation, which positions he still holds.

Mr. Gould is an enthusiastic sportsman, having achieved considerable distinction some years ago as a hunter and an angler, but his records in these lines are now a little rusty, having been eclipsed by his record as a canoeist, which has been on the ascendant ever since he became a member of the Detroit Boat Club, about six years ago. He and his partner, W. C. Noack, have held the single and tandem championships of the Detroit River for three years and now hold the championships of the Northwestern, Northern Michigan and Mississippi Valley Associations. Mr. Gould is the possessor of twenty medals and trophies which have come to him by reason of his winning impor-tant race events. He has even made a record race, having achieved the dis-tinction of having his name and the event set forth in the Clipper Almanac, his record being one-half mile straight away in three minutes and four seconds. Not altogether satisfied with his record as a canoeist, he now covets a naptha launch in which he can disport the Detroit River at his pleasure.

Mr. Gould added to his store of knowledge last winter by taking a trip around the Mediterranean, including visits to Constantinople, Egypt and the Holy Land. He came back from his trip greatly refreshed and better prepared than ever to attend to the duties which confront him.

Personally, Mr. Gould is one of the most companionable of men. Genial in disposition, courteous in manner, prompt to form conclusions and sturdy in maintaining them, Mr. Gould possesses, to an unusual degree, the friend-ship of his associates and the respect of

Jackson Dealers Leading in the Work of Reform.

Jackson, May 4—The article in the Tradesman of April 1, in regard to the manufacturer and the tradesman, is meeting with much favor among the remeeting with much favor among the retail trade of this city. The article was sent as a petition to the Committee of Twenty of the Jackson City Club and was referred to five of our best business men for investigation. The Committee of Twenty is composed of first-class business men, our new Mayor being the chairman. He is a tradesman and a manufacturer and is very much in favor of the petition receiving favorable action. The sub-committee is composed of H. S. Griggs, of the Jackson Grocery Co., who is also interested in manufactures; L. H. Field, one of our heaviest dry goods merchants and a manufactures; L. H. Field, one of our heaviest dry goods merchants and a manufacturer; F. D. Bennett, the head of the Jackson Spice Mills and the Central City Soap Co., also interested in other business enterprises about the city; B. J. Glasgow, of the dry goods house of Glsagow Bros. & Dack, and one more prominent man whose name I have forgotten. Of course, we do not expect all of them to come our way on the start, but, if we can get a majority

SUCCESSFUL SALESMEN.

L. Cochrane, Traveling Representative Burnham, Stoepel & Co.

John Lincoln Cochrane was born on a farm near Almont, June 9, 1865, his parents on both sides being Scotch. He attended district school, subsequently perfecting himself in the English branches in the public school of Almont. At the age of 15 years he entered the store of his brothers, D. & A. Cochrane, general dealers at Almont, remaining in their employ about six Believing that this apprenticeship had given him an excellent knowledge of the merchandising business and wishing to enlarge his scope of activity, he went to Detroit and entered the employ of the former house of J. K. Burnham & Co. as stock-keeper. months later he was promoted to the position of house salesman, and six months afterward he was promoted to a position on the road, taking the Upper



Peninsula and the Alpena district as his territory. A year later he gave up the Upper Peninsula, devoting his entire time to the upper portion of the Lower Peninsula. He now covers the F. & P. M., between Detroit and Saginaw, the Michigan Central, from Detroit to Mackinaw, the D. & M., from Alger to Alpena, and the S. T. & H., from Saginaw to Sebewaing.

An evidence of his success as a salesman is the statement of a member of the firm that, whereas he started out on territory made by one man, he is now selling more goods on one-half of that territory than the former representative sold in the entire territory.

Mr. Cochrane is a member of the Nipissing Lodge, K. P., at Lapeer, of Maccabee Lodge, at Roscommon, and is now being ground through Oriental Lodge, F. and A. M., of Detroit. He is, as yet, unmarried, but, from present indications, another year will

see him at the head of a household. Mr. Cochrane, when asked to what he attributed his success, said, "hard work;" and to judge by what is said of him by his employers and associates, he has made a correct diagnosis of his own case. Springing from an excellent family and making the most of his opportunities, he has succeeded in win- Topeka.

ning success where other men found failure and heartily deserves the congratulations of his friends for the posi-tion he has gained and the reputation he has established.

The Business Advantages of Controversy.

From the Boston Transcript.

From the Boston Transcript.

The following story was told the writer not long ago by a Spanish gentleman; it is the story of the sausages of Vich and Vich is a beautiful little city up in the mountains of Catalonia, where a sort of sausages, famous throughout Spain, has been made for generations.

In the days when as yet no famous sausage was made in Vich, a man arose there who had the worthy ambition to make one. He had observed that the region about produced nearly all the

make one. He had observed that the region about produced nearly all the ingredients essential to a perfect sausage and all that were not native to the age and all that were not harrye to the parts were procurable. He first devoted great thought to the whole matter, and at last got stores of sausage meat and condiments, and, with deliberation and condiments, and, with deliberation and much patience and tasting, made a sausage that pleased him. He had proceeded with such care and thought that his sausage was really very good. He put it on the market, he sold it as far away as Barcelona and even Tarragona, and from every place where it had gone there came nothing but praise of it.

of it.

Now this—especially as with the praise came many orders for his sausage—would have abundantly satisfied an ordinary man. But this man of Vich was not an ordinary man. "This will not would have abundantly satisfied and analy man. But this man of Vich was not an ordinary man. "This will not do at all," he said to himself. "My ambition is to produce a sausage that is really great, and I have read in the works of the philosophers that true greatness make enemies. Therefore, my sausage cannot be great until it has enemies." So he added one little introduction and then another that seemed gredient and then another that seemed to him to tend to make his sausage vile, and continued to sell it. At first, he heard no complaint, but presently the word came to him from Gerona, and then from Andorra: "What is the matword came to him from Gerona, and then from Andorra: "What is the mat-ter with your sausage? First it was good, and now it is bad. Improve it, or we will have no more." He put in some more of the same stuff. Soon a butcher in Barcelona sent him word that a certain town councilor had come that a certain town councilor had come to him to say that he had never eaten so good a sausage, and that it was great, but that a certain bishop had also come to say that the sausage of Vich was a compound villainy and that therefore the butcher knew not what to say. Upon this, the sausagemaker of Vich was overjoyed. "At last, I have struck it!" he eyelaimed and he went on manufache exclaimed and he went on manufac-

he exclaimed and he went on manufacturing his sausage just as he had got it.

After that there was a great deal of controversy about the Vich sausage. Some maintained that it was unspeakably vile, while others declared that no sausage so delicious had been made since the world began. And all this redounded greatly to the profit of the sausage grew, and after due time the maker had orders for it from Madrid, from Granada, and even from Cadiz. It is even said that the maker sent sausages to Rome. At any rate, the reputation of his wares became national, and the center of the sausage manufacturing the center of the sausage manufacturing industry, which assuredly would never have been the case if the sausagemaker had been content to manufacture an ordinary goody-goody sausage, that one would have objected, to simply cause it had not great qualities.

Won Easy Fame.

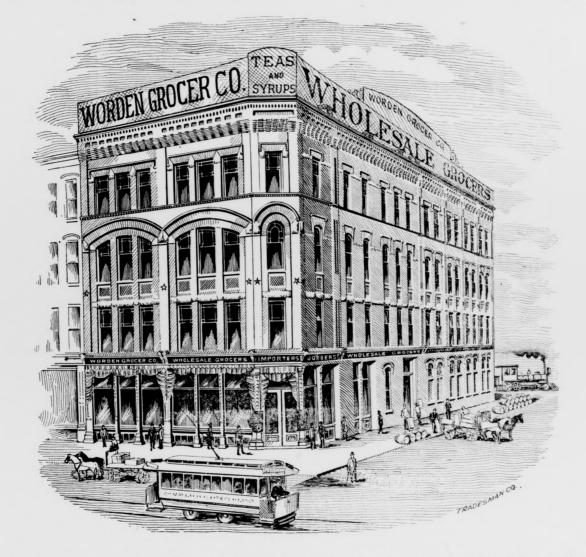
Won Easy Fame.

There is a man in Topeka who is famous. He never did anything heroic, was not a member of the Legislature, never wrote a book, is not a millionaire, but is poor and not brilliant. On the contrary, he is a section hand, and rather inclined to be worthless, but he wrote a few lines to a patent medicine company once, saying its remedy had cured him. Now, his name is in every paper in the country, and he is referred to as a brainy and prominent citizen of as a brainy and prominent citizen of

and an area of the RDEN GROCER CO

Importers and Wholesale Grocers

Cor. Ionia and Fulton Streets, Grand Rapids, Michigan



This is the house in which we do our business and we want you to note its location and general appearance o that when you are in town you will find it convenient to call upon us and receive a warm welcome.

This is the house in which we sell Quaker Flour. The highest grade of winter white wheat flour.

In this house we sell Laurel Flour, the choicest spring wheat flour produced in the Northwest. This is the house that is filled from basement to roof with the choicest of Groceries of every kind and description. Would you have the finest California dried fruit? It can always be found in this house.

Are you seeking for the best brands of canned fruit and vegetables? They are here.

Do you want choice Teas, Coffees, Cocoas, Chocolates and other delicacies in this line? The best can be rocured in this house.

Are you looking for choice Bottled Goods and table delicacies? They are here in abundance.

In short, if you are seeking a place to do business where you will get the best of everything, where you will receive prompt and courteous attention and where your business will be fully appreciated, get under the roof of this house at your earliest convenience.



Devoted to the Best Interests of Business Men

Published at the New Blodgett Building, Grand Rapids, by the TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance. ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men. Correspondents must give their full names and addresses, not necessarily for publication, but as a guarantee of good faith. Subscribers may have the mailing address of their papers changed as often as desired. No paper discontinued, except at the option of the proprietor, until all arrearages are paid. Sample copies sent free to any address.

Entered at the Grand Rapids Post Office as Second Class mail matter.

When writing to any of our Advertisers, please say that you saw the advertisement in the Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY. - - - MAY 6, 1896.

FAKE SALES.

Notwithstanding the fact that as education and intelligence advance, the best part of the trading community are coming to the knowledge that the most profitable way to buy goods is to pay the correct price for the right quality at the responsible dealer's, there seems be an unaccountable attraction in fake advertising which make such sales profitable to their projectors and makes them the cause of serious damage to legitimate trade. There seems to be still a sufficiently large contingent of "bargain hunters" to make such schemes successful in that they not only afford material for the fakes to feed upon, but they serve as effectual means of carrying the advertising farther and through the principle, "going with the crowd," take many with them who, if they would stop to exercise their intelligence,, would know better. Irdeed, the prevalence and effectiveness of this sort of trade would seem to have given the education of legitimate dealing a considerable set back.

In most comumnities, regular dealers, either through inadvertance or necessity, have contributed to this element of trade demoralization, by holding "special sales," which have too fre-quently degenerated into "bargain quently degenerated into sales." It is not for the Tradesman to say that special sales are always injudicious, those employing them have, doubtless, a practical knowledge of their value, yet most must admit that, as a class, such sales contribute to the success of fake schemes.

By "fake sales," are meant such sales as are based in some way on fake pretenses. There seems to be a large and flourishing class of nomadic dealers whose mission is to hold such sales. One of these comes into a town, selects a cheap vacant store, puts in his goods and floods the town with advertising, usually selecting as his selling card the bankruptcy racket, "a heavy failure" in some distant city, "goods must be turned into cash at any sacrifice, and immediately." If it is found that the community has been recently worked by the bankruptcy scheme, it is an "assignee" "fire" or some other designation to convey the idea of forced bargains.

Such sales are frequently a serious hardship to regular dealers. These have their usual preparation for meeting the requirements of the community goods fresh and in style. The fake strikes the town and the trade on which through" on inadequate margins.

he had depended is diverted. His goods are soon out of date and not un-frequently the consequences to his business are serious.

Just how to meet this evil is a question not easy to answer. Better organization and co-operation in trade will suggest remedies and means of applying them in the different communities. Local ordinances can thus be secured and made more effective; licenses refused for short periods and thus made to be expensive, and other legitimate discouragement found to hinder this pest not only to trade but to the community.

MARKET QUESTION SETTLED.

Grand Rapids is to be congratulated on the final settlement of the long-vexed question of a market site. The increased demand from year to year has, finally, become imperative. The appropriation of long stretches of the city streets for this purpose has not only long been entirely inadequate, but their occupation for such purposes is an injustice to the business houses and residences thus shut off from access.

As the Tradesman has already observed, the incurring of this slight increase in the bonded indebtedness of the city for such a purpose is entirely justifiable. The real estate purchased will be an investment of increasing value and will be used to meet continually increasing requirements for many years to come. It would not be right to increase the present burden of taxation for the entire expense-the future should help pay for it.

The precedent of submitting the question to popular vote to secure validity of the bonds will operate to secure similar action for the electric lighting bonds, in case that matter is urged further. Different principles will involved in that question, for the investment will be for that which will become worthless long before the bonds shall mature. It would be even more unjust to ask the future to pay for the current expense of street lighting than to ask the present generation to pay for a market site.

It is greatly to be desired that prompt action be taken to put the market into condition for use by the preparation of a sufficient area, improving approaches, building stalls, etc. The work is needed and can be done as economically now, probably, as it ever can.

Paderewski's gift of \$10,000 as a prize fund for American musicians will add regard for him as a man to the favor with which he has been received in this country as a musician. The famous pianist has made a great deal of money in the United States, but he gave the people the full worth of it, and was under no particular obligation to leave any of it behind. His generosity is therefore praiseworthy, especially as it is in strong contrast with the close-fisted action of some other professional people who have come over after our dollars.

When a competitor insists on selling an article regularly at an unreasonably close margin, and cannot be induced to reform by pacific representations, the best thing to do, perhaps, is to meet the competition by placing the price at actual cost. This will be apt to bring him to time, and it is better to sell goods at actual cost, that one may know just what he is about, than to try to delude one's self that he is "going to pull

RETAIL DEMAND BETTER.

A fair retail demand has given a better feeling to trade, but it has not been sufficient to prevent the tendency to curtail production through the operation of combinations and the shutting down of manufacturing plants.

Prices of staples have continued to decline, although they were already lower than ever known. Wheat has lost five or six cents and there is little prospect that it will recover for this season.

Wool is weaker and in the manufactured products the only encouraging feature is the higher cost of foreign goods. Demand is not improved and the association reports that not more than half the wool machinery is employed. Cotton mill production has been considerably decreased by the shutting down of works and yet nothing will move the goods but unprecedentedly low prices.

The large iron companies have made their contracts with the ore producers of the Superior region, so that the magnitude of the iron transaction, were considerable. Structural prospects are improved and the advance on wire nails to take effect May I was preceded by a considerable demand. In other branches the demand is less active.

The improved activity in the stock market received something of a set back on account of the political significance of the developments in the Trans-This demoralized the London vaal. markets and the effect was felt in Wall street. The more favorable turn of South African events gave a better tone at the last, however,

Bank clearings fell a little below the billion mark again. There was an increase in failures, 254 against 240 last

NOVEL POWER DISTRIBUTION.

The Brown & Sharpe Manufacturing Co., of Providence, R. I., has issued a circular describing its method of erecting a recent addition to its works which involves much that is new and interesting. In addition to this is described a method of distributing power which is so novel and suggestive that it has been thought worth while to publish a short synopsis of it.

Instead of the usual practice of belting from the band wheel of the engine to a main shaft with a very large and expensive belt, and taking the power from the shaft by several belts for the different directions, the band wheel is made with four crowns or places for belts side by side. Each of these belts is run over guide pulleys where nec-essary to different shafts wherever needed in the works, using sufficiently large pulleys on the latter to reduce the speed suitably.

Another novelty is the use of binder pulleys so arranged as to increase the contact surface of the belts on the pulleys to about three-fourths the circumference of the latter. This greatly reduces the strain of the belts and thus the pressure and friction in bearings. The application of this feature makes it possible to change the direction of the power indefinitely and by the application of means for adjusting the binder pulleys the slack of belts can readily be taken up, thus obviating the cutting and splicing.

There appears to have been an unwarrantable prejudice in machinery practice against the use of binder pulleys and this experiment will be watched with great interest. Unless manifest themselves disadvantages which cannot be foreseen this departure reforms administered by Spain.

bids fair to make a complete revolution in the methods of power distribution. The principal difficulty in applying the system to present plants will probably be found in the difficulty of making the line shaft pulleys large enough to reduce the speed sufficiently.

It is an ill wind that blows nobody good. As a result attributed to the continued financial depression, large numbers of saloons in all parts of the State closed their doors rather than incur the expense of licenses the first of this month. The number thus closing business in this city is augmented by Treasurer Coulson's deciding to discontinue the practice of accepting notes for a portion of the \$500 required on his, own responsibility, as had been the custom of his predecessors. It is estimated that as a result of the two causes the number of saloons in the city will be reduced nearly or quite one-third. While the first and principal cause, the stringency, is to be deprecated, the city is to be congratulated on the result, not only that as a rule the fewer saloons the better, but the ones thus weeded out are the least responsible and contribute the most to drunkenness and disorder in the city. It is worthy of question as to whether there is not still another factor whose influence is to be recognized—a decrease in the demand for drink on account of the advance in moral and temperance education. Impartial observers agree in recognizing such an advance and claim that it is beginning to manifest tangible results.

Anticipations as to the new conditions of street traffic on account of the bicycle are fully realized, as the season is fairly opened. At the meal hours, especially, it is a novel and interesting sight to see the throngs filling the streets almost like a procession. The greatness of the number begins to emphasize the need of increased care on the part of all concerned for the prevention of accidents. A large number have occurred during the past week, showing that there is not a sufficent adaptation to the new conditions. Wheelmen, pedestrians, teams, all must learn the rules of the road and heed them. In the matter of speed of vehicles, Grand Rapids is still too much of a village. The accidents of the past few days will emphasize the need of reform in this direction. Especially in the matter of delivery wagon driving must a halt be called. The progress of some of the brewery wagons has always been a terror to pedestrians and it only needs a few such incidents as the deliberate running down of a wheelman by one of them, which occurred Monday, to awaken a public sentiment which will teach that fraternity of jehus that the streets were not made exclusively for them.

As a consequence of the demands of expensive locations in large New England cities, of organized labor and other elements of expense the cotton industry is gradually effecting a removal to the Southern States, where the Massachusetts iron industries have preceded it. The same causes are operating to effect the removal of other industires in like manner.

The Cubans demand independence and show fighting qualities that promise its winning. They are proffered reforms-long promised, never granted and never to be granted while they can be withheld. They are not likely to let go that which they have nearly won, for

THE SUPPLY OF GOLD.

Aside from the question as to the advisability of the use of silver in the currency of the country, which would have a limited influence upon its value, the fact must be faced that in the markets of the world this metal is already demonetized and that the influence of such demonetization in the contraction of the standard of value-the enhancement of gold-has already been exercised. In all the leading countries, including this, the change to a gold standard is practically an accomplished fact, and the evils of such change have already been met. And, as time passes without action being taken by a convention of the nations for a restoration of silver to its place as money, the probability of such action, and its need, perhaps, becomes less and less.

That the period covering the most rapid progress of the practical demonetization has been the period of financial depression in England and her colonies, much of continental Europe and the United States, is a coincidence which lends plausibility to the theory that the effects of such a change must needs be Whether the restoration or inserious. crease of its use as a circulating medium in this country will tend to mitigate or delay the effects of the change, it would seem that the idea of its use as a standard must be abandoned; and so the world turns with interest to the prospects of the yellow metal as to its sufficiency for such a purpose.

It may be said that, theoretically, there is really little difference as to the intrinsic value of the exchange standard, so long as it represents a quantity that cannot be monopolized or manipulated by speculation. Practically, there must be enough of it to be divisible into the needs of reserves for business credits in the degree to which systems of exchange have been developed. And it must be of sufficiently constant value to prevent the hardships and disorganization which must result from a change in the standard.

As it is coming to be pretty generally accepted that gold is, de facto, the standard, the question of its present supply and future prospects becomes of decided interest to all. A significant fact as to the effect of demand on supply is furnished in the report of the Treasury Department for 1895. It will be borne in mind that during the silver depression of the past three years the attention of prospectors and miners has been directed to the discovery and ex ploiting of gold producing mines. The results show an accelerating increase of gold production through that period.

.. \$33,000,000.

The idea is quite prevalent that the supply of the world's gold is limited and wholly insufficient for the purposes of the exchange standard. In the light of this idea, the following facts, for some of the data of which the Tradesman is indebted to a recent article in the Bond Record, is worthy of attention.

A standard once established and not subject to temporary fluctuations in quantity is the one best calculated to serve the purposes of commerce. The fluctuations to which gold might be subject are those resulting from its temporary sequestration by being hoarded by banks or individuals, or by the operation of laws requiring gold reserves. In the laws requiring a Treasury reserve of \$100,000,000, the saving clause is that the gold is represented by an future will greatly exceed that of the it on.

equivalent circulating medium and that, in case of certain needs, this reserve may be drawn upon.

The use of gold goes back to the earliest times of which anything is known. All literature and history indicate universal use and love for it. Mining processes were the same as the simplest now in use-a pan, some water and plenty of patience. Its uses have never changed. It has always been the object of wars and emulation and has been esteemed of supreme importance. Ancient accumulations were many and great but these were subject to extraordinary danger of being dissipated, for want of places for safe-keeping, and on account of the depredations of wars and of bandits and other marauders. Vast quantities were constantly being lost through such causes on sea and land.

Among the chief owners of gold in the Old World to-day are said to be those who hide their valuables in holes in the ground, or similar places, or carry it in belts and bags at the expense of constant loss. India is said to be the gold sink of the world. One authority places the quantity absorbed by that country during the fifty years ending with 1885 at \$1,500,000,000. She has been able to thus constantly bring in the gold on account of her exports so greatly exceeding her imports. China has been a similar factor in the gold question and it is probable that she has greatly exceeded India, in this regard, during the unrecorded centuries.

The amount of gold in existence at the time of the discovery of America has never been plausibly estimated, but there is no doubt that it was very great. According to the most reliable statistics and estimates the production since that date has been from nine to ten and onehalf billions of dollars-a sum too vast for mental comprehension. Reduced to weight it would be 21,000 tons. To count it at the rate of \$200 a minute, if it were coined, would require one man Add this to the amount of years. gold in existence at that time and the amount becomes too great for description and there is too much of it that has escaped loss to make it possible that the supply can be monopolized.

As indicating the increase in the ratio of production for the world, according to the officials of the United States' mint, the production is given at the following per

1005	111	L	11	1:	9	(-	C.	L	"	u	4	1)	•			
1801																	. 8	11,823,000.
1810																		11,815,000.
1820																		7 606,000.
1830																		9,500,000.
1840																		13,500,000.
1850																		36,500,000.
1860																		134,000,000.
1870																		129,000,000.
1880																		114,000,000.
1890																		118,000,000.
1005																		205 000 000

It is interesting to note that of the \$180,626,800 production for 1894 the principal producing localities were represented as follows:

Australia	 					.\$41,760,800.
Africa						. 40,271,000.
United States.						. 39,500,000.
Russia	 					. 24,133,400.
South America	 					. 11,164,800.
China	٠.					. 8,556,800.

In the production of the United States' quota, some of the leading states contributed thus:

Californi	a	 				. 8	13,570,397.	
Colorado				 			9,491,514.	
Montana							3,651,410.	
South Da	kota	 					3,299,100.	
Idaho		 					2,081.281,	

The balance is distributed in smaller amounts among the other gold producing states, among which Michigan is included to the amount of \$44,444.

According to the opinions of the best experts, the production of gold in the

past. Among the reasons for these opinions are, that the spread of civilization is bringing a constantly increasing area of the earth's surface to the direct attention of the miner; that invention, is making it possible to utilize ores formerly impracticable and cheapening tools and appliances and ways of providing supplies for carrying on mining operations.

All the heavier producing countries,-South Africa, Western United States, Australia, Russia, Mexico, South America-are really unknown The railroads built in the last twenty-five years have only just begun to make some portions accessible-the vast areas are scarcely touched in a mining sense. Especially is this the situation in the remote fastnesses of Siberia, Africa, South America and Australia. And it is significant that some of the most valuable discoveries of recent years in this country were in localities thought to be thoroughly prospected long before. Thus, at Leadville, there was a large mining town whose inhabitants deserted the locality, thinking there was no more to be found there. This was long before the discoveries and rush of the early seventies. And in the Pike's Peak excitement, and for years afterward, the entire region prospected, but the treasures of Cripple Creek were reserved for a later day.

Through recent processes, low grade and "refuse" ores are developing great value. The cyanide process is vastly increasing the production and it is not unreasonable to suppose that other improvements will continue to be made. When means are found to exploit the arid regions of the Southwest, it is the general opinion of miners that that region will become one of the most valuable gold producing localities of the world.

In the matter of cheapening supplies, it is estimated that the cost of these in mining regions has been reduced from 25 to 75 per cent. in the last twenty-five years. This makes it possible to handle ores so low as to have been considered worthless.

In the South African fields, where the Boer excitement has been in progress recently, John Hugo Hammond, the mining expert whose sentence of death for treason has just been commuted, gives it as his opinion that the annual output of that region before the close of this century will be \$100,000,000.

The principal danger of limiting the supply is from the tendency of nations, banks and individuals hoarding, it unduly. Improved methods of exchange and credits will operate to lessen this danger.

