

MICHIGAN TRADESMAN

Volume XIII.

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Number 660

COMMERCIAL REPORTS AND COLLECTIONS

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

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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.

Save Trouble
Save Losses
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TRADESMAN COUPONS

Monthly Report of Secretary Owen.

Grand Rapids, May 4—Sixty-seven new members have been added to the membership book of the Michigan Knights of the Grip during the month of April, as follows:

W. B. Edmunds, Bangor.
J. B. Lane, Flint.
A. D. Chase, Owosso.
H. P. Baker, City.
W. G. Nesbitt, Cleveland.
R. N. Hull, Cleveland.
H. A. Furber, Detroit.
N. A. Bloom, Detroit.
C. H. Smallwood, Chicago.
F. T. Cushman, Lansing.
L. F. Clark, Mason.
Wm. Rennie, Detroit.
E. W. Sanders, Buchanan.
P. M. V. Rensch, Clinton.
Dewitt Cook, Coldwater.
T. P. Wilcoxson, Lansing.
C. P. Miller, Montrose.
E. B. Paxton, Monroe.
G. W. Herron, Cincinnati.
P. C. Harker, Kalamazoo.
O. F. Mossbacher, City.
G. T. Smith, Chicago.
A. L. Henderson, New York.
G. B. Hutchings, Detroit.
L. M. Bonheim, Detroit.
W. T. Kelly, St. Johns.
J. H. Muzzy, Detroit.
C. A. Cressy, Traverse City.
G. E. Lovejoy, Muskegon.
C. F. Quay, Hesperia.
F. J. Truesdell, Quincy.
J. H. Ellis, Ypsilanti.
Jno. C. Ford, Chicago.
B. M. Wright, Irvington, Ind.
Wm. Savidge, Spring Lake.
B. R. Thompson, City.
F. M. Ackley, City.
P. S. Keating, Chicago.
Geo. G. Laird, Jr., Saginaw, E. S.
H. Killinger, Angola, Ind.
W. W. Peck, Ionia.
E. E. Long, City.
A. F. Spahr, Detroit.
A. P. Ewing, City.
C. G. Chase, City.
M. D. Weeden, City.
A. P. Lincoln, Oxford.
Chas. W. Parrott, Mt. Clemens.
D. C. Bennett, Jackson.
Chas. W. Stone, Battle Creek.
Chas. S. Ford, Ionia.
C. F. Underhill, Minneapolis, Minn.
Chas. L. Warner, Detroit.
A. E. Hill, Chicago.
F. A. Jones, Saginaw.
L. L. King, Big Rapids.
I. Katzenberg, Detroit.
F. P. Cole, Bay City.
H. A. Radcliff, Detroit.
Geo. W. Parker, Detroit.
B. F. Jacoby, Detroit.
H. Van Eenenaam, Zeeland.
J. O. Greenmyer, Goshen, Ind.
F. Rothenberg, Jr., Cincinnati.
Maxwell Gray, Port Huron.
Allen Laird, Chicago.
J. C. Wiggins, Goshen, Ind.
GEO. F. OWEN, Sec'y.

A new terror in the water we drink is described in the Medical News. This is the filaria nocturna, which gets into the blood and multiplies there and produces a dreadful disease, with horrible swelling of the extremities. The natural history of the filaria is really most interesting, and it appears that it is propagated through the agency of mosquitoes, which carry the embryo from the blood of a patient to the water, where they deposit their eggs, and another patient takes in the filaria with the water. This is not a fairy tale, but a scientifically ascertained fact. The danger may be remote, but it furnishes another reason for filtration.

The Grocery Market.

Sugar—The statistical position is strong and, should Europe strengthen up again, prices would more than likely advance, unless held down by the refiners for reasons best known to themselves. The feeling is general among the trade that higher prices will soon rule, partly because of the statistical position of the staple and partly because we are now entering upon the season of largest consumption.

Tea—Nothing new is to be reported again this week, only the usual small demand being shown. There is a little doing every day, but, as a rule, orders are light and do not aggregate a very considerable quantity. Prices are so low now that any attempt to depress them still lower would hardly meet with success, as they show on the present basis but a slight margin of profit.

Canned Goods—There has been just a little improvement in a general way in the canned goods market, so far as demand is concerned, and here and there slight advances have been made. Most interest is still manifested in California goods, and cherries, plums, pears, peaches and apricots are doing very well; whether this has been brought about by the more or less conflicting reports regarding the damage by frost or by the possibility that freight rates may be advanced is a question, but the fact remains that there is a fair business doing in those goods.

Prunes—The market is in a rather peculiar condition. In some quarters values are reported to be firm, while in others an easier feeling is said to be the condition of affairs. As a matter of fact, there has been only a moderate jobbing demand in force. Late reports from the coast say that the crop has not sustained the damage that was expected would result from the recent freeze.

Figs—There was some light inquiry for figs during the period under review, with prices held on a steady basis.

Pineapples—There is a good inquiry for pines, but, the fruit being green and lacking color, the actual sales are smaller than they would be if the pines were better conditioned.

Bananas—The demand has been quite strong all the week and prices have shown still further advances. The local trade buys freely and a good many orders have come from out-of-town sources. The fruit is coming in good condition, particularly Sama, which is the highest on the list. Generally speaking, all the bananas coming show improved quality.

Lemons—There has been a fair demand for lemons during the period under review, but values have eased off some, owing to the heavy arrivals and the fact that shipments have increased and that there are still large quantities to come. The size that is most wanted is 36os, and for that variety there has been a good business done. While there has been a break in values in this country, the sale that took place in Montreal showed an advance over prices realized at the last New York sale. In explanation it is said that this occurred through manipulation, as a number of New York-

ers went there and made quite heavy purchases.

Oranges—The demand for oranges has been good and prices show an advance of 75c per box during the period. Stocks in this country are light, and there are not many more to come forward, so that holders feel confident regarding the future. The shipments from Italy are growing smaller. The inquiry for Jamaica fruit is light, and receipts are very moderate. California fruit is in good demand and stocks are not heavy. Navels are over as far as shipments are concerned. Arrivals of Rodi oranges are just coming.

Molasses—The demand for foreign is fair, and prices are maintained. The shortage at New Orleans is increasing, and on May 6 the official figures made it 105,000 barrels, as compared with the same time in the previous year. There is said to be no kettle molasses there at all, the small supply being composed of black stuff. The entire shed stock is given at less than 1,700 barrels.

Rice—The demand during the period under review has been of a hand to mouth character for domestic varieties, but prices have been steadily maintained. There has been a good steady request for Japan grades. The stocks of domestic rice are light and confined to the poorer kinds, there being little or no real fancy head rice in the market. Stocks of foreign are light, except Japan, which is in moderate supply and concentrated. The remainder of the crop of domestic is now centered in the hands of those who know its value, and holders thereof manifest no anxiety whether its disposition be at a faster or a slower pace. The inherent strength of the market is due to the fact of inadequate supply, which must be supplemented by importations of foreign in order to meet requirements until the arrival of new crop. The markets abroad are generally firm and the outlook is deemed favorable for a hardening of values as the season progresses.

Provisions—There has been very little change in the position of hog products during the past week. Alternate weakness and strength within a narrow range leave the market the same as a week ago.

Fish—The market is very quiet on all lines of fish, but as it is between seasons this is to be expected. Stocks of mackerel are light, but buyers take no particular interest in the offering, confining their purchases to small lots needed for stock purposes. Family whitefish are lower and scaled herring are unprecedentedly cheap.

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.

A curious experiment at the Electrical Exposition, held in New York last week, was the operation of a model of the Niagara power plant in the exposition building by a current from the falls, and by the use of a telephone receiver the roar of the great cataract was distinctly heard 462 miles away.

GOTHAM GOSSIP.

News from the Metropolis—Index of the Market.

Special Correspondence.

New York, May 9—Without any particular increase in demand for staple groceries, there seems to be a rather weaker market than we had a week ago for grocery staples, if we except coffees.

Sugars have been moving in just about the ordinary manner—perhaps with less enquiry from the interior. Granulated is moving very slowly and it would seem that dealers are pretty well supplied. At all events, there is no trouble in having all orders filled immediately. German granulated is quotable at 5@5½c; domestic granulated, 5½c.

There has been a little better request for coffee, and when Baltimore wanted to obtain 400 bags, she was compelled to pay 14c for No. 7. This became the established price, which holds with considerable show of strength. No anxiety is shown to buy beyond immediate necessities and sellers appear equally indifferent. The amount of coffee afloat is much less than a year ago, being 349,602 bags at present, against 502,241 bags then.

Teas are duller than they were last week and the week before and the week before that, if such a thing were possible. A few liberal quantities were sold at private sale, but the general disposition is to take a "thimbleful" at a time. In this way it does not lose its strength. Prices are, perhaps, no lower, but the range is at every figure and the most of the quotations indicate an inferior quality.

Rice is fairly steady. Some good-sized transactions have taken place in Japan; in fact the foreign article seems to sell the better. Holders show no anxiety whatever to dispose of stocks unless they obtain full rates. Choice to fancy domestic is worth 5@5¼c; Japan, 4@4¾c.

Spices are in light request. The prices, however, are firmly adhered to and, when sales are made at all, they are on the basis of full quotations.

Molasses meets with very few inquiries. The little demand there is for the better sorts. Quite a shortage is reported from New Orleans, as compared with last year, but this has had no effect on the market here. Prime to choice New Orleans, 21@25c.

The few sales taking place in syrups are for the better qualities. Both sellers and buyers seem to be taking a day off and neither party is very anxious about the present. Choice to fancy, 17@24c.

Canned goods are flat and the outlook is certainly not filled with encouragement. Tomatoes and corn, which it was hoped had reached the lowest point and would take a turn upward, have done just the contrary and goodness knows what the upshot of the whole matter will be. No. 3 tomatoes are hardly salable at above 55c per dozen, although 57½c is the price "on paper." Reports from California of frost had no effect on the New York market. Brokers simply "shut one eye" and said, "We've all been there before many a time." California canned goods always sell. They bring good prices and they always will; but the great mass of stuff here is cheap.

Dried fruits are meeting with less and less enquiry and the market is at a standstill. Goods in cartons seem to be growing in enquiry and the department stores are selling more than they would otherwise.

Butter is in much lighter receipt and the tone of the market has improved in a satisfactory manner. Best Western creamery is now worth 16c and it will occasion no surprise if this is advanced upon, although, to be sure, it is rather late to expect any great appreciation.

New cheese is moving in a manner not altogether satisfactory. Sales of full cream have been made on the basis of 8¾c for large full cream State. Old cheese are working off rather better than new and at prices 1@2c higher.

Eggs are meeting with a little better

sale than heretofore and near by fresh stock will fetch 11@11½c; Western, 10@11c.

Beans are in only moderate request. Pea are held at \$1.15 and this is top. Choice Marrow, '95 crop, \$1.35@1.37½. New Florida potatoes are worth \$4.50@6.50 for seconds to prime qualities. New Bermudas, \$4@8. Old potatoes command 50c@\$1 per bbl.

Fruit trees in this section are as full of blossoms as they can hold and there is every prospect for an enormous yield of apples, peaches and pears.

Mrs. Rorer is giving food lectures at the department stores' grocery departments here—or, rather, in Brooklyn—a good idea, but she comes high.

A Fifth avenue dentist, who plugs up the molars of the Four Hundred, says he has made \$500 in a day, but only once. His patron was a woman who had money to burn, and who wanted him to put diamonds in her molars. He knocked that silly notion out of her head, but managed to make \$500 just the same. This dentist charges \$20 an hour, and usually makes about \$100 a day. No wonder dentists' signs are as thick here as bicycle academies.

When one considers that there are, perhaps, 80,000 bicycles in use—conservative guessers have put the figure at 100,000—and many of the wheels would be in daily use to carry their owners down town to business in the morning and home in the evening, the scheme for building a bicycle path on top of the proposed double track "L" appears not to be extravagant. If the wheeling army is not soon provided with smooth and safe speedways, the politicians will have an issue on their hands that will amount to more than they now dream of.

A man called at the American Line office in search of a berth on the steamer St. Paul, leaving for Southampton yesterday. He was told that everything was sold in both the first and second cabins, and he grew highly excited and wanted to know if he could not buy off one of the lucky berth-holders. He got cold comfort from the clerk, but said he would be on hand when the big ship sailed, and would go in the steerage, if he couldn't purchase anything better, as he had to be in London on a certain date. This fact is noted merely to show the extent of the early exodus.

New life will soon spring up about the crumbling slabs in old St. Paul's churchyard. Time and the coal-dust from the "L" road locomotives have played hob with the old sod there, and a new spring carpet is being laid by workmen. In a few days the ancient graveyard's Broadway friends will scarcely recognize her in her gay attire. It has been a long time since a new dress was placed on the brown mould of old St. Paul's, mould enriched by the dust of heroes whose names survive the chiseled letters on the stones that mark their graves.

Counter Prescribing.

Prescribing over the counter in drug stores has been a subject of considerable discussion, and is still put forward as a topic to be talked about in meetings. In one association the question is asked: "To what extent is the pharmacist justified in prescribing?" We would answer, of course: "Not to any extent whatever."

But it may be that we do not all entertain the same idea of the meaning of the word "prescribing"; there is the rub. No pharmacist should under any circumstances undertake to diagnose a case, nor should he undertake to treat one. A vast majority of the druggists probably agree as to that. But to prepare and sell a simple cough-mixture, a laxative, a healing ointment, a throat-tablet, an essence of ginger, and such other equally simple preparations called for almost daily by the people, is not prescribing at all.

The Scientific American is authority that a bad cold in the head can be cured by tapping the forehead gently with a rubber hammer, and the same authority states that even chronic catarrh can be cured in the same way.



Focus Your Attention

On Our New Goods.

Fruit Coffee

One of the greatest selling cakes we have ever made, especially adapted to spring and summer trade.

Mixed Picnic

An assortment of six delicious cakes, handsome in appearance, exquisite flavor, and a winner with all classes of trade.

Pineapple Glace

A cake which will please your most fastidious customers, superb flavor and just the thing to serve with ices.

These goods are made from the choicest of ingredients and you can recommend them to your trade with perfect confidence.

Write us for samples. For quotations see "Price Current" of this issue.

New York Biscuit Co.

Grand Rapids, Mich.

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.

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

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

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

Kinney Salmon Steaks. All middle Cuts. Very fine.

If it's Canned Fruit you are wanting, the best packers in California are 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 trade.

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

Meeting of the Jackson Retail Grocers' Association.

*Jackson, May 9—The regular monthly meeting of the Jackson Retail Grocers' Association was held at Association Hall, May 7. A goodly number were in attendance and all seemed to be enthusiastic in regard to the work of the Association. Some matters relating to the fifth annual excursion and picnic were discussed and were continued to the next meeting.

The nomination of officers for the ensuing year was made, and the election will be held at the regular annual meeting on the first Thursday evening in June.

President B. C. Hill made a statement in regard to the work being done in regard to the petition before the City Club in relation to the manufacturer and the tradesman (the substance of which was published in the Michigan Tradesman of April 1). He reported that the matter seems to be meeting with universal favor, especially with the merchants, and that the indications are that the manufacturers—at least a large percentage of them—will come the right way. The sub-committee of the City Club consist of some of the very best people in our city, and the grocers could not have selected a more satisfactory committee if they had been given the choice. H. S. Griggs, the chairman, is especially active and is devoting considerable time to the work; in fact, every member is doing good work. They have not rushed the matter through, but are giving those interested time to consider the subject and we have reason to believe that, when the committee makes its report, they will not have antagonized anyone and that a large majority of the manufacturers will see the justice of our position and petition. The matter was discussed quite generally by the members, and, on motion, the action of the President and Secretary was approved.

The President requested a full attendance at the annual meeting, as there are many matters of importance to be considered at that time.

W. H. PORTER, Sec'y.

The Fruit Jar Situation.

From the Philadelphia Grocery World.

The present situation in fruit jars justifies the belief that the low prices at present ruling can last but a short time, considerable advances being probable. The opening price on fruit jars was very much lower than last year, and an advance of 10 per cent. has already occurred.

The supply of fruit jars this year is short. Last year's market became so demoralized by the heavy frosts which destroyed the fruit crop that the manufacturers became disgusted and are turning out fewer jars this year. A large number of dealers were left last season with a larger stock on hand than was considered desirable, and these two conditions, together, demoralized the market.

The price of fruit jars last year went up sharply, and then declined. At this time last year the price was \$2 per gross more than this year, and the low prices of this year's product, together with the prospects for a large fruit crop, justify the belief that other advances, aggregating at least 25 per cent., will speedily occur. The advance so far has amounted to about 50 cents per gross.

While the future of the fruit-jar trade is more or less uncertain, owing to the indefinite quantity of the fruit crop, it is safe to predict that the prices this year will not be so high as last. There is considerable of a speculative quantity in the fruit-jar business, owing to the uncertainty of the demand, but the trade will scarcely buy so largely this year as was the case last, so that the speculative element will be less prominent than was the case last year. It is scarcely probable that the price will go any lower this year, which condition makes fruit jars good property at present prices.

The Western manufacturers of the Mason jar have pooled their interests, the combine covering the country from

Pittsburg west. This involves the control of the jar trade of that entire section. The Eastern manufacturers have not as yet combined, but the available supply in the East is very small, and some such action as this may be taken.

Must Have It Fresh.

In spite of the business he had engaged in, the corner grocer was not devoid of sympathy for his fellowman. The fact that he put down 27 cents on the passbook every time he sold 6 cents' worth of young onions was due to his having been born a lightning calculator. In the kindness of his heart he said to his assistant:

"Hiram, you'd better hang a sign out in front of the door where the painters have been at work. Somebody will come along and rub against it, if you don't."

"That's so," replied Hiram, "we want to look out for that. Paint costs money these hard times."

He had scarcely concluded his work of lettering and hanging the placard, when the young woman who has not been married very long came around the corner. She stopped to look at the notice.

"Is there anything we can do for you to-day," asked the grocer.

She paid no attention to him, but read aloud in a thoughtful way, "Fresh Paint."

Then she stepped up to it, and put her forefinger into it, while the grocer nearly swooned.

"Excuse me, ma'am," he said, "but that sign was put there to warn people not to —"

With a look of superb dignity, she said:

"It looks like very nice paint, Mr. Scooper. If you are sure that it is perfectly fresh as you represent, you may send me a pint or so to try."

The Misuse of Drugs.

It is gratifying to find so powerful a journal as the New York Tribune raising its voice in reprobation of the widespread practice of self-drugging among the lay public. People who are utterly ignorant of physiology, of the various organs on which drugs bring their action to bear, or of the disaster which may follow an excessive dose or the prolonged use of a given agent, not only "treat" their own ailments, but impose their amateur prescriptions on every ailing friend. Many medicines may be taken freely by those possessing ordinary common sense, but a vast number should never be taken save under expert medical advice. Self-drugging is not only leading to baneful drug habits, but has actually proved fatal in a number of instances through over-dosing.

The human organism is a delicate and complicated machine, and many dabblers in physic who would shrink from repairing a type-writer or tinkering a bicycle flatter themselves that they can correct the disorders of the finest piece of mechanism yet evolved by nature or art.

Bound Not To See the Point.

Customer—That meat I bought here last, Mr. Cleaver, was frightfully tough.

Butcher—Do you know, marm, that one reason why there are so many poor teeth nowadays is because they do not have enough exercise?

Customer—But that steak couldn't be cut with a knife.

Butcher—Yes, there is some mighty poor cutlery in the market now. Did you say five pounds, marm?

Something in a Name.

"I wish you would give me a name for a new brand of butter," said a dairyman to a customer.

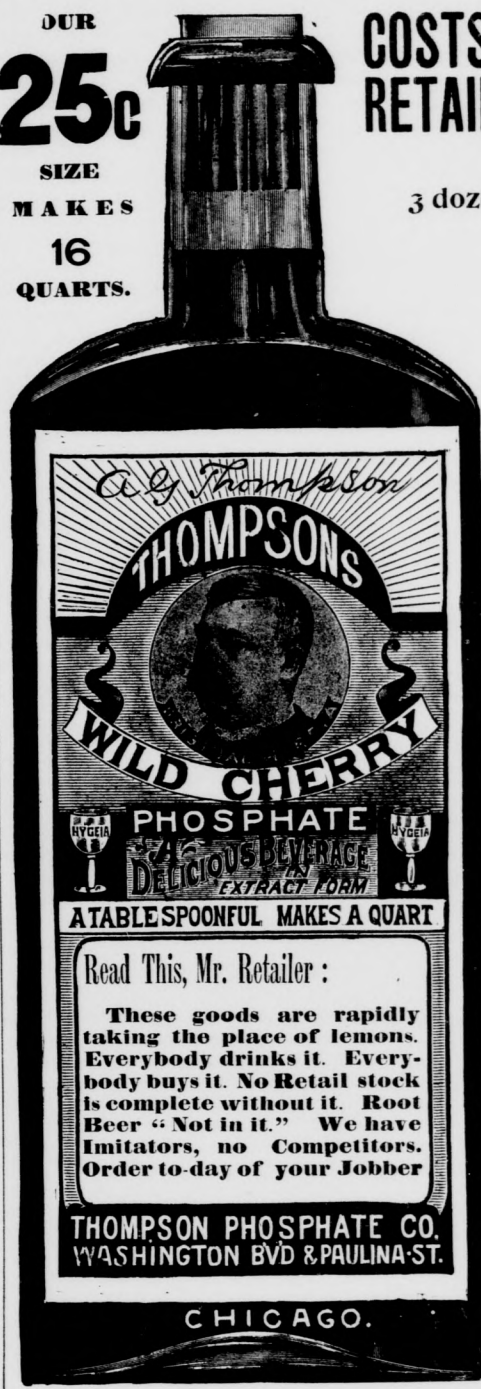
"Certainly," answered the customer. "If it is like the last you sent me I would suggest 'Sameson.'"

Satisfied customers are good advertisers. Such are the customers who use Robinson Cider Vinegar, manufactured at Bentor Harbor, Mich. You can buy Robinson's Cider Vinegar from the I. M. Clark Grocery Co., Grand Rapids.

HUMMER CASE

OUR
25c
SIZE
MAKES
16
QUARTS.

**COSTS \$5
RETAILS FOR \$9**



CONTAINS
3 dozen 8 oz. 25c. size.

Handsome Show Cards,
Hangers,
Posters, Etc.

ONE LARGE BOTTLE

FREE.

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

Make Money

By ordering the big

\$25 Demonstrator

This outfit is packed in three cases, and contains
15 doz. 8 oz., 25c. size; retails for \$45
1 doz. 24 oz., 50c. size; retails for \$6
Total, \$51.
(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 beautiful 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.

24-oz. 50c. size, 1 doz. in a case: price \$4.00
8-oz. 25c. size, less than case lots; price, per doz. \$2.00

Candy!

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

A. E. BROOKS & CO., 5 & 7 South Ionia St., GRAND RAPIDS, MICH.

William Reid

**JOBBER OF
Paints, Oils, Brushes,
Varnishes, etc.
Plate and Window Glass.**

26 and 28 Louis St.,

Grand Rapids.

**DO YOU USE
STENCILS**

Get our prices—will save you \$\$\$

DETROIT RUBBER STAMP CO.,
99 Griswold St., Detroit.

**RUBBER STAMPS
SEALS AND STENCILS
WILL J. WELLER MUSKOGON
MICH.**

Around the State

Movements of Merchants.

Alpena—Ash Bros. succeed Jcs. Ash in the hardware business.

Elwell—G. Meyer succeeds Taylor & Meyer in general trade.

Lake City—Ardis & Ardis succeed S. B. Ardis in general trade.

Walker—John Bouck, of Royalton, will open a general store here.

Raymond—W. H. Harris, general dealer, succeeds Harris & Shoves.

Hawk Head—T. Johnston & Co. succeed Theron Johnston in general trade.

Baraga—W. S. Thompson has sold his grocery stock to Gillespie & Gillespie.

Homer—Sloan & Jackson succeed I. W. Sloan in the meat and grocery business.

Belleville—Heglund & Whittaker succeed Benj. F. Whittaker in general trade.

Elwell—G. Meyer has purchased the patent medicine stock of Geo. Sheldon & Son.

Bruce's Crossing—Leo. M. Geismer has sold his general stock to W. H. Elliott.

Kalkaska—Goodrich & Harrington succeed Goodrich & Co. in the drug business.

Charlotte—Seth Lamport, dealer in harnesses and cigars, has removed to Tekonsha.

Kalkaska—Travis & Hecox succeed Dary & Travis in the grocery and provision business.

Howard City—W. F. Nagler has moved his branch drug stock from Pierson to Morley.

Saginaw—Levi Ruben has purchased the jewelry stock of the estate of the late W. W. Scott.

Battle Creek—Peterson & Walton, plumbers, have dissolved, John C. Peterson succeeding.

Holland—Wicking & Storrer, of Owosso, have opened a clothing store here for a few days.

Munising—The Munising Drug Co. has dissolved. The business will be continued by Paul G. Kling.

Battle Creek—C. A. Young has sold his drug stock to Humphrey & Rockwell, who will continue the business.

Buchanan—Otis Bros. have removed their dry goods stock from this place to Delton, where they will continue the business.

Richland—Baall & Evans have sold their drug and stationery stock to Dr. J. M. Rankin, who has consolidated it with his own.

Woodville—Job Reynolds, of Fremont, and Geo. Luton, of Newaygo, have been appointed Commissioners on Claims against the estate of the late Lyman T. Kinney.

Plainwell—Fred D. Havens succeeds to the harness business so long conducted by his father, J. S. Havens, and himself under the firm name of J. S. Havens & Son.

Albion—Geo. E. Dean succeeds Slowey & Jeffres in the hardware business. The latter retire to devote their entire time to the manufacture of their patent tank heater.

Kalamazoo—Peter Datema has purchased the grocery stock of Marenus E. Bennink, at 619 West Walnut street, and will continue the business at the same location. Mr. Datema obtained his experience in the grocery business in Grand Rapids stores, having at one time clerked for Hedges & Datema.

Bellevue—Dr. L. O. Johnson has sold his drug stock to E. J. Heolland, who will continue the business. Dr. Johnson will remove to Chicago and engage in the real estate business.

Sutton's Bay—Bahle & Co. have dissolved partnership. L. E. Bahle keeps the old stand and Fred Smithsett has the clothing and boots and shoes, and has begun the erection of a new store.

Owosso—S. S. Fraser, of the firm of Hall Bros. & Fraser, who recently sold their grocery stock at Durand to P. C. Fires, has returned to Owosso and taken his former position with Hall Bros.

Battle Creek—Lewis H. Morehouse has retired from the firm of Morehouse & Linihan, druggists at 8 West Main street. The business will be continued by John E. Linihan at the same location.

Manistee—McManus & Pomeroy succeed Frank J. Pomeroy in the wholesale and retail liquor business. They have also bought out the Manistee Liquor Co. and will combine the two stocks.

Grand Marais—Two years ago William Bell was the only storekeeper here. To-day there are six general stores, three drug stores, three meat markets and saloons galore, with several more buildings now being erected for the same purpose.

Petoskey—The firm controlling the Boston Clothing & Dry Goods Store has been reorganized, Mr. Rosenthal selling his interest to Mr. Blumenrosen and his mother, and hereafter the business will be conducted under the firm name of Albert M. Blumenrosen & Co.

Detroit—Up to May 12, 87 per cent. of the creditors of J. L. Hudson, both in number and amount, had been heard from accepting the proposition. Responses are still coming in, and Mr. Hudson hopes that before the end of the week the matter will be satisfactorily arranged.

Hudson—Ex-Mayor Louis Frensdorf died May 10, as the result of a paralytic stroke suffered a few weeks ago. He came to Hudson thirty-eight years ago without a dollar and started in the mercantile business in a humble way. The grain and wool business of Frensdorf & Son now extends over three states. Deceased had been the promoter of many business enterprises and was a good man for the town. Under his regime as Mayor the present system of water works was put in. He was 63 years of age.

Ionia—At a recent meeting of the directors of the Ionia County Savings Bank, arrangements were perfected for the enlargement of the office, which has become too small for the growing business of the institution. A new vault will be built, or more properly, two new vaults, one for the regular use of the bank, and one for safety deposit boxes; these in addition to the vault the bank already has. The banking room will be enlarged to about twice its present size. Immediately back of this will be the cashier's private office, and adjoining is the directors' room. Back of the public part of the office will be a large parlor for the use of the bank's customers. This, in connection with the safety deposit boxes, will be a great accommodation to the public. The plans also show cloak rooms, lavatory, etc. Work on these improvements will be begun at once, and, when completed, it will be the handsomest banking office in the county. The directors recently declared a special dividend of

10 per cent., in addition to the regular semi-annual dividend of 3½ per cent.

Manufacturing Matters.

Lapeer—B. N. Cutting succeeds Cutting & Gregg as manufacturer and dealer of cigars.

Fremont—C. A. Meade is talking of moving his flour and feed mill to Walkerville in a short time.

Jackson—The Porter Manufacturing Co., manufacturer of starch, is succeeded by the Standard Starch Works, incorporated.

Cadillac—The Wexford Lumber Co.'s sawmill at Hoxieville is being taken down this week and brought on G. R. & I. cars to this city.

Saginaw—Ernest Feige, formerly manager of the Feige Desk Co., has begun the manufacture of desks on his own account under the style of the E. Feige Desk Co. He will make goods for the foreign trade exclusively.

Detroit—The Banner Cycle Canopy Co. has been incorporated with \$25,000 paid in patents. Dennis J. Reaume, John S. Barnes, Wm. F. Volkening, Frank W. Claxton and Albert L. Springer are the incorporators.

Saginaw—The American Potato Flour Co. is making many contracts with farmers to take their entire potato crop at 25 cents a bushel, delivered in this city, as soon as potatoes are fit to store in the fall. The company is now running thirty hands.

Detroit—Articles incorporating the Detroit Lawn Mower Co. have been filed in the county clerk's office. It has a paid in capital of \$5,000, held by D. D. Buck, William Sherwood, Albert D. Babcock and Herbert C. Walker, 115 shares each, and F. T. Marquard 40.

Saginaw—J. F. Shaw, of Jackson, and William E. Guyant, a practical miller, formerly engaged in the business at Albion, some time ago purchased the city mills property on Gratiot street, which has been operated for the past two years by the City Milling Co. Since the first of May the gentlemen have concluded the purchase of the City Milling Co.'s stock, and now are in full possession of the plant and business.

Republic—The Republic mine, which was on the point of being abandoned three years ago, the management having gone so far as to select a mineral property on the Mesaba for a new Republic, to which the machinery was to be removed, is now giving employment to 350 men and will gradually add to this force until 500 hands are worked. The highest force ever worked at the Republic has not exceeded 600 men. Recent developments give warrant for predicting many years of life and prosperity to the Republic, which is one of the oldest mines in the Lake Superior country and which has been among the most profitable.

Ishpeming—Although the ore-shiping season of 1896 opened under abnormal conditions less than three weeks ago, matters are adjusting themselves to a standard little different from that of past seasons. The apathy of the heavy consumers, lasting until the first cargoes were actually on their way to lower lake ports, has been succeeded by a brisk buying movement. The mines in the Bessemer ore pool have obtained the prices fixed upon, and the vessel-owners are getting practically what they asked for in ore freights. Everything is now running in a fairly satisfactory manner, and, barring strikes, the season should be the best since 1892 to all parties inter-

ested in the business, as the basis of \$4 a ton for standard Norre Bessemer ore allows a profit to the mines and fair wages to the miners, and the rate of \$1.05 and \$1.10 a ton on ore charters from head-of-the-lake ports is one which is certainly profitable to the marine interests.

REPRESENTATIVE RETAILERS.

L. M. Beall, the ex-Druggist of Richland.

L. M. Beall, of the firm of Beall & Evans, who have just sold out at Richland, first saw the light in Manlius, Allegan county, May 26, 1858, being of English parentage. In 1864 his father joined the Union army, in which service he laid down his life that his family might enjoy the blessings of a free country, leaving two children, the youngest—L. M.—being only 6 years of age. From that time to the present Mr. Beall has had very few chances except as he made them for himself. He received a common school education by working on the farm summers and going to school winters. At the age of 18 he sought to try his luck in the West, going to Nebraska, returning at the end of one year, satisfied that Michigan was good enough for him, afterwards working on farms and in factories, during which time he learned the blacksmith's trade.

In 1881 Mr. Beall entered the drug store of his uncle, O. M. Beall, at Mendon, serving one year as apprentice, for which he received his board in return. In 1882 he hired out to work for F. D. Calkins, of Fife Lake, afterwards returning to Mendon. On the passage of the pharmacy law, he registered as an assistant.

Mr. Beall was married in 1884, starting the next morning—October 10—for California, where he and his wife spent one year. Returning, he again took up the drug business, engaging to work for Dr. J. M. Rankin, at Richland, serving as clerk. In 1891 he determined to see if he had gained any knowledge of the drug business, and went before a meeting of the Board of Pharmacy at Ann Arbor, passing a successful examination as a registered pharmacist. October 17, 1892, Mr. Beall, with E. J. Peck, then postmaster at Richland, bought the stock of drugs of Dr. J. M. Rankin and carried on the business until May, 1894, when Mr. Beall purchased the interest of Mr. Peck, taking as partner his brother-in-law, Chas. R. Evans, continuing under the style of Beall & Evans until April 27, 1896, when they disposed of the stock to Dr. J. M. Rankin.

Dates Decided Upon.

Grand Rapids, May 9—Will you kindly announce in the next issue of your valuable paper that the Executive Committee of the Michigan State Pharmaceutical Association has set the dates August 11, 12 and 13 for the next annual meeting at Mackinac Island. The meeting of the Executive Committee will be held soon at Lansing to arrange the program for the regular meeting.

BENJ. SCHROUDER.

Wrong Date on Front Cover.

Through an unfortunate oversight a portion of the front covers of this issue were dated May 20, instead of May 13. The Tradesman keeps up with the times and usually manages to keep ahead of its competitors, but this is the first time in over a dozen years that it has succeeded in getting ahead of itself.

Bushman is headquarters for cigars.

Grand Rapids Gossip

O. M. Elliott has embarked in the grocery business at Lansing. The I. M. Clark Grocery Co. furnished the stock.

F. H. Day has purchased the grocery and meat business of B. E. (Mrs. F. J.) Pomeroy at 300 South Division street.

Wm. T. Newton has opened a grocery store at 290 Grandville avenue. The Olney & Judson Grocer Co. furnished the stock.

Skeels & Buitendorp have rented the meat market at 507 Ottawa street and will continue the business there, in connection with their meat market at 45 Fountain street.

F. E. Standish, druggist at Blanchard, has taken a partner, under the style of Standish & Doxie, and put in a grocery stock. The I. M. Clark Grocery Co. furnished the goods.

Breen & Halladay, who operate a coal and wood yard at the junction of Fifth avenue and the G. R. & I. Railroad, have opened a hay, grain, lime and cement store at 317 Wealthy avenue.

E. G. Curtis, dealer in dry goods and groceries at 676 Wealthy avenue, has removed his stock to the store building at the corner of Watson and Indiana streets, where he will continue the business.

Geo. Hickox and G. J. Johnson, composing the firm of Geo. Hickox & Co., dealers in cigars at 20 Canal street, have dissolved. Mr. Hickox has associated himself with B. J. Reynolds, under the old style of Geo. Hickox & Co., and will continue the cigar business at 45 Pearl street.

Grand Rapids wholesale grocery houses are represented at the annual meeting of the Michigan Wholesale Grocers' Association, at Detroit, this week, as follows: Enos Putman (Ball-Barnhart-Putman Co.); Chas. E. Olney and Wm. Judson (Olney & Judson Grocer Co.); S. M. Lemon (Lemon & Wheeler Co.); A. E. Worden (Worden Grocer Co.); M. D. Elgin (Musselman Grocer Co.); S. M. Wells (I. M. Clark Grocery Co.).

At the sale of the assets of the Peninsular Machine Co., Monday, conducted by the Michigan Trust Co. as trustee for three classes of secured creditors, the property was bid in by Chas. B. Metzgar for \$3,500. The creditors included under "Schedule A," whose claims aggregate \$2,575.53, will probably be paid in full, while those included in "Schedule B" will receive a percentage of their claims and those in "Schedule C," amounting to \$3,700, will be shut out altogether. It is understood that Mr. Metzgar will continue the business under a style to be hereafter decided upon.

The Michigan Bark & Lumber Co. has bought the hemlock bark stumpage on 16,000,000 feet of timber in Kalkaska county, eight miles west of Frederic, on the Michigan Central Railway. The company bought it of the Eureka Lumber Co., of Manistee, the contract calling for the peeling of 2,000 cords of bark this year and the completion of the contract in three years. There will be about 8,000 cords altogether. The company proposes to peel it and pile it up on the land in a cleared place during

the summer and haul it to Frederic on sleighs in the winter. President Clark says that his company will peel this season, on the stumpage it owns and on its jobs, about 15,000 cords and that it expects to buy as much more from others. The price is about 50 cents per cord lower than last year.

The Hardware Market.

General tradè is moving along in a very satisfactory way. Dealers are supplying their immediate wants, which, owing to the very unusual weather, have been much larger than ever; but they do not, as yet, manifest a disposition to buy beyond their present wants. The outlook for the agricultural section was never better, as everything is in a very advanced state of growth. We now wait for the future good crops, as well as good prices.

Wire Nails—The advance made May 1 is fully maintained, as there is no indication of any weakening and it is believed prices will be firmly held. In our last report we made an error in price and now correct same: Price at the mill is \$2.65 rates, which make 10 to 60—\$3.15; and from stock, \$2.85 rates, which make 10 to 60—\$3.35.

Barbed Wire—Firm and in good demand. Prices are firm and no doubt will so continue until the spring trade is over.

Shovels and Spades—It is hard work for the dealer to accept the recent advance of about \$2 per dozen in shovels and spades, but investigation among the makers indicates that the advance has come to stay and many of them are in favor of still further advancing them.

Steel Goods—Are in good demand and prices are firmly held. We do not hear of any cutting.

Window Glass—Is firm and, with the early closing down of all glass factories, there is no reason why prices should not be firmly maintained during the summer months.

Flour and Feed.

Quite a radical change of sentiment has been effected during the past week by reports of serious crop damage in the Southwest, caused by drouth, Hessian fly, chinch bugs, etc., and in the Northwest, particularly in the Red River valley, an almost incessant rainfall has greatly delayed the sowing of spring wheat, so that many farmers have either abandoned sowing altogether this spring or have greatly reduced the acreage of wheat and have planted other crops instead. The condition of growing winter wheat for May 1, as reported by the Government, is about five points higher than on April 1. It is still a trifle lower than last year at the same time, and last year's crop was lighter than for many years past.

The demand for flour is beginning to increase and the trade manifests more confidence in buying than for some time past, and it would seem, from present indications, that the present level of prices is a safe one, at least for May or June stocks.

The city mills have been running quite steadily for the week, but the question of the wheat supply for the remainder of this month and until harvest time is beginning to be quite a serious one, as stocks of winter wheat in grain centers will be nearly exhausted by that time and there is but little of the home grown stocks left.

The price of feed and meal are unchanged for the week. Millstuffs are about 50c per ton lower. The demand is light.

WM. N. ROWE.

License Fee Reduced—All Other Good Features Retained.

On page 16 of this issue will be found a detailed statement of the preliminary work undertaken by the Retail Grocers' Association with a view to retaining the license schedule of last year relating to peddlers of fruits and vegetables. The committee created at that meeting performed its duties in a satisfactory manner, making so good a showing before the Committee on Licenses of the Common Council that the latter unanimously decided to recommend the adoption of the old schedule. The reception of the report by the Common Council, Monday evening, and the action thereon are thus described by a daily paper:

The Committee on Licenses reported the same schedule as last year, with these exceptions: Basket peddlers reduced from \$18 to \$15; peddling plants in hand carts, \$2, and in wagons, \$5; miscellaneous in the discretion of the committee. On Alderman Verkerke's motion the vegetable huckster's and fruit peddler's license was reduced from \$31 to \$21, although Aldermen DeGraaf and Dodge, who are grocers, made strenuous efforts to prevent such reduction. The vote was as follows:

Yeas—Aldermen Anderson, Benjamin, Campbell, Gibson, Hosken, Logie, Pearl, Teachout, Van Hekken, Verkerke, Wade—11.

Nays—Aldermen DeGraaf, Dodge, Doran, Emmer, Forbes, Slocum, Wurzburg—7.

The grocers had confidently counted on the support of Aldermen Benjamin, Hosken, Logie and Teachout, and the announcement that they had gone over to the enemy and recorded their votes on the side of the peddler was a source of much surprise and the occasion of considerable unfavorable comment.

Aside from the reduction in the fee, all the other desirable features for which the grocers have worked so earnestly and so consistently for years have been retained—the provision that annual licenses only be issued; that holders of licenses must also give a \$50 bond; that the vehicles of peddlers shall bear in a conspicuous place the number of the license held by the driver.

While some of the aldermen who voted for the reduction of the fee defend their action on the plea of hard times, most of them will be remembered as old-time enemies of the grocery trade—professional and practical politicians who make their beds with the peddler because they imagine that the cohorts of hucksterdom control more votes than the grocery trade. How long they will be permitted to cherish such belief rests with the grocery trade alone. If one-half the grocers of the city had done their duty in this matter and interviewed their aldermen on the subject, the result would have been different, as two less votes on the amendment of Alderman Verkerke would have caused its defeat. Now that the struggle is over and time for action is past for this year, hundreds of grocers will growl because the Association does not "do something" to curtail the operations of the peddlers, when a little active co-operation at the right time would have enabled the Association to accomplish much effective work in this direction. In the grocery trade, as in other avenues of life, a few have to bear the burdens of the many; and but for the watchfulness and energetic effort of that few, the world would go backward instead of forward.

In the meantime grocers who believe in fair play and in the theory that each man should bear his share of the bur-

dens of life would do well to paste the following names in their hats:

Aldermen Anderson, Benjamin, Campbell, Gibson, Hosken, Logie, Pearl, Teachout, Van Hekken, Verkerke and Wade.

The Grain Market.

The wheat market has been like a switchback during the past week—up and down—finally landing with cash wheat 2c and futures 2¼c above the price of one week ago. The causes of the low prices were the small exports, the dullness of trade, the fair Northwestern receipts and the extraordinarily fine growing weather. On the contrary, the chinch bug, the Hessian fly and the small winter wheat receipts all had a tendency to make higher prices. The hot winds in Kansas and the continued poor outlook of the winter wheat crop (most noticeable in Ohio and Southern Indiana) should also tend to make higher prices. The visible did not decrease as fast as it should with the amount in sight, being only 1,500,000 bushels, when a decrease of 2,500,000 bushels was confidently expected. The market is very contrary and no one seems to be able to foreshadow it. There is always something that upsets the best calculations. The Government crop report for May shows 82 7-10 per cent. of an average crop, being fully 5½ per cent. above the April report, which is considered a bear factor. This news came in after the New York and Chicago Boards of Trade had closed. Unless there are more strengthening features, we may expect a trifle lower prices.

Coarse grain, as is usual, takes the cue from wheat. These cereals were, also, rather weak, although they showed more strength at the end of the week. Cash corn and oats were weak, while active futures were up fully 1c.

The receipts of wheat were rather limited, being only 28 cars, 9 cars of corn and 6 cars of oats. The mills are paying 6¼c for wheat.

C. G. A. VOIGT.

Purely Personal.

Chas. E. Olney, President of the Olney & Judson Grocer Co., is home from Altadena, Cali., where he spent the winter, as usual. He leaves in a few days for his summer home at Thompson, Conn.

E. Edwards has resigned his position as head book-keeper for the Olney & Judson Grocer Co. He is succeeded by Ed. Huyge, who has served the house several years in the capacity of assistant book-keeper.

James N. Bradford has been elected a director of the Olney & Judson Grocer Co., in place of Richard R. Bean, who left the employ of the house several months ago. Mr. Bradford is a faithful worker and loyal representative and his friends in the trade will join the Tradesman in congratulating him on the fact that his house has taken this means of showing its recognition of his services.

The National Association of Manufacturers is organizing a party of representative business men for a tour through the Argentine Republic, Uruguay and Brazil, during the Southern winter months of July, August and September. It is a commentary on the transportation facilities between the two Americas that the party will proceed to Pernambuco by way of Southampton, Lisbon and the Canary Islands.

Dry Goods

THE DRUMMER'S DREAM.

How He Took Large Orders While in the Land of Nod.
From the Minneapolis Press.