The annual disappearance from its use in the arts and sciences is about \$50,000,000, of which but a comparatively small portion is finally lost by its use in dentistry and in other ways where it cannot be remelted and returned to the world's supply.

Judge Andrews, of the New York Supreme Court, decides that in determining the 200 feet that must be between church and saloon, the line must be direct from center to center of main entrance. Between this way of measuring and going around corners, the difference in a given case was ten feet-excluding the saloon from license.

If a man has no style about him he feels like a misfit when he tries to put

Salvation Army poetry, taken all in all, is, perhaps, a little superior to the order of lyrics that creep into the magazines and run riot in the nickel periodicals, but it is not always proof against criticism. The trouble with the religious poets is that, like their poems, they are made, not born, and this is contrary to the good old Latin aphorim which has passed into a musty proverb. Mrs. Booth-Tucker is of the machine-made variety, and we are perplexed, in reading over her latest contribution to campaign literature, in an effort to decide whether it shows the depressing influence of a family row or is the result of pure carelessness. Mrs. Booth-Tucker sets forth in nautical metaphor that Jesus is her steamer and that, having embarked in him, she can safely swim to heaven's Why a person, having embarked in a steamer, should swim is beyond our immediate comprehension. Of course, the point is that the poet was compelled to find a rhyme for "him" and foolishly took the one that first presented. But we submit that she might have said 'skim'' and thereby preserved both the rhyme and the metaphor. The figure of Mrs. Booth-Tucker skimming over the waves toward the port of heaven is at once striking and poetic, while, on the other hand, to represent her redeemer as a steamer laboriously swimming detracts from the force of the metaphor and the value of the poetic impulse. We hope that Ballington's Volunteers will be a little more careful in the composition of their nautical songs and will submit their efforts to critical inspection before they flash them on a sinful world.

Under the law requiring that cruisers of the United States navy be named for cities, the name Brooklyn was determined on for the largest and most formidable armored cruiser authorized thus far by congress. And now, before the great warship is completed, the city whose name it is to bear loses its autonomy and becomes a part of New York. The ship's name could be changed, but it would be awkward to do so, as into much of the work done the word Brooklyn has been wrought, and into more designs. Then, in behalf of the city which bore the name, an order has been placed for a superb silver service for the cruiser. It required a special act of Congress to confer the name Kearsarge on a battleship. Nothing of the kind will be necessary in this case. The Brooklyn was named according to law. There was a city of that name once—when the cruiser was in infancy. There is nothing in the statute requiring a rechristening of a ship when the city it bears is swallowed As the battleship Kearsarge will keep alive a historic name, so let the queen of armored cruisers remain, a reminder that there was a city of the name of Brooklyn on Long Island.

The wages paid to operatives in the silk mills of France are smaller than those paid to operatives in British silk mills; but French competition has almost destroyed the British silk industry. The workman in a Lancashire cotton The workman in a Lancashire cotton mill earns less money than the American cotton mill hand; but England leads the world in cotton spinning. The woolen mills in the British Islands pay from one-third to one-half the wages paid in this country; but, under a low tariff, the Englishmen are taking possession of the American market. The wages in a Bombay cotton mill are but a fraction of those paid in a Lancashire a fraction of those paid in a Lancashire mill; and India is walking off with the British cotton trade in the East.

Getting the People

Art of Reaching and Holding Trade by Advertising.

Originality in advertising is much talked of, but, in actual practice, the theory is distinguished by its absence. While there are a few men born with the bump of originality so strongly developed that it is easier for them to promote new ideas than otherwise, still the unfortunate majority are compelled to get along without this help to profitable publicity.

It Means a Good Deal to Most Women

To know that there is a grocery in town where they can always rely on getting Nice Sweet Table Butter and Fresh Eggs. At HUNTS you cannot get any poor outter, for he doesn't sell it. Eggs always good and fresh and cheap. Nice fresh eggs only 8c. a dozen, and nice boneless bacon only 8c. a pound to cook with the 8c. Eggs. All kinds of groceries very cheap.

FACTORY MEN

of Owosso, you can save money by opening an account with Hunt, as he will give credit to any laboring man who pays his bills promptly as agreed.

HUNT'S.

I have found, in my own experience, that, on the whole, it is just as well to accept the old proverb—"There is nothing new under the sun''-and endeavor to use what is old in new and attractive forms. In this day and age, owing to the pressure for wealth and supremacy, there is an ever-growing delight taken in reviving ancient customs and usages which, while commonplace enough fifty years ago, by their "old-newness," if I may be allowed to coin a term, serve to attract more attention in any avenue of publicity than more modern ideas.

The old-fashioned spinning-wheel, with its motherly-appearing attendant, gowned in the garb of our grandmothers' day, whirring the snowy wool into threads for cloth, in the window of a great dry goods house, will receive more comment and furnish more advertising and selling-power than all the beautiful forms, figures, silks and laces by which it may be surrounded. very homeliness of its uncouth shape awakens in the mind of the passer-by memories of childhood and recollec-tions of happy hours passed in the cheery warmth of the crackling logs in the fireplace, while "grandma" peered over her spectacles and watched the "sheep's overcoat" as it was formed into material for her dear ones' com-

...... Women Could Vote

they would soon decide that our line of Children's Shoes ontwear any shoe in town and that our prices are the lowest. Buy a pair of them and you will be convinced.

Alfred V. Friedrich,
Front Street. Friedrich Bros. Old Store.

Ten people will pause, in the hurry and rush of business, to look at a motherly hen surrounded by her feathery brood of chickens, as they scratch contentedly in the windows of a store during Easter week, where one will stop

therein, no matter how attractive the prices may be. Yes, like the mustard plaster, the hen is a great "drawer."

Since the street railway company of Grand Rapids put tickets on sale, the different agencies for them are getting all the advertising possible out of them. One firm advertises in the win-

CAR TICKET CASES, 15c EACH and all who sell tickets placard the fact in a prominent way.

Instead of a ton of coal, the house furnishing people are sending along ice for a month with each refrigerator sold.

One of the handsomest show windows I have seen for some time is located on a prominent corner of Monroe street, in a clothing house. There was a miniature staircase, trimmed with green and white cloth. The balusters were constructed entirely of neckties in unlimited variety, while on the steps and landing were placed wax figures, in various positions, dressed in tasty style. The whole was beautifully decorated with potted plants and, lighted with incandescent lamps, made an elegant show window, undoubtedly profitable.

"In the Mud and Scum

of things, there's always, always something sings," said Emerson. If our competitors are grumbling about dullness of trade and are urging you for profits that they can't get from others, come over and see our assortments, larger than ever, and our trade winning prices will sing you a song of joy without alloy.

SCATTERGOOD & CO.

In a certain shoe store window is a card which reads as follows:
"REPAIRING NEATLY AND

CHEAPLY DONE WHILE YOU LOOK AT NEW ONES. Leave Shoes Here."

This attracts much comment, and is a pleasing variation of "Shoes repaired while you wait."

An astonishing statement appears in the window of a prominent Grand Rapids clothing house, as follows: "TO-DAY ONLY,

THESE 50C BELTS 4 CENTS.

Were it not for the undoubted reliability of the firm operating this business, such a statement, while it undoubtedly attracts attention, would have to be taken cum grano salis.

Don't Think

but KNOW that our reliable Gas Stoves are cheapest and best. Free connections.

WEATHERLY & PULTE, 99 PEARL ST

A cetain cement is profitably advertised by a plate broken in two pieces and stuck together, suspended in a frame, with a heavy weight attached. A card above says.

-CEMENT MENDS EVERYTHING.

This is an old scheme, but it still to gaze at the beautiful goods displayed gains attention from the pedestrian.

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.

> > BARBER & CRAW.

Fruits, Groceries and Farm Produce. Lowell, Mich., March 16, 1896.

<u>enereterreterreterreter</u>

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 & CRAW.

Write for circular giving full particulars.

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.

urtice Bros Canned Goods are higher priced than many so-called standard goods. They are fancy in 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 entire line, 5th Avenue included. That is why you find our coffee fast taking the lead everywhere.

 $R^{
m olled\ Oats!}$ 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.

 K^{inney} Salmon Steaks. All middle Cuts.

f it's Canned Fruit you are wanting, the best packers in California are Fontania & 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

I. JII. CLARK GROCERY CO., GRAND RAPIDS.

In the window of a drug store appears the following unique statement:

THE OCEAN

Has been boiled down, and we Has been boiled down, and we sell you to pounds for 25 cents.
A sea Bath at home for 2 cents.
WEST INDIA
We deliver it. SEA SALT.

This certainly has an attractive sound

and bodes well for cleanliness. There is a show window on Monroe street which will admit of careful study. The floor is covered with tea. A little above the center is a representation of a cat in white and colored powdered sugar. A little below the cat, in the tea, in large white letters, formed with cube sugar, is the word "NIT." The word, of course, is popular slang, but what the combina-tion of tea and Cat-"nit" means I have been unable to determine.

"Acres of Diamonds"

said Russell II. Conwell, "are within easy reach of Michigan people." "Our best opportunities are the ones most freely offered." The prettiest Easter offerings in the way of Books, Booklets, Stationery, Cards, etc., seem to be the least expensive at Ketchum & Holdum's. The newest ideas are yours for a trifle.

ŏooooooooooooooŏ As I remarked at the opening of this article, originality in advertising is a good thing, but the shrewd publicityseeker will often find as much merit in converting the productions of others to his own displays and advertisements as he will in strict originality, besides saving time and much wear and tear on his brain machine.

FDC. FOSTER FULLER.

Education Not So Very Necessary.

I was sitting on a keg of nails in a West Virginia mountain store, watching a native dickering with the mer-chant over a trade of a basket of eggs for a calico dress. After some time bargain was closed, the native walked out with the dress in a bundle under his arm, and I followed him.

"'It isn't any business of mine,'' I said, "but I was watching that trade, and was surprised to see you let the eggs go for the dress."
"What fer?" he asked, in astonishment, as he mounted his horse.

"How many eggs did you have?"
"Basketful."

"How many dozen?"

"Dunno. Can't count."
"That's where you miss the advan-With knowledge tage of an education. you might have got two dresses for those eggs.

"But I didn't want two dresses, mis-

ter," he argued.
"Perhaps not, but that was no reason why you should have paid two prices for one. The merchant got the advantage of you because of his education. He knew what he was about."

He looked at me for a minute, as if he felt real sorry for me. Then he grinned and pulled his horse over close to me.

"I reckon," he half whispered, casting furtive glances toward the store, "his eddication ain't so much more'n mine ez you think it is. He don't know how many uv them aigs is spiled, an' I do," and he rode away before I could argue further.

OBSERVER.

Success isn't in overstock, nor in understock-it is in just stock enough.

Value of Attractive Advertising. apolis Commercial Bulleti

In order that one may be able to properly write and display an advertisement, I consider it very essential that he should possess himself of a knowledge of the different styles and sizes of type. It's not a difficult matter to secure a specimen book" from a printing office and its practical value is almost inestimable. By means of such a book the timable. By means of such a book the advertiser can very readily adapt his sentence to the size of type he desires to be used, or the size and style of type to his sentences. No matter how expert the printer may be who sets the advertisement he does not always catch the spirit of the writer, that he can always bring out words or lines that will ways bring out words or lines that will
effect a proper harmony between the
type and the sense of the advertisement.
Illustrations are not always essential,
though I believe a good one will catch

though I believe a good one will catch the eye of a reader quicker than a cute or flippant head-line. A good idea is to have a striking figure of some sort at one side of your ad. and just beside it, running in larger type across your space, a "catch-line" pertaining in some way to the figure. But some striking sentence is almost always necessary. The main thing to be considered is how to first attract attention; having accomplished this it is not so hard to hold it. Flippancy and crude jokes are never

plished this it is not so hard to hold it.

Flippancy and crude jokes are never to be desired. They detract from the dignity of an advertisement and so reflect a good deal the character of the writer. Breezy, but sensible statements are always possible; a little study will always bring them. Honesty in every printed utterance is absolutely necessary. Plainness, too, is an indispensible characteristic. Don't be too plain; there must be some embellishment. I believe that "the plain, unvarnished truth" looks a good deal better varnished up. Don't indulge in riddles. Have your advertisements plain enough for everyone, then every one will understand them. for everyone, then every one will under-

stand them.

It is a good plan to say something of interest to the reader in your advertisements. Tell him something he wants to know about, that has an interest for him. Don't tell him you're a dealer in something, simply, but tell him you have something for his especial benefit, that its new, and the price is right. Sometimes put the price in.

Don't advertise your competitor by letting anyone know that you think him worthy of consideration. He's all right, of course, and if you can't possibly get along without saying something about him, say he's all right, mentioning the fact that you think you're just a little ahead of him.

It's a good plan in writing your ad-

a little ahead of him.

It's a good plan in writing your advertisements to consider that you are paying so much a line for it, and try to make each line pay for itself. Study it for the effect it's going to have, not the way it will strike the art critic.

Keep everlastingly at it; don't let one issue of your paper go out without your advertisement in it. It's the constant dropping of your name and business on the head of the public that's going to make the impression that'll bring you success. success.

FRANK B. FANNING.

Space above Shelving.

Space above Shelving.

Not every store is so arranged that the space above shelving can be used to make displays of goods. The old style of high cornice still remains in many places, much to the disadvantage of the fellow who is anxious to talk to the people about his goods. This may be remedied, if you are indeed dissatisfied with it and have determined to have an improvement. The expense of cutting your shelving down will not be great. A single board on the top is all that is necessary, and this may be taken from the old top. Of course, if your ceiling is so low that even after the old style of cornice is removed you will have no room for display, it will hardly pay you to do it. On the other hand, if you alter the cornice, you can use the space, and the change in the appearance of your store will be marked.

.....Nothing Like.....

Manitowoc Peas.



Green Peas all the Year 'Round.

Pronounced by all who attended the Pure Food Show in Grand Rapids and tested them, equal to fresh peas from the

Grand Rapids people made them a standard of excellence

Nothing to compare with them on the market. Wherever Manitowoc Peas have been tried, French Peas have We are the largest packers of hand-picked peas in the country.

WORDEN GROCERY CO., Sole Agents For Grand Rapids Vicinity.

DEAR SIR:

Your scale arrived all O. K. We are using it now for about a month, and like it very well, as it is accurate and very sensitive-a small piece of paper bringing up the balance. Are sorry that we didn't discard any sooner our Stimpson Computing Scale, which we have used only about six months.

Yours truly,

BECK & SCHWEBACH, Dealers in general merchandise.

To the Computing Scale Co., Dayton, Ohio, U.S.A.

Bicycles

The Evolution of the Bicycle.

Something like sixty years ago, an ingenious Frenchman conceived the idea that locomotion might be facilitated and made more pleasurable by the aid of an auxiliary in the shape of two wheels, running tandem, connected by a suitable frame work; the front wheel being guided by a cross piece at the top in the same manner as in the modern bicycle. This machine had a decided resemblance to the "safety," though it lacked the mechanism for propulsion. To be sure, the wheels were constructed of wood and iron, in a similar manner to those used on buggies, and with the same kind of bearings, and the frames were constructed of timber, yet in the general proportions and appearance it was quite similar to its modern successor. It may be imagined, however, that in operation it was considerably different. The rider sat astride a similar saddle, but the propelling force was obtained by pushing the machine along by striking the toes against the ground in a similar manner to some timid learners of the present who dare not venture the use of the pedals. It may be presumed that a degree of skill was achieved which made their movements somewhat more graceful.

This machine which, so far as I know, was the first designed for such a purpose, was named, from its mode of propulsion, the velocipede. As might be expected, it amounted to little more than a toy and its use was of short duration.

The suggestion of the practicability of such a vehicle remained and some twenty-five or thirty years later the idea was revived in the construction of a machine of somewhat similar type which was called by the same name. Little, if any, advance had been made in the methods of mechanical construction involved; the wheels were like small buggy wheels and the frame was constructed of sufficiently strong hickory timbers, ironed on the same principle as in carriage building. This machine, however, had more points of resemblance to the modern wheel. The construction of the frame was more in accordance with the present lines and a great departure was made in the method of applying the power. This was the introduction of the crank, which was applied directly to the front wheel. As this was the same size as the other it will be seen that the "gear" was somewhat low-30 as against 64 to 80 of modern practice. There was also a decided disadvanatge in the direction of the force provided by the egs, detracting materially from enciency and grace.

Yet, in spite of these disadvantages the velocipede became decidedly popular. Its votaries were generally of juvenile age; but its use spread over the country and became quite a rage. I remember very well that in New York State, where I lived at that time, there were schools of instruction in halls or rinks, quite similar to those of the pres-And there are residents in Grand Rapids who describe their experience in a similar school in the old hall which used to be over the Frederich music store on Canal street.

graceful to remain long in general favor weighing from 50 to 60 pounds. Solid

and the fad died out so that it became reduced to the sport of a few boys, here and there, who had resuscitated the lumbering machines discarded by their elders in their youthful days.

I think it was some Englishman who conceived the idea of improving upon the velocipede by the introduction of a disparity in the size of the wheels, some twenty years ago. In the interval which had passed since the day of the velocipede there had been a great advance in modes of mechanical construction. Iron and steel was taking the place of wood in such constructions and not long after this the modern ball bearing was patented; and about the same time the wire spoke, or suspended principle of wheel construction, was invented, as well as the use of rubber tires. So that as the new candidate for public favor was developed many of the essential principles of modern bicycle construction were used. The result was the "ordinary" or high wheel, familiar to all.

This type was the first to acquire, from the number of wheels used, the name "bicycle." Its advantages were so manifest that it quickly developed into a greater degree of popularity than either of its predecessors. English man-ufacturers, on account of early employing the special machinery necessary in making the "backbone" and some other parts, kept the lead in the manufacture and during its use a considerable pro-portion of either completed wheels or parts were imported from that country.

The high wheel possessed some decided advantages. The rider, sitting nearly over the crank, the power was applied as effectually and gracefully as on the "safety." The size of the wheel on the "safety." made it carry the rider a much greater distance at each stroke of the pedal than in the velocipede. This size was regulated, naturally, by the length of the rider's legs, and ranged from 44 to 56 inches for adults. The "gear" of the modern wheel is based on the size wheel which would be required to advance as great a distance in its revolution as one revolution of the crank carries the "safety." Thus, the speed possible on such a wheel while not equal to the safety, was vastly greater than on its predecessor. Then, there was an advantage in that the rider was in a position where he could overlook the country better than in any other type.

The high wheel became more popular in and around Boston than in any other part of the country. Wheels became very numerous and "ruus" were as popular as in some localities to day with its successor. But its popularity was short, and it is interesting to note that the larger share of the second hand ordinaries have been shipped South for the use of the colored population.

One of the disadvantages of the high wheel was its tendency to give "headers." The rider was so evenly balanced over the center of the wheel that the slightest impediment was apt to pitch him forward headlong. It was again an Englishman who conceived the "safety" idea, by returning to the general forms of the earlier wheels and introducing the chain gearing, something like ter years ago.

While the machine thus constructed contained most of the essential principles of the present, there was a vast difference in the mechanical construction. The advantages of steel tubing were quickly manifest but at that time But the velocipede, as a fad, had its the fine steel tubes of to-day were not It was too laborious and un- made. The first wheels were very heavy,

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. \$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.,

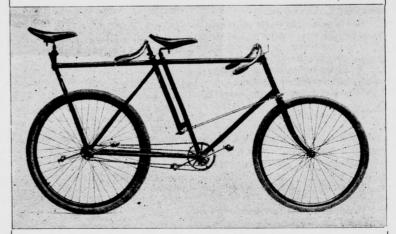
Lake, Halsted and Fulton Sts.,

CHICAGO.

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

Grand Rapids.

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 undestrable.

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.

5. You should write for further particulars.

THE TALLY-HO TANDEM CO.

TOLEDO, O.

rubber tires were used, as on the ordinary. But great attention was early paid to careful construction of bearings and moving parts, and the first wheels ran easily.

Soon the advantages of lighter construction began to be manifest and especially light wheels, weighing in the 30s, were constructed at great cost for the purpose of racing. I remember seeing such a wheel at a bicycle meet in Milwaukee, which appeared to be a marvel of lightness-probably weighed less than 30 pounds. A bystander inquired of the owner if it was a "high grade" wheel. The reply was that it ought to be, for it was imported from England at a cost of

The steadily increasing demand for these wheels soon brought them widely into manufacture in this country, though England maintained the lead in the early styles and it was an Englishman, again, who made the next radical departure-the pneumatic tire. With the introduction of this improvement, the advantage of lightness of construction quickly became manifest, and in a short time the weights came down low in the 20s, or even less. The English and German mills were far in advance in making their tubes and for a considerable time these were all imported. But it was not long before American enterprise proceeded to meet the new demand and the bicycles wholly constructed in this country to-day are the lightest, strongest and best in the world.

NATE.

News and Gossip of Interest to Dealer and Rider.

"There will not be enough tandems on hand this season to supply the demand," said a local manufacturer the "So hard are the manufacother day. turers of America now striving to sup-ply the public with single wheels that few of them have had opportunities to turn their attention to the manufacture of the two-seated machines. From every part of the Union comes the cry of the two-seaters. It is universal, and still there are not enough machines on the market. We are head and heels in work getting out the single wheels, and although our guides and gauges for tandem construction are ready, we cannot take our workmen off their present labors to build tandem machines.'

Bicycle seats have been bothering the inventors during the past few months. As a result, there are on the market this season leather seats, cordwoven seats, cane-woven seats, wooden seats, cloth seats, seats made of seaweed, aluminium seats and wire seats for the babes. The fat persons and the lean persons have had seats made for them. The racer and the roadster need not worry about finding seats suitable for their purposes, if they want them in a hurry. The bloomer girl can have her pick of so many kinds that she dreads buying one because she cannot buy all. The elderly woman has almost as many to pick from as the bloomer girl. The fat man who does not leave his measure for a seat cannot complain if a

more easily than one which has been ridden some thousands of miles. The ordinary rider, who goes perhaps 1,000 or 1,500 miles in a season, might not notice this difference, but the man who makes long tours or goes on century runs appreciates it. Then, too, dealers customarily allow \$50 for a wheel of the previous year which cost \$100, and thus the price of a thoroughly up-to-date machine is virtually only \$50 to the man with an old one to give in part payment. Another point is that bicycles, after a year's use, show some signs of age, such as imperfect enameling and dingy nickel-plating, and your true wheelman takes as much pride in a spick-and-span bicycle as in his best suit of clothes. The dealers profit suit of clothes. handsomely by this custom of getting a new outfit annually. Not only do they make their profit on the new bicycle, but they will fit the old one up and sell it at an advance, or use it for hiring

There is not a scintilla of evidence to support the claim of those who have confidently asserted that cycling was a fad" and that popular interest in would soon decline. An estimate already made is that ten times as many people will be riding bicycles this year as last, and really it does not seem as if this is a great exaggeration. The bicycle is assuredly to be reckoned with seriously, not only as a means of exercise, but as a locomotive power. Like all things of surpassing merit, it is liable to gross abuse, and there can be no question that some of its votaries use it to their temporary and perhaps permanent harm; but in the vast majority of cases it is of undoubted benefit, and numerous physicians have no hesitation in prescribing it for their patients as superior to drugs and lotions.

Wheels in Church.

The bicycle has at last rolled into church and is going to be another wheel that will help move the good cause of religion along. A progressive Chicago preacher has observed the ways of bicyclists, and, instead of preaching against the wheel, he sees in it many things that, with a little pruning, can be used for good. He observes that men and women who are tied down to desks and stores all week are wild for the fresh air and exercise they can get Sunday on their wheel; but he also sees that they ride too far and too hard. Sunday on their wheel; but he also sees that they ride too far, and too hard, and get harm instead of good out of it. Therefore, he invites them to come to his church, dressed in their outing clothes. A man checks and cares for the wheel, while the riders listen to a the wheel, while the riders listen to a sermon that in length leans to the side of mercy and brevity. Afterwards, the riders are free for an afternoon in the parks or on the boulevard. This is Chicago up-to-date religion, based on common sense, and bicyclists will listen to words of wisdom from a man who sees how to make the wheel a means of grace in making it take people to grace in making it take people to church instead of away from it.

Blasts from Ram's Horn.

The smaller the soul the bigger a dollar looks.
The man who makes his own god

always has a little one. A holy life is an argument that always



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

PENINSULAR WHEEL GO.,

13 Fountain St.,

Also agents for Sterling, Day-ton, Phoenix, Ben Hur

Agents Wanted.

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

Rare Opportunity

TRUSTEE'S SALE

By order of the Court, the plants and effects of the Buss Machine Works, located in this city and at Benton Harbor, Mich., will be sold to the highest bidder, at the north door of the Kent County Court House, in the city of Grand Rapids, Mich., at 10 o'clock A. M., on Thursday, May 14, 1896.

The main works are at Benton Harbor, which has water and rail transportation The plant is most complete, especially constructed roomy buildings, machinery and tools in good order The stock of made up and partially made up woodworking machines, together with mer-chandise on hand, is such that the busi-

iness can be started up at once.

The product of the Buss Machine Works is well and favorably known, and the good will of the company valuable.

The works are open for inspection, and a complete catalogue of the property to sold and its order of sale will be furnished on application, by undersigned, or by the First National Bank of Benton

F. LETELLIER,

Trustee.

GRAND RAPIDS, Mich., April 10, 1896



All Jobbers have them



misfit finds him.

**

Many of the men who are most devoted to cycling buy a new wheel each year. You ask them if their old one was in good condition, and they say it was. They admit that the improvements in the newest models are slight, and, indeed, they seem to give no completely satisfactory reason for changing. As a matter of fact, a new wheel runs

atways has a margument that always staggers a skeptic.

In trying to keep all he gets, a stingy man steals from himself.

A lazy man is always going to do great things—after a while.

There are too many people who never pray until they have to.

Some people become very pious as soon as they get in a tight place.

The devil finds it hard to discourage the preacher who has a praying church behind him.

Get the Best Apparatus.

Written for the TRADESMA

In establishing or conducting a mercantile business, the subject of appliances is worthy of more attention than it usually receives. Many stores are opened, apparently with the idea that all the essential apparatus consists of shelves and counters and appliances for weighing or measuring, and only enough of these to afford a place in which to pack the goods and space on which to tie up packages, and a single specimen of each sort of the weighing and measuring fixtures. The fact that a store is a place in which to sell goods receives less consideration than the erroneous idea that it is a place in which to keep or store goods.

While undue extravagance in the purchase of unlimited quantities of costly fixtures, especially for a business of limited capital, would be foolish, it should be taken into consideration that a prudent investment of this kind is not temporary. Well-selected and standard apparatus is slow to go out of date and, with proper care, will last indefinitely. If such apparatus serves it purpose of affecting or facilitating sales it soon pays for itself over and over again.

In planning and furnishing a new store, or in improving an old one, the fact that the great object to be attained is the gathering of profits through the sale of goods should be kept constantly in mind; and, instead of seeking places in which to stow away or store goods, places should be provided for the displaying of as many goods as possible in a way to make them appeal to the taste of the customer. To this end the quantity of show cases should only be limited by the space in which they can be used to advantage. Then, great care should be used to arrange as many varieties of the goods in as attractive and systematic a manner as possible, that these 'silent salesmen' may be effective in the discharge of their proper duties.

Then in the matter of scales and measures it should be borne in mind that these are not for a day or a year.

It is worth while to get the best and enough of them. The value of such articles saved by restricting the purchase is soon lost by the cost of clerks' running around, waiting for each other and taxing the patience of waiting customers. Money paid for clerk hire is gone money paid for proper apparatus is still represented by value.

The same thought is pertinent in regard to facilities for the easy handling of goods. The time and strength of clerks used up in lifting and lugging barrels and boxes are paid for in money that leaves no equivalent. The time and money spent in procuring the best appliances that can be found for such uses are time and money invested to yield an hundred fold."

FRANK STOWELL.

The Various Kinds of Debtors.

A gentleman connected with one of the rating agencies divides debtors into five main divisions, as follows:

I. The man who is financially good, but unable to meet his immediate obligations for one reason or another. Such a customer should be given time, but the debt should be secured.

2. The man who is financially able to pay, but hates to part with his money. This customer should be made to pay, by force if necessary. He will

money. This customer should be to pay, by force if necessary. He will never let the proceedings go that far if the claim is just.

3. The man who is slow because he is losing money, and whose business is running down without prospect of improvement. In such case delays are find opportunities to be insulted.

dangerous and the debt should be se-

dangerous and the debt should be secured at once.

4. The poor but honest debtor is the fourth on the list. He would gladly pay if he could. No use to employ force against a man who has no more property than the homestead or exemption laws allow. Such a party should be reminded frequently of the debt, and he will pay as soon as he can—if not all, at least in part.

5. Men who are execution proof, who do not care anything for their reputations or their debts, and who do never intend to pay—the C. O. D. fellows.

These are the kind of claims the collection agencies are mostly given to handle after every other effort of the creditor has been exhausted. They are the tough customers par excellence. They seldom can—nor do they care to—buy a second bill of the same party. There seem to be always others only too willing to take the chances. To collect such accounts is a feat requiring right smart diplomacy and tact; but it is being done, as every man has some weak spot on which to touch him. These are the main varities of debtors, but there are others of minor degree, and there will be as long as the credit system exists. These are the kind of claims the colsystem exists.

One Cause of Advancing Prices.

The Soudan troubles are causing an advance on all merchandise which comes from the interior of Egypt, as transportation by camels is interfered with and in some districts it has almost ceased. Gum arabic is one of the principal articles from that source, and the trade is reminded of previous experiences by a sharp Euorpean advance in Arabic sorts of about 75 per cent., while picked gum is 15 per cent. higher. It has not been many years since the imports of this gum ceased on account of disturbances in the Soudan, but the present difficulties are not of such The Soudan troubles are causing count of disturbances in the Soudan, but the present difficulties are not of such an important character. The London trade is entertaining a firm view of the situation and prices are likley to be higher before a reaction occurs. The imports of gum arabic into the United States during the eight months ending March I were 1,035,350 pounds, valued at \$108,647, in comparison with 1,106,488 pounds, worth \$109,530, for the same period last year. Alexandria senna is another article which has advanced 4@5c per pound for the same reason. The slow transportation facilities have not been improved upon in ages. Everybeen improved upon in ages. Everything depends upon the endurance of the camels, and if one or more become useless on the way while loaded with merchandise, the markets are affected by the reduced receipts.

Her Father's Law Partner.

Her Father's Law Partner.

"Loew & Loew, counselors at law," is the sign on an office door in one of the downtown buildings of New York. The firm is composed of father and daughter, and is doing a good business, no small share of which is attended to by the pretty brunette junior partner. Though a clever lawyer, Rosalie Loew has nothing of the mannish girl about her, being, in fact, rather extreme in the opposite direction. Born in New York, of Hungarian descent, she comes of a family of lawyers, the most distinguished legal relative being a gentleman who at one time held a similar office in Hungary to attorney-general in this country. Even in her childhood she looked forward to the time when she office in Hungary to attorney general in this country. Even in her childhood she looked forward to the time when she would be a lawyer, so when she completed her ordinary education she took a law course at the New York University. She had previously won the degree of bachelor of arts at the Normal College. She graduated from the law course last year, took the bar examination immediately afterward and then went into partnership with her father. Now she is looking forward to the day when she will be a judge, but does not yet feel competent for such a position. Miss Loew is one of the two practicing female lawyers of New York.

Our Wash Goods Stock



Is now complete. Calicos, Ginghams. 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.

TRY OUR NEW CIGAR

Made in three sizes.

3 for 25c. 10c straight. 2 for a quarter.



HEMMETER CIGAR CO.

SAGINAW, MICH,

The Great

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.

Best & Russel Company Chicago, III.



RUSSIA AND CHINA.

It is generally expected that, immediately after the coronation of the Czar, some definite announcement will be made respecting the treaty which is now generally believed to exist between Russia and China. Although the existence of this treaty has been denied, there are too many evidences of the existence of some such agreement to permit of any great amount of credence being placed in such denials.

According to report the treaty was concluded shortly after the termination of the war between China and Japan, and was part of the consideration for Russian intervention which saved to China the Liao Tung peninsula. The Chinese government discovered that, without assistance from some powerful nation, the Celestial Empire would probably go to pieces and be divided piecemeal among the European powers. As Russia was willing to act the role of protector for a consideration, an arrangement was made with the Czar whereby Russia agreed to protect China from all foreign interference, in return for the cession to Russia of Manchuria and Mongolia, as well as the Liao Tung peninsula, including Port Arthur.

Such an arrangement would give Russia undisputed control of the entire northern part of the Asiatic continent and the Trans-Siberian Railroad would be provided with many excellent terminals. Knowing that the announcement of such a treaty would be sure to cause international complications, the Czar has postponed its promulgation until after the ceremonies attendant upon his coronation are over. After that the existence of the treaty will no doubt be admitted and active steps taken to carry its provision into effect.

Great Britain and Japan are the only opponents Russia has to fear in the Far Japan, realizing that a conflict with Russia is inevitable, is rapidly building a powerful fleet, and England is also imperceptibly re-enforcing her fleet in Asiatic waters. When the time comes for an upheaval Russia is sure to meet with opposition at least from Japan, and from England as well should any of the very numerous British claims in the Orient be disturbed.

The success which has attended Russia's vigorous policy in the Far East is one of the phenomena of the times, but that it will yet lead to serious international complications is more than probable.

THE WORLD'S PEOPLE.

Not more than a century ago all the countries of the Old World were annual ly devastated by dreadfully destructive diseases, like the plague and the cholera. Now these diseases but infrequently appear in Asia, while the plague is unknown in Europe and cholera is becoming a rare visitor in Europe and America. Great, bloody and destructive wars are by no means so common in any part of the world as formerly, and the result is that the population of the world is increasing at a more rapid rate than ever before in the historic period.

Some figures of the growth of population of the principal countries will be interesting. The number of people in the United States used to increase at the rate of 3½ per cent. a year, or 35 per cent. in ten years. Under the inper cent. in ten years. Under the influence of modern civilization the rate has got down to 25 per cent. in ten years, notwithstanding the vast accession of people from foreign countries.

Henry C. Frick, manager of the Carnegie Steel Company, is about to erect a hospital for children at Pittsburg, at a cost of \$500,000. It will be under the care of the Episcopal church.

Returns show that the population of Europe is growing at the rate of 3,000,ooo a year, or 30,000,000 in ten years, and this in the face of an emigration estimated at 5,000,000. The largest increase is set down for Russia, and it is fixed at 12,510,800. The Austro-Hungarian Empire increased 3,502,200; Great Britain, 2,452,400; Germany, 4,522,600. France is at the foot of the list, with 67,100; even Turkey exceeds her, having grown to the extent of 1,100,000.

It is now claimed that population is growing in Asia at a more rapid rate than even in America or Europe.

Figures for the last ten years of the population of India show a growth of 33,000,000. With no destructive wars and no cholera to decimate the people, the swarming populations of the East are multiplying with extraordinary ra-pidity. This vast increase of people means larger productive power and lower wages. Formerly, when the various nations were isolated and lived almost wholly to themselves, each country was a law to itself; but to-day the rail, the wire, the steamship and the ocean cable have made the trading world virtually one country, and no single nation can claim independence of all others in matters of commerce and industry.

Syrup of Figs Knocked Out of Court.

Judge Taft, of the United States Circuit Court of Appeals, has rendered an opinion in the case of the California Fig Syrup Co. vs. Frederick Stearns & Co. The Fig Syrup Co. charged Stearns with infringing on its trade-mark, but Judge Taft decided against the plaintiff and affirmed the decision of the lower courts. In its petition the Fig Syrup Co. alleged that it had spent \$500,000 in advertising syrup of figs and that the defendant, in order to get the benefit of the plaintiff's advertising, sold a cheaper preparation, called Laxative Fig Syrup. This, the petition asserted, Stearns offered to druggists at a rate lower than the California company and induced them to buy with the hope of The Fig Syrup Co. charged Stearns lower than the California company and induced them to buy with the hope of palming it off on the public as the California fig syrup. The plaintiff said that the active element of the California fig syrup is syrup of senna. Only one-tenth of 1 per cent. of the juice of the fig is used according to the petition, and it has no effect either upon the flavor or medicinal qualities of the preparation. medicinal qualities of the preparation.
The name Syrup of Figs was selected,
the petition continues, because of the the petition continues, because of the popular delusion that the juice of the fig contains laxative properties, whereas the laxative action of figs is caused by the effect of the skin and seeds on the digestive organs. The actual syrup of figs would have to be taken in quart doses to produce the effect popularly doses to produce the effect popularly ascribed to it.

Judge Taft ruled on the points as fol-Judge Taft ruled on the points as follows: I. The term Syrup of Figs applied to medicine indicates that the active medicinal element is syrup made from figs. Therefore, no one can acquire the exclusive right to this name exclusively, as syrup may be made from figs by anybody who chooses. 2. Nevertheless, if it were made apparent that the defendant is seeking by unfair means to palm off the article of its manufacture as that made by the plaintiff, such unfair competition could be enjoined regardless of the right to copyright, as a trade-mark, the title Syrup of Figs. 3. The plaintiff is, however, in the present case not entitled to any relief because of the fraud practiced on the public by the misrepresentation the public by the misrepresentation that the article sold was syrup of figs, whereas it was merely syrup of senna according to the admission of the plantiff himself.

CHAS. E. STORRS, Dairy and Food Commissioner. Lansing, Mich., Feb. 25, 1896. E. B. MILLAR & Co., Chicago, Ill., Gentlemen: 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.

"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.

OF COURSE YOU HANDLE

For Sale by All Jobbers.

SEE PRICE LIST ELSEWHERE.

EVERY PACKAGE 16 OZ. NET WITHOUT GLAZING.

Perfectly Pure Coffee.

WOOLSON SPICE

TOLEDO, OHIO, and KANSAS CITY MO.

Flour

Parisian

Parisian Flour Parisian Lemon & Wheeler Company, Flour Parisian Flour

Shoes and Leather

Substitutes For Leather. From Shoe and Leather Facts.

Since our enterprising friends who form the organization generally known as the Leather Trust have begun to push the prices of that commodity up into the clouds, manufacturers seem to be rapidly learning that there are other materials which may be used as substitutes for leather than the new compositions of tan bark, woodfibre, cement, asbestos, etc., which make their appearance. aspestos, etc., which make their appearance about once a year. The new goods in the store windows show a much larger percentage of canvas and cloth in their composition than those of former years, and one of the causes of the growing favor of this class of goods must be the cheapness of their fabrics as compared with the high price of leather. For with the high price of leather. For uppers, they may answer the purpose just as well, but there seems to be nothing to fill the place of leather when it comes to material for soles. The cloth uppers make a nice, light, dressy shoe for the summer, and will doubtless be popular on that account, and for the amount of wear usually expected of a support shoe they will probably fulfall. popular on that account, and for the amount of wear usually expected of a summer shoe they will probably fulfill all expectations. Some of the colors seem rather loud in contrast with the material of the lower part of the shoe, but these will suffice for the gilded youth and there are plenty of nice shades in grays which will more readily meet the approbation of the man who does not believe in allowing his clothes to call attention to himself, thinking that the best-dressed man is he who is able to converse with his friends without their noticing, immediately, what he has on. The man who depends on the loudness of his clothes to attract attention to himself has a very cheap and poor sort of notoriety. People do not notice the man as much as they do the clothes, in which event he is about as useful a member of society as the dummy in front of his tailor's store.

And it is not notoriety which amounts to so much in the end. There is a wide.

dummy in front of his tailor's store. And it is not notoriety which amounts to so much in the end. There is a wide difference between notoriety and reputation. P. T. Barnum once said to Matthew Arnold: "You are a celebrity; I am a notoriety. We ought to know each other." But Barnum was also a genius, although in a rather different line. If manufacturers will put their goods up in a neat and tasteful manner, and of such a quality of material that they will not look seedy after the first day or two, there is no reason why they should not make up a large proportion day or two, there is no reason why they should not make up a large proportion of the summer sales. The question as to how far they can be made to do service for fall or winter wear is yet to be decided. They would at least wear as well as some of the shoes now placed on the market with "composition" soles and heels which disintegrate at almost the first touch of moisture. Bicycling, tennis, and in fact all sorts of outing footwear, have been largely made up of canvas uppers, but its adaptation to more dressy shoes is something more of an innovation. an innovation.

The Cancellation of Orders.

and Leather Fact

While there may be and undoubtedly are instances when the cancellation of an order or the returning of gcods is justifiable, still, it is at all times a serious matter, whether considered from the standpoint of either the seller or buyer. There is an almost total absence recently of complaint about goods not being "up to sample" which indicates that for reasons which it is not necessary to analyze an important reform has been inaugurated and one which is certain to go far toward eliminating the other evils of returning goods.

The member of the trade who values his reputation and financial standing cannot afford to get a reputation for cancelling orders or returning goods.

While there may be and undoubtedly definite. It is a wise idea for an embryo poet to imitate Jacques and learn a good trade as a sort of understudy to poetry. It comes in handy when one gets hungry.

Cruel Blow.

The young man who prides himself on being original was talking to Miss Cayenne.

"Your mother seemed very much amused at that little story I told her last night," he said, self-approvingly.

"Yes," she replied. "Ever since I can remember, mother has laughed whenever she heard that story."

In Columbus, Ohio, a woman sued a gambling-house for \$800 that her hus band lost there, and the proprietor set up the defense that the man had, on a previous occasion, won \$1100. The court uled that the defense was admissible, and if proved would operate as a counter to poetry. It comes in handy when one gets hungry.

Cruel Blow.

The young man who prides himself on being original was talking to Miss Cayenne.

"Your mother seemed very much amused at that little story I told her last night," he said, self-approvingly.

"Yes," she replied. "Ever since I can remember, mother has laughed whenever she heard that story."

In Columbus, Ohio, a woman sued a gambling-house for \$800 that her hus been and the provide with the poetry.

ally to sustain a loss, and to profit from the experience thus gained, than to be too free in the matter referred to. The business man who too frequently cancels orders or returns goods has grave reasons for a closer scrutiny and revision of his business methods, because he is of his business methods, because he is traveling in a path which lies very close to disaster. The pressure brought to bear on the average dealer to give or-ders is, undoubtedly, very great, but there is no better time to exercise firmness than when an obligation is about to be entered into which cannot be fulfilled when the time comes. The growing method of placing small orders and doing so frequently also reduces to a minimum the necessity for cancelling orders or returning goods.

Punishment of a Shoe Thief.

Wilkes Barre, Pa., has produced an original American Solomon in the person of Mayor Nichols.

By the judgment of this dignitary, a woman was sent into the streets of Wilkes Barre wearing on her back a placard on which these words were incard on which these words were in-scribed:

I AM A SHOE THIEF. LOOK OUT!

The woman is a Mrs. Mary Jones. She was brought before the Mayor charged with stealing a pair of shoes. The case was proved against her and it only remained for the Mayor to pronounce sentence.

The woman pleaded that she had a home to look after and that if she went to prison it would be neglected and she would be ruined. The Mayor admitted the force of this. Moreover, she was not a dangerous criminal and, as a frugal public officer, he had to consider public officer, he had to consider expense to the city of keeping her ail. On the other hand, he had to

After mature consideration, he offered Mrs. Jones the option of going to jail or of wearing a placard warning the pub-lic against her thievish propensities. The latter appeared to him a sufficient punishment and to answer every purpose of the law. Mrs. Jones, with tears, accepted the placard.

Poet and Cobbler.

Poet and Cobbler.

Foets are continually being told that there is no money in writing verses, and that no one should choose it for a profession who has an appetite that demands three meals a day. In Paris, just now, there is a melancholy illustration of this. The daily papers are full of the eloquent advertisements of Jacques le Lorain, poet and shoemaker, imploring literary gentlemen to buy their boots and shoes of him. For fifteen years, Jacques wooed the muses with such poor success that he finally decided to abandon the pen and return to his last. He found that the shoemaker's awl was a better weapon with which to fight fate than the poet's lyre, which is a deceptive means of support. People are willing to pay for good soles for shoes, but they were not anxious to exchange good money for his soulful yearnings after the infinite and indefinite. It is a wise idea for an embryo poet to imitate Jacques and learn a good trade as a sort of understudy to poetry. It comes in handy when one gets hungry.

Our Shoe Department

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,





Our **Terms Positively**

The BEST.



Rindge, Kalmbach & Co., 12, 14, 16 Pearl Street, Grand Rapids, Mich.

Our Factory Lines are the Best Wearing Shoes on Earth.

We carry the neatest, nobbiest and best lines of jobbing goods, all the latest styles, everything up to date.

We are agents for the best and most perfect line of rubbers made—the Boston Rubber Shoe Co.'s goods. They are stars in fit and finish. You should see their New Century Toe-it is a beauty.

If you want the best goods of all kinds-best service and best treatment, place your orders with us. Our references are our customers of the last thirty years.

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

What Business Is.

Business, broadly speaking, the thing which, more fluently expressed, we may call the busy affairs of the world, is almost wholly a development of civilization. Nomadic and primitive people are practically without commerce or even domestic trade. The reason for this is, their wants are reduced to mere sustenance and shelter, their clothing being an almost missing factor, or fig leaf, in warm countries, and a crude covering of the skins of animals in countries that are inclement.

But civilization comes and wants increase. That which merely subserves animal existence in a rough way will not now be sufficient. We have learned what convenience is, and, as conveniences are one after another supplied. we crave luxuries and refinements. Go from an Indian tepee or a Bedouin tent to a first-class modern hotel with a button to press in each room for some appropriate genie to bring you what you wish, and you will see the distance upward the human race has toilsomely traveled.

A Roman emperor is said to have once advertised for a new pleasure. He who can offer this, or the satisfaction of any other new want, will find in his power to do so the key to success. When a tinder-box with its flint, or coals preserved in ashes brought from your neighbor's house a mile away, was the only way to light the morning fire, people did not miss the lucifer-match. But now that it is known, the poorest and most abject will not go back to what the rich were obliged to be content with two generations ago.

The lesson of all this history and evolution is that, in ministering to the people's necessities and desires, we must first supply them with "the best" for a good thing advertises itself. It does even more: it makes your printed story fully credited and thereby doubly emphatic. The pleased customer tells his experience and you gain his friends and acquaintances and finally theirs also in a circumference and area not to be bounded.

But this "best" article must be easy to get so that you must offer it at a low price or not unreasonably high. "The price or not unreasonably high. best," to be sure, is sometime to be sure, is sometimes the cheapest even at a much higher price but this fact the dealer must take pains to demonstrate clearly. Next to securing a good article there is nothing that pleases the modern purchaser better than obtaining a good bargain. And the purchaser must be pleased.

If a trafficker has his store or goods on some greatly thronged Midway Plaisance he can, perhaps, be a little less particular, as few customers pass twice, and his next day's patrons are from a new throng. But there is a Nemesis, I think, that follows "fleecing," somehow, everywhere-if only in the pernicious habit formed, which will somewhere be tried with sad results, or in vain.

The consumer who keeps trade going will, of course, try to buy the least that will cover his wants. Here the dealer's business is to show a new thing that will promote economy, or make something which the customer has already got go further by its use-as a patent burner over a gas-jet or some curious damper to a stove. The inventor is constantly supplying those things so that from nothing in Eden to several thousand things-not less than ten thousand, certainly, now-has the multiplication of human wants gone on.

There will be no stop in the process or number, unless civilization 'turns backward. Nor will there be any letup in the telling how and where these wants can be satisfied. He who does this service, and sets it forth, in the best way, will in that very expressive slang phrase, "take the cake." For him who scorns publicity, there will be public neglect and no "cake" to take.

Diogones was said to have hunted with a lantern for an honest man. The customer will not look for bargains in this way. If he finds them, it will be because those who have them to offer hang their own lanterns out.

JOEL BENTON.

The Right Thing at the Right Time.

It is part of the trade of the window dresser to know at what time of the week or month or season the various lines of merchandise in the store should lines of merchandise in the store should be displayed to gain the best results. This is not such a simple matter as it seems, at first thought. Anyone knows better than to advertise furs in July or lawns in December, but one must know much more than that to fully comprehend the meaning of the word seasonable. The most successful window trimmer is the graduate from behind the counter, and the one who has sold and has an intimate knowledge of every article in the store. Then, if he profited by his experiences, he knows at just what time of the season or of the week certain things are wanted. He at just what time of the season or of the week certain things are wanted. He can keep his finger on the pulse of trade and anticipate nearly every want, displaying it in his window to shoppers who will almost for certainty drop in at that store to supply themselves. People admire and like to trade with an up-to-date merchant, and when they see time and again the most seasonable thing in a show window of a particular place they are going to buy there sooner or later.

Attractive Window Cards in Chicago. From The Dry Goods Reporter.

Here are some of the window cards which have been noticed lately:

kind we keep."
"First in! These will be the first out
if you appreciate good values."

Pure groceries and goods are the only Get your shoes fitted properly." See what \$1 will do.

"No fancy prices, but the lowest consistent with fine goods."

"Bargains only."
"One profit from maker to wearer."

"Now is the time to let go; our prices show that we are doing it."
"We sell cheap because we can afford to do it."

"Approved by Dame Fashion."
"A great combination land "Approved by Dame Fashion."
"A great combination—low prices and good qualities."
"The importer's loss; your gain."
"We serve you with bargains from head to foot."
"Our ladies' suits have caught the feminine fancy."
"The value of dollars are doubled."

The value of dollars are doubled

How Candy Is Classed in Massachusetts.

By the laws of Massachusetts candy is classed as a food, and the inspectors of the State Board of Health look out for injurious candy along with other kinds of food. Being a heterogeneous mixture, there can be no standard of purity for candy, and the only test used is to determine whether it is dangerous to health. A few years ago, there were is to determine whether it is dangerous to health. A few years ago there were many prosecutions for the sale of injurious candy, but complaints are now rare. Among the reasons for the change is the growth of the public taste for better candy, the work of the State Board of Health, the efforts of the National Confectioners' Association, and the cheapening of the materials.

It is said that large deposits of potasfound in South Africa. It is the chief ingredient used in the manufacture of gunpowder, and is worth \$80 a ton. 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.



Grand Rapids, Mich.

508, 509 and 510 Widdicomb Bld.

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

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

Correspondence Solicited.



We Pay HIGHEST MARKET PRICES in SPOT CASH and Measure Bark When L



LS & STENCILS WILL-J-WELLER MUSKEGON

DO YOU USE

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

DETROIT RUBBER STAMP CO.,

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 ruber orders until we see you, as Lycomings and Keystones are the best.