I don't believe in the supernatural, but there are occurrences which savor of the mysterious, and which all the philosophy of the scientists cannot explain. Let me tell you what happened to me last winter, and if you can offer any plausible theory to account for the strange facts I shall be eternally obliged to you.

I am a drummer for a large New York dry goods concern. Previous to last January I traveled for a Philadelphia house on a salary, but concluded that I could do better for New York, and accordingly signed a contract with my present house, and agreed to travel on a commission basis. Some time was consumed by negotiations, and when I started out I discovered that I was late. Most of my best customers had bought their entire lines and there was nothing left for me. My successor for the Philadelphia house had hurried over my territory and secured the orders intended for me.

I am naturally of a nervous temperament and easily discouraged, and my lack of success preyed upon my mind. The thought that my wife and children might eventually suffer worried me and I became gloomy and morose. To make matters worse I was physically ill; had been ailing for several months and intense worry augmented the symptoms. Nevertheless, I forced myself to write cheering letters home and to brag about my big orders, which, however, were never realized.

One day I had been out for five hours in the snow and sleet, struggling for a little order, and I returned to my hotel disheartened and feverish. I went to bed and next day I found it impossible to get up. The doctor came, made a thorough examination and declared I was suffering from a mild attack of typhoid fever. At his suggestion I was conveyed to the municipal hospital. You can imagine my feelings to be tied to bed when so much depended on my being about my business. Discharge, failure, poverty confronted me, and I was powerless to avert the misfortune. The doctor telegraphed for my wife, and next day the faithful little woman was at my bedside, cheering and nursing me as only a wife can.

For the whole of the next day I lay quietly, almost rigidly in bed, observing no one, speaking to no one, and taking my medicine mechanically. My wife and the doctor looked upon it as a bad sign and feared the worse. Towards evening, however, I opened my eyes and gazed about me.

"Mary," I whispered, "where have I been all day?"

"Right here, in bed."

"Wasn't I up at all?"

"No! Why do you ask?"

"I had such a peculiar dream. It seemed to me that I was showing my samples to Dodd & Co. and that I sold them a very big bill. I remember every article they bought. At first they put me off on the plea that I was too late, but I pleaded with them and managed to interest them in my samples."

"How much did you sell them?"

asked my wife, desiring to humor me. "Wait a little! Now I remember! Twelve hundred and sixty-three dollars! Oh! If that were only a reality and no dream!"

My sleep was broken that night. I thought continually of the bill I sold in imagination, contrasting it with the sad reality. Next day the same conditions manifested themselves. I lay in a trance all day oblivious to everything. Towards evening I regained my consciousness. My wife was in tears and the doctor had not left my bedside for several hours, expecting momentary dissolution.

"Wife!" I cried. "I had another

beautiful vision. I sold Waterhouse & Jones over two thousand dollars' worth of goods;" and I proceeded to give the details of the sale to the smallest item. I distinctly remembered having borrowed a stamped envelope from the firm to send the order in. I was in glee over my imaginary success.

"Young man," said the doctor, warningly, "you must positively cease troubling about business if you wish to get well. This anxiety will kill you and then what will your poor wife do? Get well, and then go out and sell all the goods you like."

I turned my face to the wall and sobbed like a child, for I knew how different my waking moments were from these visions; finally, I promised to look at matters more cheerfully and not to worry.

Next day and the next and every day for several weeks it was the same. I lay in bed unconscious, my spirit busy with imaginary sales and on awakening I invariably had a story to tell of a marvelously big order taken during the day. I recollect the most absurd details. Once I had broken a strap of one of my trunks, once I went back to a store in search of some important samples I had forgotten. Once I made one of the salesladies a present of an embroidered shawl. All these things remained graven upon my memory, as though they had been real instead of the ravings of a diseased mind. I invariably awoke towards dusk and became rational, but my health made very little progress. I became thinner and more dejected with every day.

So it went on until in my somnambulist state I had visited every customer on my route. Not one turned me down. I sold them all wonderful bills of goods. At length the list was exhausted, and so was I. For a few days I hovered between life and death, and then I gradually began to mend.

A month afterwards, thanks to my wife's good nursing, I had recovered sufficiently to go home. My first visit was to my firm. I wanted to apologize for my lack of success, and to explain about my illness. The head of the house shook me cordially by the hand.

"Glad to see you," he said. "What's the matter? Been sick? By Jove, you look thin. Well, why did you work so hard, if you weren't well? You did immensely! Fine orders, everyone of them, and to good parties! At first you seemed a little down in the mouth, but after the 10th of January you sent them in at a rate to make our heads swim!"

I looked at the boss in drunken amazement. Was he making fun of me?

"Please don't," I said weakly. "I'm not in a condition to stand much. I know I did poorly, but if you knew—"

"Poorly! Why, my dear boy, if you call \$10,000 in one month poor, I'd like to see you at your best."

"Might I see my orders?" I stammered.

"Certainly. Go to the office and ask the book-keeper to show them to you."

There, before me, lay a dazzling array of orders, beginning with Dodd & Co., Waterhouse & Jones, and so on through the entire list of the people I had sold to in my dreams. Not one was missing. The goods corresponded exactly with the items as I dreamed them. For a while I was too dazed to speak. Finally I asked:

"Have these goods all been shipped?"

"Yes, and most of the bills, have already been paid."

"How did these orders get here?"

"By mail, in the usual way."

I went home with my head in a whirl and told my wife. She was as much astonished as I was. However, the fact remained that I had a good fat commission to my credit, and that my firm considered me a success. Under the influence of these facts, I soon recovered my spirits and my flesh.

Next season I went over my territory again. I first called on Dodd & Co. They spoke very enthusiastically about my new firm, and the goods they had bought, and proceeded to place another order.

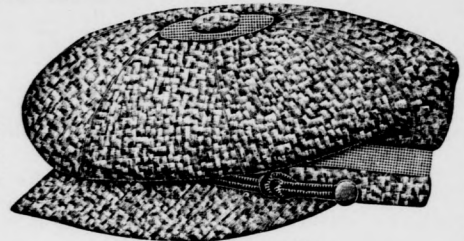
Said I to the buyer:
"Do you remember when I was here last?"

COOL HEAD

In our ventilated

BICYCLE CAP.

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



CAP.

Mens' - - - - \$8.50 per doz.
Boy's - - - - 8.00 per doz.

IMPERIAL CAP MFG. CO.,

Send for Sample Cap.

Detroit, 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.

IF INTERESTED IN CAPS

... write to ...

Detroit Cap Mfg. Co.,

Originator of Novelties,

210 Jefferson Ave.,

DETROIT, MICH.

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

Ladies' Shirt Waists



\$4.50
\$7.50

\$5.50
\$9.00

We have them to sell.

P. STEKETEE & SONS,

GRAND RAPIDS.

"Of course I do! I'll never forget it!"

"Why?"

"Well, my boy, I'll tell you. When you came in it was as though a ghost had entered. There was something cold and uncanny about you which we afterwards tried to analyze. We had already bought, as you know, but you looked at us in such a way, and used such deuced convincing arguments that we were impelled against our will to buy. For a week we spoke about your strange appearance."

"I was ill!" I hastened to explain.

"You looked as though you had been dead and in your grave."

At Waterhouse & Jones' I heard the same story. Said Mr. Jones:

"If I had not known you so well, I would have sworn that I held parley with a ghost. Moreover, your glance was so hypnotic that I couldn't resist it, and bought against my better judgment. It took me a week to recover from the weird effect of your visit!"

I heard the same tale wherever I went. Every incident, the breaking of my trunk strap, the giving of the shawl, the forgetting of the samples, had occurred precisely as I had seen them in my vision. Every customer spoke in the same creepy way of the uncanny impression I had left behind. I have but one explanation to offer, and, fantastic though it is, I shall adhere to it until I find a better one. While my body was lying unconscious and in a trance condition, my soul or spirit or astral shape, whichever you choose to call it, impressed by the one thought of the necessity of selling goods, had sallied forth on its own account, and had by some occult means succeeded in doing what my body could not accomplish.

New Use for Coupons.

It is not to be thought that the recent elections in Kansas, in which the women carried so many towns, have turned all feminine thoughts to politics. With a vote or without one, women are still women, and affairs of the heart still claim their earnest attention. Only now they propose to systematize things more. Heretofore it has been so that a young man could be a girl's steady company for years and years without committing himself to anything. He could swing on her gate in summer and burn out her coal and gas in winter and still never propose. A Kansas girl, who, perchance, has been the victim of such dilly-dallying, has devised a scheme to circumvent the backward wooer. She is having a book printed, with coupons, which a young man will be asked to sign every time he comes to the house. When she has the signature of one young man to ten coupons, she will consider herself engaged to him, and, failing to marry her, he lays himself open to a breach of promise suit. On the other hand, if a girl merely likes beaux and admiration, and is willing to have men visit her who have no serious purpose, she will sign a paper releasing them from all responsibility. The plan outlined will be presented to the next Legislature, which will be petitioned to make it a law. The Kansas girl has no time to waste in idle lovmaking. In politics and out of it, she means business every time.

Difference Between Leader and Boss.

The difference between a leader and a boss is that one is a man of affairs, while the other is the outgrowth of the neglect of others to look after their concerns. The former looks things in the face, decides what is best, and then helps others to see through the same lens. A boss admits only when it suits him, decides as he wants to decide, and then undertakes to compel everybody else to side with him. A leader is necessary to success in all large undertakings, but a boss can well be spared. A boss is the outcome of a drifting time in any enterprise, and becomes necessary through the indifference of others to attend to what should interest them. A boss dictates — a leader, never. It is not difficult to detect the difference between a leader and a boss.

Something to See Through.

Umbrella-making is among the most interesting of industries. Something like a thousand patents have been taken out in late years, though the ordinary man who buys an umbrella and loses it in the same old way doesn't see any difference. A recent inventor thinks he has eclipsed all rivals in devising an umbrella which is transparent. It will be equally waterproof in silk and alpaca, and will have the greater advantage of allowing the wayfarer in a rain storm to avoid collisions with lamp posts and other obstructions. The transparent umbrella will be something of a novelty; but the vanishing umbrella is one of the oldest tricks known to people who have a sleight of hand in borrowing umbrellas. What the inventive umbrella-maker needs to do to meet a long-felt want is to devise an umbrella with some sort of a back action that will return it to its owner.

Cycling is not a very dangerous recreation after all, as is proved by statistics. In England only 30 deaths were produced by cycling in twelve months. On comparing this number with the total number of the fatal highway and street accidents through England and Wales, it will be found that barely two per cent. of them were caused by cycling.

Many wheelmen do not pay sufficient attention to the lubrication of the chain. It is really remarkable how much easier a wheel will run which has its chain cleaned for every twenty-five or fifty miles ridden. Both the stick graphite and the paste graphite may be used together with advantage.

The only cycles which are exempt from taxation in France are the wheels in the hands of dealers which have not been sold and those owned by various government officers for the use of their messengers.

A builder of healthy business sentiment and a promoter of thrift—the commercial traveler.

READY TRIMMED HATS



at
 \$9.00 \$12.00 \$15.00
 \$18.00 \$24.00 \$30.00
 per dozen.

Especially adapted for the merchant trade.
 Send your orders to

CORL, KNOTT & CO.,
 GRAND RAPIDS.

Entire Wheat Flour

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.

Write for Special Prices.

O. E. BROWN MILL CO.

SHIPPERS OF

**FLOUR, GRAIN,
 BALED HAY**

In Carlots.

Western Michigan Agents for Russell & Miller Milling Co. of West Superior, Wis.

Office 9 Canal street,

Grand Rapids.

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.



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 13, 1896.

POPULAR INTEREST IN CUBA.

The Cuban situation is becoming more interesting from day to day. The arrest and condemnation to death of several American citizens captured on a filibustering vessel brought the excitement to fever heat in this country and the protests of our Government and press have caused still greater excitement in Spain. The circumstances of the capture were manifestly such that a protest was a foregone conclusion and the popular attitude toward the Cuban question in this country is such that Spain, although her citizens and press may be sufficiently belligerent, could not hesitate to give the demand for a stay of proceedings prompt and careful attention. Whatever popular demonstrations of hostility there may be among the Spanish people, that government recognizes the fact that the most serious menace to her Cuban interests lies in the attitude of this country, and there is little danger of any official request going unheeded.

It is, however, unfortunate for Spanish interests that the persistence that country has shown in disregarding the rules of civilized warfare in her dealings with her rebellious colony should have been so long continued. Whatever delay there may be in executive action in carrying out the popular demands, as expressed through Congress, the conditions have become such that there can be but one eventual result. The intensity of interest provoked is such that recruiting for Cuban service is going on very extensively, and great quantities of the best of modern weapons and ammunition are being constantly shipped into the island. The financial interests in Cuban success are constantly increasing, while the hopes of saving those investments depending on the integrity of the Spanish rule are as rapidly diminishing.

Whatever disadvantages might have been caused to Spanish interests through the early recognition of belligerency by this country, it would have been vastly better for her than to have provoked such an antagonist as American popular sentiment by her shortsighted policy of treating all who are struggling for liberty as traitors.

CITY POPULATIONS.

The tendency of the population of the country to drift to the cities continues to be a matter of comment. There has been a constant increase in the percentage of those living in cities during the

past hundred years except for the decade ending 1820, when the ratio stood still. According to the census of 1790 there was 3.35 per cent. of the inhabitants of the United States living in cities of over 8,000 inhabitants. In 1890 this percentage had increased to 29.2. The increase of city population at the expense of the rural is greatest in Massachusetts, where the cities of over 8,000 contain more than three times the population of the rest of the state. Of course, the secret of this increase in that and adjoining states is the relatively large manufacturing interests.

The tendency of the trolley systems to cause the population to scatter out is counteracted to a considerable extent by the extension of city limits. Thus, while there may not be a decided result shown upon these percentages on account of transportation facilities, there is a perceptible lessening of the crowding which has always been so much deprecated, and the suburban localities have developed wonderfully at the expense, in some cases, of the high rents in the great centers.

According to the London, England, Iron and Steel Trades Review, the depressed condition of the Welsh tin plate industry is to be attributed entirely to the rapid establishment of the industry in this country. The decline of exports is indicated in that the exports to America were 18,743 tons in March of 1896, against 8,903 tons in the corresponding month of 1895. The United States will continue to take less and less, and it is impossible for the Welsh manufacturers to get the trade back again after it is once established in that country, as the duty enables the American manufacturers to compete with the cheaper labor of Wales and to put in improved machinery and methods sufficient to enable them to keep their advantage. The writer places the American consumption at 6,500,000 boxes, and expresses the opinion that the increased demand likely to be produced by a period of activity during the next two years will only increase the number of American mills and output without benefiting the Welshmen. The situation is so serious that conferences are being held between employers and workmen to see if something cannot be devised to retrieve the situation.

Congress has spent a large amount of time, especially in the House, in the consideration of the old Torrey bankruptcy bill which has been pending for a number of years. During the debate the House refused, by a considerable majority, to strike out the involuntary features or to restrict them to cases of actual fraud. The bill was finally passed by a large majority. Unfortunately, in view of the near approach of adjournment and the predilection for interminable debate recently characterizing the Senate, there is little hope of completed action this session.

A report has been agreed upon by the Senate Committee on Foreign Relations accepting the proposition of the cable company to build a line to Japan via Hawaii. It is stipulated that the subsidy shall not exceed \$160,000 per year and that it shall cease at the end of twenty years. In the report submitted with the bill attention is called to the fact that the Hawaiian government has issued a decree to secure telegraphic communication and that, if there is not prompt action on the part of our Government, the work will probably be done by Canada.

TRADE OUTLOOK.

The trade outlook, on the whole, would seem to indicate that production is beginning to adapt itself to the demand, thus giving a healthier tone and a promise of maintaining, at least, the prices now quoted. While continued decline has ruled in some lines, others which seemed to have gone the lowest show signs of rallying. The considerable export of gold, \$5,850,000 for the week, has not been accompanied with perceptible financial disturbance.

Wheat rallied during the week, in spite of very bearish reports of the winter crop, but the tendency is downward again. Corn has sympathized with wheat very closely.

The demand for cotton goods in some lines, with the continued speculative advance in the price of cotton, has finally made a quotable advance in prints of $\frac{1}{8}$ c. Other grades are still on the downward tendency. The situation is peculiarly trying to manufacturers in that the speculative advance in cotton reduces the margin so close as to eliminate all hopes of profit. Wool has declined and there is still the same old story of stagnation in men's woollens and of fair activity in ladies' dress goods.

The iron situation continues in the same conditions of decline, in the face of combination effort for advance. There seems to be a general belief that the combinations will fail to maintain the status they have established and so are refusing to buy, as far as possible, until this point shall be decided. Raw and many finished products are quoted lower in the East. Minor metals are dull with the exception of tin. American tin plates are 30 cents below foreign.

The stock market outlook is not as favorable, on account of failure in the anticipation of an improved demand in the foreign markets. There was quite a reaction in industrials, notably in Diamond Match and New York Biscuit, though the reaction in these lost but a small fraction of the advance.

That there is a decided increase in general business is evidenced by the fact that bank clearings have increased 15 per cent. over the preceding week, being \$1,135,000,000. The showing as to failures is not so favorable—267 against 254 last week.

The publication of the correspondence implicating Cecil Rhodes, late Premier of Cape Colony, in the Jameson raid has created a great revulsion of popular sentiment in England. The Jameson prisoners are now looked upon with less popular favor, and President Kruger, whose supposed severity was so bitterly denounced but a few days since, is now the hero of the hour. That the President of the Transvaal should have treated the Reform Committee prisoners with the leniency he has manifested, while in possession of the incriminating facts shown by the correspondence attests a wonderful degree of self-control, as well as shrewd political foresight. He would have been justified by all the laws of nations in inflicting the severest penalties on the prisoners, and particularly on Jameson; but, instead, he has seen fit to turn Jameson and his followers over to the British government, and to commute the sentences of death pronounced on the members of the Reform Committee to brief terms of imprisonment, with a light fine.

Some interesting statements were made in the annual address of the President of the National Electric Light As-

sociation at the meeting held in New York last week. He states that the advance in electricity since the World's Fair has been wonderful, and especially so during the past year. The most remarkable discoveries and inventions were, of course, those of Roentgen and Tesla. The transmission of high-power currents for long distances promised to be of the greatest commercial and mechanical utility. The President predicted that electricity would shortly replace steam power on all elevated railroads, as its economy had been sufficiently demonstrated in Chicago. The investment in electric lighting plants now amounts to \$300,000,000. Of the 2,200 plants, 2,000 were owned by corporations and 200 were under municipal control.

The reported value of merchandise imports last year exceeded \$416,000,000. According to the New York Tribune there should be added to this amount from \$50,000,000 to \$100,000,000, or even more, on account of undervaluation. The merchandise exports during the same time are placed at \$23,000,000 more than the imports reported, and yet there were net exports of over \$72,000,000 in gold and \$45,000,000 in silver. The inference is that a considerable part of the specie export was for the settling of a large actual trade balance against this country; and not only so, but it was for a balance of the duty of which this country had been defrauded. In some recent cases the appraisers have raised the value of entire classes of goods 25 per cent.; and the best judges of the situation claim that the worst frauds have not yet been brought to light.

A meeting of the credit men of the United States has been called, to be held in Toledo, June 23, 24 and 25, for the purpose of organizing a National association. The following are the principal objects set forth in the call: The better protection of credits, the reduction of losses from bad debts, the prevention of fraud and injustice to creditors, the making of the prosecution and punishment of fraud more certain, the reform and improvement of collection laws, the improvement of commercial reporting systems and collection methods, and the improvement of present methods of handling bankrupt estates, etc. It is intended that the association shall include the credit managers of representative financial and commercial establishments throughout the United States.

One of the most important actions of the Executive for a long time is the signing of the order extending the civil service list to include some 30,000 additional places, affecting over 85,000 employees of the Government. Under the ordinary operation of the spoils system, the majority of these would have been subject to change in case of the election of a Republican Executive. Partisan papers may criticize the action as being intended to secure tenure of position to the Democratic appointees; but there is no question that it is a desirable move, and, if it had occurred when the conditions were reversed, the criticism on the party in power would have been just as pertinent.

According to the report of the Commissioner of patents, thirty-two foreign countries, including all the principal countries of the world, have issued 981,961 patents from the earliest times to the close of 1895. The number issued by this country alone is 562,458.

ILLITERATE IMMIGRANTS.

There is at present before Congress, with a bare chance of being acted on this session, a bill to amend the immigration laws so as to include illiteracy as one of the causes for the exclusion of immigrants. The restrictions now placed on immigration by law, while they have done good, have not altogether met the difficulty of stopping undesirable additions to the population. Paupers, criminals, and sick and mentally unsound persons do not by any means cover all the undesirable elements, yet these are the only classes of persons now excluded by law.

It is generally conceded that the immigration from the south of Europe is much more undesirable than the inflow of settlers from the more northerly countries of the Old World. Although this fact is generally admitted, it is clearly impossible to bar out any class of persons because of their nationality, although that has actually been done in the case of the Chinese. In the case of immigrants from Southern Europe, illiteracy is the principal objection urged against them which is not already covered in the statutes.

That illiteracy exists very extensively among the immigrants from Southern Europe cannot be denied. The following, from the New York Times, shows to what extent the immigration from Italy is tainted with illiteracy:

From Jan. 1 to April 17 the number of Italian immigrants landed at the port was 19,946, and about 6,000 of these arrived during the first two weeks of this month. On the 18th inst. nearly 8,000 more Italians were either on their way to this port or about to embark for it. The number of such immigrants to be credited to the month of April at this port will probably be about 15,000. The chief cause of this influx from Italy is the desire of Italians to avoid military service in Africa.

More than half of these immigrants can neither read nor write. Of the 7,001 who arrived at this port during the first three months of the year 50.2 per cent. were illiterate. The percentage has been larger during the present month. Of 3,174 Italians over 14 years of age who were brought on four steamships since April 1, 2,147, or 67.6 per cent. were illiterates.

The country cannot successfully assimilate population of this character. These illiterates are incapable of understanding our constitution and free institutions, and cannot fail to lower the general moral status of the communities in which they settle. It is just this sort of immigration that it is desired to check. Good American citizens can never be made out of such material, and it is easy to see by the high percentage of illiteracy among immigrants of certain nationalities that the defect of illiteracy is a more important disqualification than the other defects already provided for by statute, because of their less frequent occurrence, comparatively speaking. The law introduced in Congress proposes to deal with this very difficulty; hence it is to be hoped that it will pass, either this session or during the short session beginning in December next.