REEDER BROS. SHOE CO.

GRAND RAPIDS.

THE COUNTRY DEALER.

Ways in Which He May Be Aided by the Jobber.

Correspondence Dry Goods Economist.

The country retailer deserves greater consideration than he usually receives at the hands of the jobber and manufacturer. He wants to feel that those from whom he buys his goods are his true business friends, whose promises are entirely worthy of credence and as sure of fulfillment as those of Holy Writ. Suspicion on either side is not good for

Dry goods should be put up in lengths to accommodate the small country deal-

to accommodate the small country dealer as well as the large city concerns. Doubtless more goods are disposed of by the country stores than by the large stores in the cities. This may appear preposterous at first thought, but it must be remembered that all the towns, villages and crossroads throughout this big country of ours have their stores and distribute in the aggregate immense quantites of goods. Their business is not conducted with the flourish of trumpets characteristic of the big city stores, but they are "sawing wood" all the same. the same.

the same.

The country retailer wants dress goods, including the cheaper grades, put up in twenty or twenty-five yard lengths, laces in continuous twelve yard pieces, carpets in half pieces, straw matting in forty-five or fifty yard pieces (for two rooms), fancy linings in half-pieces and continuous lengths, yardage marked on all rolled goods, including ribbons, etc.

Recently we purchased a case of

ribbons, etc.

Recently we purchased a case of women's oil grain shoes by sample, which sample showed up well, was soft and smooth and good value, but when the shoes arrived they were rough, smeared over with thick blacking and worth 10 or 15 cents a pair less than the sample. We cite this case because it is a recent experience, but it is not the only attempt at imposition with the only attempt at imposition with which we have met during recent months. Such things are common, as every retailer can testify. We, how-ever, had the independence to return the case of shoes and charged the jobber with the freight, as every one should do under the circumstances.

ber with the freight, as every one should do under the circumstances.

Let us look at things as they exist. The retailer has to carry goods in stock or he makes no sales; but how about the jobbers, or at least some of them? They are disposed to throw all of the risk upon the re ailer. They procure a supply of samples and start their men upon the road, with instructions to sell all the goods possible, to be delivered about a certain time, which usually, however, proves a very uncertain time.

The order is sent to the house and then forwarded to the factory to be made up. The factory is too busy to fill orders promptly. The time arrives for goods to reach the retailer, but no goods arrive, no matter how badly needed. In answer to a letter of inquiry, the jobber says in his kindest words that the factory is slow in delivering goods, but that they will be in in a day or two, which frequently means two or three weeks overtime. The retailer has to wait, because it is too late to make another order from a different a day or two, which frequently means two or three weeks overtime. The re-tailer has to wait, because it is too late to make another order from a different house. By not carrying stock the job-ber avoids the risk himself and throws it upon the retailer. He makes sales before he buys the goods.

Now, if the jobber wants to sell goods

he should carry more goods in stock and divide the risk with the retailer. If the jobber means to work on the safe plan of jobber means to work on the safe plan of merely forwarding orders to the manufacturer to be filled, then the retailer might just as well go to the manufacturer himself and leave the jobber high and dry with time for meditation.

Moreover, from the fact that the jobber does not carry many goods in stock, the retailer is often induced by the "drummer" to load up too heavily early in the season in order to be sure to get the goods he may need.

This should not be so, as it is injurious to business generally. The retailer should be able to buy what goods he needs, as he needs them, and not too mand.

many at once. He would then be better able to keep up with his payments. The retailer sends in an order, or

The retailer sends in an order, or gives the order to the traveling man for certain goods for present delivery. When the goods arrive many substitutions are found to have been made; many goods (usually those needed most) are left out of the bill and no explanation whethere is given. tion whatever is given

are left out of the bill and no explanation whatever is given.

This is very annoying to the retailer, especially when he has told a customer that he has ordered certain goods and that they will be in at a certain time. If the jobber is out of some of the goods ordered he should get them from some other house in order to accommodate his customers, as the country retailers do when they receive mail orders.

In conclusion let the manufacturer put up goods to suit the small country-retail trade, and let the jobber show by his promptness and accuracy in filling orders that he is doing his best to give satisfaction and to promote the interest of the country retailer, whose success means increased business for the jobber.

Above all, let manufacturers cease to put up dress goods (worsted or cotton), linings, ginghams, laces, etc., in numberless pieces and sell them as one continuous piece. Let short lengths be sold for short lengths.

sold for short lengths.

Earning Charity Dollars.

Earning Charity Dollars.

A ladies' aid society of Chicago had agreed that each member should earn a silver dollar all by herself and then entertain the society by telling how she did it. The fund, of course, was to be applied to some of the numerous uses to which the funds of ladies' aid societies commonly go. Now, the earning of a dollar is not always the simplest thing in the world to persons whose sole profession is housekeeping without pay. The accounts of how it without pay. The accounts of how it was done, therefore, showed considerable diversity. One fair madam got hers as a tip from her husband for blackening his shoes. She did it with liquid polish and a sponge. Another sold her husband a pan of doughnuts. Another kept the furnace fire from going out for three weeks. And so the reports went on through the usual and familiar list of devices. Finally it came the turn of the little black-haired woman who had just joined. just joined.

"But I did not know we had to tell how we earned our dollar," she protested.

"Oh, yes," answered a score of voices. That's the fun of the game." "I'd ra her not," said the little wom-

an, blushing.
Oh, you must. All the rest of us

have."
"Well, then, if I must, it was this way: My husband gave me the dollar not to scold because he wanted to make a bet on a prize fight."

Take a Day Off.

Take a Day Off.

There are things money cannot buy, and one of these is health. Once lost, this cannot be replaced. It is truly a pitiable sight to see one prematurely aged and infirm by the search for wealth—incapacity for enjoying the proceeds of years of toil and struggle brought on through wasted youth in the greed for gain. No wealth equals health. Pause, then, and consider if riches cannot be acquired too dearly. The eternal grasp, grasp that engenders physical exhaustion and mental inability is rank folly. The boast of not having taken a haustion and mental inability is rank folly. The boast of not having taken a vacation in half a score of years is nothing but a confession of poor judgment. The busiest men, and, everything considered, the most successful, take vacations. It pays to do so, as the wise man looks out for health as well as weetly. Iron and steel wear out these wealth. Iron and steel wear out, flesh and bones ditto. Arrange to take a day or week off now and then and get busi-ness off your mind. Try a loafing spell and see how refreshing it will prove.

A couple of enterprising Chicagoans have started a frog farm for the purpose of supplying bait to amateur fishermen. Small frogs bring from 40 to 50 cents a dozen all summer, with an active de-

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 rocks, we short age and no reight, no torn or solled hour 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..

LILY WHITE FLOUR Grand Rapids, Mich.

EVERY CENT COUNTS

To Grocers in Grand Rapids and dealers generally:

Why pay enormous prices for "Entire wheat" flour from the Eastern States when you can buy it from a Michigan mill, equally good, at a much less price? We have special machinery for the purpose and would like to confer with you on the subject.

WM. CALLAM & SON,

215-217 N. Franklin street, Saginaw, E. S., Mich. 0

0000000

0

0

0

0

0

0

0 0

<u></u>

0

0

The finest canned goods packed in New York State, for sale only by

The Musselman Grocer Co.

of GRAND RAPIDS MICH.

The line includes the following varieties of Fruits and Vegetables:

1b. Black Raspberries

1b. Blackberries

1b. Red Pitted Cherries

1b. Strawberries

1b. Bartlett Pears

2 b. White Marrowfat Peas

2 b. White Marrowfat Peas

3 b. Golden Squash

3 b. Hubbard Squash

2 b. Straw Early June Peas

2 b. Refugee String Beans

3 lb. Apricots

To those who have had these goods we need say nothing.
To those who have not we can only so licit a trial order.



The German Baker.

I vas a German paker man— Unt early learnt my drade; I used to live in Fadderland, But from dot country strayed. I pake some tings dot children likes Unt call dem ginger snobs; Unt many tings der fancy strikes; Unt cakes mit seeds on tobs.

Ven Ghristmas gomes some tings I pakes
Unt puts dem vere dey show:
Unt leetle boys mit cold dey shakes
Stant looking in a row.
Dot vater from dere mouds runs out:
Dose tings so nice looks goot;
Somedimes I steps me right about,
Unt dells dem all to scoot.

I vorks me always pooty vell, Unt keeps me oop goot cheer; It feels me somedimes pad to feel, Mine frou she don't vas here. I've leetle Chris, he laughs mit joy, Unt blays der whole day long, I don't see one some petter poy, He never does somedings wrong.

I pakes mine prade unt vorks me on,
Unt drops somedimes a tear,
For happy days dot vas all gone,
Mine frou she don't vas here.
Somedimes dot Chris look oop unt say.
"In von blace you look too long:"
I say, "Mine poy, go right avay;
Dot moostard vas too strong."
J. H. 1

Japanese Industrial Competition.

From the New York Tribune

There is no escaping the conclusion that Japan is one of the most potent factors henceforth to be reckoned with in the industrial and commercial world. Her military and naval prowess, as exercised against China, is well known, and there is reason to believe she would give a good account of herself in a conflict with a Western Power. But in the arts of peace her development has been even more striking, and her rivalry is far more dangerous. In quick intelligence, in adaptability, in ingenuity, and in productive energy, her people are the equals of any. In the important respect of low cost of production they have an enormous advantage over every other civilized nation, and it is this last fact that makes them perhaps the most formidable of all competitors in manufacturing industries. There is no escaping the conclusion

last fact that makes them perhaps the most formidable of all competitors in manufacturing industries.

Take, for example, the production of silk. In 1804 Japan exported more than \$12,000,000 worth of finished goods. The silkworm rearers received from 15 to 25 cents a day, and the weavers from \$3 to \$7.50 a month. How can the silk industries of America and France contend with such competition? And sim ilar rates of wages prevail in all the industries of Japan. The lovely porcelains are made by men who get 30 cents a day. The inimitable lacquered ware is produced by wage-earners who are content with from 25 to 40 cents. So with copper ware, carpets, matches, fans, umbrellas, screens, cotton goods, mats, books and paper, and what not else. The maximum cost of production is far below the minimum ever dreamed far below the minimum ever dreamed

of elsewhere.

The secret of this cheapness of pro-The secret of this cheapness of production is to be found in the low cost of living. For a workman to be content with from \$5 to \$10 a month, out of which he must buy food and clothes and all other necessaries of life for himself and his family, seems at first sight impossible. But it is fully explained by the fact that the entire food supply for him and his family for a whole year costs him not more than \$20, and perhaps much less. According to some elaborate and very carefully prepared tables in "The Statistical Magazine" of Japan, the average living expenses tables in "The Statistical Magazine" of Japan, the average living expenses of a first-class—that is to say, prosperous and wealthy—Japanese merchant, manufacturer or landed proprietor are only \$33 a year for each adult member of the family, while those of third-class shopkeepers and farmers are less than half as much. If independent business

half as much. If independent business men live so cheaply, how cheaply must their employes live!

Such are the economic conditions with which Europe and America are now called upon to compete. Japanese merchants are in all our cities; their agents are everywhere, their ships are traversing every sea. A single Jananese company—one of many—possesses today one of the half-dozen largest and best fleets of steamships in the world. The fleets of steamships in the world. The ask that the merchant marine of Japan has been home to the more than trebled in seven years, and the articles.

at the present time, besides the great output of her scores of shipyards, that marvelous country is increasing her output of her scores of shipyards, that marvelous country is increasing her fleets by purchase from England alone to the extent of more than 10,000 tons a month. Japanese ships will presently throng every port, to flood every market with the products of skilled labor at 20 cents a day. Perhaps the consideration of that fact will help American industrialists to decide whether or not the policy of protection is a good one to re-establish and to maintain.

Cautiousness in Business.

m the Shoe and Leather Fac

Cautiousness in Business.

From the Shoe and Leather Facts.

To exercise a reasonable amount of care is undoubtedly one of the prime requisites in business. When you see a man who is careless about small things you can be pretty certain that he is also negligent about the more important ones, and that, sooner or later, unless he has been fortunate enough to inherit a large amount of money from somebody, he will meet with financial disaster. It is necessary, however, to take some things for granted. No employer can have complete supervision of all those under him constantly. Having started them correctly at their tasks, he must take it for granted that they will be able to carry them out correctly afterward. In other words, there is such a thing as being overly-cautious, and thus suffering an immense amount of unnecessary worry in consequence. A great deal may depend upon a letter, for example, reaching its destination promptly. Indeed, there are numerous instances in the career of most business men when the failure of the officials of the Government to promptly perform their functions in this respect would cause considerable embarrassment, and perhaps financial disaster, to the writers of the communications intrusted to the care of Uncle Sam. The chances of a dereliction are so infinitesimal, however, that the properly-constituted man does not worry after it is seen that the address is all right and that the letter has been properly posted.

Too much caution is not only vexatious but sometimes rather expensive.

the address is all right and that the letter has been properly posted.

Too much caution is not only vexatious, but sometimes rather expensive. For example, and it may as well be confessed that its receipt has led to this dissertation, Facts this week received from a member of the trade in Alabama a registered letter containing fifteen cents in payment for three extra copies. The registration and mailing cost the sender ten cents. In other words, he expended an amount equal to seventyexpended an amount equal to seventy-five per cent. of the sum intrusted to the care of the Government in transmitting in order to guard against the possibility of loss—a rather high tariff for what in reality was a very small risk, as the statistics in regard to miscarried letters and purloined funds in-

This incident reminds us of the story told of one of the former Chinese Ministers in this country. In making up his supplies before leaving the Celestial Empire for the wilds of America, he included four hundred pounds of salt, because he felt that this saline commodity was absolutely necessary in order to increase. was absolutely necessary in order to insure his health, and he feared that he would not be able to procure salt after he got here. In other words, the moral would seem to be that some things have to be taken for granted in this world.

Who Is Responsible?

Of three dealers arraigned in a Philof three dealers arraigned in a Fini-adelphia court, one was charged with the sale of chicory as coffee, another for selling mince meat minus the meat, and the third for selling what was defined the third for selling what was defined as pineapple wine vinegar, which proved to be only distilled vinegar. All of the accused were held for court, which, under the Pure Food law, was about the only proper thing to do. It is to be noted that not one of the persons arraigned prepared the articles for the market, but all were middlemen, and presumably ignorant of the spurious nature of the articles. The law does not make any allowance for ignorance in such cases. The public, however, will ask that the responsibility be brought home to the guilty parties who made the articles.

Standard Oil Co.

DEALERS IN

Illuminating and Lubricating

Naptha and Gasolines

Office, Mich. Trust Bldg. Works, Butterworth Ave. GRAND RAPIDS, MICH.

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

Highest Price paid for Empty Carbon and Gasoline Barrels

HAS NO EQUAL

FOR CARRIAGES AND HEAVY WAGONS



Keeps axles bright and cool. Never Gums.

1 lb. 3 lb. TIN BOXES $\begin{cases} 4 \text{ doz. in case.} \\ 2 \text{ doz. in case.} \\ 2 \text{ doz. in case.} \end{cases}$

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

Scofield, Shurmer & Teagle,

Speculation-Retrospective and Prospective. From the N. Y. Evening Sun

A little more than fifty years ago, two waves of speculation simultaneously occupied the American and the English people, namely, Western lands on this side of the Atlantic and railways on the other. Each had a substantial reason for existing; each stood for the opening of a new field. After every, revulsion free capital accumulates and seeks an outlet. If human wit could foresee the outlet, the art of making money would be reduced to its simplest terms and brought within the reach of all. The next interesting phenomenon of this sort in point of time was due to the cumulative influence of the Californian and Australian gold discoveries operative through several years to alter the whole worlds' measure of value. One effect of this was to raise the quotation of breadstuff and other products of the soil, which was felt very sensibly in the United States, the greatest producer of these articles. The result was a repetition in this country of the English railway speculation, ending in the crisis of 1857. In England, the effect was to stimulate the production and export of manufactured goods for all the world until very extensive commercial operations produced "Overend's year," 1866.

Meantime an entirely new field or outlet had been discovered in the United States in the oil basins, and the interesting oil speculation ensued. A second field was preparing in the winning of the forther West and we had the baild A little more than fifty years ago, two

States in the oil basins, and the interesting oil speculation ensued. A second field was preparing in the winning of the farther West, and we had the building of the unprofitable Pacific railroads and its consequences. It will be observed that this operation, was in effect, the taking possession of a new field. It was practically a new outlet. Then followed resumption, or, in other words, a contraction of the measure by which the country had been accounting its values, and some time was needed for obligations which had been contracted to adjust themselves to the new terms in which they had now come to be stated. to adjust themselves to the new terms in which they had now come to be stated. When next money had accumulated, the population of the country had largely increased, the demand for domestic productions could be counted on upon quite a new scale, and the trust came naturally into being. While, in one sense, this field was not an entirely new one, a new scale of profits was really created. The judicious exploited this situation for what it was worth, and only during these pleasant days has the

created. The judicious exploited this situation for what it was worth, and only during these pleasant days has the investing public begun to weary.

These operations overlap and interlace in a measure, and are marked here and there by waves upon the tidal movement. But for a portion of each era some one of them can be recognized as the leading factor. Since 1866, no single direction had dominated new undertakings in England. It is the period of her great shipbuilding. The Paris Haute Banque and Bourse had grandly looted the accumulations of thrift by means of the Panama Canal. But for England there opened no new field until the partition of Africa created an outlet really new. The effects of this opening are recent history, which is still making; its concluding chapter must be awaited but, apparently, a vast amount of paper value has been unloaded on the French in exchange for real value, and according to latest reports the Germans are taking a little of the pie. For the corresponding years on this side of the water we have seen bad harvests in Europe raising the prices of produce, accompanied by active trade operations and enterprises.

among the salient historic movements of its kinds, it must stand for something essentially new. We have no more territories to annex or subdue on a scale at all capable of playing the role of outlet. The most active single business at the moment is that of the building trades, moment is that of the building trades, which is mainly responsible for the activity in iron production. Are we to recognize here the forerunner of a period of building speculation? It seems improbable, yet it is no whit less probable than several of the similar outbreaks that are already history. Can a breeze be raised over our own mining industry? Some well-meant efforts in that direction seem to impend, but the field is not large enough to rank as an outlet in the national sense. Is canaloutlet in the national sense. Is canal-cutting to become a feature? Canals are useful, but it is not understood that

cutting to become a feature? Canals are useful, but it is not understood that they are works which yield wildly exciting returns. Electricity, perhaps? That did seem to promise, but '03 tapped it on the head, possibly to its great and permanent advantage. Electricity fulfilled one of the conditions of an outlet; it was new. Or perhaps our coming era of speculation is reserved for a future not yet in sight—much as England waited nearly a quarter of a century for her African opening.

A deal of money ought to accumulate in twenty-five years. There should be an inspiring jackpot, to speak as the profane, then awaiting whomsoever can open it. There is a pretty enough jackpot on the table now. But it is to be observed that not one of the great speculators has been prepared by the human sagacity that took advantage of it; each one has been initiated by chance. A prime element in opening the same has been luck, by which the nimble-witted have profited, but which they contributed nothing to produce. In the National advertising column the they contributed nothing to produce. In the National advertising column the leading place now is held by the single line: Wanted, an outlet—warranted

Display vs. Position.

From the Missouri Editor.

The subject matter and the way it is put in type are much more important The subject matter and the way it is put in type are much more important elements of value in an advertisement than the position it occupies in the paper. Yet advertisers seem to have grown wild over special positions. It matters not how meaningless the wording or how faulty the display, so it occupies top of column, next to reading matter, or follows reading matter, the advertiser is happy. A well-set advertisement will show up though surrounded by others, while a poorly-set one does not catch the eye, although reading be all around it. It is a mistake to suppose that an advertisement in the middle of a page catches the reader''s eye. It is skipped and not noticed by nine out of ten, while if it is placed where it properly belongs, in the advertising columns, the eye goes to it naturally. The magazines, for instance, are regarded by many large advertisers as the most valuable of advertising mediums. None of their advertisements are, or can be next to reading matter. None of their advertisements are, or can be, next to reading matter.

The Cathode Rays Needed.

Widows have always been regarded as not only more fascinating than other women, but extremely clever and some-what designing. Even the immortal what designing. Even the immortal Mr. Weller could give his son no other advice, in dealing with widows, than to "beware." He knew that it was a case where absence of body was better than bad harvests in Europe raising the prices of produce, accompanied by active trade operations and enterprises. Then came better harvests, accompanied by the opening of new food-producing areas, a dump in prices and the interesting events of 1893-94. But money visibly accumulates, as it always does, in the absence of an adequate outlet. Vast as were the paper values created in connection with South African gold mines, the advent of the Continent in the London share market has led to congestion there, while the money market on this side pines for an outlet of its own.

Whatever the direction the next speculation may take, we have seen enough to discover that, if it is to take place

CHEESE PRICES.

Still have a few Fine Old Cheese to ship; New Cheese for shipment, April 10.

Office and Sold by FRED. M. WARNER, Farmington, Mich. Sold by FRED.

Pe have a full line extra choice Common and German Millet, White, Green and Scotch Field Peas, Clovers and Grass Seeds. No. 1 Pine and No. 2 Whitewood Egg Cases, No. 1 and No. 2 Egg Case Fillers for Cold Storage and Shipping. Write us for prices on Lemons and Oranges. If you have any BEANS, mail us sample, Will be glad to trade at market price.

MOSELEY BROS.,

Wholesale Beans, Seeds, Potatoes, Fruits.

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

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.,

..... JOBBERS

12 Griswold St., Detroit.

WeGuarantee

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

ROBINSON CIDER & VINEGAR CO.,

J. ROBINSON, Manager

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.



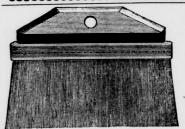
GRAND RAPIDS BRUSH CO.....

Manufacturers of

BRUSHES

Our goods are sold by all Michigan Jobbing Houses _____

Grand Rapids, Mich.



SPRING HOUSE GLEANING

Brushes for Whitewashing, Brushes for Painting, Brushes for all Purposes, Well Made, of Good Material. Send for Catalogue.

Michigan Brush Co., GRAND RAPIDS.

The = Best = Seller = in = the = Market



Retail Prices:

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.

Evolution Business.

Queer things are happening in the retail trade. Not only are grocers complaining that the large departmental stores are underselling them, but other specialists also are suffering from like competition. A salesman in a large china-house berated a customer the other day for buying of the department Even the jewelers feel the competition and the booksellers have long felt it, and one by one have met it by reducing their prices.

Meanwhile, the tendency is toward the creation of enormous departmental stores for the mass of buyers and the maintenance for the well-to-do of stores dealing in specialties. Many small special stores shave been forced out of business by the competition of the department stores, while the large special stores are finding that their clientele is more and narrowly confined to the wellto-do. Cheapness is an all-important matter with the department stores, and, while the best of them keep articles of almost every grade, many of them sell 'seconds,' as the term is for goods with flaws and defects, at prices that seem astonishingly low. The large special houses keep only goods of high quality, and the difference between their price for such goods and the price for seconds elsewhere is impressive to those that do not look narrowly to quality.

The crush at the bargain counters and elsewhere in the department stores, and the annoying delays necessitated by the red tape of change-making, wrapping up, and the rest of it, keep away from such stores those that are rich enough to have a mind above bargains. It takes a liberal education to buy a dozen different articles from as many departments of a large store, and, ingenious as the sysem is, annoying mistakes occur at some of the bestmanaged stores. Instructions have to be general, and saleswomen, often young and thoughtless girls, find it safest to follow the letter of the law, often with resultant trouble to the customer. Luckily, most shoppers are women, and in these matters women have genius, if genius really be only an infinite capacity for taking pains. Department stores could never survive an interchange of duties between men and women.

But if the merely well-to-do are glad to sacrifice something for the sake of peace and the certainty of prompt and courteous attention, the very rich bave gone a step further and have ridden themselves of shopping altogether. Samples of anything needed are sent to the homes of the rich, and, if need be, a salesman goes along to tell all about the goods. A single sale may involve hundreds or possibly even thousands of dollars, and, in any event, the convenience of such customers is worth consulting. Perhaps in the end the custom among the rich of shopping at home may play into the hands of the depart-

the store that succeeds in attracting and most suited for her especial case.

Storekeeping holding a great host of the former is better off than the store that ministers only to the latter. The poor pay cash and buy at the highest prices of the quality of goods furnished, for they buy in small quantities. The store that caters to a host of poor folk buys in the largest way and at the lowest wholesale prices, turns its stock over rapidly, and sells at the highest retail price for the quality. There is a loss in handling, but there is little book-keeping, and the bargain counter helps to carry off dead

Listen Well, Talk Well.

Listen Well, Talk Well.

There is often just as good an effect produced by being a good listener as being a good talker. The salesman would do well to remember this, sometimes. People like to hear themselves talk, and sometimes it seems as if they like it more and more in inverse proportion to their knowledge of the subject. When a salesman finds that he has a customer of this sort he only needs to seem to pay close attention, to stick in a remark in confirmation once in a while, and the customer, completely won over, will make her purchase, and leave the counter feeling that it is really a pleasure to go to a store where they have such intelligent men to wait on customers. Too many young salesmen, with more zeal than tact, would talk a steady stream for the purpose of amusing the customer, not knowing how it is appreciated, when, as a matter of fact it may be something about which the customer cares nothing in the least and is inwardly impatient and desirous that the conversationalist shut up and let her have her goods in peace. A salesman is inwardly impatient and desirous that the conversationalist shut up and let her have her goods in peace. A salesman is not necessarily an oracle on all matters terrestrial and divine and while many persons may prefer to be waited upon by one who is an entertaining talker, these may have quite a different opinion of his capacity for entertaining and set him down in their minds as an oracle similar to those of old who are said to have been called augurs because they were bores. Tact is the only quality which can stand the salesman in good stead and tell him when to speak and when to be silent and listen. The barber has earned an unenviable notority. ety in the comic papers for thinking it necessary to be a chatterbox when he has a subject under his hands and unable to escape and the salesman in the store must look to it or he may soon be store must look to it or he may soon be heralded in the same category. There are other ways of pleasing a customer besides talking at her. She will appreciate much more highly thoughtful attention to her wishes—thought which anticipates her wish before it is expressed. The best way of endeavoring to create a good impression is to abandon all thoughts of the impression created and concentrate all the care and attention to filling most acceptably the needs of the customer. She will appreciate intelligent service of this kind and the "good impression" will follow as a matter of course. It is not the place of the salesman to wait until the customer has signified what she desires, but rather to help her to arrive at a detertomer has signified what she desires, but rather to help her to arrive at a determination. In nine cases out of ten he is better fitted by his knowledge of the business to make a selection for her than she can do it for herself. The benefit of this knowledge must be given to the customer not by dictating what she shall or shall not purchase but by presenting the case intelligently to her and leaving her to draw her own conclusions. A customer comes into the store with only a general idea of what she wishes to may play into the hands of the department stores, for the latter can transact business in this fashion if need be, and, indeed, they do to some extent. Once let them attract the rich, and the special stores will feel the competition more keenly than ever. Already there is a vast difference in the treatment accorded at some of the department stores to persons who have credit and to those that pay cash.

But after all the poor, taken in the aggregate, are richer than the rich, and the store that succeeds in attracting and

F. J. Dettenthaler,

Grand Rapids.

are right in line at this season. We are prepared to fill your orders with better cases, better fillers and closer prices than any other house in the coun-try. We are

Complete Outfitters of Creameries and **Cheese Factories**

If you want one in your community we will help you get it. Our business is selling Sup-plies and Outfirs; the greater the number of factories, the larger our business That's the

point.

We have a large line of special sizes of Egg Cases, Egg Testers and Egg Case Fillers. Can save you money. Prompts ervice, conteous treatment. Always a pleasure to quote prices. Better have our catalogue, it's free.

Greamery Package Mfg. Co., 1-3-5 Washington St.,

When writing, please mention this paper Helps them, helps us, may help you. 10101010101010101010101010

TARTARINE

Is in fact better than Cream of of Tartar for all Culinary purposes and a Wholesome product.

BISCUITINE

The Perfect Biscuit Flour

Makes Delicious Biscuit, Short-

Manufactured by

WOLVERINE SPICE CO.,

Grand Rapids, Mich.

For Sale by all Wholesale Grocers. ***************

Garden and Field

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.

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

ROOFING

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

Weatherly & Pulte,

GRAND RAPIDS.

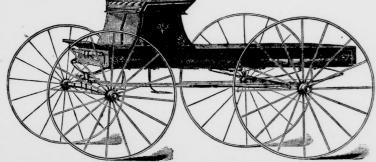
Plumbing and Steam Heating; Gas and Electric Fixtures; Galvanized Iron Cornice and Slate Roofing. Every kind of Sheet Metal Work.

Pumps and Well Supplies. Hot Air Furnaces.

Best equipped and largest concern in the State.

BROWN, HALL & GO. BUGGIES, SLEICHS & WAGONS.

GRAND RAPIDS, MICHIGAN.



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

Clerks' Corner

There is No Place for the Upstart.

I am sure of interesting you, boys, in my sermonette to-day, because it is mostly about "the other feller;" and there is a great deal of comfort, you know, in having a boil on that other fellow's arm, and in asking him, now and then, if it's sore!

This time the young fellow was found behind one of the little windows in the post office. A little Mrs. Quilp of a woman, her wrinkled forehead crowned with silver hair, nervous on account of the crowd behind her, was trying to make the eighteen-year-old official of the United States of America understand that she wanted five two-cent stamps, five postal cards and the rest of a quarter in one-cent stamps. The official, with one sweep of his majestic hand, scooped the quarter into his till, tossed the little woman a package of postal cards and called out, Next!

This isn't right, sir. I asked for five postal cards, five two-cent stamps and the rest in one-cent stamps," and, flushing, she pushed back the package of postal cards.

Then say what you want, so I can hear you. There you are!" and five postal cards and the rest in two-cent through the window.

'I'm sorry, sir, but I want, now, five two-cent stamps and the rest in one-cent stamps; and I think that is what I asked for," said the gentle little woman as she pushed back the stamps.

You'd better speak, then, so't any body can hear you, or take what you get. Now what do you want?"

'She wants what she's asked for plainly three times, you impudent cuss! Five two-centers, five postals and the rest in one-centers; and you give 'em 'er without any more o' your lip, or I'll knock your teeth down your throat, you blooming idjut! D'ye hear?" and, with a "That feller'll git licked one o these days if he ain't careful!" the modern Dick Swiveller turned from the stamp window amid a shower of applause, mailed his letter and was soon lost in the crowd on the street.

Now, this may have been an unusual case, but we all know that, in some form or other, its counterpart is seen everywhere. We are repeatedly told that such things are tolerated only in the United States; but an instance comes back, as I write, from the British Isles, where a server of the traveling public in a railway station illustrated the fact that the upstart is a citizen of the

'Will this ticket to Manchester." asked of the ticket agent in the Liverpool station, "allow me-

'The ticket is second class-you can see that printed on it, if you take the pains to look—and you can go only in the second-class compartment."

"I know that; but what I want to know is whether-

'There you go again! Didn't I tell

you booby, you didn't! and you'd better wait until you hear what I want. Now, you tell me if this ticket allows me to stop off at any place between here and Manchester-yes or no?"

"Oh! I beg—
"Yes or no?"

"Yes, sir.

There were a few more words (kept for emergencies), mostly adjectives of a highly descriptive character, and all

of Anglo-Saxon origin, which were effectively employed; and, with the satisfaction of a man who has improved his opportunity to do his duty, I enjoyed the English scenery to the populous manufacturing city of the Mersey.

There are other instances-the world is full of them; but, my boys, it makes no difference whence comes the illustration of the intolerance of the upstart, the fact goes with it that it is only the upstart who abuses the position which chance has given him, and who best il-lustrates the maxim, "The higher the monkey climbs the more he shows himself''-a maxim, boys, not confined to the two or three instances recorded

UNCLE BOB.

Relation of the Corn-Crib to the Counter.

The business prophet surveys the horizon from the shingles of the corncrib. He realizes that in the abundance of produce, not only is the purchasing power of millions of farmers increased, but every wheel in the entire machinery of trade is set spinning in the vegetable lubricant. Now, while it is true that in a related sense every business is affected by the plentitude or scarcity of agricultural products, it is also a fact that some are more directly concerned than others. The hardware trade is one of stamps were shoved, with an impatient these. It is in intimate touch with the situation, and rises and falls in the glass throat of the same thermome-When trade was as lifeless as a dead man's hand, when the dealer had little else to do than whistle for the trade that never came, and everything from a tin can to a keg of nails was in the dumps, the prospects of an abundant crop made a stir among the dead Trade commenced breathing. The drummer became vivacious. Goods began to move and everybody was jubilant. The forecast was luminous. In many instances it was a case of counting fowls before any feathers were seen outside the eggs. The cracking corncrib was one thing, the price of corn was another. The market was king. The farmer's hands were tied. Intended improvement postponed. The old and weatherworn barn, stable or house could not be improved or rebuilt. The barb wire fence had to remain as it was, with its broken and straggling wires. Of nails, staples, hinges, axe, scythe, etc., his wants might be many, but his means were few. Economy tightened its bridle, and the pace of business became slow. The same causes made the payment of debts a task and collections a slow process, so that in an all 'round sense trade was more or less handicapped. There is, however, a bright side to a full corn-crib, even at depleted prices. It represents something, if not much, and sooner or later must find its way to market. It may not mobilize in a heavy bank account, but it must certainly find its way into necessary uses, of which the hardware dealer will have his share. The holding back of produce is but a parenthesis. Time thaws the icicle. It is not likely that any spurt in trade can be reasonably anticipated, but that business will pick up its loose lines and resume its normal movement is one of the apparent certainties of 1896.

> An English trades union has refused to work with men who ride to their work on bicycles, on the ground that they have an unfair advantage in be-ing able to work longer at the shop and yet get home at the same time as those who walk.

How a Vermont Grocer Keeps His Books.

Stroller in the Grocery World.

I've just got back from Vermont. Great place, Vermont. Most progressive State I ever visited-nit! They're the state I ever visited—nit: I hely re honestly about twenty-five years behind the times in the largest cities of Ver-mont, and in the country they're fully mont, and in the country they be taily fifty behind. I give you my word of honor that most of the women in a little town I went to are wearing the kind of dresses they wore fifty years ago, and I didn't see a single big sleeve in the place. Oh! it's a great State.

The Vermont storekeepers are the The Vermont storekeepers are the most progressive I ever saw—nit! They all remind you of John Wanamaker, and all their stores look like his—nit! I was particularly struck with one grocery store in this same little town I referred to—Turfville or Scurfgille or something like that ville, or something like that.

You've read in novels of the typical old-fashioned country store, with its loafers, etc. Well, this Vermont store loafers, etc. Well, this Vermont store filled that description to a T. It had the familiar low ceiling, with hams hung on nails from it, and an old whittled counter. The usual circle of convivial loafers surrounded the stove. The vivial loaters surrounded the stove. The proprietor kindly and sociably introduced me to some of them. One was Sim Deane, affectionately called "Simmy" by his friends. "Simmy" was a loafer by profession and the thorough master of his art. Another member of master of his art. Another member of the brotherhood had the pleasant name the brotherhood had the pleasant name of Mustang Cobb. His great-grand-father had struck a mustang dead with his fist once, he told me, and he shone in the reflected credit of this mighty deed. "Musty" was this celebrity's pet name, and it suited him exactly.

I was sitting on one of the "cheers" around the stove ("cheer" in Vermont when a young man came.

means a box), when a young man came in to buy something. The proprietor

got up to wait on him.
"Hello, Billy," said the grocer,
"I vum, but yew air a stranger. Where
be yew keepin' yourself?"
"Oh, I dunno," said Billy, "I be

"Oh, I dunno," said Billy, "I be purty busy."

"Be the way, Billy," pursued the grocer, "d' yew remember whut it wuz yew got when yew wuz in here one week come last Chewsday? I clear furgit to put 'er down, and it's 'scaped me mind be this time."

"I dunno," says Billy, intelligently and definitely, "'twas between a dollar and two dollars' wo'th."

"Le's see whut yewr score is," said

"Le's see whut yewr score is," said the grocer, and he went over in one corand got a long strip of board out.
and a lot of chalk marks on. The old grocer bent over them in perplex-

"I swan, Billy," he said, "one way I them figgers up they come to and t'other way I git \$8.20." irst way's 'krect,' said Billy,

\$3.68, and total "First way's 'krect," said Billy, promptly, and the brotherhood of loafers roared. They seldom heard a joke like that. Billy looked complacently around with the air of a great humorist, whose highest duty was to amuse his

"Wal, guess we'll have tew let 'er go at the \$3.68, bein's as yew're a church

Then the loafers yelled again. It as their day evidently. Maybe they lt impelled to give something for their entertainment.

Billy went out highly satisfied, and the grocer looked so, too, but that proc-ess of book-keeping is scarcely calcula-ted to make a fellow rich.

New Flimflam Game.

From the Louisville (Kv.) Courier-Journal.

Sleight-of-hand performers have Sleight-of-hand performers have resorted to another scheme for making money besides appearing on the stage before the public, and the fact can be attested to by a clerk in the furnishing goods establishment of G. S. Rosenberg.

Last Monday a man entered the store and said he desired to purchase a collar button. He was a young man with splendid appearance and spoke fluently. The button was priced at 10 cents, but the clerk said he hadn't the change in

The button was priced at 10 cents, but lighted the p the clerk said he hadn't the change in chant to success

the house for a \$10 bill, and the man left without the button.

Last evening at about 7 o'clock the same person called again and purchased a necktie. He was about to leave the store, ostensibly, when he suddenly turned and laughingly asked the clerk if he thought he was trying to "work" him the other day when he offered him the \$10 bill, and whether he thought he the \$10 bill, and whether he thought the bill was a counterfeit. The clerk re-marked that he had no such idea. The man appeared satisfied at the answer. Incidentally he then suggested that it would be well for all clerks to know a counterfeit bill when they saw one and, leaning against the counter with a conconfiding air, remarked fidential that he would show him a way to detect the 'queer.' The clerk said he would be delighted with this information, and the man asked for a \$2 and a \$5 bill. and

He then took a five-cent piece from his pocket and moistened both sides. The coin was, so the clerk thought, placed between the two bills, and the whole was wrapped in a piece of paper and tightly tied. Explanations were and tigntly tied. Explanations were then in order. The key to the solution was, the stranger explained, that im-pressions of a nickel would appear on both bills.

On a counterfeit bill," he said, "the impression will not appear." The man said he would step across the way to get a drink, and on his return would open the package. It would require that long for the impression to be made.

The clerk waited for about a half hour, but seeing nothing more of the He opened the package, and lo! the nickel was there, but the bills were gone. The stranger had slipped them up his sleeve and was away with the

\$7.
This scheme is being worked systematic and two or three atically in the city, and two or three other persons have been made the vic-

On the Wrong Scent.

Nobody knows why good plain everyday English is not considered sufficient to convey information to babies, or to express the affection of sentimental people who are in love. But it seems people who are in love. But it seems inadequate for the purpose and people relapse into drivel. An otherwise intelligent woman will tell her baby that it is a "itty tootsie wootsie," and a foolish young girl has been known to ask an equally imbecile young man, "Whose ducky is oo?" Such as these should be warned by this story of a broken engagement and a blighted broken engagement and a blighted heart, which resulted from a girl's substituting the language of affection for the language of common sense. She lived in Indiana, and she was engaged to a wealthy young man, who was one of the level-headed, no frills kind. He went to see her the other night and she entered the parlor in a cloud of Vera-Violette, or some other kind of perfume, and as she greeted him she coyly asked, "Don't I mell 'feet?" "Not mine," was the practical and unexpected swer, as the young fellow grabbed his hat and flounced out of the house. That engagement is off. The next time that girl gets a beau she will confine the conversation strictly to commonplaces in the English language.

There is a cherry stone at the Salem, Mass., museum which contains one dozen silver spoons. The stone itself is of the ordinary size, but the spoons are so small that their shape and finish can only be well distinguished by the microscope. Dr. Oliver gives an account of a cherry stone on which were count of a cherry stone on which were carved 124 heads, so distinctly that the naked eye could distinguish those belonging to popes and kings by their mitres and crowns. It was bought in Prussia for \$15,000, and thence conveyed to England, where it was considered an object of so much value that its possession was disputed, and it here. its possession was disputed, and it became the object of a suit in chancery.

Printers' ink, black as it is, has lighted the pathway of many a mer-

Talk That Tells!

80%, 110%, 144% PROFIT.

Figure it out and see that you get this profit. You never heard of such offers before, did you? Grocers seldom get a chance like this to make big profits quickly

**BURNHAM'S

No=Tox Wild Cherry Phosphate.

Scientifically Prepared, Does not Precipitate, as Many Others Do, Keeps Indefinitely in Any Climate. The Most Rapid Selling and Satisfactory SUMMER BEVERAGE ever put on the Market.

TRIAL CASE

Contains 1 dozen 8 oz., 25c. size, and 2 dozen 10c. size.

costs \$3.00 Profit 80%

RETAILS FOR \$5.40.

Demonstration Outfit FREE.

BARGAIN CASE

Contains 3 dozen 8 oz., 25c. size, and 3 dozen 10c. size.

costs \$6.00 Profit 110%

RETAILS FOR \$12.60.

Demonstration Outfit FREE.

BONANZA BARREL

Contains 8 dozen 8 oz., 25c. size, and 8 dozen 10c. size, and ½ dozen 50c size.

\$15.00 Profit 144%

RETAILS FOR \$36.60.
Large Demonstration Outfit FREE.



keep it, apply to us direct.

SMART SAYINGS.

Short Catch Phrases and Pointed Paragraphs.

Long wear and short prices.—A. Jack Bosse, Cumberland, Md.

Prices that are mere vulgar fractions. -Yerxa Bros. & Co., St. Paul.

The extravagance has been squeezed at of all prices.—Hayden Bros., out of all prices.-Hayden Omaha.

You can't miss your footing when treading on our leather.—A. Jack Bosse, Cumberland, Md.

Cumberland, Md.

In my temple of economy can still be found new crisp supply bargains for wide-awake buyers.—C. A. Kennedy, Mexia, Tex.

You can't make a purse of a sow's ear. You can't make a good impression if you are badly dressed.—The Two Petersons, Galesburg, Ill.

Low prices are created and maintained in this store. Others may have them for an hour, a day—we have them all the time.—Neuhausel Bros., Toledo, Ohio.

Prices pushed to the lowest point we ever knew—and that means below anyever knew—and that means below anything in the history of baby carriage retailing.—Guy Furniture Mfg. Co. Worcester, Mass.

Mark the man who makes sure of the future; you'll find it is he who owns the present.

This is a sale for early birds.—Gimble Bros., Phildadelphia.

No sale too large and no sale too small to merit and receive our most discriminating attention and painstaking

small to merit and receive our most discriminating attention and painstaking service.—New England Furniture and Carpet Co., Minneapolis.

You can find just what you want at prices that will make your heart light with joy and make you stagger under the heavy load that a small sum of money will buy.—Joseph Wynkoop, Laurel, Md.

The boys are good walking advertise.

money will buy.—Joseph wynkoop, Laurel, Md.

The boys are good walking advertisements for they always tell where the new suit came from and we want them to proclaim the name of "Hayes" to all their playmates.—John H. Hayes, Old Town, Me.

Buying shoes here is like coining money on a small scale. You save with absolute certainty upon every purchase because quality and style are always the best and prices the lowest.—Sharpless Bros., Philadelphia shoe for Philadelphia women. Best shoe in the world for the best women in the world. No guesswork about what it is or what it's made of.—Sylvan E. Dalsimer & Sons, Philadelphia.

made of.—Sylvan E. Dalsimer & Sons, Philadelphia.

There can be no better reception to strangers visiting our city during these trying times than to show them how they can make one dollar go as far in one place as two will go in another.—A. Hutzlea's Sons, Richmond, Va.

The weather. Hot wave predicted for Central Africa. Natives likely to be sunstruck. What strikes sensible people in New England is the remarkable purchasing power of a dollar at Osgood's.—C. E. Osgood Co., Boston.

A feast for "the early bird." Here comes a reverberation of the tumble in desk prices that fell so heavily here a few weeks ago that the whole country for a hundred miles around heard it.—

few weeks ago that the whole country for a hundred miles around heard it.—
J. B. Van Seiver & Co. Philadelphia.
Noah Webster says in his dictionary that a "bargain" is an "agreement."
Good! We want to make an agreement with you. It's this: You give us a little money to-morrow and we agree to give you greater value for it.—Milner's, Toledo O.
The inducement season is here—the

The inducement season is here-the season when you don't care about buy-ing much of anything—when store-keepers have to provide a lot of extra inducements in order to stimulate trade. We have some—and you'll find them here now.—Smith & Murray, Springfield

Mass.

If you never studied shoes why not begin now? A twist so slight you cannot see it makes your feet ache. There are a score of things to watch in shoe producing. We watch them for you. That is why sample shoes, dollar for dollar in cost, give such service and Robinson's Cider Vinegar.

comfort as you can get nowhere else.—
Sample Shoe Co. Portsmouth Ohio.
Defending home makers against high prices has long been our pleasant and profitable duty—pleasant because of the many happy homes made. Profitable—because of the grand aggregation of small profits. It's one continuous warfare, this fighting down high prices on furniture but we win in every engagement. The people look to us for defense—we respond quickly.—J. B. Van Seiver & Co. Philadelphia.
Daniel Webster once said that in several instances information picked up

Daniel Webster once said that in several instances information picked up in old newspapers in traveling when he had nothing else to read had been of signal service to him. Mr. Webster said it wasn't lost time to read all the columns of a newspaper. We aim to make our daily announcements interesting and useful as any other part of the paper.—Sisson Bros. & Weldon, Binghamton N. Y.

Turn on the X ray of sound judg-

Turn on the X ray of sound judgment. Let it penetrate through all the claims of variety and value that are being made. Don't stop 'til it gets down to the bone of fact. Others' offerings won't cast a shadow beside the reality (not the stop of t the long rows of tables here piled full of the tangible evidences of best quality and greatest quantity and backed by a guarantee that's as good as a government bond.—A. Saks & Co. Richmond, Va. of the tangible evidences of best quality

Too Many Shining Hours.

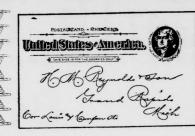
There may be a few people so industrious that they work from pure love of labor, but the most of us are diligent on compulsion. We want things, and we have to hustle to get them, and we become what is known to the country come what is known to the country paper as a progressive and enterprising citizen. It is necessity that drives us on. People who live in cold and barren countries, where they have to work hard to wring a living from the inhospitable soil, get to be shrewd and industrious, while those who live where generous nature lavishes everything upon them are generally lazy and shiftless. Even animals are subject to this climatic influence. A few years ago, a gentleman sent many colonies of bees to the West Indies, thinking the little busy bee would keep up its industrious habit, and he would grow rich thereby. But the bees dropped on to his little But the bees dropped on to his little scheme right off. They saw there was no reason to improve the shining hour when all the hours were shining hour when all the hours were shining and flowers bloomed the year around, and they knocked off work with a promptness that would have done credit to an eight-hour labor agitator, and made no same hours, than they needed for each more honey than they needed for each day. Virtue is frequently a matter of climate and circumstances.

Work and Play.

Work and Play.

The difference between work and play lies in the point of view. That which we do for profit is work; that which we do for amusement is play. This is what makes sawing wood or rocking the baby labor; while tramping ten miles with a heavy gun or swinging clubs is fun. Foreigners, who do not take their amusements as laboriously as we, are often puzzled at our diversions. They do not understand why a man who has servants who could do it for him would take the trouble to dance himself. A Chinaman once defined tobogganing would take the trouble to dance himself. A Chinaman once defined tobogganing as "Whizz—walk a mile." A Hindoo, who had been observing two men playing billiards, described it as a game in which men armed with sticks poke at a ball, while one player said "Oh, damn," and the other, "Hard lines." Golf seems to have similarly impressed the savage mind in South Africa. A Kaffir warrior was observed attentively watching the efforts of certain unskilled players to extract a ball from a bunker. The following day he was seen to be be-The following day he was seen to be be-laboring a great bowlder with a huge pole, shouting "Oh, damn" the while. "This white man's game," he said; "welly good game. White man's game."





YOUR LEAKY

H. M. REYNOLDS & SON,

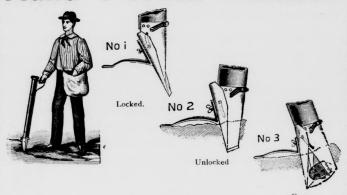
Established, 1868.

Reliable Roof Builders, Grand Rapids, Mich.

Detroit Office, Foot of Third Street.

The "EUREKA"

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 way-side," 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. 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.
Standart Bros, Detroit.
Standart 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.

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.

Never run down a competitor, for in doing so you advertise him.

An improvement in the display of your line of samples, no matter in what quarter, means an aid to the whole line. Geo. W. Stowitts will have his lines

of men's neckwear open to the inspection of the trade at Sweet's Hotel, May 13 and 14.

Bear in mind that your best customer is not obliged to give you an order for goods, any more than he is to eat hash at a restaurant.

The commercial traveler usually likes jolly company, for he believes that no man ever cut his throat with a broad grin on his face.

When you throw mud at your competitor, please remember that you are likely to miss your aim and that your fingers are sure to be soiled.

If you are able to give perfect satisfaction to your trade, and to your house as well, then you may be classed among the successful men on the road.

The "blues" ought never seat themselves on the fellow who hustles with a sample case. It's idleness that usually causes blues, and a traveling man can't afford to be idle while on the road.

L'oud talk and a head full of stale yarns don't constitute a good sales-There ought to be a good supply of business brains back of the talk, a technical knowledge of the line handled and lots of conscience.

If you happen to get a customer who, for any of a dozen reasons, could be induced to pay a higher price than the ordinary customer, do not take advantage of the opportunity, for it will redound to your discredit sooner or later.

Algernon E. White, traveling representative for the Jaques Manufacturing Co., Chicago, has succeeded in secura transfer of territory, so that he will hereafter cover Western Michigan and make Grand Rapids his headquar-

C. B. Gourling succeeds F. G. Plummer as traveling representative for Swift & Company in the territory south of Grand Rapids, Mr. Plummer having been transferred to the New England States. Mr. Gourling will make this city headquarters.