Bishop Potter and Unions.

At a recent dinner of the Church Association for the Advancement of the Interests of Labor in New York, Bishop Potter, of that Episcopal Diocese, took occasion to eulogize trade unionism and attributed the "growth in friendships of the laboring men" to its influence and stated that in four recent cases in which he was called to act as umpire between the laborer and the employer,

"I want to say that I was astonished at the exceeding forbearance and courtesy of the leaders of labor when they were opposed by arrogant and cruel reflection;" and that, "if I were asked to say to-night on which side, the labor unions or the other, the better manners were displayed in times of trying ordeals, I would say unhesitatingly the followers of labor."

It is not probable that the worthy Bishop is influenced in his comparison by any deliberate intention of posing to stand well with the leaders of labor—such an attitude would be far beneath one of his dignity and prestige, and there is, of course, no question as to sincerity in his utterances. At the same time it is not in accordance with general observation that the average walking delegate is the superior in general deportment of the average representative of industrial and economic enterprises. It is difficult to account for the attitude of the Divine except upon the hypothesis that there are elements in the situation he has not yet fully comprehended.

It is an assertion no one will question that those most directly concerned in the management of a business are the ones most cognizant of its circumstances. When workmen strike, no one—not even the workmen themselves—knows whether the business is warranted in acceding to the demands of the strikers so well as the managers of the business. Now, this being the case, the attitude of one entering the controversy as an umpire or arbitrator is one to command the utmost subservience and deference on the part of the "leaders of labor," but it is not one to be received with the utmost complacency by employing managers. These are willing to accept the offices of those who intercede so far as their efforts are conciliatory, but when such efforts embody the "arbitrary" idea there is a sense of injustice provoked which tends to prevent a particularly subservient attitude toward one whose lack of a knowledge of the real situation must necessarily cause his "arbitration" to savor of impertinence. For, however learned and widely experienced a man may be in other than business directions, it is impossible that he should come into such a cause with the prestige to command respect that a business man enjoys; and most business men know that their interference as "arbitrator" should be subject to the superior knowledge of those who are familiar with all the peculiar conditions of the enterprise.

As a class those intrusted with large managerial interests are gentlemen of as correct "manners," of as much "forbearance and courtesy," as the average labor leader. The reverend prelate's comparisons betray a greater appreciation of the subserviency of those who hope to benefit by his good offices than of the more independent attitude of those who are compelled to accept his interference while they must not lose sight of business obligations.

FRANK STOWELL.

To keep up with the procession and be successful, the enterprising business man on the road must be ready to supply his trade with whatever there is demand for in his line. The process of evolution and development is going on in every direction and the progressive traveling salesman must be up to date and prepared to give his trade whatever is demanded within the limits of safety and reason.

Did You Ever

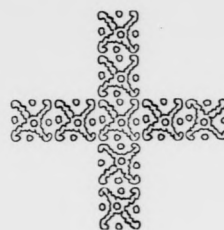
Have a good customer who wasn't particular about the quality of her flour? Of course not. We offer you a flour with which you can build up a paying trade. The name of the brand is

GRAND REPUBLIC

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

BALL-BARNHART-PUTMAN CO.,
GRAND RAPIDS.

A GREAT DEAL



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

Valley City Milling Co.....

Sole makers of

LILY WHITE FLOUR

Grand Rapids, Mich.

EVERY CENT COUNTS

Hardware

Rules to Be Observed in Advertising a Hardware Store.

D. T. Mallet in Hardware Dealer.

A New York preacher gave six reasons why Lazarus was a poor man, and stated that he felt assured that there was a seventh reason, but he had been unable to think of it. He asked his hearers to help him find it, and it is said on competent authority that seven business men in the congregation struck it at once. They whispered audibly, "He didn't advertise."

Advertising in its broadest sense is the most essential element of mercantile success.

The goods may be well purchased both as to price and quality, and the selection adapted to the necessities of the possible customers, and yet remain uncalled for upon the shelves and counters, unless that art of making things known, called advertising, is effectively employed.

Perhaps of the minor problems of the retail hardware dealer, that of the proper form and method of advertising is the least understood and considered. That old and true maxim which warns us that those things which are "worth doing at all are worth doing well" bears with particular force on this subject.

The first thing for the dealer to determine is the maximum amount which he considers proper to expend during the year for advertising, and when he has so decided, to expend it where it will bring the largest returns.

I believe that, on general principles, it will be found of advantage to expend an amount for advertising equal to 5 per cent. of the average sales.

Thus, if the sales amount to \$40,000 a year, I would spend not less than \$2,000 in advertising, with the view of not only increasing the sales but also of holding the business already secured.

The amount of sales among retail hardware dealers will average about \$1,000 a month, and taking this figure as a basis we will suppose that \$50 a month, or \$600 a year is to be expended for advertising. With \$300, one-half of the total amount, I would contract with the best—very best—local papers for as many thousand lines of reading notices as this amount would purchase, to be taken as desired during the year. This would give me the opportunity to reach those who seldom look at displayed advertisements, and the further advantage of using them at such times as I wished to push specialties. With \$200 I would contract for a stipulated space next to reading matter, to be used either as single or double column, as desired, and the privilege of daily or semi-weekly change. This particular specified space may cost 25 per cent. more than the "run of the paper," but it is worth the difference, as it brings your space directly under the eye after it leaves the items of news. You must bear in mind that the public buy the paper mainly for its news, and to have them read your advertisement it must be placed where it will be prominent and easily and even unintentionally read. The remaining \$100 I should add to the above or spend it for signs on the fences, trees, or barns along the roads leading into town from the surrounding country, and thereby keep my name and business perpetually before the suburban public, whom the press might not reach regularly. This would leave nothing for fair and picnic programmes, or fans, calendars, and the like, but you will lose nothing by giving them the go-by. Every kind of advertising helps, from chalking your name on the sidewalks to artistically painting it upon the summit of a mountain, but for the retail dealer nothing takes the place of, or brings such immediate returns as, the use of the local newspaper in his immediate vicinity.

Having briefly described the amount and medium, let us consider the method or manner of advertising. At the outset it must be distinctly understood that simply putting one's business card in the paper is, in itself, a very feeble attraction, and to catch the readers'

eye, a striking head-line or design must be used. The columns of many newspapers containing a meaningless lot of two-inch "ads," one after another, with little break in the type or variation in style, remind one more of a business directory than the mute representation of a live business concern, and is the reason why so many dealers grumble at their advertising bills and complain that they do not pay.

If a gardener planted a garden with good seed and then left it to the mercy of the weeds, no one would more quickly see the neglect than the same merchant who pays money for advertising space, and then neglects to keep it clean and attractive. It is better, in my estimation, to put ten poorly-written advertisements in a paper during a month than but one fairly good one, because the change excites curiosity, and curiosity is the bump of human nature upon which you must operate to be successful. The way to have fresh advertisements, if your time is limited, is to have a blank book for the purpose and, when you find an idea in what you read or hear, jot it down in the form of an advertisement, and so always have a stock on hand to draw from. Read other people's advertisements, especially in the large cities, and notice points which you can utilize, and watch local events and work them into your advertisements. Then make your reading notices and the regular space work hand in hand; thus, if you are advertising coal hods in the regular space, have your reading notice something like this: "Where to buy coal hods cheap. See Smith's advertisement, top third column, fourth page."

Or,

"Smith is making a liberal offer to purchasers of coal hods to-day. See advertisement on next page."

This will lead those interested in coal hods to at least glance at your space—perhaps for the first time—and the habit being thus acquired they will continue to "glance" on succeeding days, if the matter is kept fresh and interesting.

The cuts, generally furnished free by manufacturers to the dealer, are often the best kind of advertising matter that the merchant could possibly have, and a free use of them is recommended, as they make a target for the reader's eye, and "object teaching" speaks loudest in newspapers.

Another way in which a dealer can utilize advertising is when some new article of merit appears in the market, of which he has secured a stock. Show one to the editor or a reporter of the local paper and ask him to give his readers a notice of the new article, and at the bottom of the notice refer casually to the fact that they can be had at your store. Many newspapers will admit matter of this kind without charge, if the article is novel, and its value to the merchant is more than would appear on the surface, as it carries the weight of the paper's reputation with it, and is generally read with interest by its subscribers and remembered. Speaking of editor's notices reminds me of the story of a quack who, having invented a wonderful hair invigorating fluid, applied to an editor for a testimonial. He gave it in these terms, calculated to convince the most skeptical:

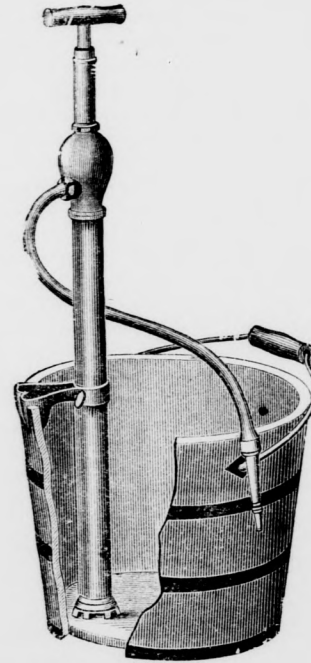
A little applied to the inkstand has given it a coat of bristles, making it a splendid pen wiper at a little cost. We applied some to a tenpenny nail and the nail is now the handsomest lather brush you ever saw, with beautiful soft hair growing from the end of it, some two or three inches in length. Applied to the door stones, it does away with the use of the m t; applied to the floor, it will cause to grow the finest hair sufficient for a Brussels carpet. A little sprinkled over a barn makes it impervious to the wind, rain or cold. It is good to put inside of children's cradles, sprinkle on the roadside, or anywhere luxuriant grass is wanted for use or ornament. It produces these effects in ten minutes.

After you have filled your space in the local paper with an attractive announcement, arranged your reading notices to clinch the argument, and tacked your signs on every post and tree within a radius of many miles, do not think that you have reached the limits of advertising and sit down to await results.

On the contrary always remember that advertising, pure and simple, does

SPRAY PUMPS

Bucket and Barrel.



Send for Circular and Price List.

FOSTER, STEVENS & CO.

Grand Rapids, Mich.

FREE ROOFING

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

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

Weatherly & Pulte,

99 Pearl St.,
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.

not, cannot, never has and never will sell goods of itself.

Advertising is merely the voice of supply which, if well directed and sufficiently loud, will reach the ear of demand. Demand, having its attention arrested, will call at your store and examine the goods or ask the price, but you must sell the goods. The advertisement is simply the link which has brought the eye of the customer to your goods.

At this point is where much of the good seed of advertising, well planted, is allowed to perish after the harvest is in sight. A careless salesman, a dirty store, a slight misrepresentation, a lack of patience, or a want of business tact are the seemingly little things which will destroy the value of all advertising.

On the other hand, an attractive store, with goods well displayed, attentive clerks, and a proprietor who is in sympathy with the needs of the public, is of itself a species of advertising of the highest commercial value.

The Country Merchant's Credit.

From the Minneapolis Commercial Bulletin.

There is nothing like frankness in business. It will generally secure desired results, where there is ground on which credit can be based. The country merchant comes to his jobber and asks credit. The jobber desires to know how the merchant stands in regard to his business. Here is the point to bring in frankness. Be honest, let the jobber know that when you make a statement it is true, at least as you believe it to be, and that jobber will be your friend. If you are evasive, the jobber will be suspicious of you, and ten to one, will make the deal less favorable to the merchant than perhaps facts warrant.

The country merchant may think at times that the jobber asks unreasonable information of him when questions are put. This is hardly true. The jobber submits to the same questions from his banker, and without a protest. The jobber understands that it is business to ask them, and he makes a business reply. Credit is based on the showing a business concern can make. Be honest in that showing and every merchant will find a friend in the jobber.

Business is done more strictly than it used to be; it is better for both sides. The best way to do a thing is to do it the right way. Too much credit involves the man who asks it. A proper amount of credit he is entitled to. A reasonable jobber will extend it, and a reasonable merchant will not ask any more.

A good many merchants do not know how they do stand. They have no idea of the amount of credit on book their due, and they have no idea of the principle underlying business. These remarks are not addressed to this class of merchants, because they will always be present to complicate the trade situation. There is a large class of merchants, however, who really have desire to act properly in business matters, and to these it is pleasant to talk, because they are willing to take advantage of suggestions that are proper and aim to follow them.

Let there be a clear understanding between buyer and jobber. Let the desire for fair information on the part of the jobber never be construed into an impudent inquiry. It is nothing of the kind.

Boy Wanted.

Boy—Do you want a boy here?

Man—Yes.

Boy—What kind?

Man—A nice boy that doesn't swear, or say naughty words, or smoke cigarettes, or play tricks, or get into mischief, or—

Boy—That's enough, mister. I guess it's a girl you want. Good-by.

Ralph Seeley, a New York farmer, advertised for a wife recently, under an assumed name, and received a letter signed "Maggie Sloan," from Dayton, Ohio. Some correspondence followed, and an agreement to wed. He went on to Dayton to claim his bride, and was considerably surprised to find that she was his own sister.

Remarkable Growth of the American Tin Industry.

From the House Furnishing Review.

The manufacture of tinware in this country has grown to an enormous extent during the last quarter of a century. Up to within the last decade all the tin used in this industry was imported from Wales and Cornwall, and although this importation is still the main source of supply, yet the development of the Michigan and other mines is slowly but surely bringing the native product toward the front and, before the close of the century, we venture the prediction that the tin-plate from Cornwall, like the coals from Newcastle, will be getting ready for a chapter in ancient history and the old monarchy will lose another market in the young republic. A great part of the roofing-tin now used here is mined and manufactured at home, and there are several houses in this city, Baltimore and Philadelphia who roll and prepare their own tin for the manufacture of house-furnishing goods.

In comparing these home-produced and home-made articles with others manufactured from the tin rolled in and imported from Wales, it is noted that the external appearance was very much alike, the American article having, perhaps, the better luster, which, however, does not count for much. The bending point in the American was quite as high as in the foreign article, while the former was very much lighter. This, it is claimed, is an essential gain, and, other things being equal, one can readily understand the advantage of lightness to every hand through which the article passes from the manufacturer to the cook.

Baltimore may fairly be called the American home of the tin industry and it has to-day within its corporate limits several of the largest tinware manufacturers in the world. The estimated annual product of the Baltimore factories is above \$10,000,000. More than 2,500 hands are employed in the industry and, when it is borne in mind that the great bulk of the work is done by machinery, one can approximately judge the magnitude of the business.

The capital invested in these factories also mounts up into the millions and this represents the natural growth of what were once the small shops of working tinsmiths. They grew with the country and, like the country, have more than kept pace with the world's progress.

One Baltimore manufacturer has an average output, computing from the record of the last three months, of 500,000 pieces a day, but this vast figure of production must be qualified with the statement that the greater part of it consists of tins for canning purposes.

Because America has imported tin-plate from Europe, it must not be hastily concluded that she is not a competitor in the markets of the world for the manufactured articles. As a matter of fact United States manufacturers and jobbers in house-furnishing goods have large and profitable connections in France, Spain, Portugal, Italy, the West Indies, the South American States and South Africa. This foreign trade is making vast strides every passing season, necessitating the extension of plants, the improvement of machinery and giving such an impetus to the mining and rolling industries as will eventually bring to verification the prediction we hazarded in the opening paragraph.

Stirred Up.

"Our whole neighborhood has been stirred up," said the regular reader.

The editor of the country weekly seized his pen. "Tell me all about it," he said. "What we want is the news. What stirred it up?"

"Plowing," said the farmer.

The quantity of fuel which passes unconsumed from a chimney in the form of soot is far greater than is generally supposed. A short time ago, a soot arrester was fixed to the smokestack of a sugar factory in Germany and in six days it collected 6,700 pounds of soot.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 50
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	6 25
First Quality, D. B. Steel.....	10 25
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60
Carriage new list.....	65
Plow.....	40&10
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70
Wrought Narrow.....	75&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 60
Corrugated.....	dis 50
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 70—10	
GAUGES	
Stanley Rule and Level Co.'s.....	60&16
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
NAILS	
Advance over base, on both Steel and Wire.	
Steel nails, base.....	2 80
Wire nails, base.....	2 85
10 to 60 advance.....	50
8.....	90
7 and 6.....	75
4.....	90
3.....	1 20
2.....	1 60
Fine 3.....	1 60
Case 10.....	65
Case 8.....	75
Case 6.....	90
Finish 10.....	75
Finish 8.....	90
Finish 6.....	10
Clinch 10.....	70
Clinch 8.....	80
Clinch 6.....	90
Barrel 7/8.....	1 75
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60&10
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	50&10
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/2c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10	

HOUSE FURNISHING GOODS

Stamped Tin Ware.....	new list 70&10
Japanese Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/2 inch and larger.....	5 1/2
Manilla.....	9
SQUARES	
Steel and Iron.....	80
Try and Bevels.....	
Mitre.....	
SHEET IRON	
com. smooth. com.	
Nos. 10 to 14.....	\$3 30 \$2 40
Nos. 15 to 17.....	3 30 2 40
Nos. 18 to 21.....	3 45 2 60
Nos. 22 to 24.....	3 55 2 70
Nos. 25 to 26.....	3 70 2 80
No. 27.....	3 80 2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '86.....	dis 50
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70&10&10	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 35
Barbed Fence, painted.....	2 00
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nicked.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	75&10
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	40&10
METALS—Zinc	
600 pound casks.....	6 1/2
Per pound.....	6 1/2
SOLDER	
1/2 @ 1/2.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 25
14x20 IC, Charcoal.....	5 25
20x28 IC, Charcoal.....	6 25
14x20 IX, Charcoal.....	6 25
Each additional X on this grade, \$1.75.	
TIN—Allway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	6 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Deam.....	5 00
14x20 IX, Charcoal, Deam.....	6 00
20x28 IC, Charcoal, Deam.....	10 00
14x20 IC, Charcoal, Allway Grade.....	4 50
14x20 IX, Charcoal, Allway Grade.....	5 50
20x28 IC, Charcoal, Allway Grade.....	9 00
20x28 IX, Charcoal, Allway Grade.....	11 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, per pound.....	9
14x56 IX, for No. 9 Boilers, per pound.....	9

TINWARE.

We carry a full stock of Pieced and Stamped Tinware.

WM. BRUMMELER & SONS

Manufacturers and Jobbers of TINWARE.

Dealers in Rags, Rubbers, Metals, etc.

260 S. Ionia St.

Grand Rapids, Mich.

THE FAITH CURE.

Is it the Only Specific for the Hard Times?

Written for the TRADESMAN.

Nations are made up of individual units that are exceedingly vacillating in their nature, and as the whole must equal in quantity and quality the sum of all its parts, it holds that nations, as well as individuals, are moody and subject to a wide range of fitful emotions. An individual mood is comparatively harmless so long as it is confined to the individual; but when it breaks out of its own channel and begins to swallow the moods of other individuals, it then becomes a dangerous thing. When it begins to spread among the people, it is liable to bring about an epidemic of national mental hallucination; and when this occurs, the mental equilibrium of the people is destroyed and the mind of the great body politic is not in a proper condition to be entrusted with the management of the business of the country. It may catch an inspiration that will cause every possibility to appear as a downright certainty and a mole-hill of sand-grains as a huge, frowning mountain of solid granite. When the great public liver is not burdened with an excess of bile, and the particular mood is a happy one, the business of the country expands and we enjoy a period of so-called "good times;" but when the overfeeding, which always marks a period of this kind, brings on a fit of indigestion, and the digestive organs of the great industrial body give the least hint, by some slight, visible sign, that there is a possible limit to over-stuffing, then the public hands are thrown up, the public mind falls into the "dumps," and we suffer a period of so-called "hard times." The public mind is subject to these epidemics. It is a much easier matter to keep the body in a healthy condition, than it is to so keep the mind. There is something real and tangible about a physical ailment—a material effect that may be acted upon by material remedies; but a mental disease is an illusion of sensible perception, and, although wielding a wonderful power over the material body, producing material effects both pleasing and distressive, it is purely imaginative and does not require pills, powders or potents to remove it.

If the public mind could be kept in a healthful condition, we would have neither "flush" times nor "tight" times. Reason would never go blind, and the common "horse sense" of the people would, at all times, enable them to preserve the even tenor of their ways. Why is it that at one period the leading spirits who guide the business affairs of the Nation, soar up to the third heaven where they flit about among the stars, and at another period they lie prostrate on the earth? Why is it that at one time the people—both capitalists and labor forces—have eyes only for the bright side of things, while at other times they are perfectly blind to the bright side and can see only the dark and gloomy side of things? Why do the ordinary, every-day possibilities of life sometimes appear to the people as absolute certainties, while at other times they appear so changed to the view that attainment seems altogether out of the question? If two and two make four, what is it that makes the four look like eight one time, and like a mere cipher another time? Are business conditions—that is, the laws that govern and regulate the transaction of sound business—as changeable and uncertain as the

hue of a chameleon; or is the phenomena an optical delusion caused by a disordered mind?

The fact is, this cry of "good times," or "hard times," is simply a mania. It is a mental epidemic, and, like all mental epidemics, it becomes more generally prevalent among the people, after it has once gained a foothold than any physical epidemic. Being a mania, its origin is devoid of reason and while it continues the people run into all sorts of excesses without the least regard to common sense. If it be a "good times" mania, the great industrial pendulum will swing as far out from the staple of equilibrium as it does when it swings out on the "hard times" side. Men become suddenly seized with a desire to speculate and, as the bright side of things, only, is seen, investments are made, new enterprises begun and all sorts of risks incurred without the least regard to the elements of opposition or the possible chances of failure. Instead of fortifying themselves on good solid ground, the people entirely overlook what is quite possible and feasible, and plunge into a quagmire of uncertainties and, in many cases, foolish impossibilities, thus digging their own business graves instead of improving the golden opportunity to square themselves with the world. A "good times" mania is an evil in disguise. It is the very thing that breeds and develops an epidemic of hard times. If men would keep their heads on their shoulders and carefully gauge their reaching powers by the length of their right arms, a succeeding commercial fit of despondency might be avoided; but a rational procedure of this kind would also destroy the false, blinding glitter of the good times; it would simply prevent a business mania of any kind and keep the business pulse in a normal condition.

The public mind has been prostrated with an attack of the "hard times" mania for a long time. On every street corner men are enquiring with an air of despondency when the times are going to improve. The people are coming to a conclusion that the disorder has settled down into a chronic condition, and that nothing short of a miracle can restore business to any possible degree of health. Some think that a free and unlimited dose of silver will effect a cure, while others maintain that the "gold cure" would heal the patient, if the silver doctors would stop talking. The old fogies, of course, advocate old-fashioned remedies, and their only hopes are in tariff-tinkering. As the trouble is all in the mind, none of these prescribed remedies will effect a cure, for the simple reason that the bulk of the people will not believe a cure has been effected, when any one of them is applied. There is nothing the matter, physically, and no pills are needed; but, if any of the political pill makers could administer a political dough pill, and get the people to believe, somehow, that it was a cure, it would be a cure. The world will never be able to get along without pills and surgical instruments, but they are not required in cases of mental disorders. When a man makes up his mind that something is the matter with him, he relinquishes his hold and drops out of the business ring. The fact that nothing is the matter with him makes no difference. "He that esteemeth anything to be unclean (that is, gets the idea into his head) to him it is unclean," and if a man thinks he is sick, he will be sick, whether anything is the matter with him

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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. }	TIN BOXES	4 doz. in case.	25 lb. Wooden Pails.	
3 lb. }		2 doz. in case.		Half Bbls. and Bbls.
5 lb. }		2 doz. in case.		

Scofield, Shurmer & Teagle,
GRAND RAPIDS.

or not. It is a mind-sickness, and the only remedy is a mind cure. The great public mind is afflicted with a prolonged attack of the "blues." There are no physical evidences that anything is, really, the matter. The people all cry "hard times," and just as long as they cry hard times and believe that the times are hard, just so long will the times remain hard. Apply the "mind cure," by some hocus-pocus incantation, or any other way, that will effectually expel the illusion from the public mind, and, presto! the fatal spell will be broken.

E. A. OWEN.

Supplying Postage Stamps.

From the Philadelphia Grocers' Review.

One of the really difficult things to obtain in the residence portion of the city is the common, ordinary, everyday postage stamp. A man who has the audacity to go into the ordinary, store and ask for a postage stamp or postal card, is looked upon as a sort of intruder and nine times out of ten the request, if granted, is done grudgingly. The drug stores usually supply the postal facilities of a neighborhood, but we find even that many drug stores consider the accommodation of the public with these useful articles, a species of nuisance.

Now, we believe the grocer could turn the postage stamp trade to good account, and by keeping a supply on hand, and announcing a willingness to supply the public, could attract to his store a desirable class of persons, who, while not perhaps being purchasers at that time, still would receive such a good impression of the store, that in all probability would make them purchasers at no distant date.

A neat sign in the window, announcing postage stamps for sale, would be a capital advertisement, and would, without doubt, be a means of increasing trade. One thing we would suggest, however, and that is that if this suggestion is carried out, that the service be rendered cheerfully, and that the stock of postage stamps, postal cards, etc., be kept up and the supply ample enough to meet the demand.

John Wanamaker, with that foresight for which he is noted, has established a postal agency in his big store for the accommodation of the public, and many persons use its facilities freely; going in a store to buy stamps leads to other purchases; not perhaps at the time, but sooner or later the stamp buyer becomes a purchaser of other articles. If it pays John Wanamaker to sell stamps and pay several persons to perform this service, certainly it should pay a grocer to accommodate the public on the same line.

Business Logic.

On the outskirts of one of our Southern cities there used to be an old colored blacksmith who did a thriving business, but who, in an evil hour, took to himself a young man as partner. The money matters of the firm soon became so involved that the old man begged for a release, but the young man assured him that the law in the case of partnership was so peculiar that it couldn't be broken. Six months later, when the younger partner was away, the old man consulted a friend, found out the truth, and nailed up the following placard: "The partnership heretofore existing between Micah Davis and myself is now resolved. Wha owes the firm will call on me. Wha the firm owes will call on Micah Davis."

Comfortable Thermometer Wanted.

Old Lady (to dealer): "Is them thermometers reliable?"

Dealer: "Yes, madam, they are manufactured expressly for our own trade."

"I guess yer kin gimme one of 'em."

"Yes, madam; which will you have? They are all the same price."

"I see some of 'em are 70 degrees an' some 80 degrees. Gimme an 80 degree one. I don't care much fer weather when it's cold."

Why He Lost Trade.

P. K. Swenheim in Grocery World.

I have had an experience with my delivery boy during the last few weeks which I am going to relate for the purpose of warning other grocers who may be losing ground through the same means. For some time, I have been losing customers. Some of them have been families whom I have supplied for years and whom I thought I had solidly.

But they dropped off and it made me feel pretty sore, but I was too proud to say anything, so their trade has been lost. During the last few weeks this falling off has been so large that I began to get worried, and decided that something had to be done. I couldn't stand the decrease very much longer. I always delivered the goods of these families and did my level best to please them, and I couldn't understand why they left me.

One Saturday morning, about two weeks ago, the last straw came. My clerk told me that a lady, who has a very large family and whom I have supplied with groceries for over twelve years had sent word that we need not call again for orders. I said nothing, but clapped my hat on my head and went straight to the lady's house. I was determined to get at the mystery, if possible.

The lady saw me in the parlor, and I asked her point blank if she would tell me why she left me. She said she would, and told me immediately that she could not stand my delivery boy any longer.

I opened my eyes in surprise. I had never heard any complaints of the young man before and I was surprised. I asked the lady what he did that was objectionable and she gave me the whole story. The boy, she said, was profane and nasty, and swore like a pirate when remonstrated with about anything wrong in the goods. Not only that, she said, but something in the goods was always broken or spilled. This had become unbearable, the lady said, and she had made up her mind to change grocers.

The lady's character was such that I had to believe her, and I promptly agreed to discharge the boy, whereupon she agreed to give me her trade, still.

When I left the house, I made a little list of all of my old customers who had left me lately, and went to see them all. I told them that I hadn't come to ask for their trade again, but only to satisfy myself about the boy. In every case they said they had stopped because of impudence on the part of the delivery boy. Many of them said his language and conduct was simply shocking and that it had been going on for weeks. They thought of informing me, but did not like to get into a squabble, so ended the matter by dropping me. Rather expensive for me.

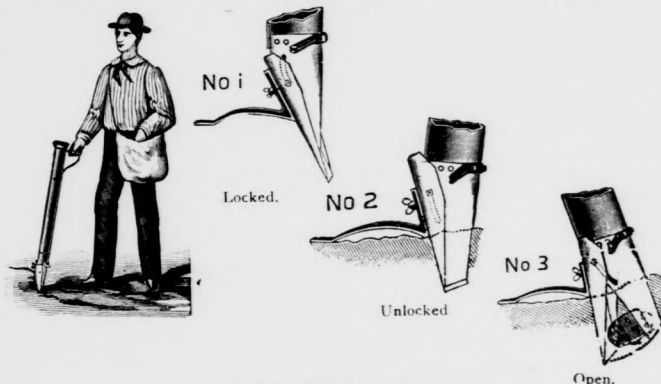
I went back to the store loaded for that boy and I discharged him with more real pleasure than I had had for many a day. I delivered the goods myself that day and found further evidence of his misbehavior. During the last week or ten days I have been getting my old trade back slowly, and I expect eventually to get it all.

This incident shows what harm the poor delivery of goods can do to a grocer who isn't careful enough. I confess that I was careless in the matter, because I relied solely upon the young man. I advise my fellow-grocers to be very careful as to their method of delivering their goods.

A New Variety of Pipe.

A new kind of pipe, which is said to be sweeter and in many ways superior to the corn-cob or any other inexpensive pipe now on the market, is to be made in Nevada county, Cal., from burrs which grow on the pine trees in that region. The pine-burr pipes are said to remain freer from nicotine than any other, having long been used locally. A factory has been started to manufacture the pipes for the general market, some one having taken out a patent on the pipe.

The "EUREKA"
Patent Self-Locking
Hand Potato Planter



TO THE TRADE.

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

For Sale in Michigan by

- Buhl, Sons & Co., Detroit.
- Standart Bros, Detroit.
- Saginaw Hardware Co., Saginaw, Mich.
- Grand Rapids M'f'g 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.

The Sensations of a Man when he accidentally falls into a tub of cold water are similar to those experienced after using inferior

ROOFING PAINTS

We offer to the trade PAINTS which are made of Asphalt Gum, which is cheaper in cost and will last longer, without blistering and cracking, than any of the coal tar products. This paint preserves the roof and will not scale off. Permanent, reliable, at small cost.

H. M. REYNOLDS & SON,
Practical Roofers.

Established 1868. GRAND RAPIDS, MICH.

Bicycles

EDUCATE FOR GOOD ROADS.

Written for the TRADESMAN.

It is becoming more and more apparent that in the problem of good roads there yet remains much to be done in the way of educating the people. The advantages are so obvious that, considering all that has been published on the subject, it is difficult to realize that there is still an ocean of prejudice to overcome. In some of the smaller states whose populations are easily reached with information on this subject, notably Massachusetts, Connecticut and New Jersey, intelligent laws have been enacted and under their operation many miles of good roads have been built. New Jersey has now about 1,000 miles of good stone roads and many more are petitioned for than can be built in several years with the present appropriation of \$100,000 per year.

During the session of the Legislature just closed, the friends of the movement in New York took up the subject in a manner which promised great things. Bills were introduced providing for liberal appropriations, for a state highway commission and for machinery for the advance of the movement, which greatly encouraged its friends. But the problem in New York has elements of more magnitude and complexity to deal with than are found in the smaller commonwealths, with less variety of interests, like those enumerated. It is easier to carry such interests in the few homogeneous counties of a small state than in the varied territory of the Empire State. In this the building of a few roads here and there means nothing in the way of direct advantage to the great mass of the people, but it means a slight expense or change in the time-honored methods of "road work." The measures received enthusiastic support at the first, and the preliminary work in committee seemed to have assumed very favorable shape. But they were quietly left to die in the committees; no measure of any particular importance became a law. The reason for this setback must be sought for in the opposition developed in the more backward and conservative parts of the State. Members of the Legislature discovered that the urging of such measures would not be favorable to their future political interests, and the average legislator is not likely to sacrifice himself as a martyr to the cause of good highways.

The situation in New York is instructive. The same difficulties would be sure to be developed by attempted state action in most of the large states. But it behooves the friends of the movement to be up and doing in the work of creating a general public sentiment which shall change all this. The success of the work in counties is sufficient to demonstrate that communities can be educated to action when they are not so large that there cannot be sufficient community of interest.

NATE.

News and Gossip of Interest to Dealer and Rider.

The story is current that one of the oldest and largest manufactories of bicycles is going to make chainless wheels almost altogether for 1897. Various circumstances are quoted which lend color to the rumor, most important of all being the fact that this company has bought the patents for the device. Many experienced riders were favorably impressed with the chainless

wheel which was on the market a few seasons ago. The company which made it went into bankruptcy, however, and this style of machine has virtually disappeared. The reason given for the failure was not that the product was unsalable, but lack of capital.

* * *

With the improvements that have been made in bicycle mechanism in the last two or three years, it would be practicable to turn out a chainless wheel which would be far in advance of the old one. The chain is, after the tire, the most troublesome part of a bicycle. Some place it at the top for possibilities of annoyance. Nuts come unscrewed, rivets break, the chain wears too loose and is always getting dusty. It needs constant care, for it easily becomes "kinky," and when not in perfect condition, increases the friction greatly. It is true that the chain runs more easily than did the old bevel gear, but its disadvantages might overbalance this consideration if the chainless mechanism were improved. The difference in weight is not considerable, as the rod is inclosed in a light aluminum case.

* * *

The man who won't keep to the right is still to be met with. Sometimes he is merely using the best side of the road, and out in the country this is not a serious fault. But oftener he is careless or ignorant. Often the only explanation for his violation of the rule for safety is that he is a "road hog." Sometimes he goes in droves. He always has his handle-bars low, in racing fashion. It seems that only a collision will teach some people to keep to the right, where they belong.

Curiously Worded Advertisements.

Curiously worded advertisements, which are funny without intent, are common in the London papers. An English periodical offered a prize for the best collection of such announcements, and the following is the result:

"A lady wants to sell her piano, as she is going abroad in a strong iron frame." "Wanted, experienced nurse for bottled baby." "Furnished apartments suitable for gentlemen with folding doors." "Wanted, a room by two gentlemen about thirty feet long and twenty feet broad." "Lost, a collie dog by a man on Saturday answering to Jim with a brass collar around his neck and a muzzle." "Wanted, by a respectable girl, her passage to New York, willing to take care of children and a good sailor." "Mr. Brown, furrier, begs to announce that he will make up gowns, capes, etc., for ladies out of their own skin." "A boy wanted who can open oysters with a reference." "Bulldog for sale; will eat anything; very fond of children." "Wanted, an organist and a boy to blow the same." "Wanted, a boy to be partly outside and partly behind the counter." "Wanted, for the summer, a cottage for a small family with good drainage." "Lost, near Highgate archway, an umbrella belonging to a gentleman with a bent rib and a bone handle." "Widow in comfortable circumstances wishes to marry two sons." "Wanted, good boys for punching." "To be disposed of, a mail phaeton, the property of a gentleman with a movable headpiece as good as new."

The last is the copy of an inscription painted on a board which adorned a fence in Kent: "Notis: If any man's or woman's cows get into these her otes, his or her tail will be cut off as the case may be."

The latest addition to the new department store is the bicycle-rack, with an attendant in uniform who takes charge of the wheels of ladies or gentlemen while they do their shopping.

THE TALLY-HO TANDEM



Made by the only exclusive Tandem, Manufactory in the World.

TANDEM TRUTHS.

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

THE TALLY-HO TANDEM CO.

TOLEDO, O.

Monarch

King of Bicycles

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

FOUR STYLES
\$80.
and
\$100.



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

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

Monarch Cycle Mfg. Co.,

Lake, Halsted and Fulton Sts., - - - CHICAGO.

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

How to Sell Bicycles.

The following advice to hardware dealers about to enter the cycle trade is given by a writer in Wheel Talk:

It may be you are in the hardware business, or any other business, retail or wholesale, and contemplate handling bicycles as a sort of side line, and expect to take an agency for some bicycle "just to help." If that is your intention, don't contract for wheels; stay out of the bicycle business.

Go into it to make money. You don't sell other goods "just to help along," or "as a side line." You are not in the business for fun, but for profit. And if you desire to make a success of the bicycle business, it means that you will have to push it and work it! You cannot expect to sell a bicycle as you would a can of paint, a dozen screws or a pane of glass. Customers will not walk into your store, plank down the price of a bicycle and say, "Send it up."

Oh, no! They do nothing of the sort. They will come into your store, ask for catalogues, inquire as to the gear, the tread, etc., of the wheel you sell, and then go to your competitor and do the same thing.

Now here it is that the bicycle business is peculiar to itself. When the prospective customer enters your store, explain in minute detail every part of your wheel, and just as though you thought he would buy at once. Before he leaves get his name and address, make a memorandum of it, and don't fail to call on him within a day or two. Deal with him firmly but gently. Use all honorable arguments to make the sale. Be persuasive, convincing, logical, but not overbearing, arrogant, or too sure that he considers your wheel "the only."

He may not purchase at once; it may take him days or weeks to decide; during that time be persistent, but do not run him to death. Do all you can to have him think well of yourself and wheel.

In the bicycle business, when an advantage is secured, follow it up. Your advantage is the inquiry; and if you don't make the sale after the prospective purchaser gives you that advantage, then you don't present your arguments just right.

Study—study your wheel, study the prospective purchaser, and success is bound to be yours. Don't depend upon the catalogue as a sales agent; don't depend upon former sales, but depend only upon yourself.

No Substitute for Brains.

Impossible as it is to overrate the importance of judicious and tasteful advertising, many of the current articles on this interesting subject seem to be based on the notion that every detail must be clearly set forth, lest the druggist be unable to construct a readable and striking advertisement for himself. Now, no one can deny the value of model advertisements, suggestions for display, criticisms of bad advertising, and similar ideas, but all combined will never take the place of brains in the advertiser; the great thing needful is to realize the fact that advertising in any of its forms is no boy's-play—that it is a serious, difficult art, demanding earnest study. All the models in the world will never enable a druggist devoid of originality or judgment to construct an effective advertisement; per contra, the possessor of these essential qualifications need not waste much of his time studying the A B C of the advertising art; mindful of its general principles, his own wit will supply suitable designs, phrases and conceits, attractive to the eye and convincing to the mind.

Like everything else in this hard and weary world, advertising must be faithfully and intelligently studied, if it is to be remunerative. But the art once mastered, a little enterprise in its practical application will pay handsomely. The day has gone by when the druggist could wait in his store for a patronage which was supposed to find its way to him by instinct. Trade must be nursed;

friends and patrons must be cultivated; opportunities must be created; the rocks and reefs of business life must be located and avoided. Modern competition can be successfully borne only with the aid of modern methods. And of the latter, the most important is the judicious and conspicuous announcement—by every method which originality can devise and good taste will sanction—of one's facilities, wares, methods, and qualifications. Given the brains and an earnest study of advertising principles, details will readily fall into place.

The High Hat Still On in Ohio.

Notwithstanding interest in the theater that question will soon be temporarily obscured by the excitement of a red-hot campaign, inventive genius is still at work on the vexed problem, and it will probably be settled before another theatrical season opens. People have borne with big hats as long as they intend to, and propose to see the stage next season, or know the reason why. So far all attempts to settle the matter have been clumsy and futile. Women have turned a deaf ear to tearful appeals, and even in Ohio propose to test the legality of the Fosdick bill, and see if there's any law to make a woman take off a French-pattern bonnet when she doesn't want to. The latest and most hopeful solution of the question is offered by an Austrian, who has invented a theater hat of glass. It can be made regular matinee size; but as it is transparent, it offers no obstruction to an occasional view of the personages on the stage. Another useful invention, which was also devised some time ago for the benefit of play-goers, was a cane made to contain several drinks, the use of which enabled a man to sit perfectly still between the acts, instead of dragging over a whole row of people when he went out to see a man. Thus is the stage gradually being raised, and the future is bright with promise of a time when the theater will become truly a place of amusement.

Tests of Endurance.

No other country offers such opportunities to those desiring to marry as America. In that respect it is truly the home of the free and the land of the brave, not to say the foolhardy. In some countries those matrimonially inclined have to get the parents' consent, in others the prospective bridegroom has to show that he can support a wife. Uncle Sam throws no such obstacles in the path of true love. He recognizes every man's right to starve a woman if she is willing, and provided one can raise the slight fee necessary for the license, there is nothing to hinder him getting married if he can find a woman of the same mind. In South Africa, the savage tribes have a peculiar ceremony which they put the matrimonial candidate through previous to his entering the holy estate. His hands are tied up in a bag containing fire ants for two hours. If he bears unmoved the torture of their stings he is considered qualified to cope with the nagging and daily jar and fret of married life. Such a man would make an admirable husband. He would not be upset by the thoughts of a spring bonnet, or grow irritable every time the steak was overdone. The idea of having a patience trial for those about to marry is a good idea that civilized people might adopt.

Gunning After the Tobacco Trust.

The campaign against the Tobacco Trust seems to be extending all over the country. The Attorney General of Illinois has applied to Judge Clifford, at Chicago, and was granted a rule on the National Tobacco Co. to file an answer within ten days to the information entered against the company over a year ago alleging a violation of the anti-trust law.

If the traveling men of the country would only get together and pull on one string, railroad discrimination against them would stop with the suddenness of a fat man falling down stairs with a cook stove.

HELICAL TUBE PREMIERS!

SELLS EASILY FOR..... **\$100**

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

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

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

ADAMS & HART,

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



If You Are Looking



"THE GARLAND"

PENINSULAR WHEEL CO.,
13 Fountain St., Grand Rapids.

Also agents for Sterling, Dayton, Phoenix, Ben Hur

Agents Wanted.

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

A 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.

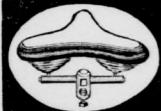
The main works are at Benton Harbor, which has water and rail transportation. The plant is most complete, especially constructed roomy buildings, machinery and tools in good order. The stock of made up and partially made up wood-working machines, together with merchandise on hand, is such that the business 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 be sold and its order of sale will be furnished on application, by undersigned, or by the First National Bank of Benton Harbor, Mich.

F. LETELLIER,
Trustee.

GRAND RAPIDS, Mich., April 10, 1896.



Dodds' Utility Cycle Seat

Mfg'd by Alexander Dodds, Grand Rapids.

Trade supplied by Adams & Hart, Perkins & Richmond, Brown & Schler, Frank Nichols, Studley & Jarvis, and all the best dealers.

Office Stationery

LETTER, NOTE AND BILL HEADS
STATEMENTS, ENVELOPES, COUNTER BILLS.

TRADESMAN COMPANY,
GRAND RAPIDS.



GRAND RAPIDS BRUSH CO.....

Manufacturers of

BRUSHES

Our goods are sold by all Michigan Jobbing Houses. Grand Rapids, Mich.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall Tuesday evening, May 5, President Winchester presided.

The first subject for discussion was the probable action of the new Council on the matter of peddlers' licenses for the ensuing year. All agreed that the license schedule of 1895 was the most satisfactory one the city had ever had, in view of the fact that all peddlers were classified alike and were permitted to peddle on the payment of the same license fee, instead of having separate fees for vegetable peddlers and fruit peddlers, as had been the case prior to last year. The sentiment of the Association on this subject was crystallized in the following resolution, which was unanimously adopted:

Resolved—That a committee of four grocers, of which the President shall be chairman, be appointed by the chair to attend the meeting of the License Committee of the Common Council for the purpose of urging the retention of the present license schedule for hawksters and peddlers of fruit, including the bond feature.

President Winchester appointed as the other members of the Committee, Messrs. Herrick, Harris and Lehman.

J. Geo. Lehman offered the following resolution:

In view of the fact that Swift & Company have conceded the justice of the demands of the Retail Grocers' Association and withdrawn their goods from the hands of the cutters, therefore

Resolved—That the recent action of the Association, binding the grocers to discourage the sale of Cotosuet, be rescinded.

The resolution was discussed at some length and unanimously adopted.

The question of appointing the regular committees for the annual picnic was discussed at some length, when the whole matter was postponed until the next regular meeting.

The introduction of new goods, together with the question as to how far the retail dealer ought to go in encouraging such introduction, was made the special subject of discussion at the next meeting.

There being no further business, the meeting adjourned.