When changing houses never speak detrimental of the firm in whose services you were. Your trade will, likely, remember that your late employers thought well enough of you to trust you as their representative, and it will not one another. likely appreciate the animus of your abuse.

A shoe salesman was speaking the other day of the importance of little things in connection with the sale of shoes. "I do not believe," he said, that the average manufacturer realizes how difficult it is for a salesman to get trade and how hard it is for him to keep it. If manufacturers realized this, I believe they would be more careful in the letters which they write. After a salesman has put in a lot of hard work and succeeds in landing a customer, it frequently happens that the house writes a letter which upsets all that the salesman has done. A recent instance of this kind occurred in my own experi-

ence, when I visited a store, the proprietor of which has recently received a letter from the house, which was far from diplomatically worded. I had to take a blowing up and lost the order which I expected to get, as well. I believe that firms ought to be more careful in this matter. They would save their salesmen a great deal of annoyance, and themselves loss of trade.

The man who makes a success on the road does it because he knows how. Some say it's luck. No such thingit's clear-sighted business capacityknowing how. The man who controls a good trade has it, usually, because he is deserving of it, for he believes that success doesn't come by accident, but through honorable dealing and honest as well as hard work.

Determine to "sail in" each day to

do the best you know how for the firm you represent. Don't say: "Oh, I will likely make enough next week or during the month to satisfy my house.' That kind of talk is dealing in futures with a vengeance, and Providence too often gets tired of being trusted to such an alarming extent.

The Paxton-Layton-Wlilliams Co., jobber of men's shoes at Detroit, is now represented on the road as follows: Minor R. Layton (Detroit), Michigan Central; M. L. Campbell (Leslie), Grand Rapids district; E. B. Holmes Ypsilanti), Northern Michigan; Bert Paxton (Monroe), Southern Michigan and Northern Indiana; John Henderson (Detroit), Northern Ohio.

Harry L. Gregory and G. C. Bunnell have leased the Halladay House, at Battle Creek, and will conduct the hotel under the style of Gregory & Bunnell. The latter will have the active management of the house, Mr. Gregory retaining his present position with the Putnam Candy Co. until Jan. 1, 1897. In the meantime, he will make his headquarters at Battle Creek, removing his family from this city, in the course of a couple of weeks.

The traveling salesman, in his present condition of importance, is a fin de siecle product. By the nature of his business he is an accomplished observer, a student of human nature and a man of wide experience. It is one of his peculiar advantages that he must know the country as well as the city, and he must understand the people in both. His office is the district which he traverses for his firm; his desk is wherever in that district he happens to be. In this country there are thousands of men each of whom represents a region of which he has peculiar and in-timate knowledge. The traveling fraternity has come to be a very remarkable factor in American business interests. It is a factor which wipes out insularity and keeps all corners of the country in intimate relationship with

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



IF INTERESTED IN CAPS

. . . write to . . .

Detroit Cap Mfg. Co.,

Originator of Novelties,

210 Jefferson Ave.,

<u>(</u>ම

(O)

(O)

<u></u>

<u></u>

<u></u>

6

<u>(</u>

DETROIT, MICH.

Our fall and winter line, which comprises 500 styles in Mens, Boys, Ladies and Children's goods, now ready for inspection.



Can be set up at the least expense of any washer. Can be placed in your sink with 3/8 water pipe connec

tions.

The accompanying cut represents washer in actual operation.
Send for catalogue and

testimonials.

Grand Rapids, Mich.

Kalamazoo, May 2—We used your tumbler washer all last seasou (1895) and would say that we were abundantly pleased with its working. We did not have a particle of trouble with it from any cause. Of course, like anything else, it requires care and common sense to run it, but not very much of either, as it does all the work itself. We did not have a cent's worth of repairs on it last year and we see no reason why it will not last indefinitely—brushes, of course, excepted. We had an extra set of brushes and changed them about every ten days or two weeks, and had no trouble about the washer becoming foul. We put a little bicarbonate of soda in it every night on closing the store. It easily saves one man's work, so you can see it would still be a good investment to us if we were obliged to buy a new machine every month. We can think of no improvement in the soda water line which has given us as much pleasure and satisfaction as the Grand Rapids tumbler washer. We wish you the success your machine merits. COLMAN BROS. & CO.

@|@|@|@|@|@|@|@|@|@|@|@|@|@|

In our ventilated

BICYCLE CAP.

It is meeting with great approval, judging from the orders we are receiv-ing every day. It sells on sight. All bicycle riders say it is the only

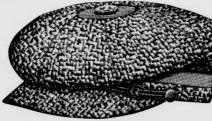
CAP.

\$8.50 per doz. 8.00 per doz.

IMPERIAL CAP MFG. CO.,

Send for Sample Cap.

Detroit, Mich.



Drugs=-Chemicals

STATE BOARD OF PHARMACY.

One Year—
Two Years—
Two Years—
Four Years—
President, C. A. Bugbee, Charlevoix
S. E. Parkill, Owosso
F. W. R. Perry, Detroit
G. C. Schumacher, Ann Arbor
G. G. Gundrum, Ionia
President, C. A. Bugbee, Charlevoix.
Secretary, F. W. R. Perry, Detroit,
Treasurer, Geo. Gundrum, Ionia.
Coming Meetings—Detroit, Charlet, A. C. Schumacher, C. Coming Meetings—Detroit, Coming Meetings—Detroit Coming Meeting

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; S. P. Whitmarsh. Palmyra; G. C. Phillips, Armada.
Secretary, B. Schrouder, Grand Rapids.
Treasurer, Wm. Dupont, Detroit.
Executive Committee—F. J. Wurzburg, Grand
Rapids; F. D. Stevens, Detroit; H. G. Coman,
Kalamazoo; E. T. Webb, Jackson; D. M. Russell, Grand Rapids.

The Drug Market.

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

Acids-Salicylic is slightly easier under pressure to realize. Other descriptions are without quotable change and the general market has a quiet appear-

Alcohol- The market for grain is moderately active in a jobbing way.

Arsenic-The demand has continued light and unimportant, with nominal quotations.

Balsams-Copaiba continues firm, with an upward tendency and considerable business is reported in Central American from second hands. Tolu and Peru are quiet and nominally steady.

Nitrate-Has been reduced. Barium, Beans-The demand for tonka is moderate and wholly for small jobbing parcels, but values are fairly steady. Mexican vanilla continue in fairly active request for consumption, with prices

strong. Cacao Butter-The demand has been slow and the market inactive, with prices nominally steady.

Caffeine-The decline noted in our last issue has not stimulated the demand and a continued quiet feeling prevails.

Cascara Sagrada—Has continued to move freely on consuming orders, with values well sustained.

Cassia Buds-The trade demand has continued satisfactory, and with spot stocks light, values are firm.

Cinchonidia-Shows increasing scarcity, and quotations have been further advanced.

Cocaine, Muriate-Has received very little attention and manufacturers' quotations are nominally unchanged.

Codeine-Continues slow of sale and nominal.

Cod Liver Oil-The market has continued to reflect an easier tendency, under the influence of lower cable advices from primary sources, together with lack of important demand here. The active consuming season is practically ended and anxiety to close out small holdings has caused a reduction in quotations. The principal holders, however, are not offering freely, most of them feeling confident that much higher prices will be realized when the autumn demand sets in, as the stock to be carried over is smaller than at any previous corresponding period during the past ten or twelve years.

Cream Tartar-Has continued move in moderate quantities only, but the tone of the market is firm.

Cubeb Berries-Continue slow of sale

Cuttle Fish Bone—Only jobbing sales are reported, but prices remain steady. ly weaker. Cummin has declined. Cel-

Ergot-Remains dull, with values unchanged.

Essential Oils-There are very few changes to note, the general market having ruled quiet in the absence of important demand. Anise is steady, and the outlook for next season's crop is said to be favorable. Citronella is again slightly easier. Copaiba is firmer in sympathy with the balsam, and prices have been advanced. Myrbane is also firmer. Sassafras continues to improve.

Flowers-German chamomile continue scarce. New crop is not due until next American saffron is quiet. month.

Glycerine-Business has continued of fair average volmue, with prices maintained.

Guarana-Is without important inquiry and quotations remain unchanged.

Gums-Aloes are firm. Asafetida is steady, with a fair trade demand. Camphor has been reduced by domestic refiners. The foreign market for crude seems to be unsettled, but the operations of the syndicate are as much of an enigma to the trade as ever, and the futhre of refined is very uncertain. Sandarac has been reduced.

Leaves-Arrivals of new crop short buchu in London have had a depessing effect on this market, and values have been reduced. Alexandria senna are steadily hardening, and it is difficult to quote, even in a jobbing way. Cables from Cairo report prices there 100 per cent. higher, with supplies about exhausted, nearly everything having been taken up, mostly by consumers. The London, Hamburg and Trieste markets have also been cleaned up, but it is stated that none of the purchases will come here, all having been for home consumption. Some of the larger consumers who doubted the early reports concerning the situation are said to be without supplies for next year.

Lycopodium-The market continues strong, with cables from Hamburg advising a 10 per cent. advance.

Manna-The market is quiet.

Menthol-Remains inactive alues have further declined.

Morphine-Manufacturers to-day reduced their quotations to cents per ounce.

Naphthaline-Continues in active demand and quotations have been advanced.

Opium-The market has remained duli and quotations continue in buyers' favor, but there is no apparent inclination on the part of either speculators or consumers to relieve holders of stocks, which are gradually accumulating, both here and in primary markets. Primary markets show a weakening tendency and 8s. would probably be accepted, as cables have been received asking for bids of that figure.

Micksilver-Small lots continue in fair request for consumption, with prices steady.

Ouinine-Manufacturers' prices are unchanged and steady, but from second hands values are slightly easier.

Roots-Ipecac has continued to meet with a good demand, and prices are Jalap is firmer. Jamaica ginger firm. of merchantable quality is very scarce, most of the current crop finding its way to London, where better prices are obtainable. Senega is without further change. Hellebore has declined.

Seeds-There is no improvement in the market for canary and all varieties remain dull, with quotations more or less nominal. Dutch caraway is slight-

ery is quiet and nominal. Coriander continues in a demoralized condition, with the market very unsettled and reports more or less conflicting. Sicily brown mustard has declined in the primary market, but here the feeling is firmer owing to scarcity and quotations have been advanced, which brings this market about on a parity with Sicily, previous prices having been much below cost of importation.

Spermaceti-Block has ruled steady, and some deliveries have been made on previous purchases, but we hear of no fresh business.

Strontia, Nitrate—Is slightly lower.
Sugar of Milk—The trade demand has continued moderately active, but the market is without new feature of interest, and prices are steady.

It seems that the Roentgen ray comes It seems that the Roentgen ray comes nearer to filling a long-felt want than anything that has been discovered in a long time. In fact, it seems wonderful we could have ever gotten along at all without photographs of our bones and pictures of microbes. Every day some new use is suggested for it, until it appears that the poor X ray is likely to be new use is suggested for it, until it appears that the poor X ray is likely to be overworked. Recently Mr Edison received a letter from a gambler in Pennsylvania asking him to construct an X which resuld enable one ceived a letter from a gambler in Pennsylvania asking him to construct an X ray apparatus which would enable one to beat a faro bank. He wanted it arranged to connect with spectacles, so that he could tell with certainty the second on a deck of cards turned face upward, and for this he was willing to pay \$50,000 a year. Mr. Edison did not think it advisable to gratify the man's curiosity to know beforehand what the "turn" was, and so the gambler referred his request to Prof. Roentgen. If he gets his apparatus he will gen. If he gets his apparatus he will have to carry an electric light plant in his hip pocket and an X ray lamp in each spectacle.

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

Charles Fleischmann Loses His Case.

An important decision, affecting the imitation of labels by rival manufacturers, was rendered by the New York Supreme Court a few days ago. Charles Fleishmann, the multi-millionaire manufacturer of compressed yeast, brought suit a year ago against Jacob Fleishmann, Josef Fleishmann and Jean Kippich for using upon the compressed yeast that they make and sell labels and wrappers so nearly like those of the older firm as to deceive consumers and tradesmen into the belief that the two articles were identical and made by the same house. The decision was in favor of the defendants. An important decision, affecting the of the defendants.

The great majority of buyers prefer the one-price system, and not a few refuse to deal with men who have the refuse to deal with men who have the reputation of having two prices. If a buyer knows that the prices quoted him are as low as any other man can obtain, he simply decides whether they are within his limits, and whether the goods please him, and acts accordingly; but where there is an uncertainty, some extra inducement must be offered him to overcome the feeling that he is liable to overcome the feeling that he is liable to pay more than some other customer would. As this is the season of the year when prices are being settled upon, it is the duty of every man to carefully look through his stock and determine the exact figures. Should there be unsalable stock on hand, get rid of it by salable stock on hand, get rid of it by making a public announcement of a reduction of prices, and have it distinctly understood that the prices for this line in no way affect those asked for regular goods. One excuse for cutting prices is that a competitor is doing so; but, even then, it does not offer an apology for instability. The one true method is one price to all, no matter what that price price to all, no matter what that price may be.

PECK'S HEADACHE......powders

y the Best Profit. Order from your jobber

A PILE CURE THAT CURES

HANDSOMEST PACKAGE ON THE MARKET

THE ELECTRIC PILE CURE

Guaranteed to cure any form of Piles. In use for the last twelve years. Now being introduced to the druggists of Michigan by our travelers.

Order Through Your Jobber.

The Electric Pile Cure Co., Lakeview, Mich.

WHITE SEAL

PURE RYE

A Perfect Whisky.

HULMAN & BEGGS

Sole Proprietors, Terre Haute, Ind.

A. E. MCGUIRE. DAVE MCGANN,) Michigan Representatives, Headquarters at Grand Repids, Mich.

WHOLESALE PRICE CURRENT.

Advanced—Oil Copa	iba.	Dec	lined—Buchu Leaves, Gum	Camp	ohor, Gum Opium, Mor	phihe.
Acidum		C	Conium Mac 35@ Conaiba 90@		Scillæ Co	@ 50 @ 50
Aceticum Benzoicum, German	8@\$ 75@	80	ubebæ 1 50@	1 60	Prunus virg	@ 50
Boracic Carbolicum	29@	40	Exechthitos 1 20@ Erigeron 1 20@	1 30	Tinctures Aconitum Napellis R	60
Citricum	44@ 3@	46 5	Gaultheria	75	Aconitum Napellis F Aloes	50 60
Hydrochlor Nitrocum	8@	10 12	Gossippii, Sem. gal. 50@ Hedeoma 1 25@	60	Aloes and Myrrh	60 50
Oxalicum Phosphorium, dil	10@	15	Junipera	2 00	Assafœtida	50 60
Salicylicum Sulphuricum	55@ 1¾@	=	imonis 1 30@	1 50	Atrope Belladonna. Auranti Cortex	50
Tannicum 1 Tartaricum	40@ 1 38@	60 40	Mentha Piper 2 25@ : Mentha Verid 2 65@ :	2 75	Benzoin Co	60 50
Ammonia			Morrhuæ, gal 2 00@ :	90	Barosma Cantharides	50 75
Aqua, 16 deg Aqua, 20 deg	4@ 6@	6	Olive 75@ : Picis Liquida 10@	3 00	Capsicum Cardamon	50 75
Carbonas	12@ 12@	14	Pieis Liquida, gal @ 91@	35	Cardamon Co Castor	75 1 00
Chloridum Aniline	1.			1 00	Catechu	50
Black 2	00@ 2 80@ 1	20	Succini 40@	45	Cinchona Cinchona Co	50 60
Brown	4500.	50	Sabina	7 00	Columba	50 50
Yellow	3000 0		Sassafras	60	Cassia Acutifol Cassia Acutifol Co	50 50
Cubeæepo. 18	13@		Tiglii@ Thyme	1 10 50	Digitalis Ergot	50 50
Juniperus Xanthoxylum	6@ 25@	8 30		1 60	Ferri Chloridum	35 50
Balsamum	150	50	Potassium		Gentian Co	60
Copaiba	45@ 2		Bi-Barb 15@ Bichromate 13@	18 15	Guiaca Guiaca ammon	50 60
Peru Terabin, Canada Tolutan	40@ 75@	45 80	Bromide 45@	48	Hyoseyamus Iodine	50 75
Cortex			Carb	15	Iodine, colorless	75 50
Abies, Canadian Cassiæ		18 12	Cyanide 50@	3 00	Lobelia	50 50
Cinchona Flava Euonymus atropurp		18	Potassa, Bitart, pure Potassa, Bitart, com Potass Nitras, opt 8@	33 15	Nux Vomica	50
Myrica Cerifera, po.		20	Potass Nitras, opt 8@ Potass Nitras 7@	10 9	Opii, camphorated.	75 50
Prunus Virgini Quillaia, gr'd		10	Prussiate 25@	28	Opii, deodorized Quassia	1 50
SassafrasUlmuspo. 15, gr'd		12 15	Sulphate po 15@ Radix	18	RhatanyRhei	50 50
Extractum	210	0-	Aconitym 20@	25	Sanguinaria Serpentaria	50
Glycyrrhiza Glabra. Glycyrrhiza, po	24@ 28@	25 30	Althæ	25 15	Stromonium	60
Glycyrrhiza, po Hæmatox, 15 lb box. Hæmatox, 1s	11@ 13@	12 14	Arum po@ Calamus	25 40	Valerian	50
Hæmatox, 1s Hæmatox, ½s Hæmatox, ¼s	14@ 16@	15 17	Gentianapo 15 12@ Glychrrhizapv. 15 16@	15 18	Veratrum Veride Zingiber	50 20
Ferru	1000		Hydrastis Canaden . @ Hydrastis Can., po @	30 35	Ather, Spts. Nit. 3 F	30@ 3
Carbonate Precip		15 2 25	Hellebore, Alba, po. 15@	20 20	Æther, Spts. Nit. 4 F	34@ 38
Citrate and Quinia Citrate Soluble		80 50	Inula, po	1 75	Alumen, gro'dpo.7	3@
Ferrocyanidum Sol. Solut. Chloride		15	Iris ploxpo35@38 35@ Jalapa, pr 40@	45	Annatto	40@ 50
Sulphate, com'l Sulphate, com'l, by		2	Maranta, ¼s@ Podophyllum, po 15@	18	Antimoni et PotassT Antipyrin	55@ 60 @ 1 40
Sulphate, com'l, by bbl, per cwt Sulphate, pure		35	Rhei	1 00 1 25	Antifebrin Argenti Nitras, oz	@ 1 @ 5
Flora			Rhei, pv	1 35	Arsenicum	10@ 1 38@ 4
Arnica	12@ 18@	14 25	Sanguinariapo. 15 @	15	Bismuth S. N.	1 00@ 1 1
Matricaria	18@	25	Serpentaria 30@ Senega 55@	60	Calcium Chlor., 1s Calcium Chlor., ½s. Calcium Chlor., ¼s.	@ 1
Folia Barosma	15@	20	Smilax, M	. 25	Cantharides, Rus.po	@ 7
Cassia Acutifol, Tin-	18@	25	Scillæpo.35 10@ Symplocarpus, Fœti-	12	Capsici Fructus, af. Capsici Fructus, po.	@ 1 @ 1
cassia Acutifol, Alx.	25@	30	dus, po @ Valeriana,Eng.po.30 @		Capsici FructusB,po Caryophylluspo. 15	@ 1 10@ 1
Salvia officinalis, 1/4s and 1/2s	12@	20 10	Valeriana, German. 15@ Zingiber a 12@	. 20	Carmine, No. 40 Cera Alba, S. & F	@ 3 7 50@ 5
Ura Ursi	8@	10	Zingiber j 23@		Cera Flava	40@ 4
Acacia, 1st picked Acacia, 2d picked Acacia, 3d picked	@	65 45	Semen Anisumpo. 20 @	15	Cassia Fructus Centraria	@ 2
Acacia, 3d picked	@	35 28	Apium (graveleons) 14@ Bird, 1s 4@	16	Cetaceum	@ 4
Acacia, po	60@	80	Caruipo. 18 10@	12	Chloroform, squibbs	60@ 6 @ 1 3
Aloe, Barb. po.20@28 Aloe, Cape po. 15	14@	18 12	Cardamon 1 00@ Coriandrum 8@	10	Chloral Hyd Crst	200 2
Aloe, Socotri. po. 40 Ammoniac	55@	30 60		1 00	Cinchonidine, P.& W Cinchonidine, Germ	15@ 2 3½@ 1
Assafætidapo. 30 Benzoinum	22@ 50@	25 55	Chenopodium 10@ Dipterix Odorate 2 90@	3 00	Cocaine	
Catechu, 1s	@	13 14	Fænigreek. po 60	1 15	Creosotum	@ 3
Catechu, ½s Catechu, ¼s	@	16	Lini	4	Creta, prepbbl. 75	@
Camphoræ Euphorbium po. 35	58@	10	Lobelia 35@	40	Creta, precip Creta, Rubra	9@ 1
Galbanum Gamboge po	65@	1 00	Pharlaris Canarian. 3½@ Rapa	5	Crocus	50@ 3
Guaiacum po. 35 Kino po. \$3.00	@	35 360	Sinapis Albu 7@ Sinapis Nigra 11@		Cupri Sulph Dextrine	5@ 10@
Myrrh no 45	@	65 40	Spiritus		Ether Sulph Emery, all numbers	75@ 9
Opii po. \$3.20@3.40 Shellac	2 25@	2 30	Frumenti, W. D. Co. 2 000 Frumenti, D. F. R. 2 000	2 50	Emery, po	
Shellac, bleached	400	40			Flake White	1200
Tragacanth	50@	80	Juniperis Co. O. T. 1 656 Juniperis Co 1 756 Saacharum N. E 1 906	3 50	Galla	8@
Absinthiumoz. pkg		25			Gelatin, Cooper	30@
Eupatorium .oz. pkg Lobeliaoz. pkg		20 25	Vini Oporto	2 00	Glassware, flint, box Less than box	
Majorumoz. pkg Mentha Pip. oz. pkg Mentha Vir. oz. pkg		28 23	Sponges		Glue, brown	9@ 13@
Mentha Vir. oz. pkg Rueoz. pkg		25 39		2 75	Glycerina	19@
TanacetumV oz. pkg		22 25		2 00	Grana Paradisi Humulus	2500
Thymus, Voz. pkg		20	Velvet extra sheeps' wool, carriage	2 1 10	Hydraag Chlor Mite Hydraag Chlor Cor.	(C)
Calcined, Pat	55@		Extra yellow sheeps'	0 85	Hydraag Ox Rub'm.	@
Carbonate, Pat Carbonate, K. & M	200	25	Grass sheeps' wool,	D 65	HydraagUnguentum	45@
Carbonate, Jennings	35@	36	Hard, for slate use @	2 75	Ichthyobolla, Am	1 25@ 1
Oleum Absinthium	3 25@	3 50	Yellow Reef, for	D 1 40	Indigo Iodine, Resubi	3 80@ 3
Amyodalæ Dulc	8 000	8 25	Syrups		Lupulin	@ 2
Amyordalm Amarm	- one	9 00	Acacia	D 50	Lycopodium	60@
Amygdalæ, Amaræ .	2 90@	9 40	Auranti Cortes	a = 50	Macis	. Oelles
Amygdalæ, Amaræ . Anisi Auranti Cortex	2 30@	3 20	Zingiber	@ 50	Liquor Arsen et Hy	. @
Amygdalæ, Amaræ . Anisi Auranti Cortex	2 30@	3 20	Zingiber	60 60 60 60	drarg Iod LiquorPotassArsini	t 10@
Amygdalæ, Amaræ .	2 30@ 2 30@ 3 00@ 70@ 55@ 35@	3 20	Zingiber	60 50 50 50 50 50 50 50 50 50 50 50 50 50	Magnesia, Sulph Magnesia, Sulph,bb	t 10@ 2@

Morphia, S.P.& W	1	65@	1	90	Sinapis	0	18]
Morphia, S.N.Y.Q.&					Sinapis, opt	0	30	1
C. Co	1	55@	1	80	Snuff, Maccaboy, De			1
Moschus Canton		@		40	Voes	0	34	
Myristica, No. 1		65@		80	Snuff, Scotch, DeVo's	@	34]
Nux Vomicapo.20		@		10	Soda Boras	7 @	10	1
Os Sepia		1500		18	Soda Boras, po	7 @	10	1
Pepsin Saac, H. & P.					Soda et Potass Tart.	26@	28	
D. Co		@	1	00	Soda, Carb	11/200	2 5	
Picis Liq. N.N.1/2 gal.		_			Soda, Bi-Carb	3@	5	1
doz		@	2	00	Soda, Ash	31/200	4	
Picis Liq., quarts		(a)	1	00	Soda, Sulphas	@	2	1
Picis Liq., pints		(a)		85	Spts. Cologne	@	2 60	1
Pil Hydrargpo. 80		(a)		50	Spts. Ether Co	5000	55	1
Piper Nigrapo. 22		(a)		18	Spts. Myrcia Dom	@	2 00	
Piper Albapo. 35		(a)		30	Spts. Vini Rect. bbl.	@	2 49	0
Pilx Burgun		a.		7	Spts. Vini Rect. 1/2 bbl	a.	2 54	
Plumbi Acet		1000		12	Spts. Vini Rect. 10gal	m.	2 57	
Pulvis Ipecac et Opii	1	1000	1	20	Spts. Vini Rect. 5gal	a.	2 59	1
Pyrethrum, boxes H.	•	1000	-		Less 5c gal. cash 1	0 days		1
& P. D. Co., doz		0	1	25	Strychnia, Crystal			
Pyrethrum, pv		27@		30	Sulphur, Subl		3	1
Quassiæ		800		10	Sulphur, Roll	200	21/2	1
Quinia, S. P. & W.		37@		42	Tamarinds	80	10	П
Quinia, S. German		3000		40	Terebenth Venice	28@	30	ı
Quinia, N.Y		3500		40	Theobromæ	4200	45	L
Rubia Tinctorum		1200		14	Vanilla	9 000	16 00	
Saccharum Lactis pv		2400		26	Zinci Sulph	700	8	П
Salacin	2	5000	2	60	Oils			ı
Sanguis Draconis		4000		50		BBL.	GAL.	ı
Sapo, W		1200		14	Whale, winter	70	70	13
Sapo, M		100		12	Lard, extra	53	60	П
Sapo, G		@		15	Lard, No. 1	40	43	ı
Siedlitz Mixture	20			22	Linseed, pure raw	40	43	1
								1

18	Linseed, boiled	42	45
30	Neatsfoot, winter str	65	
	Spirits Turpentine	33	40
34	Paints	BBL.	LB.
34	Red Venetian	134 2	@8
10	Ochre, yellow Mars.	134 2	@4
10	Ochre, yellow Ber	134 2	
28	Putty, commercial	21/4 21	
2	Putty, strictly pure.	21/2 23	4@3
2 5 4	Vermilion, Prime		
4	American	13@	
2	Vermilion, English.	70@	
60	Green, Paris	15 @	
55	Green, Peninsular.	13@	
00	Lead, Red	514@	
49	Lead, white	514@	534
54	Whiting, white Span	0	70
57	Whiting, gilders'	0	90
59	White, Paris Amer	0	1 00
	Whiting, Paris Eng.		
45	cliff		1 10
3	Universal Prepared.	1 00@	1 15
21/2			
10	Paint your building	ngs wit	h

Prepared Paint Made by A. M. DEAN,

06 N. BURDICK ST., KALAMAZOO, Mich. Write for samples and prices. It is the most durable paint made.

O

6

Importers and Jobbers of

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, Brandles, 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 & PERKINS DRUG Co.