The special Committee on Licenses met with the License Committee of the Common Council Thursday evening, presenting the following memorial:

To the License Committee of the Common Council:

Gentlemen—The undersigned, a special committee appointed by the Retail Grocers' Association to ask you to retain the present license schedule for another year, beg leave to call your attention to the following reasons why one uniform license fee is preferable to the method in vogue prior to last year of having different fees for the different classes of peddlers:

1. It is more equitable for the peddler, as it enables him to peddle anything in the line of fruit and vegetables without being compelled to take out separate licenses for each.

2. The attached letter from City Clerk Warren shows that the city derives over \$300 more income from the present method than by the methods formerly in vogue.

3. Superintendent Carr and Officer Mooney (the latter having charge of the enforcement of license provisions) assure us that the work of the police department is curtailed at least one-half over the former system, which is a saving of several hundred dollars to the city. Under the old arrangement officers were continually detailed to see that fruit peddlers sold fruit and vegetable peddlers sold vegetables; but under the present system one officer attends to the entire work, as it is a comparatively easy matter to ascertain whether a man has a license under the present provision of having uniform li-

cence numbers on the vehicles of peddlers.

E. C. WINCHESTER,
J. G. LEHMAN,
B. S. HARRIS,
E. J. HERRICK,
Committee.

Coffee as an Advertisement.

Wm. Holt, Jr., in Grocery World.

I have been in the grocery business nearly twenty-four years, but I only very lately noticed the fact that the sort of coffee a grocer sells is the means of getting him trade and of holding what he has, while it may also have the effect of driving trade away from him. In other words, the people who deal with a grocer seem to judge of his entire stock by the coffee he keeps, and go accordingly. I suppose some retailers may differ from me on this point, but I have watched it carefully, and I believe I am right.

I take the reason of this to be the universal use which coffee has. It is more widely used than almost any other article the grocer handles, or at least it is used in a more open way than almost anything else. What I mean by that is this: Every grocer sells lots of sugar, but even if it is poor, its inferiority is not detected, because it is simply one of the ingredients of other things. Coffee, on the contrary, stands by itself, and its goodness or poorness shows at a glance. Good coffee can't be made out of a poor grade, and there are more cranks on the subject of good coffee than anything else. This is the reason by which I account for the phenomenon I mentioned.

The way I came to notice this was as follows: I bought a lot of coffee from a certain house. It did not turn out what I ordered, but was a very poor quality. Before I discovered this I had sold a great deal of it for what it was not. While this coffee was being sold I noticed that my transient business was decreasing. Usually, when I see a stranger coming into my store, I expect to make him a permanent customer, and treat him accordingly. Just about this time a large number of strangers were moving into our town on account of a large factory being started here. They used to come to me and buy at first, and almost always gave an order for coffee. I gave them this poor stuff believing it to be good, and I discovered that they did not come back. I met one of them on the street one day and asked him point blank why, and he said the coffee he got was so poor that he resolved to try some other grocer. I saw through it immediately, changed the coffee, and had no more trouble. Once since that I had the same experience, with the same result. I now take more pains in buying coffee than any other article in the store.

Domestic Characters.

John Burns, the labor leader, proposes to have a law passed in parliament making it compulsory for employers to give domestic servants a "character" on dismissal. Laws to that effect are in force in France and Germany. This law would not be popular in America, where the average servant would object to nothing so much as a statement of how badly she could cook, or how often she could sweep a room without ever disturbing the dust in the corners. Not having a "character" is her salvation. If most mistresses were called upon to give "characters" to their departing help, they would have to imitate the recommendation Gail Hamilton once gave her cook. She wrote: "Mary is an honest girl, an indifferent cook. I cordially recommend her to all charitable philanthropists, and those who eat her bread to divine mercy."

More Peaches in Florida.

The check given to orange culture in South Florida is already bearing fruit in an increased planting of peaches among other things. Several peach orchards which during the height of orange culture were neglected, are now being pushed for all they are worth. In consequence of this the supply to come North will be much larger this year than usual.

The Great Van Twiller

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

Send orders by mail and they will have prompt attention.

J. A. GONZALEZ,
Grand Rapids, Mich.

Representing the

Best & Russel Company,
Chicago, Ill.



TRY OUR NEW CIGAR

"LITTLE JAKE"

Made in three sizes.

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

HEMMETER CIGAR CO.

MANUFACTURERS,
SAGINAW, MICH.

All Jobbers have them

S.C.W.

50 CIGARS.

USE ATLAS SOAP

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

The = Best = Seller = in = the = Market

Retail Prices:

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

A Combined Cleaner, Polish and Disinfectant.

The Only One.

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

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

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.

A man who gets on speers soon loses his job.

If you do not fulfill your contract with the firm you represent you cannot expect it to be faithful to its promise to you.

To hold his job the traveling man must have a number of valuable traits of character in order to succeed in his line.

In order for a traveling salesman to feel good he must work "good" for every interest of the house he represents.

Carl L. Ashbacher, of Ludington, has taken a position as traveling salesman for Chase Bros., of Rochester, N. Y.

The man who misrepresents his line misrepresents his house. His trade soon mistrusts him and his firm suffers therefrom.

The man who thinks the commercial travelers of this country are going to be downed in this fight of interchangeable mileage has a long lead in the race for the jackass pennant.

Salesmen who exercise little control over their passions show very clearly that they have mistaken their business or vocation. They should be pulling a bell cord over a mule's back.

F. M. Scott (Lemon & Wheeler Co.), who has been confined to his house at Ithaca for the four weeks past by reason of a siege of pneumonia, has recovered his health so as to be able to resume his trips on the road.

Geo. W. Stowits has secured the following lines in men's furnishings and neckwear: Standard Windsor Tie Co., Detroit; Reekyser & Bash, New York; Daniels Manufacturing Co., Watertown, N. Y.; Edwin Grout, New York; G. W. Marvin, Troy.

C. C. Cotten, for several years selling shoes in Southern Michigan, died at his residence in Albion Tuesday and was buried under the auspices of the Knights Templar on Thursday. Kalamazoo Commandery went down by special car, deceased having been a member of that organization.

Chas. S. Brooks (Musselman Grocer Co.) claims to have brought home the largest catch of brook trout ever captured by any Grand Rapids traveling man. The collection comprised 176 trout, weighing 28½ pounds. The fish originally inhabited the streams in the vicinity of Boyne Falls, John Galster, Jr., having acted as guide and manager of the expedition which resulted in their capture.

Louis J. Koster, of Grand Haven, writes the Tradesman as follows: Post J has noticed that Jackson and Lansing Posts point with pride to the fact that each has elected an alderman at the recent election. We cannot resist the temptation to inform you that, as usual, the J Post is on top, for we have elected one of our members Mayor of this town—R. K. Stallings. It's the great amount of sand we have here that keeps us at the head of the procession.

An occasional correspondent writes as follows: Jim Bradford, the versatile dispenser of cod fish and molasses, is a red-hot exponent of Comrade Bliss for

Governor, but one looking at him would scarcely believe it, as he sports a Pingree hat on all occasions—and it becomes him right well. Bliss, Fing, and Brad. fought together in the "late unpleasantness" and probably Jim thinks that it is good policy to shout for one comrade and wear the hat of another. Jim is a veteran in every sense—when it comes to "standing in" with the trade.

As a general rule the commercial traveler endeavors to make pleasant the ways of other people. He speaks a kind word and encourages a smile where despair seems to have a hold. In contrast with the bright, pleasant-faced knight of the grip is the cranky or gloomy-looking fellow on the road, who has a singular faculty for making people uncomfortable and stirring up strife among those whom he chances to meet. There are, however, but precious few of the latter class to be met up with, for, generally speaking, they prove a failure on the road.

There was a time, and not so many years ago, when the masses of the people, under the tutelage and inspiration of their leather-jawed politicians, regarded the traveling salesman as a fungous growth from commercial putridity, created especially for the iniquitous purpose of levying additional, though indirect, tribute upon the already impoverished purse of the consumer. Today we find that the popular mind has undergone a radical change; that ignorance as well as prejudice has vanished before the white light of better thought; that the commercial traveler is now universally acknowledged to be indispensable to modern development, not only in the business world, but also in progress and civilization.

Stove and Hardware Reporter: The commercial traveler of to-day is a representative business man in every sense of the word and is recognized as such. His mind is broadened by his constant contact with men engaged in the production, jobbing and retailing of goods. He is an economist of the practical type, because he has to handle the problems connected with the production and consumption of goods in a practical way. He learns to be tactful in the course of his business experience, if he is not naturally so, and knows that a weak compliance with every view advanced by the men with whom he is dealing is neither necessary nor serves to increase their respect for him. He is possessed of a dignity which can bend without breaking, and is as intent upon preserving his self-respect entire as are men in any other department of business life.

Atlanta Journal: Farmers and commercial travelers are generally supposed to have little in common. This supposition, however, rests upon a very superficial observation. Every farmer is, in a certain sense, a manufacturer. He produces something new and valuable out of the crude materials at his hands, assisted by the sunlight, warmth and moisture of nature. Having made this product primarily for others, the next step is to dispose of it to the best advantage. The farmer must now visit the places for output; he must study the laws of supply and demand; he must measure the character of the buyer and the points of desirability in the articles he wishes to dispose of; he must consider the questions of freight and passenger tariff in estimating the cost of getting his articles to the purchaser—in short, the erstwhile farmer has now

become a commercial traveler. For the first time he begins to realize that the representative of a business house—i. e., of stock to be disposed of—must be a fellow of no mean parts, otherwise he could not succeed year in and year out in solving so many problems satisfactorily to the owner of the merchandise. This leads to a very natural inquiry in the way of a business side to politics—why is it not a good idea to follow the example of other states and send a few commercial travelers to the halls of legislation?

Commencing last week, Armour & Co. added another feature to their business, to be known as the Armour Soap Works. The new building and plant are situated at 31st and Benson streets, Chicago, and much that is new in the way of soapmaking machinery has been utilized. With the inauguration of the soap works, Armour & Co. now utilize everything in the way of raw material from the hog and steer.

Buy showcases of F. E. Bushman.

HOTEL BURKE

G. R. & I. Eating House.
CADILLAC, MICH.
All modern conveniences.
C. BURKE, Prop. W. O. HOLDEN, Mgr.

Cutler House in New Hands.

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



SELL THESE
CIGARS
and give customers good satisfaction.



CLIFTON HOUSE

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

Moderate rates and special attention to Detroit and Michigan guests. Located one block from the business center. Come and see us.
GEO. CUMMINGS HOTEL CO.,
Geo. Cummings, Pres.
Geo. Cummings is an Honorary member of the Michigan Knights of the Grip.

OF COURSE YOU HANDLE

LION COFFEE

For Sale by All Jobbers.



SEE PRICE LIST ELSEWHERE.
EVERY PACKAGE 16 OZ. NET
WITHOUT GLAZING.
Perfectly Pure Coffee.

WOOLSON SPICE CO.

TOLEDO, OHIO, and KANSAS CITY, MO.

We Are About to Move

Our office and sales room from our old location to 30 North Ionia St., (opposite Ball-Barnhart-Putman Co.,) and are selling our lines of

Absolute Teas, Coffees and Spices

Lower than ever. Write us and we will save you money.

MICHIGAN SPICE CO.

Drugs==Chemicals

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MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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The Drug Market.

Acetanilid—Is without new feature of interest, and quotations remain more or less nominal.

Acids—There is no special activity in any variety, and aside from the filling of small jobbing orders, the general market has ruled quiet and featureless.

Alcohol—A continued fair trade is reported in small lots of grain. Wood continues to move rather freely and values are firm.

Arsenic—The market is quiet and somewhat easier in tone.

Balsams—There is a continued strong market for copaiba with the tendency of prices for strictly prime decidedly upward, owing to light stocks and a good demand for both home consumption and export. Central American is offered sparingly. Tolu remains quiet and nominally steady. Peru is firmer and the principal holders have advanced their quotations. There is nothing doing in Canada fir and quotations are nominal.

Beans—Business in tonka continues wholly in small jobbing parcels with values fairly steady. Reports concerning new crop Angostura are expected within a few weeks. Interest in Mexican vanilla is increasing, and the movement into consuming channels is somewhat freer, with values showing a hardening tendency. Whole are held with decided firmness; cuts have been advanced.

Bromides—Are 3 cents per lb. higher in sympathy with a corresponding advance in bromine.

Cacao Butter—The market remains inactive in the absence of demand, with values nominally steady.

Caffeine—Is without new feature and the market remains quiet.

Cascara Sagrada—Consuming orders have continued to come in rather freely and prices are maintained.

Cassia Buds—Prime quality are in light supply, and with the demand from consumers fairly active, values continue firm.

Cinchonidia—Has continued to harden in price and holders have advanced their quotation. The stock is steadily growing smaller and first hands decline to fill large orders and restrict their sales to regular customers only.

Cocaine, Muriate—Is slow of sale, with manufacturers' quotations nominally unchanged.

Cod Liver Oil—Has attracted very little attention during the past week, and spot values for prime quality show no further change.

Cream Tartar—The movement has been limited and mainly in moderate quantities, but the market continues firm in tone. Late cables from primary

sources report the markets for crude argols excited and advancing.

Cubeb Berries—Are moving in a small jobbing way only, with quotations unchanged and nominal.

Cuttle Fish Bone—Small parcels are meeting with a fair demand, and prices continue steady.

Ergot—Is quiet and nominally steady.

Essential Oils—Citronella shows a further slight decline. Croton has been advanced.

Flowers—German chamomile continue strong, owing to scarcity, choice bringing 14c. American saffron is a shade easier.

Glycerine—Consuming orders for limited quantities have continued to absorb a fair amount of stock and values remain steady.

Gums—The principal article of interest in this department during the week has been camphor, which was reduced 6c per lb. by refiners on Tuesday last, when cable advices were received from London announcing a material decline in crude, simultaneous with reports of the death of Col. North, who is believed to have been the moving spirit of the camphor syndicate which has practically controlled the market for crude for many months. There are some in the trade who are of the opinion that the drop is partly due to efforts to influence a weaker market for crude, several unsold lots having recently arrived here on consignment. Aloes of all kinds continue firm, with both Curacao and Cape scarce on the spot.

Leaves—Short buchu are moving freely at the easier figures quoted in our last issue. The principal holders of Alexandria senna continue to restrict offerings to small parcels, and the position abroad shows no change for the better. There is now no doubt that stocks everywhere have been cleaned up and that there is not enough to meet consumers' requirements. Extreme prices are expected to prevail and it is believed that low grade sorts, which have attracted no attention for some time, will soon find a consuming outlet at improved values.

Lycopodium—Is moving steadily on consuming orders, and values are firm with an upward tendency.

Menthol—The market remains inactive and weak with prices showing a further decline.

Morphine—The demand is only moderate and the market is without new feature.

Opium—A firmer feeling has been developed, owing to frequent cable advices from Smyrna reporting gradual advances, beginning on Monday last, when 8s. 2 d. was quoted, and up to yesterday the figures reached 8s. 8d., but no sales are reported above 8s. 5d. Values here have advanced. The market is quiet, with an apparent increase of interest on the part of consumers.

Quicksilver—Continues steady.

Quinine—Values remain steady.

Roots—Ipecac has continued in seasonable request and steady. Jamaica ginger is scarce and higher with prices advanced.

Seeds—There is nothing new in canary and the market for all varieties has remained dull, with values nominally steady. Coriander continue unsettled and dull. There are no changes in mustard and general trading is slow. Millet has declined, and sunflower is easier.

Spermaceta—Values remain unchanged and only limited business is reported.

Sponges—The spot market is quiet

but firm, with only hand to mouth trading. Late mail advices from Nassau report that market advancing on account of large purchases for France. Cuban advices report only small parcels coming in, which command high prices. The Florida fishing fleet is still out and nothing is expected at Key West until about the first of next month. The Mediterranean markets are all firm, in sympathy with corresponding conditions elsewhere.

Strange to say, the wheel now forms no inconsiderable portion of the miscellaneous supplies forwarded to the missionaries abroad.

Bushman has the cigars.

PECK'S HEADACHE..... POWDERS

Pay the Best Profit. Order from your jobber

Gum Chewing Takes a Fresh Hold.

J. F. Farnam, of Kalamazoo, Mich., who is perhaps the greatest grower and shipper of Celery in the world, is turning a part of his product into a channel that will bring it into contact with more sets of teeth than can be said of all the Celery on earth. By a special process the pure essence of celery is extracted and, in combination with pepsin, the druggists and dealers are now selling Farnam's Famous Kalamazoo Celery and Pepsin Chewing Gum. Both the pepsin and celery are cleverly flavored so that you have the pleasant diversion of chewing the gum and at the same time aiding your digestive apparatus and bracing up your nerves. This is certainly a happy method of administering corrective medicines. One need not put on a wry face at the mere suggestion of taking a dose of stomach medicine or a nerve tonic. Five cents at the druggist's or at any general store will afford a supply of the "easy to take" kind that ought to last all day. This turns gum chewing to practical account. Trade supplied by all good jobbers.

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A Perfect Whisky.

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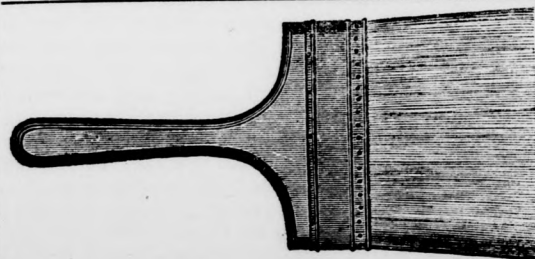
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When a KALSONINE job is on hand. Those manufactured by the Michigan Brush Co. are superior, as are all Brushes of their make. Send for catalogue.

MICHIGAN BRUSH CO.,
 Grand Rapids.

WHOLESALE PRICE CURRENT.

Advanced—Oil Croton, Bromide Potash, Bromide Ammonia, Bromide Soda, Cinchonidia, Salacin.
Declined—Oil Citronella.

Aceticum \$ 80@ 10	Copaiba 35@ 65	Scilla Co @ 50
Benzoinum, German 75@ 80	Copaiba 90@ 1 00	Tolutan @ 50
Boricac. @ 15	Cubebae 1 50@ 1 60	Prunus virg. @ 50
Carbolicum 25@ 40	Exechthitos 1 20@ 1 30	
Citricum 44@ 46	Geranium 1 50@ 1 60	Tinctures
Hydrochlor 3@ 5	Gaultheria 1 50@ 1 60	Aconitum Napellis R 60
Nitricum 8@ 10	Geranium, ounce @ 75	Aconitum Napellis F 50
Oxalicum 10@ 12	Gostippii, Sem. gal. @ 60	Aloes 50
Phosphorium, dil. @ 15	Hedeoma 1 25@ 1 40	Aloes and Myrrh 50
Salicylicum 55@ 65	Juniper 1 50@ 2 00	Arnica 50
Sulphuricum 13@ 5	Lavendula 90@ 2 00	Assafetida 50
Tannicum 1 40@ 1 60	Limonis 1 30@ 1 50	Atrope Belladonna 60
Tartaricum 38@ 40	Mentha Piper 2 25@ 3 00	Auranti Cortex 50
	Mentha Verid. 2 65@ 2 75	Benzoin 60
	Morrhuae, gal. 2 00@ 2 10	Benzoin Co. 50
	Myrica, ounce @ 50	Barosma 50
Aqua, 16 deg. 4@ 6	Olive 75@ 3 00	Cantharides 75
Aqua, 20 deg. 6@ 8	Pieis Liquida 10@ 12	Capsicum 50
Carbonas 12@ 14	Pieis Liquida, gal. @ 35	Cardamon 75
Chloridum 12@ 14	Ricina 91@ 96	Cardamon Co. 75
	Rosmarini @ 1 00	Castor 1 00
Black 2 00@ 2 25	Succini 6 50@ 8 50	Catechu 50
Brown 80@ 1 00	Sabina 90@ 1 00	Cinchona 50
Red 45@ 50	Santal 2 50@ 7 00	Cinchona Co. 50
Yellow 2 50@ 3 00	Sassafras 50@ 55	Columba 50
	Sinapis, ess., ounce @ 65	Cubeba 50
Cubebae po. 18 13@ 15	Tiglli 1 25@ 1 30	Cassia Acutifol 50
Juniperus 6@ 8	Thyme 40@ 50	Cassia Acutifol Co 50
Xanthoxylum 25@ 30	Thyme, opt. @ 1 60	Digitalis 50
	Theobromas 15@ 20	Ergot 50
		Ferri Chloridum 35
		Gentian 50
		Gentian Co. 60
		Guaiaca 50
		Guaiaca ammon 60
		Huycayam 50
		Iodine 75
		Iodine, colorless 75
		Iodine, colorless 50
		Kino 50
		Lobelia 50
		Myrrh 50
		Nux Vomica 75
		Opi 50
		O-i-i, camphorated 50
		Opi, deodorized 50
		Quassia 50
		Rhatany 50
		Rhei 50
		Sanguinaria 50
		Serpentaria 60
		Stromonium 60
		Tolutan 50
		Valerian 50
		Veratrum Veride 50
		Zingiber 20
		Miscellaneous
		Ether, Spts. Nit. 3 F 30@ 35
		Ether, Spts. Nit. 4 F 34@ 38
		Alumen 24@ 3
		Alumen, gro'd. po. 7 3@ 4
		Annatto 40@ 50
		Antimoni, po 4@ 5
		Antimoni et Potass T 55@ 60
		Antipyrin @ 1 40
		Antifebrin @ 15
		Argenti Nitras, oz @ 55
		Arsenicum 10@ 12
		Balm Gilead Bud 38@ 40
		Bismuth S. N. 1 00@ 1 10
		Calcium Chlor. 18s @ 9
		Calcium Chlor. 14s @ 10
		Calcium Chlor. 14s @ 12
		Cantharides, Rus. po @ 75
		Capsici Fructus, af @ 1
		Capsici Fructus, po @ 15
		Caryophyllus, po. 15 10@ 12
		Carmine, No. 40 @ 3 75
		Cera Alba, S. & F 50@ 55
		Cera Flava 40@ 42
		Cocculus @ 40
		Cassia Fructus @ 25
		Centuria @ 10
		Cetaceum @ 45
		Chloroform 60@ 63
		Chloroform, squibbs @ 1 35
		Chloral Hyd Crst. 1 15@ 1 30
		Chondrus 20@ 25
		Cinchonidine, P. & W 15@ 20
		Cinchonidine, Germ 7 @ 14
		Cocaine 5 30@ 5 50
		Corks, list, dis. pr. ct. @ 65
		Croosotum @ 35
		Creta bbl. 75
		Creta, prep. @ 7
		Creta, prep. 9@ 11
		Creta, Rubra @ 8
		Crocus 50@ 55
		Cudbear @ 24
		Cupri Sulph 5@ 6
		Dextrine 10@ 12
		Ether Sulph 75@ 90
		Emery, all numbers @ 8
		Emery, po @ 6
		Ergota po. 40 30@ 35
		Flake White 12@ 15
		Galla @ 23
		Gambier 8@ 9
		Gelatin, Cooper @ 60
		Gelatin, French 3@ 50
		Glassware, flint, box 60, 10, & 10
		Less than box @ 60
		Glue, brown 9@ 12
		Glue, white 13@ 25
		Glycerina 19@ 25
		Grana Paradisi @ 16
		Humulus 25@ 55
		Hydraag Chlor Mite @ 75
		Hydraag Chlor Cor. @ 65
		Hydraag Ox Rub'm. @ 85
		Hydraag Ammoniat @ 95
		Hydraag Unguentum 45@ 55
		Hydrargyrum @ 60
		Ichthyobolla, Am. 1 25@ 1 50
		Indigo 75@ 1 00
		Iodine, Resubi. 3 80@ 3 90
		Iodoform @ 4 70
		Lupulin @ 2 25
		Lycopodium 60@ 65
		Maicis 65@ 75
		Liquor Arsen et Hy-
		drarg Iod @ 27
		Liquor Potass Arsinat 10@ 13
		Magnesia, Sulph. 2@ 3
		Magnesia, Sulph, bbl @ 1 1/2
		Magnesia, S. F 60@ 63
		Menthol @ 5 50