GRAND RAPIDS.

<u>(()</u>

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.

	1				
AXLE GREASE. doz. gross	COFFEE.	COUPON BOOKS.	FARINACEOUS GOODS. Biscultine.	Souders'. Oval bottle, with corkscrew.	New Orleans. 18 Good 22
Aurora	Rio.	TRADESMAN	3 doz. in case, per doz1 00	Best in the world for the money.	Good 22 Extra good 24 Choice 27
Diamond	Fair		Bulk 3	Regular Grade	Fancy
Mica	Golden		Walsh-DeRoo Co.'s2 00 Hominy.	Lemon.	PICKLES. Medium.
BAKING POWDER. Absolute.	Fair19	CREDIT COUPON	Barrels	\$\frac{2 \text{ oz 75}}{4 \text{ oz 1 50}}	Barrels, 1,200 count 3 25 Half bbls, 600 count 2 13
1 lb cans doz 45	Good	"Tradesman."	Lima Beans. Dried 4	Regular Vanilla.	Small. Barrels, 2,400 count 4 25
1 lb cans doz 1 50	Peaberry 23 Mexican and Guatamala. Fair 21		Maccaroni and Vermicelli. Domestic, 10 lb. box 60	COUNTRY 2 oz 1 20	Half bbls, 1,200 count 2 63 PIPES.
Acme. 14 lb cans 3 doz	Fair	\$ 2 books, per 100	Imported, 25 lb. box2 50 Pearl Barley.	ELEGANT	Clay, No. 216 1 70 Clay, T. D. full count 65 Cob, No. 3 1 20
1 lb cans 1 doz 1 00 Bulk 10	Good 22 Fancy 24 Maracaibo.	\$ 5 books, per 100 3 00 \$10 books, per 100 4 00	Empire	Extracts Lamon	POTASH. 48 cans in case.
1e Yon	Milled24	"Superior."	Peas. Green, bu 90	2 oz 1 50 4 oz 3 00	Babbitt's
14 lb cans 4 doz case	Java. Interior	\$ 1 books, per 100	Split, per lb 2½ Rolled Oats.	Remove FYTRACE NA Urade	RICE. Domestic.
Home. 14 lb cans 4 doz case 35 15 lb cans 4 doz case 55	Private Growth 27 Mandehling 28 Mocha.		Rolled Avena, bbl3 00 Rolled Avena, bbl1 65	DAYTON.0 2 oz1 75	Carolina No. 1 5
1 lb cans 2 doz case 90	Mocha. 25 Arabian 28	910 hooks now 100 5 00	Monarch, bbl	4 oz 3 50	Broken 21/2
Lynch. 14 lb cans	Roasted. Quaker Mocha and Java32		Monarch, ½ bbl 1 55 Private brands, bbl 2 65 Private brands, ½bbl 1 45 Overlea pages 2 20	FLY PAPER. Tanglefoot.	Imported. Japan, No. 1
1b cans 1 20		ONECEND	Quaker, cases 3 20 Oven Baked 3 25 Lakeside 2 25	"Regular" Size. Less than one case, per box 32	Java, No. 1
Our Leader. 45 1 b cans. 45 1 b cans. 55	Arbuckle 19 95	COUPON	Sago. German 4	One to five cases, per case. 2 75 Five to ten cases, per case. 2 65 Ton cases per case. 2 55	SALERATUS.
lb cans		"Universal."	East India	Ten cases, per case 2 55 "Little" Tanglefoot.	Packed 60 lbs. in box.
American		\$ 1 books, per 100	Cracked, bulk	Less than one case, per box 13 One to ten cases, per case. 1 45 Ten cases, per case 1 40	Deiand's 3 15 Dwight's 3 30 Taylor's 3 00
BR00/15. No. 1 Carpet	BE 1 B. PACKAGES. WITHOUT GLAZING. SE PULL OUNCES NET.	\$ 3 books, per 100 4 00 \$ 5 books, per 100 5 00		FURNITURE	SAL SODA.
No. 2 Carpet	Cases 100 lbs. Equality Price	\$10 books, per 100	Fish.	Cleaner and Polish. Henderson's "Diamond."	Granulated, 100 lb cases 1 50
Parlor Gem 2 50	Canwers 120 lbs Saus Bours	Above prices on coupon books are subject to the following	Cod. Georges cured @ 4½	Half Pint	Lump, bbls
Fancy Whisk	90 EXTRA FOR CABINETS.	quantity discounts: 200 books or over 5 per cent	Georges selected @ 64	Half Gallon 7 75 Gallon 14 40	Anise
Warehouse 2 50 CANDLES.	KOFFA-AID.	500 books or over10 per cent 1000 books or over20 per cent	Strips or bricks 6 @ 9	GELATINE.	Cardamon, Malahar
Hotel 40 lb boxes		Can be made to represent any	Halibut. 13 Strips. 10	Knox's sparkling	Hemp, Russian 4 Mixed Bird 4½ Mustard, white 6½
CANNED GOODS. Manitowoc Peas.	20.5 100 CENTS	denomination from \$10 down. 20 books	Holland white hoops keg. 55	Rifle—Dupont's. Kegs	Rape 8
Lakeside Marrowfat 1 00 Lakeside E. J 1 30	TICC 3:1	50 books	Holland white hoops bbl. 6 50 Norwegian	Half Kegs	Cuttle Bone 20
Lakeside, Cham. of Eng 1 40 Lakeside, Gem, Ex. Sifted. 1 65	HOTIQ AVO	250 books 6 25 500 books	Round 100 lbs 2 30 Round 40 lbs 1 10 Scaled 12	1 lb cans	Scotch, in bladders 37 Maccabov, in jars 35
Columbia, pints		1000 books17 50	No. 1 100 lbs	Choke Bore—Dupont's. Kegs4 00	SVPIIPS 43
CEMENT.	The fines Subdition to Collect	500, any one denom'n 3 00 1000, any one denom'n 5 00	No. 1 40 lbs 5 50 No. 1 10 lbs 1 45	Half Kegs. 2 25 Quarter Kegs. 1 25	Barrels 14
Major's, per gross.		2000, any one denom'n 8 00 Steel punch	No. 2 100 lbs. 11 75 No. 2 40 lbs. 5 00 No. 2 10 lbs. 1 32	Eagle Duck—Dupont's.	Pure Cane.
1 oz size18 00 Liq. Glue,loz 9 60		DRIED FRUITS-DOMESTIC	No. 2 10 lbs 1 32 Family 90 lbs Family 10 lbs	Kegs 8 00 Half Kegs 4 25 Quarter Kegs 2 25	Good
Leather Cement,	3 doz in case 5 25	Apples. Sundried	Sardines.	1 lb cans	SPICES.
1 oz size12 00 2 oz size18 00	Extract. Valley City ¼ gross 75	Evaporated 50 lb boxes. @ 6½ California Fruits.	Russian kegs	Sage	Whole Sifted.
	Felix ½ gross	Apricots 9 @11		INDIGO.	Cassia, China in mats10 Cassia, Batavia in bund15
2 oz size 12 00	Hummel's tin ½ gross 1 43 CONDENSED MILK.	Nectarines 6 @7 Peaches 5 @14	No. 1 100 lbs. 5 50 No. 1 40 lbs. 2 50 No. 1 10 lbs. 70	Madras, 5 lb boxes	Cloves, Amboyna
CHEESE.	4 doz. in case.	Pears	No. 1 8 lbs 59 Whitefish.	15 lb pails	Mace, Batavia
Amboy @ 11 Acme @ 10½ Jersey @ 10½		Raspberries	No. 1 No. 2 Fam 100 lbs 7 25 6 75 2 75	30 lb pails	Nutmegs, No. 1
Lenawee @ 10½ Riverside @ 10½ Gold Medal		California Prunes. 100-120 25 lb boxes @ 414	40 lbs 3 20 3 00 1 40 10 lbs 88 83 43 8 lbs 73 71 37	Condensed, 2 doz 1 20 Condensed, 4 doz 2 25 LICORICE.	Pepper, Singapore, white20 Pepper, shot16
Prior @ 10	(2)	90-100 25 lb boxes.	FLAVORING EXTRACTS.	Pure 30 Calabria 25	Pure Ground in Rulk
Edam		60 - 70 25 lb boxes @ 6¼ 50 - 60 25 lb boxes @ 6¾	Jennings'.	Sicily	Allspice 10@15 Cassia, Batavia 17 Cassia, Saigon 35
Pineapple @ 24 Sap Sago @ 18		40 - 50 25 lb boxes @ 7½ 30 - 40 25 lb boxes @ 7½ ½ cent less in bags	D.C. Vanilla	MINCE MEAT.	Cloves, Amboyna
Bulk 5		Raisins.	2 oz1 20 3 oz1 50	LEW ENGLAND	Ginger, African 15 Ginger, Cochin 20 Ginger, Jamaica 22 Mace, Batavia 60@65
CHOCOLATE.	N. Y. Condensed Milk Co.'s brands.	London Layers1 00@1 25 Loose Muscatels 2 Crown 3½	4 oz 2 00 6 oz 3 00	The state of the s	Mustard, Eng. and Trieste. 20
Walter Baker & Co.'s. German Sweet	Gail Borden Eagle	Loose Muscatels 3 Crown 4 Loose Muscatels 4 Crown 5	No. 84 00 No. 106 00	MINGE MEAL TE DOUGHERTY Extended	Mustard, Trieste25 Nutmegs,40@60
Premium	Champion 450	FOREIGN. Currants.	No. 2 T.1 25	T.E.D. O. Francisco	Pepper, Singapore, black9@12 Pepper,Singapore,white15@18 Pepper, Cayenne17@20
Cotton, 40 ft, per doz 1 00 Cotton, 50 ft, per doz 1 20	Dime 3 35	Potros bble @ 414	No. 3 T.2 00 No. 4 T.2 40	Mince meat, 3 doz in case2 75	Sage
Cotton, 50 ft, per doz		Vostizzas 50 lb cases	D. C. Lemon	Pie Prep. 3 doz in case2 75	Allspice 65 Cinnamon 75
Cotton, 80 ft, per doz		Schuit's Cleaned 1 lb pkg@ 7 Peel.	2 oz 75	Diamond Match Co.'s brands. No. 9 sulphur	Cloves
Jute, 72 ft, per doz 95 CLOTHES PINS.	OPPENS 45	Citron Leghorn 25 lb bx @13 Lemon Leghorn 25 lb bx @11	3 oz1 00 4 oz1 40	Anchor Parlor	Mace
5 gross boxes45		Orange Leghorn 25 lb bx @12 Raisins.	VANILLA 6 oz2 00	MOLASSES. Blackstrap.	Pepper, cavenne 75
20 lb bags	EVAPORATE	Ondura 29 lb boxes71/2@8 Sultana 20 lb boxes61/2@71/2	BLANCE CREAMS IN NO. 82 40 No. 104 00	Sugar house	Pepper, white 75 Pepper, black shot 60 Saigon 1 50
CREAT TARTAR.	BRITES TENED	Valencia 30 lb boxes @ EGG PRESERVER.	VE HOURS & SMITH NO. 2 T. 80	Ordinary	"Absolute "Butchers' Spices.
Strictly Pure, wooden boxes. 35 Strictly Pure, tin boxes 37 Tartarine	Peerless evaporated cream. 5 75	Knox's, small size 4 80	No. 4 T.1 50	Prime 20	Pork Sausage
200	2 USANOS O TAPOTANOLACIONIE.O 10	in a b, migo bibo			

SALT. Diamond Crystal. Cases, 24 3-1b boxes	Jas. S. Kirk & Co.'s brands. American Family, wrp'd3 33 American Family, plain3 27	Candies.	Fish and Oysters	Provisions.	Crockery and
Barrels, 100 3 lb bags2 75 Barrels, 40 7 lb bags2 50	Thompson & Chute's Brand.	Stick Candy. bbls. pails	Fresh Fish. Per lb. Whitefish	The Grand Rapids Packing and Provision Co. quotes as fol- lows:	Glassware.
Butter, 56 lb bags	SILVER	Standard 6½ 7½ Standard H. H. 6½ 7½ Standard Twist 6½ 7½	Trout	Mess 9 00 Back 9 25	No. 0 Sun
100 3 lb sacks	(DAME ALLE)	Cut Loaf	Ciscoes or Herring	Clear back 9 75 Short cut 9 00	No. 1 Sun. 50 No. 2 Sun4 75 Tubular 50
28 11-lb sacks	TO THE	Boston Cream @ 8½ Mixed Candy.	Boiled Lobster @ 17 Cod @ 10	Pig	Tubular 50 Security, No. 1 65 Security, No. 2 85 Nutmeg 50
115 2½1b. sacks	Similar Publisher	Standard @ 7 Leader @ 7½ Conserve @ 8	Haddock	Dry Salt Meats. Bellies 6 Briskets	Arctic
30 10 lb. sacks	Single box 3 00 5 box lot, delivered 2 95 10 box lot, delivered 2 85	Royal @ 8 Ribbon @	Smoked White @ 8 Red Snapper @ 10 Col River Salmon @	Smoked Meats. 5	No. 0 Sun
56 lb, linen sacks 60 Bulk in barrels 2 50 Warsaw 56-lb dairy in drill bags 30	25 box lot, delivered 2 75 Allen B. Wrisley's brands. Old Country 80 1-lb 3 20	Broken @ Cut Loaf @ English Rock @ 8½	Shell Goods. Oysters, per 1001 25@1 50	Hams, 12 lb average 9½ Hams, 14 lb average 9½ Hams, 16 lb average 9	No. 1 Sun
28-lb dairy in drill bags 15 Ashton. 56-lb dairy in linen sacks 60	Good Cheer 60 1-lb	Kindergarten @ 9 French Cream @ 9 Dandy Pan @ 10	Clams, per 100 90@1 00 Oysters. F. J. Dettenthaler's Brands.	Hams, 20 lb average 834 Ham dried beef 9½ Shoulders (N. Y. cut) . 6¼	First Quality. No. 0 Sun, crimp top,
Higgins. 56-lb dairy in linen sacks 60	Sapolio, kitchen, 3 doz 2 40 Sapolio, hand, 3 doz 2 40 STOVE POLISH.	Valley Cream @13 Fancy-In Bulk.	Fairhaven Counts 40@ Per Gal.	Bacon, clear 8 California hams 614 Boneless hams 8	wrapped and labeled 2 10 No. 1 Sun, crimp top, wrapped and labeled 2 25
Solar Rock. 56-lb sacks	Nickeline, small, per gro. 4 00 Nickeline, large, per gro. 7 20 TABLE SAUCES. Lea & Perrin's, large4 75	Lozenges, plain @ 9 Lozenges, printed @ 9 Choc. Drops 12 @14	Counts @ Extra Selects @	Cooked ham 10½ Lards. In Tierces.	No. 2 Sun, crimp top, wrapped and labeled 3 25
Saginaw	Lea & Perrin's, small2 75	Choc. Monumentals @13 Gum Drops @ 5 Moss Drops @ 8½	Medium Selects@ Anchor Standards@ Standards	Compound 4½ Family 4¾ Granger 6	XXX Flint. No. 0 Sun, crimp top, wrapped and labeled 2 55
Boxes	Halford, large 3 75 Halford small 2 25 Salad Dressing, large 4 55	Sour Drops	Scallops	Musselman's Gold Leaf 6½ Worden's Home Made 7¼ Worden's White Clover. 6½	No. 1 Sun, crimp top, wrapped and labeled 2.75
Diamond. 5 00 64 10c packages 5 00 128 5c packages 5 00	Salad Dressing, 3mall2 65 VINEGAR. Leroux Cider10	Fancy—In 5 lb. Boxes. Lemon Drops	Oscar Allyn's Brands. Per Can. Counts	Cottolene 5½ Cotosuet 5½ 55 lb Tubs advance 48	No. 2 Sun, crimp top, wrapped and labeled 3 75 CHIMNEYS.
Kingsford's Corn.	Robinson's Cider, 40 grain10 Robinson's Cider, 50 grain12 SUGAR.	Peppermint Drops @60 Chocolate Drops @65 H. M. Choc. Drops @75	Extra Selects 30@ Plain Selects 25@ I X L 22@	80 lb Tubsadvance 14 50 lb Tinsadvance 14	Pearl Top.
20 1-lb packages 6½ 40 1 lb packages	Below are given New York prices on sugars, to which the wholesale dealer adds the local	Gum Drops	Mediums 20@ Standards 18@ Favorites 16@	10 lb Pailsadvance 34 5 lb Pailsadvance 36	No. 1 Sun, wrapped and labeled
40 1-lb packages 6½ 6-lb boxes 7 Common Corn.	freight from New York to your shipping point, giving you credit on the invoice for the	Lozenges, plain @55 Lozenges, printed @60	Grains and Feedstuffs	3 lb Pails advance 1 Sausages. Bologna 5	labeled
20-lb boxes	amount of freight buyer pays	Imperials @60 Mottoes @65 Cream Bar @50	Wheat.	Liver	Fire Proof—Plain Top. No. 1 Sun, plain bulb 3 40
1-lb packages 4½ 3-lb packages 4½ 6-lb packages 5½	purchases to his shipping point, including 20 pounds for the weight of the barrel.	Molasses Bar @50 Hand Made Creams 80 @90 Plain Creams 60 @80	Wheat 64 Winter Wheat Flour. Local Brands.	Blood	No. 2 Sun, plain bulb 4 40 La Bastie.
40 and 50 lb boxes 234 Barrels 234 SUMMER BEVERAGES.	Cut Loaf 6 00 Domino 5 87 Cubes 5 62	Decorated Creams. @90 String Rock @60 Burnt Almonds 1 25 @	Patents 4 25 Second Patent 3 75 Straight 3 55	Beef. Extra Mess	No. 1 Sun. plain bulb, per doz
Thompson's Wild Cherry	Powdered 5 62 XXXX Powdered 5 75 Mould A 5 62	Wintergreen Berries @55 Caramels.	Clear 3 25 Graham 3 35 Buckwheat 3 25	Boneless	No. 2 Sun, plain bulb, per
Phosphate "Hummer Case" con-	Granulated in bbls5 37 Granulated in bags 5 37	No. 1 wrapped, 2 lb. boxes	Rye 2 65 Subject to usual cash discount.	14 bbls, 40 lbs	No. 1 Crimp, per doz 1 35 No. 2 Crimp, per doz 1 60 Rochester.
tains 3 doz. 25c 8 oz bot- t 1 e s, \$5 00.	Fine Granulated 5 37 Extra Fine Granulated 5 50 Extra Coarse Granulated 5 50	boxes	Flour in bbls., 25c per bbl. additional. Worden Grocer Co.'s Brand.	Kits, 15 lbs	No. 1, Lime (65c doz) 3 50 No. 2, Lime (70c doz) 4 00
One Big Bottle Free. 24 oz. 50c size, 1	Diamond Confec. A 5 37 Confec. Standard A 5 25 No. 1 5 00	Fruits.	Quaker, 1/8 3 65 Quaker 1/8	Casings. Pork	No. 2, Flint (80c doz) 4 70 Electric.
doz. to a case 4 00. Special Soda Foun-	No 2 500 No 3 494 No 4 487	Oranges.	Quaker, ½s	Beef middles	No. 2, Lime (70c doz) 4 00 No. 2, Flint (80c doz) 4 40
ATAMES PROPERTY LANGUAGE PER GAL. \$2 00.	No. 5. 481 No. 6. 475 No. 7. 469	Fancy Navels	Ceresota, \(\frac{1}{6}8 \) 4 00 Ceresota, \(\frac{1}{4}8 \) 3 90 Ceresota, \(\frac{1}{6}8 \) 3 80 Ball-Barnhart-Putman's Brand.	Solid, dairy 9 Rolls, creamery	Junior, Rochester 50
Big Demonstrator contains 15 doz.	No. 8	Fancy Seedlings	Grand Republic, 1/8 s 4 00	Solid, creamery	Nutmeg 15 Illuminator Bases 1 00 Barrel lots, 5 doz 90 7 in. Porcelain Shades 1 00
25c size, 1 doz 50c size, 1 jug and fixtures.	No. 11	250-288	Grand Republic, ½s	Corned beef; 15 lb 14 00 Roast beef, 2 lb 2 00 Potted ham, \(\frac{1}{2} \) 8 75	Case lots, 12 doz 90
See add. TOBACCOS.	No. 14	Strictly choice 360s @3 00 Strictly choice 300s @3 0	Laurel, 48	Potted ham, ½s 1 25 Deviled ham, ¼s 75 Deviled ham, ¼s 1 25	Mammoth Chimneys for Store Lamps. Doz. Box No. 3 Rochester. lime 1 50 4 20
G. J. Johnson's brand	a Rosta	Fancy 360s	Parisian, 1/8s	Potted tongue ¼s 75 Potted tongue ½s 1 25	No. 3 Rochester, flint 1 75 4 80 No. 3 Pearl top, or Jewel glass 1 85 5 25
् भू	100 packages in case3 35	Extra 300s @4 00 Bananas.		Fresh Meats.	Jewel glass 1 85 5 25 No. 2 Globe Incandes. lime 1 75 5 10 No. 2 Globe Incandes.
	WICKING. No. 0, per gross	A definite price is hard to name, as it varies according to size of bunch and quality of	Rapids.	Beef. Careass	flint
s. c. W	No. 2, per gross. 40 No. 3, per gross. 75	fruit. Medium bunches1 25 @1 50 Large bunches1 75 @2 25	1-16s	Fore quarters	1 gal tin cans with spout 1 60 1 gal galv iron with spout. 2 00
H. & P. Drug Co.'s brand. Quintette	Crackers.	Foreign Dried Fruits. Figs. Fancy Layers	Bolted	Ribs	2 gal galv iron with spout. 3 25 3 gal galv iron with spout. 4 50 5 gal Eureka with spout. 6 50
New Brick	The N. Y. Biscuit Co. quotes as follows:	20 lbs	Feed and Millstuffs. St. Car Feed, screened 13 50 St. Car Feed, unscreened 13 25	Plates	5 gal Eureka with spoint 6 50 5 gal Eureka with faucet 7 69 5 gal galv iron A & W 7 50 5 gal Tilting cans, M'u'ch 10 50
Absolute	Seymour XXX 5¼ Seymour XXX, 3 lb. carton 5¾	10 lb	No. 1 Corn and Oats. 13 00 Unbolted Corn Meal 12 75 Winter Wheat Bran 11 00	Loins	5 gal galv iron Nacefas 9 00
Gowans & Sons' Brands. Crow 2 85	Family XXX. 514 Family XXX, 3 lb carton. 534 Salted XXX. 534	Dates, Fards in 10 lb boxes @ 8 Dates, Fards in 60 lb	Winter Wheat Middlings. 11 50 Screenings	Mutton. Carcass 6 @ 7½	9 gal Home Rule
German Family	Soda XXX 6	cases	Corn.	Carcass	3 gal Goodenough 10 50 5 gal Goodenough 12 00 5 gal Pirate King 9 50
Mystic White	Soda XXX, 3 lb carton	Dates, Sairs 60 lb cases @ 4	Less than car lots 34	Oils.	LANTERNS
Old Style. 2 55 Happy Day. 2 85	L. I. Wafers, 1 lb carton 12	Nuts.	Car lots	The Standard Oil Co. quotes as follows:	No. 0 Tubular
JAXON	Square Oyster, XXX 54 Sq. Oys. XXX, 1 lb carton. 64 Farina Oyster, XXX 54	Almonds, Tarragona @13 Almonds, Ivaca @	No. 1 Timothy, ton lots 16 00 No. 1 Timothy carlots 14 50	XXX W.W.Mich.Hdlt @ 9	No. 1 Tub., glass fount 7 00 No. 12 Tubular, side lamp 15 00 No. 3 Street Lamp 3 75
Single box	SWEET GOODS—Boxes. Animals	Almonds, California, soft shelled @121/	Hides and Pelts.	W W Michigan	No. 0 Tubular, cases 1 doz.
10 box lots, delivered 2 85 Lautz Bros. & Co.'s brands. Acme	Belle Rose	Walnuts, Gren., new. @10		Deo. Naptha @ 8½ Cylinder 30 @38 Engine 11 @21	each, box 10 cents 45 No. 0 Tubular, cases 2 doz. each, box 15 cents 45 No. 0 Tubular, bbls 5 doz.
Cotton Oil	Frosted Honey	Walnuts, Calif No. 1. @12 Walnuts, soft shelled Calif	Green 3 @ 4 Part cured @ 4½ Full Cured 4 @ 5	Black, winter	No. 0 Tubular, bull's eye,
Master3 70 Henry Passolt's brand.	Ginger Snaps, XXX round. 6½ Ginger Snaps, XXX city 6½ Gin. Sups, XXX home made 6½ Gin. Snps, XXX scalloped 6½	Table Nuts, fancy @12 Table Nuts, choice @ 9½ Pecans, Texas H. P @ 9 Hickory Nuts per bu.,	Kins green 3 @ 4	Eocene	cases 1 doz. each 1 25
THE SUAP	Imperials 8	Hickory Nuts per bu., Ohio	Kips, cured. 4 @ 5 Calfskins, green. 4 @ 5½ Calfskins, cured. 5 @ 6½ Deaconskins. 25 @30	D. S. Gas @ 7 Scofield, Shurmer & Teagle quote as follows:	No. 0 per gross 24
	Molasses Cakes	Butternuts per bu @ Black Walnuts per bu @	Pelts. Shearlings	Palacine	No. 2 per gross 50 No. 3 per gross 80 Mammoth per doz 75
	Marshmallow Creams 16 Pretzels, hand made 8½ Pretzelettes, Little German 6½	Peanuts. Fancy, H. P., Game Cocks	Lambs	Daisy White	JELLY TUMBLERS-Tin Top.
4 3 4 4 5 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4	Sugar Cake 8 Sultanas 12 Sears' Lunch 7½	Fancy, H. P., Game Roasted	Washed	Family Headlight @ 8 Naphtha @ 8¼ Stove Gasoline @ 9½	box (box 00)
Single box 3 00 5 box lots, delivered 2 95 10 box lots, delivered 2 85	Sears' Zephyrette10	tion Roasted @ 7 Choice, H. P., Extras. @ Choice, H. P., Extras,	Tallow	From Tank Wagon. Palacine	½ Pints, 6 doz in box, per box (box 00) 1 90
25 box lots, delivered2 75	Pecan Wafers 151/2	Choice, H. F., Extras.	Switches	Gasoline 6 7%	doz (bbl 35)

REPRESENTATIVE RETAILERS.