Morphia, S.P. & W. 1 65@ 1 90	Sinapis @ 18	Linseed, boiled 42 45
Morphia, S.N.Y.Q. & C. Co. 1 55@ 1 80	Sinapis, opt. @ 30	Neatsfoot, winter str 65 70
Moschus Canton @ 40	Snuff, Maccaboy, De @ 34	Spirits Turpentine 33 40
Myristica, No. 1 65@ 80	Voes @ 34	Paints BBL. LB.
Nux Vomica, po. 20 @ 10	Snuff Scotch DeVo's @ 34	Red Venetian 1 1/2 2 @ 2 8
Os Sepia 15@ 18	Soda Boras 7 @ 10	Ochre, yellow Mars 1 1/2 2 @ 2 4
Pepsin Saac, H. & P. @ 1 00	Soda Boras, po 7 @ 10	Ochre, yellow Ber. 1 1/2 2 @ 2 3
D. Co. @ 1 00	Soda et Potass Tart 2@ 28	Putty, commercial 2 1/2 2 1/2 @ 2 3
Pieis Liq. N.N. 1/2 gal. @ 2 00	Soda, Carb. 1 1/2 @ 2	Putty, strictly pure 2 1/2 2 1/2 @ 2 3
Pieis Liq., quarts @ 1 00	Soda, Bi-Carb. 3@ 5	Vermillion, Prime @ 15
Pil Hydrarg. po. 80 @ 50	Soda, Ash 3 1/2 @ 4	American 13@ 15
Piper Nigra, po. 22 @ 18	Soda, Sulphas @ 2	Vermillion, English 70@ 75
Piper Alba, po. 35 @ 30	Spts. Cologne @ 2 60	Green, Paris 15 @ 24
Pilx Burgun @ 7	Spts. Ether Co. 50@ 55	Green, Peninsular 13@ 16
Plumbi Acet. 10@ 12	Spts. Myrcia Dom @ 2 00	Lead, Red 5 1/2 @ 5 1/2
Pulvis Ipecac et Opii 10@ 1 20	Spts. Vini Rect. bbl @ 2 49	Lead, white 5 1/2 @ 5 1/2
Pyrethrum, boxes H. @ 1 20	Spts. Vini Rect. 1/2 bbl @ 2 54	Whiting, white Span @ 90
P. & D. Co., doz. @ 1 25	Spts. Vini Rect. 5 gal @ 2 59	Whiting, gliders @ 90
Pyrethrum, pv 27@ 30	Less 5e gal. cash 10 days @ 1 40	White, Paris Amer @ 1 00
Quassia 8@ 10	Strychnia, Crystal 1 40@ 1 45	Whiting, Paris Eng @ 1 40
Quinia, S. P. & W. 37@ 42	Sulphur, Subl. 2 1/2 @ 3	Universal Prepared 1 00@ 1 15
Quinia, S. German 30@ 40	Sulphur, Roll 2@ 2 1/2	
Quinia, N.Y. 35@ 40	Tamarinds 8@ 10	
Rubia Tinctorum 12@ 14	Terebenth Venice 28@ 30	
Saccharum Lactis pv 24@ 26	Theobromas 42@ 45	
Salacin 3 00@ 3 10	Vanilla 9 00@ 16 00	
Sanguis Draconis 40@ 50	Zinci Sulph 7@ 8	
Sapo, W 12@ 14		
Sapo, M. 10@ 12	Oils BBL. GAL.	
Sapo, G. 15@ 18	Whale, winter 70 70	
Siedlitz Mixture 20 @ 22	Lard, extra 53 60	
	Lard, No. 1 40 43	
	Linseed, pure raw 40 43	

Use
Tradesman
Coupons

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

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Chemicals and Patent Medicines

Dealers in

Paints, Oils and Varnishes

Full line of staple druggists' sundries. We are sole proprietors of Weath-erly's Michigan Catarrh Remedy.

We have in stock and offer a full line of Whiskies, Brandies, Gins, Wines, and Rums.

We sell Liquors for medicinal purposes only.

We give our personal attention to orders mail and guarantee satisfaction.

All orders shipped and invoiced the same day we receive them. Send a trial order.

HAZELTINE & PERKINS DRUG CO.

GRAND RAPIDS.

GROCERY PRICE CURRENT.

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

AXLE GREASE.	
Aurora.....	doz. gross 6 00
Castor Oil.....	50 7 00
Diamond.....	50 5 50
Frazer's.....	75 9 00
IXL Golden, tin boxes	75 9 00
Mica.....	70 8 00
Paragon.....	55 6 00
BAKING POWDER.	
Absolute.	
1/4 lb cans doz.....	45
1/2 lb cans doz.....	85
1 lb cans doz.....	1 50
Acme.	
1/4 lb cans 3 doz.....	45
1/2 lb cans 3 doz.....	75
1 lb cans 3 doz.....	1 00
Bulk.....	10
JaXon.	
1/4 lb cans 4 doz case.....	45
1/2 lb cans 4 doz case.....	85
1 lb cans 2 doz case.....	1 60
Home.	
1/4 lb cans 4 doz case.....	35
1/2 lb cans 4 doz case.....	55
1 lb cans 2 doz case.....	90
Lynch.	
1/4 lb cans.....	45
1/2 lb cans.....	90
1 lb cans.....	1 20
Our Leader.	
1/4 lb cans.....	45
1/2 lb cans.....	75
1 lb cans.....	1 50
BATH BRICK.	
American.....	70
English.....	80
BLUING.	
CONDENSED PEARL BLUING	
1 doz. Counter Boxes.....	40
12 doz. Cases, per gro.....	4 50
BROOMS.	
No. 1 Carpet.....	2 20
No. 2 Carpet.....	2 00
No. 3 Carpet.....	1 75
No. 4 Carpet.....	1 50
Parlor Gem.....	2 50
Common Whisk.....	85
Fancy Whisk.....	1 00
Warehouse.....	2 50
CANDLES.	
Hotel 40 lb boxes.....	10
Star 40 lb boxes.....	9
Paraffine.....	10
CANNED GOODS.	
Flanitowoc Peas.	
Lakeside Marrowfat.....	1 00
Lakeside E. J.....	1 30
Lakeside, Cham. of Eng.....	1 40
Lakeside, Gem. Ex. Sifted.....	1 65
CATSUP.	
Columbia, pints.....	4 25
Columbia, 1/2 pints.....	2 50
CHEESE.	
Amboy.....	@ 10
Amce.....	@ 10
Jersey.....	@ 10
Lenawee.....	@ 10
Riverside.....	@ 10 1/2
Gold Medal.....	@ 10
Brick.....	@ 10
Edam.....	@ 10
Leiden.....	@ 15
Limburger.....	@ 24
Pineapple.....	@ 24
Sap Sago.....	@ 18
Chicory.	
Bulk.....	5
Red.....	7
CHOCOLATE.	
Walter Baker & Co.'s.	
German Sweet.....	22
Premium.....	31
Breakfast Cocoa.....	42
CLOTHES LINES.	
Cotton, 40 ft. per doz.....	1 00
Cotton, 50 ft. per doz.....	1 20
Cotton, 60 ft. per doz.....	1 40
Cotton, 70 ft. per doz.....	1 60
Cotton, 80 ft. per doz.....	1 80
Jute, 60 ft. per doz.....	80
Jute, 72 ft. per doz.....	95
CLOTHES PINS.	
5 gross boxes.....	45
COCOA SHELLS.	
20 lb bags.....	2 1/2
Less quantity.....	3
Pound packages.....	4
CREAM TARTAR.	
Strictly Pure, wooden boxes.....	35
Strictly Pure, tin boxes.....	37
Tartarine.....	25

COFFEE.	
Green.	
Rio.	
Fair.....	18
Good.....	19
Prime.....	21
Golden.....	21
Peaberry.....	23
Santos.	
Fair.....	19
Good.....	20
Prime.....	22
Peaberry.....	23
Mexican and Guatamala.	
Fair.....	21
Good.....	22
Fancy.....	24
Maracaibo.	
Prime.....	23
Milled.....	24
Java.	
Interior.....	25
Private Growth.....	27
Mandehling.....	28
Mocha.	
Imitation.....	25
Arabian.....	28
Roasted.	
Quaker Mocha and Java.....	32
Toko Mocha and Java.....	28
State House Blend.....	35
Package.	
Arbuckle.....	19 95
Jersey.....	19 95
LION COFFEE	
In 1 lb PACKAGES WITHOUT GLAZING.	
50 POUNDS NET.	
CASES 100 lbs. Equality Price	
60 - less 2c per lb.	
CABINETS 120 lbs. SAME PRICE.	
90¢ EXTRA FOR CABINETS.	
KOFFA-AID.	
3 doz in case..... 5 25	
Extract.	
Valley City 1/2 gross.....	75
Felix 1/2 gross.....	1 15
Hummel's foil 1/2 gross.....	85
Hummel's tin 1/2 gross.....	1 43
CONDENSED MILK.	
4 doz. in case.	
N. Y. Condensed Milk Co.'s brands.	
Gall Borden Eagle.....	7 40
Crown.....	6 25
Daisy.....	5 75
Champion.....	4 50
Magnolia.....	4 25
Dime.....	3 85
Peerless evaporated cream 5 75	

COUPON BOOKS.	
"Trade Man."	
1 books, per 100.....	2 00
2 books, per 100.....	2 50
3 books, per 100.....	3 00
5 books, per 100.....	3 00
10 books, per 100.....	4 00
20 books, per 100.....	5 00
"Superior."	
1 books, per 100.....	2 50
2 books, per 100.....	3 00
3 books, per 100.....	3 50
5 books, per 100.....	4 00
10 books, per 100.....	5 00
20 books, per 100.....	6 00
"Universal."	
1 books, per 100.....	3 00
2 books, per 100.....	3 50
3 books, per 100.....	4 00
5 books, per 100.....	5 00
10 books, per 100.....	6 00
20 books, per 100.....	7 00
Above prices on coupon books are subject to the following quantity discounts:	
200 books or over.....	5 per cent
500 books or over.....	10 per cent
1000 books or over.....	20 per cent
Coupon Pass Books.	
Can be made to represent any denomination from \$10 down.	
20 books.....	1 00
50 books.....	2 00
100 books.....	3 00
250 books.....	6 25
500 books.....	10 00
1000 books.....	17 50
Credit Checks.	
500, any one denom'n.....	3 00
1000, any one denom'n.....	5 00
2000, any one denom'n.....	8 00
Steel punch.....	75
DRIED FRUITS—DOMESTIC	
Apples.	
Sundried.....	@ 3 1/2
Evaporated 50 lb boxes.....	@ 6 1/2
California Fruits.	
Apricots.....	9 @ 11
Blackberries.....	5 1/2 @
Nectarines.....	5 @ 14
Peaches.....	5 @ 14
Pears.....	8 1/2 @
Pitted Cherries.....	8 1/2 @
Raspberries.....	8 1/2 @
California Prunes.	
100-120 25 lb boxes.....	@ 4 1/2
90-100 25 lb boxes.....	@ 4 1/2
80-90 25 lb boxes.....	@ 5
70-80 25 lb boxes.....	@ 5 1/2
60-70 25 lb boxes.....	@ 6
50-60 25 lb boxes.....	@ 6 1/2
40-50 25 lb boxes.....	@ 7 1/2
30-40 25 lb boxes.....	@ 7 1/2
1/2 cent less in bags	
Raisins.	
London Layers.....	1 00 @ 1 25
Loose Muscatels 2 Crown.....	3 1/2
Loose Muscatels 3 Crown.....	4
Loose Muscatels 4 Crown.....	5
FOREIGN.	
Currants.	
Patras bbls.....	@ 4 1/2
Vostizias 50 lb cases.....	@ 4 1/2
Schuit's Cleaned 25 lb bxs.....	@ 6 1/2
Schuit's Cleaned 50 lb bxs.....	@ 5
Schuit's Cleaned 1 lb pkg.....	@ 7
Peel.	
Citron Leghorn 25 lb bx.....	@ 13
Lemon Leghorn 25 lb bx.....	@ 11
Orange Leghorn 25 lb bx.....	@ 12
Raisins.	
Ondura 29 lb boxes.....	7 1/2 @ 8
Sultana 20 lb boxes.....	7 @
Valencia 30 lb boxes.....	@
EGG PRESERVER.	
Knox's, small size.....	4 80
Knox's, large size.....	9 00

FARINACEOUS GOODS.	
Biscuitine.	
3 doz. in case, per doz.....	1 00
Farina.	
Bulk.....	3
Grits.	
Walsh-DeRoo Co.'s.....	2 00
Hominy.	
Barrels.....	3 25
Flake, 50 lb. drums.....	1 50
Lima Beans.	
Dried.....	4
Maccaroni and Vermicelli.	
Domestic, 10 lb. box.....	60
Imported, 25 lb. box.....	2 50
Pearl Barley.	
Empire.....	2 1/2
Chester.....	1 1/2 @ 2
Peas.	
Green, bu.....	90
Split, per lb.....	2 1/2
Rolled Oats.	
Rolled Avena, bbl.....	3 00
Rolled Avena, 1/2 bbl.....	1 65
Monarch, bbl.....	2 85
Monarch, 1/2 bbl.....	1 55
Private brands, 1/2 bbl.....	1 45
Quaker, cases.....	3 20
Oven Baked.....	3 25
Lakeside.....	2 25
Sago.	
German.....	4
East India.....	3 1/2
Wheat.	
Cracked, bulk.....	3
24 2 lb packages.....	2 40
Fish.	
Cod.	
Georges cured.....	@ 4 1/2
Georges genuine.....	@ 6
Georges selected.....	@ 6 1/2
Strips or bricks.....	6 @ 9
Halibut.	
Chunks.....	13
Strips.....	10
Herring.	
Holland white hoops keg.....	55
Holland white hoops bbl.....	6 50
Norwegian.....	2 30
Round 100 lbs.....	1 10
Round 40 lbs.....	1 10
Scaled.....	10
Mackerel.	
No. 1 100 lbs.....	13 00
No. 1 40 lbs.....	5 50
No. 1 10 lbs.....	1 45
No. 2 100 lbs.....	11 75
No. 2 40 lbs.....	5 00
No. 2 10 lbs.....	1 32
Family 10 lbs.....	5 00
Family 10 lbs.....	5 00
Sardines.	
Russian kegs.....	55
Stockfish.	
No. 1, 100 lb. bales.....	10 1/2
No. 2, 100 lb. bales.....	8 1/2
Trout.	
No. 1 100 lbs.....	5 50
No. 1 40 lbs.....	2 50
No. 1 10 lbs.....	70
No. 1 8 lbs.....	59
Whitefish.	
No. 1 No. 2 Fam.....	7 25 6 75 2 25
100 lbs.....	3 20 3 00 1 20
40 lbs.....	88 83 38
10 lbs.....	73 71 33
FLAVORING EXTRACTS.	
Jennings'.	
D. C. Vanilla.....	2 0z..... 1 20
3 0z.....	1 50
4 0z.....	2 00
6 0z.....	3 00
No. 8.....	4 00
No. 10.....	6 00
No. 2 T. 1.....	25
No. 3 T. 2.....	40
No. 4 T. 2.....	40
D. C. Lemon.....	2 0z..... 75
3 0z.....	1 00
4 0z.....	1 40
6 0z.....	2 00
No. 8.....	2 40
No. 10.....	4 00
No. 2 T. 80.....	80
No. 3 T. 1.....	35
No. 4 T. 1.....	50

Souder's.	
Oval bottle, with corksew. Best in the world for the money.	
Regular Grade Lemon.....	doz 75
2 0z.....	1 50
4 0z.....	2 40
Regular Vanilla.....	doz 1 20
2 0z.....	2 40
4 0z.....	3 50
XX Grade Lemon.....	2 0z..... 1 50
4 0z.....	3 00
XX Grade Vanilla.....	2 0z..... 1 75
4 0z.....	3 50
FLY PAPER.	
Tanglefoot.	
"Regular" Size.	
Less than one case, per box.....	32
One to five cases, per case.....	2 75
Five to ten cases, per case.....	2 65
Ten cases, per case.....	2 55
"Little" Tanglefoot.....	13
Less than one case, per box.....	1 45
One to ten cases, per case.....	1 40
Ten cases, per case.....	1 40
FURNITURE	
Cleaner and Polish.	
Henderson's "Diamond."	
Half Pint.....	1 75
Pint.....	3 50
Quart.....	5 40
Half Gallon.....	7 75
Gallon.....	14 40
GELATINE.	
Knox's sparkling.....	1 10
Knox's acidulated.....	1 20
GUNPOWDER.	
Rifle—Dupont's.	
Kegs.....	3 00
Half Kegs.....	1 75
Quarter Kegs.....	1 00
1 lb cans.....	30
1/2 lb cans.....	18
Choke Bore—Dupont's.	
Kegs.....	4 00
Half Kegs.....	2 25
Quarter Kegs.....	1 25
1 lb cans.....	34
Eagle Duck—Dupont's.	
Kegs.....	8 00
Half Kegs.....	4 25
Quarter Kegs.....	2 25
1 lb cans.....	45
HERBS.	
Sage.....	15
Hops.....	15
INDIGO.	
Madras, 5 lb boxes.....	55
S. F., 2, 3 and 5 lb boxes.....	50
JELLY.	
15 lb pails.....	33
17 lb pails.....	40
30 lb pails.....	60
LYE.	
Condensed, 2 doz.....	1 20
Condensed, 4 doz.....	2 25
LICORICE.	
Pure.....	30
Calabria.....	25
Sicily.....	14
Root.....	10
MINCE MEAT.	
Mince meat, 3 doz in case.....	2 75
Pie Prep. 3 doz in case.....	2 75
MATCHES.	
Diamond Match Co.'s brands.	
No. 9 sulphur.....	1 65
Anchor Parlor.....	1 70
No. 2 Home.....	1 10
Export Parlor.....	4 00
MOLASSES.	
Blackstrap.	
Sugar house.....	10 @ 12
Cuba Baking.	
Ordinary.....	12 @ 14
Porto Rico.	
Prime.....	20
Fancy.....	30

New Orleans.	
Fair.....	18
Good.....	22
Extra good.....	24
Choice.....	27
Fancy.....	30
Half-barrels 3c extra.	
PICKLES.	
Medium.	
Barrels, 1,200 count.....	3 25
Half bbls, 600 count.....	2 13
Small.	
Barrels, 2,400 count.....	4 25
Half bbls, 1,200 count.....	2 63
PIPES.	
Clay, No. 216.....	1 70
Clay, T. D. full count.....	65
Cob. No. 3.....	1 20
POTASH.	
48 cans in case.	
Babbitt's.....	4 00
Penna Salt Co.'s.....	3 00
RICE.	
Domestic.	
Carolina head.....	6 1/2
Carolina No. 1.....	5
Carolina No. 2.....	4 1/2
Broken.....	2 1/2
Imported.	
Japan, No. 1.....	5
Japan, No. 2.....	4 1/2
Java, No. 1.....	4 1/2
Java, No. 2.....	4 1/2
Patna.....	4
SALERATUS.	
Packed 60 lbs. in box.	
Church's.....	3 30
Deiland's.....	3 15
Dwight's.....	3 30
Taylor's.....	3 00
SAL SODA.	
Granulated, bbls.....	1 10
Granulated, 100 lb cases.....	1 50
Lump, bbls.....	1
Lump, 145 lb kegs.....	1 10
SEEDS.	
Anise.....	13
Canary, Smyrna.....	6
Caraway.....	10
Cardamon, Malabar.....	80
Hemp, Russian.....	4
Mixed Bird.....	4 1/2
Mustard, white.....	6 1/2
Poppy.....	8
Rape.....	4
Cuttle Bone.....	20
SNUFF.	
Scotch, in bladders.....	37
Maccaboy, in jars.....	35
French Rappee, in jars.....	41
SYRUPS.	
Corn.	
Barrels.....	14
Half bbls.....	16
Pure Cane.	
Fair.....	16
Good.....	20
Choice.....	25
SPICES.	
Whole Sifted.	
Allspice.....	9 1/2
Cassia, China in mats.....	10
Cassia, Batavia in bund.....	15
Cassia, Saigon in rolls.....	32
Cloves, Amboyna.....	15
Cloves, Zanzibar.....	10
Mace, Batavia.....	70
Nutmegs, fancy.....	65
Nutmegs, No. 1.....	60
Nutmegs, No. 2.....	55
Pepper, Singapore, black.....	10
Pepper, Singapore, white.....	20
Pepper, shot.....	16
Allspice.....	10 @ 15
Cassia, Batavia.....	17
Cassia, Saigon.....	35
Cloves, Amboyna.....	15
Cloves, Zanzibar.....	10
Ginger, African.....	15
Ginger, Cochiti.....	20
Ginger, Jamaica.....	22
Mace, Batavia.....	60 @ 65
Mustard, Eng. and Trieste.....	20
Mustard, Trieste.....	25
Nutmegs.....	40 @ 60
Pepper, Singapore, black.....	12
Pepper, Singapore, white.....	18
Pepper, Cayenne.....	17 @ 20
Sage.....</	

SALT.	
Diamond Crystal.	
Cases, 24 3-lb boxes.....	1 60
Barrels, 100 3 lb bags.....	2 75
Butter, 40 7 lb bags.....	2 50
Butter, 56 lb bags.....	65
Butter, 20 14 lb bags.....	3 00
Butter, 280 lb bbls.....	2 50
Common Grades.	
100 3 lb sacks.....	2 60
60 5-lb sacks.....	1 85
28 11-lb sacks.....	1 70
Worcester.	
50 4 lb cartons.....	3 25
115 2 1/2 lb. sacks.....	4 00
60 5 lb. sacks.....	3 75
22 14 lb. sacks.....	3 50
30 10 lb. sacks.....	3 50
28 lb. linen sacks.....	32
56 lb. linen sacks.....	60
Bulk in barrels.....	2 50
Warsaw.	
56-lb dairy in drill bags.....	30
28-lb dairy in drill bags.....	15
Ashton.	
56-lb dairy in linen sacks.....	60
Higgins.	
56-lb dairy in linen sacks.....	60
Solar Rock.	
56-lb sacks.....	22
Common Fine.	
Saginaw.....	85
Manistee.....	85
SODA.	
Boxes, English.....	5 1/2
Kegs, English.....	4 1/2
STARCH.	
Diamond.	
64 10c packages.....	5 00
128 5c packages.....	5 00
32 10c and 64 5c packages.....	5 00
Kingsford's Corn.	
20 1-lb packages.....	6 1/2
40 1 lb packages.....	6 1/2
Kingsford's Silver Gloss.	
40 1-lb packages.....	6 1/2
6-lb boxes.....	7
Common Corn.	
20-lb boxes.....	5
40-lb boxes.....	4 1/2
Common Gloss.	
1-lb packages.....	4 1/2
3-lb packages.....	4 1/2
6-lb packages.....	5 1/4
40 and 50 lb boxes.....	2 1/2
Barrels.....	2 1/2

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



Single box.....	3 00
5 box lot, delivered.....	2 95
10 box lot, delivered.....	2 85
25 box lot, delivered.....	2 75
Allen B. Wrisley's brands.	
Old Country 80 1-lb.....	3 20
Good Cheer 60 1-lb.....	3 00
White Borax 100 1/2 lb.....	3 65
Scouring.	
Sapallo, kitchen, 3 doz.....	2 40
Sapallo, hand, 3 doz.....	2 40
TABLE SAUCES.	
Lea & Perrin's, large.....	4 75
Lea & Perrin's, small.....	4 00
Halford, large.....	3 75
Halford small.....	2 25
Salad Dressing, large.....	4 55
Salad Dressing, small.....	2 65
VINEGAR.	
Leroux Cider.....	10
Robinson's Cider, 40 grain.....	10
Robinson's Cider, 50 grain.....	12
SUGAR.	