Neil Gallagher, General Dealer at St. James.

Neil Gallagher was born in county Donegal, Ireland, in August, 1850. When he was 20 years of age he came to this country, locating in Chicago, without first passing through the probationary period as policeman in New York City. Concluding to follow the occupation of sailor, he secured employment on a trading vessel on the Great Lakes, and for four years sailed before the mast. He then bought the vessel, Willard A. Smith, 60 tons burthen, and for several years sailed between Chicago and the Beaver Islands in the fish trade. He then sold the Smith and bought the Hattie Fisher, 150 tons burthen, continuing in the fish trade between Chicago and the Beavers and the North Shore several seasons longer. Concluding to settle down, he entered the employment of John Day, at that time engaged in the fish trade and general merchandising business at St. James, Beaver Islands, which position he filled with satisfaction to all concerned for four years. In 1887 he pur-chased the stock and business of Mr. Day, continuing in his own name until last season, when he admitted his son, lames, to partnership, at which time the style of the concern was changed to the Beaver Island Fish Co. The new firm has a new tug now in process of construction at Harbor Springs, on the completion of which it will have exceptional facilities for bringing the fisherman in closer touch with the jobber.

Mr. Gallagher was married February 8, 1875, to Miss Mary O'Donnell. Nine children now grace the family circle, three boys and six girls—all Gallaghers in name and appearance and proud of the clan Gallagher.

Mr. Gallagher has long been a consistent member of the Catholic church, having never joined any other society or organization.

In addition to his merchandising and fish business, Mr. Gallagher owns the dock at St. James, where all the steamers which touch at the Big Beaver land, and all the transferring is done. He also owns large tracts of real estate on the Islands, and in winter devotes his entire attention to his timber interests.

Mr. Gallagher's store building and general stock were completely destroyed by fire last summer, entailing a loss of \$7,000. The store building was immediately rebuilt, however, and a new stock installed therein, indicating the characteristic enterprise of the man.

APATHY ON CUBAN SITUATION.

When action was taken some months ago by Congress for the recognition of Cuban bellgerancy it was in response to, and accompanied by, a manifestation of public sentiment so spontaneous and nearly universal that it was generally believed that the immediate cessation of Spanish cruelty in that island would be the result. It would seem that the public was so confident on that point that when the action was announced, it was dismissed from the mind as settled. It may have been, too, that a weariness had resulted from the continued strain upon the matter which caused the involuntary turning away from it which is apt to result from the long continuance of the discussion of any subject of public interest.

Whatever the cause the direst threats

of the Spanish butcher, Weyler, have continued to be put into operation. Every week accounts of atrocities have

appeared in the press which would seem to be enough under the circumstances to rouse the public mind to frenzy, but being the same to which we have been so long used and so too stale for the purposes of newspaper sensation, the comment provoked is comparatively little

It is an interesting question as to how long the present status will continue. With all his cruelty and vigorous measures for the subjugation of Cuba, the Spanish General seems to be making absolutely no progress in that direction. Cuban commerce and industry, in which this country was so largely interested, after having long been reduced to a small part of their normal proportions, nearly ceased. It is to be hoped that the public mind will recover from its apathy-that the question will again become a live one, that some one will be looked to for the responsibility of the inaction and that the tide of carnage and desolation will be forced to

Conference of Canners.

The packers of canned goods, manufacturers of preserves and pickles in Pennsylvania have been invited to participate in a conference at Pittsburg, reinsylvania have been invited to participate in a conference at Pittsburg, when the State law relating to adulterated food products will be explained by the Pure Food Commissioner, who called the meeting. The latter wants to meet the producers of the articles and instruct them what to use and what not to use. He has found considerable fault with some brands of preserved fruits and vegetables which were in the hands of retailers, and believes that a personal understanding is better than prosecution. The canners and bottlers are supposed to know their business better than any outsider, and the invitation may be viewed in the light of an interference by those who make no use of adulterants or injurious coloring matter. The Commissioner is willing that The Commissioner is willing that such persons should remain at home he desires to meet only those who violate the law on their own account, or at the instigation of retailers who want goods on the cheapest basis possible. As attendance at the conference would be an acknowledgment of guilt, its success is not very promising.

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.

In these days of heavy gold ship-ments the specie-room on a trans-Atlantic steamship is a very important insti-tution. It is located in an out-of-the-way place amidships, under the saloon. Few of the passengers know of its ex-istence, or of the valuable treasure, that is carried across the ocean with them. The room varies slightly on different ships, but is usually about 16 feet long by 10 feet wide and 8 feet high. It is riveted together. The floor, ceiling and walls are all steel plates. There is a heavy door, also made of steel. It is provided with a variety of combination lock that is said to be burglar proof. The gold and silver are usually in bars, but occasionally a quantity of coin in bags is shipped.

The Retail Clerks' Association of Milwaukee has prosecuted and convicted a merchant for keeping his store open on Sunday, contrary to the law. It is the first Sunday closing conviction ever obtained in that city.

The Cincinnati Board of Education has made the experiment of educating white and black in the same schools, and finds that it does not work. The Board is now working for separate schools.

Buy showcases of F. E. Bushman,

Gold Dollars Sold at 50 Cents

Would not be a much better trade than many of the bargains we are placing before the retailers of Michigan through the columns of the Tradesman. The continued disasters in commercial circles, wrecking some of the greatest firms in Michigan, is ample proof that we are not in smooth water yet and that cash is more powerful today, tenfold, than it ever was before in the history of the trade. We will continue pegging away upon this line, and propose to keep it up all summer.

We quote Evaporated Peaches at $1\frac{1}{2}$ c. per lb. Not very handsome or attractive, but look at

New York State Cheese new at 8½c, packed 2 in a box about 30 lbs. each.
Good Evaporated Apricots at 6½c.
Handsome Evaporated Apricots at 9½c.
Standard Brands of Rolled Oats at \$2.50 per bbl.
Case Rolled Oats at \$1.30 per case.
Good Broken Rice at 2½c. per 1b.
34 Mustard Sardines, 50 in a case, at \$2.35 per case.

We have had so many calls for Gold Shield Flour, with the silverware, that we renew offer for one week, on the basis the silverware, that we renew offer for one week, on the basis of \$3.60 per bbl. See back number of Tradesman for this or \$:

In Teas, Coffees, and Spices we can lead all competitors as to quality and price. Write us and see what we can do. Terms cash with order in current exchange.

THE JAMES STEWART CO.,

SAGINAW, MICH.

"Ceresota"

Best Seller. Best Baker. Best Flour. We do not claim it will sell itse f. Anything that comes without an effort is valueless. No matter how meritorious an article may be, that merit must be demonstrated to make it a winner. What we do claim is that "Ceresota" has the merit and a slight effort in the way of calling attention to the goods will soon demonstrate that merit to the consumer. That's the button —you push—"Ceresota" does the rest. It will always pay you more than an average profit—will always please your customer and what more can you ask.

Olney & Judson Grocery Co.,

GRAND RAPIDS, MICH.

GOTHAM GOSSIP.

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

special Correspondence.

special Correspondence.

New York, May 2—May starts in—perhaps it would be better to say that April went out—with the grocery trade in a more satisfactory condition in this city than a year ago, and that is something. Department stores on all hands are enlarging their grocery departments and that is something—something that the small retailers are not very jubilant over. Taking the whole range of grocery staples, prices are certainly no higher than a year ago, and some are lower.

Last week, a better trade was apparent in refined sugars and it was confidently thought that we should see no lower rates during the season; but it is the unexpected which happens, so granulated took a tumble—very slight, 'tis ulated took a tumble—very slight, 'tis true, but enough to show that even sugar is uncertain. Reports come of continued destruction of crops in Cuba and of lessening supplies of beet from Europe, but scarcely any variation is noticed in the price here as yet.

Coffee deliveries are almost double those of a year ago. The market is steady, notwithstanding seemingly large supplies. Prices ruling are strongly ad-

steady, notwithstanding seemingly large supplies. Prices ruling are strongly adhered to and there is very little haggling over prices. Rio grades are held on the basis of 13½ c for No. 7. Mild sorts have been considerably "in evidence" and the market is steady at recent quotations. Mocha is steady at

23@23½c.
Tea is dull, of course, except—well, Tea is dull, of course, except—well, there are scarcely any exceptions. Indias and Ceylons are holding their own and gaining in popularity every day. The increase is due partly to the liking our people show for the teas and partly to a generous use of printers' ink by the agents. One of the Boston stores quotes its best tea at \$5. Remember this is in Boston. In Boston strange things happen.

Spices are meeting with about the usual attention and no change of note

usual attention and no change of note has been made.

Holders of rice exhibit great confidence, and, as the demand is sufficient to keep the market pretty well cleaned up, the chances for lower quotations in the immediate future are not good. The better grades of foreign are selling especially well and buyers seem to have no hesitation in paying the price asked.

In molasses no new features have presented themselves and the market

presented themselves and the market moves in a somewhat listless way. For the very best grades of domestic the inquiry is better than for "off" sorts and prices remain unchanged.

Trading in syrung has been at the

Trading in syrups has been of the average character. Desirable stock is not in great supply and buyers take it at full rates, without asking any rebate.

Canned goods are demoralized. The

Canned goods are demoralized. The influence exerted by a single big store selling canned goods below cost, in order to draw women to the store, and then making the loss up on other things, is a transaction that has an influence outside of New York City. A price list is printed in the papers and sent all over the nation showing the selling price. The reader argues that if this firm can sell so cheaply the local grocer must be making an enormous profit, and he is, accordingly, accused and nothing he can say will remove the suspicion.

picion.

Dried fruits meet with a little better

Dried fruits meet with a little better demand in some lines, quite an amount of peaches arriving. Prices, as a rule, are low, fancy evaporated apples scarcely being quotable above 6c.

The butter market has gained in strength to a very appreciable degree and the tone of trade is very satisfactory. The advance set in at the close of last week and has been well maintained since. There is a great deal of "stuff" here, and it will not readily be disposed of, but for the better grades the outlook is much better than a fortnight ago. Best Western creamery is held at about 15½c.

any great anxiety for any other kind. Still, matters might be worse. Little has been done during the week in an export way and that little has been for low-priced stock.

low-priced stock.

Eggs are in larger supply than can be taken care of and prices have become weaker. Fresh near-by are held at 12½c; fancy Western, 1c less.

The market for beans shows visible improvement and the demand is better than for some time. Best medium sell readily for \$1.17½ and more.

Unwilling Witnesses Disappear. From the New York Shipping List.

The confidential men of many Chicago meat packers have fled from the country, it is alleged. They do not want to sit in a witness chair and tell a Fedto sit in a witness chair and tell a Federal Judge what they know about violations of the Anti-Trust and Railway laws. The United States authorities have been laying plans for a prosecution of many of the Chicago packers. Evidence has been gathered, and it will be given to the Federal Grand Jury, which meets in a few days.

The work of the jury was to include the examination of the confidential men of the packers—the men who know the ins and outs of the meat business and its relation to railway rates and commercial agreements generally. But

mercial agreements generally. But
"Uncle Sam" will have a hard chase
for good witnesses, for, except the few
who have already been caught by subpoenas, these confidential men have suddenly discovered they need rest, and have hurried away to foreign scenes, not even informing their employers of their destination. This hegira is largely due to the recent ruling of the United States Supreme Court, that a witness must testify, whether he incriminates himself or not.

Employers Liable for Clerks' Acts.

Employers Liable for Clerks Acts.

The New York Court of Appeals recently rendered a decision affirming judgments obtained by Thomas J. Briggs against Kennett, Hopkins & Co. in 1801. The decision is of interest to business men generally, as it settles the matter of a firm's liabilities for the acts of its employes. The cases which were appealed grew out of the irregularities of Thomas H. Stout, who, for six years previous to 1801, was a confidential clerk employed by defendants. Stout absconded in 1801, and left a note confessing that he had appropriated to his own use the money of the firm and that of Mr. Briggs, who was a customer. The latter sued the firm to recover his loss. In the defense it was claimed that as Stout's act amounted to a felony under the Penal Code, they were not liable for the loss. The Court overrules this contention, upholding the judgment of the lower court, and finds that the plaintiff is entitled to his full claim. The judgment in each case provides for interest and costs, making the total amount involved more than \$30,000. The New York Court of Appeals re

The granite and porcelain manufacturers are making arrangements to form a combination, and endeavor to meet foreign competition by reducing expenses. They propose to save \$360,000 per year in salaries by employing ten traveling salesmen instead of having six or eight for each pottery. The combination will comprise forty-five firms, and they see a profit of 10 per cent. in this one item, unless it is absorbed in large official salaries, which is not probable. The men on the road have had a rough experience during the past two or three years. They had to stand the brunt of the general business depression, and their ranks have been thinned out on the plea of economy from time to time. Many former travelers are filling other positions until an opportunity favors a return to the road. Combinations have greatly reduced the list of travelers, and agencies in various cities have supplanted them. Owing to the night ago. Best Western creamery is have supplanted them. Own held at about 15½c.

Some new cheese is arriving, but is not eagerly sought for Nor is there hardly knows where he is at. changes the road salesman in some lines



QUARTS.

Send For Booklet

Explaining how to KEEP EGGS FRESH for one year at a cost of less than ½c per doz. We can enable you to make money with Knox's Egg Preserver.

CHAS. B. KNOX, Manufacturer, JOHNSTO JOHNSTOWN, N. Y.

Also maker of the celebrated Knox Gelatines, the only Pure Gelatines made.







CHER

PHOSPHATE

ATABLE SPOONFUL MAKES A QUART.

These goods are rapidly taking the place of lemons. Everybody drinks it. Every-body buys it. No Retail stock

is complete without it. Root Beer "Not in it." We have Imitators, no Competitors. Order to-day of your Jobber

THOMPSON PHOSPHATE CO. YASHINGTON BVD & PAULINA ST.

CHICAGO.

Read This, Mr. Retailer:



Will make 1,000 sample glasses. Keep a pitcher full and serve all your customers free, and you will sell a "Hummer" Case every

Posters, Etc.

ONE LARGE BOTTLE

Make Money

This outfit is packed in three cases, and contains
5 doz. 8 oz., 25c. size; retails

(Will last small store one week.)

The following goods FREE:

One 1-gal on jug, for sampling, makes 2,000 glasses; one tray; six glasses; one pitcher; two muslin banners: ten colored signs; large posters; twelve) eartful oil painting reproductions in fourteen colors, size 12x17, one free to each purchaser of a 50c, bottle.

We guarantee this to be the original Thompson's goods.

N. B.—In ordering say so many "Hummer" or "Demonstrator."

Special Triple Extract for soda fountains and soft drink trade. In one-gallon bottles; price, \$2. Will make thirteen gallons fine syrup at a cost of only 50c, a gallon.

PRODUCE MARKET.

Asparagus—20c per doz. bunches.
Beans—There has been a fair export demand during the period under review, although the wants of the home trade have not shown much of an increase. This, with continued light receipts has caused an advance in nearly all varieties. The receipts are light, as the farmers are busy with their spring work and are not selling much stock.

spring work and are not selling much stock.

Beets—75c per doz. bunches.

Butter—The market has sustained a further decline, fancy roll commanding only 10@12c, while factory creamery has slumped to 14c.

Cabbage—Mobile stock commands \$2.25 per crate of about 4 doz. heads. Ferrina stock brings \$3.25 for the same quantity.

quantity.

Cheese—The trade is being importuned to buy low grade goods, known as 'fodder cheese,' on the basis of 7 @oc. The stock is so inferior that the dealer who tries it once will not under-

dealer who tries it once with not undertake the experiment a second time.
Cider—15@18c per gal.
Cranberries—Jerseys in boxes are still in limited demand and supply at \$1.50

Cucumbers-75@85c per doz.

Cucumbers—75@85c per doz.
Eggs—No one pretends to ask more than 9c. Arrivals during the week have been very heavy and considerable stock has been placed in cold storage.
Green Onions—6@7c per doz. bunches.
Honey—Dealers ask 13@14c for white clover, 11@13c for dark buckwheat.
Lettuce—6@8c per lb.
Maple Sugar—Fancy commands 10c per lb. Fair to choice brings 6@8c.
Maple Syrups—6o@8oc per gallon, according to grade and quality.
Onions—Home grown are in fair demand and ample supply, commanding 25c per bu. Bermudas command \$1.50 per crate.
Pieplant—Home grown is now in mar-

Pieplant—Home grown is now in mar-

Ret, commanding 1c per lb.
Pop Corn—Rice, 3c per lb.
Potatoes—Tennessee stock is beginning to arrive very freely, commanding

ning to arrive very freely, commanding \$1.50 per bu.

Radishes—Round, 20c per doz. bunches. Long, 30c per doz. bunches.

Seeds—Clover command \$5@5.25 for Medium, \$4.75 for Alsyke, \$3@3.25 for Crimson and \$5.50 for Alfalfa. Timothy commands \$1.60@1.65 for prime to strictly prime and \$1.75@1.80 for choice.

Spinach—25c per bu.

and \$1.75@1.80 for choice.

Spinach—25c per bu.

Strawberries—Selling now on a basis of \$3 per case of 24 quarts.

String Beans—\$2 per box of ¾ bu.

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

Vegetable Oysters—25c per doz. bunches.

Wax Beans—\$2.75 per box of ¾ bu.

The Sugar Trust Alarmed.

There are strong rumors that the Sugar Trust intends abolishing its present factor or agency plan of selling, at an early day, by reason of the serious inroads made upon its trade by the foreign refined granulated sugar. Thus copartnership.

far this year the imports of foreign granulated are larger than during the same period of last year by 10,000 tons, or 60,000 barrels. This is a tremendous increase for only four months.

All of this increase in the foreign granulated sugar has gone among the retailers and the manufacturers. Probably the greater portion of it has been absorbed by the latter, many of whom secured their sugar from first hands before the factor plan went into effect.

A great many large retailers who formerly did the same thing are also using foreign granulated sugar, and even the smaller retailers are coming to take it up. The object of all of these classes is not revenge upon the Trust, but the fact that the German granulated sugar, while practically as good, costs a substantial fraction less than the Trust product.

Every advance in the price of domestic granulated sugar increases the sale of the foreign article. The latter has advanced also during the past few months, but not in the proportion of the domestic product, hence it enjoys a great advantage.

Tea Transportation Higher.

When Michigan jobbers were able to get carlot shipments of Japan tea from Yokohama, a few years ago, for a little less than a cent a pound, the rate was believed to have touched the low-water mark. Last year, however, the rate was only three-quarters of a cent per pound, which must have been less than the actual cost of transportation. Since that time the trans-Pacific lines have purchased and leased the vessels engaged in the tea trade not already controlled by the lines, in consequence of which, it is announced that tea freights this year will be 2 cents per pound. This advance must, necessarily, affect the price of cheap Japs, but will, probably, have little, if any, effect on high grade teas.

New Bank at Kalamazoo.

General William Shakespeare, of Kalamazoo, F., W. Bowman, President of the Kalamazoo County Bank at Schoolcraft; C.C. Duncan, Vice-President; R. Wilson, Director, and C. E. Stuart, Cashier of the same bank, and W. A. Watts, of the Bank of Richland, have formed a copartnership for the purpose of conducting the banking business under the style of the Central Bank of Kalamazoo. The institution will have its headquarters and general offices at 202 North Rose street. Mr. Bowman will be general manager of the Bank, and will remove at once to Kalamazoo. William Shakespeare is President, and C. C. Duncan is Vice-President of the

WANTS COLUMN.

BUSINESS CHANCES.

POR SALE—SMALL PRINTING OFFICE, 24 fonts type, cases, borders, 5 x 8 self-inking press, everything first class. Address C. P. 2-lin, Owosso, Mich.

TO EXCHANGE—BANK STOCK OR REAL
estate for a grocery or stock of goods in
town of about 3,000. Address Box 79, Lansing,

town of about 3,000. Address Box 79, Lansing, Mich.

21

TO EXCHANGE—AN IMPROVED FARM OF 200 acres for a stock of merchandise. Address Lock Box 44, Newaygo, Mich.

18

FOR SALE OR EXCHANGE—A GOOD FRESH 18 stock of drugs and stationery; only stock in town; good town; schools No. 1; farming and lumbering. Reason for selling, poor health. Address No. 12, care Michigan Tradesman.

12

FOR SALE—DRÜG 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

FOR SALE—STAPLE AND FANCY GROcery stock, invoicing 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.

FOR SALE—A FIRST-CLASS HARDWARE

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-TO PURCHASE A SMALL SECond-hand soda fountain. Address Gidley
& Vaughan, Empire, Mich. 28

DUTTER, EGGS, POULTRY AND VEAL
Shippers should write Cougle Brothers, 178
South Water Street, Chicago, for daily market
reports. 26

South Water Street, Chicago, for daily market reports. 26

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, onlons, apples, cabbages, etc. Correspondence solicited. Watkins, Axe & Co., 84-86 South Division St., Grand Rapids. 23

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

Tradesman.

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.

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

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

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

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, cloth-ing, millinery; am a worker, if you employ me you will find it out. Write

A Michigan Man Tradesman Co. ------

Association Matters

Michigan Hardware Association

resident, 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

resident, 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 svenings of each month at Retail Grocers' Hall, over E. J. Herrick's store.

Owosso Business Men's Association

resident, A. D. Whipple; Secretary, G. T. Camp-BELL; 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

resident, F. B. Johnson; Secretary, A. M. Darling; Treasurer, L. A. Gilkey.



Michigan' Popular Hotel.
Remodeled and Refitted Throughout.
Cor. Monroe and Wabash Aves., CHICAGO.

Moderate rates and special attention to De-troit 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 at-tention.

A Good Profit For Yourself.

Good Article For Your

Customer.

TANGLEFOOT

Sealed Sticky Fly Paper.

PLEASES JOBBER.

PLEASES DEALER.

PLEASES USER.

PRICES FOR

One Box One Case **Five Cases Ten Cases**

REGULAR. 32 Cents \$2.75 2.65 2.55

13 Cents One Box One Case Ten Cases -

"LITTLE."

1896.

SOLD BY ALL JOBBERS. Made by O. & W. THUM CO., Grand Rapids, Mich.