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 1/2 pounds for the weight of the barrel.

Cut Leaf.....	6 00
Dominio.....	5 87
Cubes.....	5 62
Powdered.....	5 62
XXXX Powdered.....	5 75
Mould A.....	5 62
Granulated in bbls.....	5 37
Granulated in bags.....	5 37
Fine Granulated.....	5 37
Extra Fine Granulated.....	5 50
Extra Coarse Granulated.....	5 50
Diamond Confee. A.....	5 37
Confee. Standard A.....	5 25
No. 1.....	5 00
No. 2.....	4 94
No. 3.....	4 87
No. 4.....	4 81
No. 5.....	4 75
No. 6.....	4 69
No. 7.....	4 62
No. 8.....	4 56
No. 9.....	4 50
No. 10.....	4 44
No. 11.....	4 37
No. 12.....	4 31
No. 13.....	4 25
No. 14.....	4 19
No. 15.....	4 13



Thompson's Wild Cherry Phosphate "Hummer Case" contains 3 doz. 25c 8 oz. bot. One Big Bottle the Free. 24 doz. 50c size, 1 doz. to a case 4 00. Special Soda Fountain Extract per gal. 82 00. Big Demonstrator contains 15 doz. 25c size, 1 doz. 50c size, 1 jug and fixtures. See add.

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

S. C. W.....	35 00
H. & P. Drug Co.'s brand.....	35 00
Quintette.....	35 00
Clark Grocery Co.'s brand.....	35 00
New Brick.....	35 00
Michigan Spice Co.'s brand.....	35 00
Absolute.....	35 00
SOAP.	
Laundry.	
Gowans & Sons' Brands.	
Crow.....	2 85
German Family.....	1 85
American Grocer 100s.....	3 00
American Grocer 60s.....	2 40
Mystic White.....	3 80
Lotus.....	3 9
Oak Leaf.....	3 60
Old Style.....	2 55
Happy Day.....	2 85

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

Candies.

Stick Candy.	
Standard.....	bbls. pails
Standard H. H.....	6 1/2 @ 7 1/2
Standard Twist.....	6 1/2 @ 7 1/2
Cut Leaf.....	7 1/2 @ 8 1/2
Extra H. H.....	@ 8 1/2
Boston Cream.....	@ 8 1/2
Mixed Candy.	
Standard.....	@ 7
Leader.....	@ 7 1/2
Conserve.....	@ 8
Royal.....	@ 8
Ribbon.....	@ 8
Broken.....	@ 8
Cut Leaf.....	@ 8
English Rock.....	@ 8 1/2
Kindergarten.....	@ 9
French Cream.....	@ 9
Dandy Pan.....	@ 10
Valley Cream.....	@ 13
Fancy-In Bulk.	
Lozenges, plain.....	@ 9
Lozenges, printed.....	@ 9
Choc. Drops.....	12 @ 14
Choc. Monumentals.....	@ 13
Gum Drops.....	@ 5
Moss Drops.....	@ 8 1/2
Sour Drops.....	@ 8 1/2
Imperials.....	@ 9
Fancy-In 5 lb. Boxes.	
Lemon Drops.....	@ 50
Sour Drops.....	@ 50
Peppermint Drops.....	@ 50
Chocolate Drops.....	@ 65
H. M. Choc. Drops.....	35 @ 50
Gum Drops.....	@ 50
Licorice Drops.....	1 00 @ 50
A. B. Licorice Drops.....	@ 50
Lozenges, plain.....	@ 55
Lozenges, printed.....	@ 60
Imperials.....	@ 60
Mottoes.....	@ 65
Cream Bar.....	@ 60
Molasses Bar.....	@ 60
Hand Made Creams.....	80 @ 80
Plain Creams.....	60 @ 80
Decorated Creams.....	@ 90
String Rock.....	@ 60
Burnt Almonds.....	1 25 @ 8 1/2
Wintergreen Berries.....	@ 55
Caramels.	
No. 1 wrapped, 2 lb. boxes.....	@ 30
No. 1 wrapped, 3 lb. boxes.....	@ 45
No. 2 wrapped, 2 lb. boxes.....	@ 45

Fruits.	
Oranges.	
Fancy Navels	
126.....	3 50
Fancy Seedlings	
150-176-200.....	3 75
Messinas 200s.....	4 00
Lemons.	
Strictly choice 360s.....	@ 25
Strictly choice 300s.....	@ 25
Fancy 360s.....	@ 30
Fancy 300s.....	@ 30
Extra 300s.....	@ 40
Bananas.	

A definite price is hard to name, as it varies according to size of bunch and quality of fruit.

Medium bunches.....	1 25 @ 1 50
Large bunches.....	1 75 @ 2 25
Foreign Dried Fruits.	
Figs, Fancy Layers	
20 lbs.....	12 @
Figs, Choice Layers	
10 lb.....	@ 10
Figs, Natural in bags, new.....	@ 6
Dates, Fards in 10 lb boxes.....	@ 8
Dates, Fards in 60 lb cases.....	@ 6
Dates, Persians, G. M. K., 60 lb cases.....	@ 5 1/2
Dates, Sairs 60 lb cases.....	@ 4
Nuts.	

Almonds, Tarragona.....	@ 13
Almonds, Ivaca.....	@
Almonds, California, soft shelled.....	@ 12 1/2
Brazils new.....	@ 8
Pilberts.....	@ 10
Walnuts, Green, new.....	@ 12 1/2
Walnuts, Calif No. 1.....	@ 12
Walnuts, soft shelled Calif.....	@
Table Nuts, fancy.....	@ 12
Table Nuts, choice.....	@ 9 1/2
Pecans, Texas H. P.....	@ 9
Hickory Nuts per bu., Ohio.....	@
Cocoanuts, full sacks.....	@ 4 00
Butternuts per bu.....	@
Black Walnuts per bu.....	@
Peanuts.	
Fancy, H. P., Game Cocks.....	@ 5 1/2
Fancy, H. P., Flags.....	@ 7 1/2
Roasted.....	@
Fancy, H. P., Association Roasted.....	@ 7
Choice, H. P., Extras.....	@
Choice, H. P., Extras, Roasted.....	@

Fish and Oysters

Fresh Fish.	
Whitefish.....	@ 8
Trout.....	@ 8
Black Bass.....	@ 15
Halibut.....	15 @
Ciscoes or Herring.....	@ 3
Bluefish.....	@ 10
Live Lobster.....	@ 15
Boiled Lobster.....	@ 15
Cod.....	@ 10
Haddock.....	@ 8
No. 1 Pickerel.....	@ 7
Pike.....	@ 7
Smoked White.....	@ 8
Red Snapper.....	@ 10
Col River Salmon.....	@
Mackerel.....	@ 25
Shell Goods.	
Oysters, per 100.....	1 25 @ 1 50
Clams, per 100.....	90 @ 1 00
Oysters.	
F. J. Dettenthaler's Brands.	
Fairhaven Counts.....	40 @
Counts.....	@
Extra Selects.....	@
Medium Selects.....	@
Anchor Standards.....	@
Standards.....	@
Scallops.....	@
Clams.....	@
Shrimps.....	@ 1 25
Oscar Allyn's Brands.	
Counts.....	Per Can. 40 @
Extra selects.....	30 @
Plain Selects.....	25 @
I X L.....	25 @
Standards.....	18 @

Grains and Feedstuffs

Wheat.	
Wheat.....	64
Winter Wheat Flour.	
Local Brands.	
Patents.....	4 25
Second Patent.....	3 75
Straight.....	3 55
Clear.....	3 25
Graham.....	3 35
Buckwheat.....	3 25
Rye.....	2 65
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
Worden Grocer Co.'s Brand.	
Quaker, 1/2s.....	3 65
Quaker, 1/4s.....	3 65
Quaker, 1/8s.....	3 65
Spring Wheat Flour.	
Olney & Judson's Brand.	
Ceresota, 1/2s.....	4 00
Ceresota, 1/4s.....	3 90
Ceresota, 1/8s.....	3 80
Ball-Barnhart-Putman's Brand.	
Grand Republic, 1/2s.....	4 00
Grand Republic, 1/4s.....	3 90
Grand Republic, 1/8s.....	3 80
Worden Grocer Co.'s Brand.	
Laurel, 1/2s.....	4 00
Laurel, 1/4s.....	3 90
Laurel, 1/8s.....	3 80
Lemon & Wheeler Co.'s Brand.	
Parisian, 1/2s.....	4 00
Parisian, 1/4s.....	3 90
Parisian, 1/8s.....	3 80
Entire Wheat Flour.	
William Callam & Sons quote as follows, delivered in Grand Rapids:	
Wood.....	4 00
10 lb. cotton sacks.....	4 00
1-16s.....	3 85
1/8s.....	3 75
Meal.	
Boiled.....	1 75
Granulated.....	2 00
Feed and Millstuffs.	
St. Car Feed, screened.....	13 50
No. 1 Corn and Oats.....	13 00
No. 2 Feed.....	12 25
Unbolted Corn Meal.....	12 50
Winter Wheat Bran.....	4 00
Winter Wheat Middlings.....	10 50
Screenings.....	9 50
The O. E. Brown Mill Co. quotes as follows:	
Corn.	
Car lots.....	33
Less than car lots.....	35
Oats.	
Car lots.....	22 1/2
Less than car lots.....	25
Hay.	
No. 1 Timothy, ton lots.....	16 00
No. 1 Timothy carlots.....	14 50

Hides and Pelts.

Perkins & Hess pay as follows:	
Hides.	
Green.....	3 @ 4
Part cured.....	@ 4 1/2
Full Cured.....	4 @ 5
Dry.....	5 @ 7
Kips, green.....	3 @ 4
Kips, cured.....	4 @ 5
Calfskins, green.....	4 @ 5 1/2
Calfskins, cured.....	5 @ 6 1/2
Deaconskins.....	25 @ 30
Pelts.	
Shearlings.....	10 @ 30
Lambs.....	40 @ 61 00
Old Wool.....	40 @ 75
Wool.	
Washed.....	10 @ 17
Unwashed.....	5 @ 13
Miscellaneous.	
Tallow.....	2 1/2 @ 3
Grease Butter.....	1 @ 2
Switches.....	1 1/2 @ 2
Ginseng.....	2 50 @ 2 90

Provisions.

The Grand Rapids Packing and Provision Co. quotes as follows:	
Barreled Pork.	
Mess.....	9 00
Back.....	9 75
Clear back.....	9 75
Short cut.....	9 00
Pig.....	11 00
Bean.....	
Family.....	
Dry Salt Meats.	
Bellies.....	6
Briskets.....	5 1/2
Extra shorts.....	5
Smoked Meats.	
Hams, 12 lb average.....	9 1/2
Hams, 14 lb average.....	9 1/2
Hams, 16 lb average.....	9
Hams, 20 lb average.....	8 1/2
Ham dried beef.....	9 1/2
Shoulders (N. Y. cut).....	6 1/4
Bacon, clear.....	8
California hams.....	6 1/4
Boneless hams.....	8
Cooked ham.....	10 1/2
Lards. In Tierces.	
Compound.....	4 1/2
Family.....	4 1/2
Granger.....	6 1/2
Musselman's Gold Leaf.....	6 1/2
Worden's Home Made.....	6 1/2
Worden's White Clover.....	6 1/2
Cottolene.....	5 1/2
Cotosuet.....	5 1/2
55 lb Tubs..... advance	1 1/2
80 lb Tubs..... advance	1 3/4
50 lb Tins..... advance	1 1/2
10 lb Pails..... advance	1 1/2
5 lb Pails..... advance	1 1/2
3 lb Pails..... advance	1
Sausages.	
Bologna.....	5
Liver.....	6
Frankfort.....	7 1/2
Pork.....	6 1/2
Blood.....	6
Tongue.....	6
Head cheese.....	6
Beef.	
Extra Mess.....	7 00
Boneless.....	10 00
Pigs' Feet.	

Shoes and Leather

Revolutionizing Effect of the Department Store in Canada.

Written for the TRADESMAN.

The department store is a modern institution. It is becoming more modern each succeeding day. It will soon become so modern that the retail merchant who has no use for land measure in computing the area of his floor space, and who has no occasion to apply the rule of numeration beyond the fourth place from the decimal point in writing down the size of his pile, will be compelled to put up his shutters and seek pastures new. The department store is a sort of mercantile devilfish. Its arms are as numerous as the wants of a woman; and whenever a new want, real or imaginary, manifests itself, a new arm reaches out from this mercantile octopus to meet the demand.

But the department store is a product of our advanced civilization; and I suppose the retail merchant who would fail to thank kind Providence that he did not live in the semibarbarous days of his forefathers, when this great modern institution was unknown, would be written down as an irredeemable old fogy. I suppose the live retailer of merchandise ought to keep up with the times and be prepared to meet every condition which is the legitimate outgrowth of the times. But, to be prepared to meet an obstacle and to be able to surmount it are two quite different things; the former signifies courage, the latter means a preponderance of power to overcome. A man may have the courage to face an open-mouthed cannon, but he requires something more than courage to preserve his anatomy if he does not get out of the way before the cannon goes off. Of course, as he has always occupied that position, he hates to give it up; but an engine of destruction has been planted in his pathway, and it points directly at him; and, if he intends to hang out at "the same old stand" in the future, he must change his position and adjust himself to the new condition of things.

The department store is revolutionizing the retail and wholesale business world. In no country, perhaps, is this fact more clearly apparent than in Canada. Ever since it began to multiply in number and increase in monopolistic greed, it has been looked upon by the retail fraternity with feelings of apprehension, not to say alarm. It was seen that a sufficient amount of capital might, by combining all the mercantile departments of trade under one roof, secure the lowest possible purchasing rates by means of an enlarged purchasing power, and at the same time reduce to the minimum the cost of management, rents, clerk hire, fuel, lighting, etc. And not only this, but it was seen that, by a combination of this kind, besides making competition on the part of small single-line dealers impossible, it would enable the management to at all times make use of one or more lines in the great aggregation as leaders or "baits," thereby increasing the sales on profit-producing lines. I say, these possibilities were seen in the start, and fears of evil consequences have from time to time been indulged in. But the apprehended evils are no longer mere predictions—they have become veritable realities.

In Toronto, in 1882, there were fourteen wholesale houses importing textile fabrics; now there are but eight. Four-

teen years ago, there were, in Montreal, Toronto, Quebec, Ottawa, Kingston and Hamilton, sixty-six wholesale firms; today there are but twenty-four, and they are not making any money. The wholesalers attribute this deplorable state of their business affairs to the department stores. They say that, in Canada, owing to the sparse population, these stores are distinct evils. Wagonloads of merchandise, put up in small packages, are shipped daily by these big stores, through the mails, to all points between the Atlantic and the Pacific; and several Toronto firms are preparing for a fight in the Dominion Parliament for a change in the postal laws. Wholesalers in Ottawa possessing influence in governmental circles are also waking up in the matter, and it is quite likely that, during the next session of Parliament, the lawmakers will be convinced that the mails were never intended to be used for a commercial carrying trade.

These department stores import direct from England and Scotland and thus are cutting into the business of the importing firms. They employ regular Canadian agents and are beginning to supply country retailers as cheaply as the wholesale houses do. There is some talk among the wholesale men of setting up retail stores as a means of working off overplus stock; and present indications point to the possibility, on the part of certain wholesalers, of a removal from Canada to England, in order that they may be able to supply their customers direct from headquarters.

The situation in Canada is a bad one. Looked at from any point of view, there seems nothing but discouragement for the importer, the wholesaler and the retailer—all three. The latter would not be injured if the big mercantile monopolies would confine their operations to wholesaling; but they disregard all limits and boundaries, and, while they sell goods to the retailer as cheaply as any one else, they retail the same goods to the retailer's customers at lower prices than the retailer himself can sell them. Mercantile conditions are in a state of chaos. A revolution in business methods is being brought about; and the department store is the cause of it.

E. A. OWEN.

Mistakes Too Frequently Made by Shoe Dealers.

Shoe and Leather Gazette.

If you would make a friend of your customer for life talk heavy soles to him. A good heavy oak sole will save a man a dollar or a dollar and a quarter, according as half-soles are quoted by the shoemaker. Men appreciate this saving, but as a rule women are not so careful of the cash account and will buy a shoe for looks rather than for wear. Thick soles many women believe they cannot wear, and in consequence purchase shoes with soles of almost paper thickness, in which there is no wear and which are really uncomfortable, because every rough spot on the ground or sidewalk punches up through, hurting the foot. The man who wears a heavy sole finds it stiff the first few days. That is unavoidable. After a little wear, however, the leather becomes shaped to the foot and the wearer finds that the comfort of thin soles is largely a myth. When the fact is taken into consideration that thick soles outlast the uppers and save the expense of half-soleing, their great advantages over thinner soles are fully recognized. In the country the demand for thin soles is growing apace—just the place where it should not grow. A shot factory superintendent picked up a man's shoe from a rack the other day and handed it to the writer for inspection. "Good shoe, but rather too thin a sole, don't you think



This is one of our "Up to Date"

Ladies' Polish Needle toe, Patent Leather tip, and boxed. Stock Number 253 in C, D and E widths. A winner with the Ladies everywhere.

Wales Goodyear Rubbers

The Nobbiest and the Best. Our advance styles lead them all

HEROLD - BERTSCH SHOE CO.,

5 AND 7 PEARL STREET.

Our Shoe Department

Is your stock complete for spring trade? Look it over and write us for samples in Misses and Children's. Our Bob and May is the best grain shoe made. For a Kangaroo calf, we can give you one that competition cannot meet. You ought to see our Berlin Needle toe, Misses' and Childs' Dongola; this is the neatest shoe out for spring. Our Little Gents' 9-13, 1-2 is on Needle Toe and as tony as any made. Our Rochester Misses and Childs' Dongola they all swear by. Send us your order for turns 2-5 and 4-8.

Hirth, Krause & Co.

GRAND RAPIDS.

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.

Closing Out Stock

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

REEDER BROS. SHOE CO. GRAND RAPIDS.



CHAS. A COYE

Manufacturer of



Tents, Awnings, Horse, Wagons and Binder Covers.

Send for prices.

11 PEARL STREET,

GRAND RAPIDS, MICH.

so?" was the comment. "Of course, I do," he replied, "but it's for a country customer. Wolff or Harris or any other city retailer would fire a sole like that back to us as too thin." City retailers know that when they sell a customer a thick-soled shoe they will give him satisfaction, and they push thick soles in consequence. Country merchants are making a mistake right along this line. They are buying too much for lightness, and their customers are grumbling that leather is not what it used to be. Take a light 22-pound calfskin for instance. What is there to it? It is calf truly enough, but the animals from which these skins are taken have not reached an age to give a sufficient fibre to the skin to produce any strength. A good, firm, heavy calfskin is, on the other hand, a strong and first-class piece of stock in every way. There is satisfaction in it every time. Retailers should bear this in mind in ordering and in selling. You will never make a mistake in pushing goods that will wear.

How Window Glass Is Made.

The art of making glass and iron has been known for centuries. As long ago as 1800 B. C., the Egyptians depicted glass fabrications on their sepulchres. But while the practical nature of iron seems to have been recognized at once, glass, for hundreds of years, was used mainly for ornament, and articles of luxury, as beads and vases.

In England, window glass was not in general use until the fifteenth century, while in America it has only been five years since the old method of pot furnaces was threatened with extinction in the trial at Jeanette, Pa., of the Belgian tank system.

To-day the tank system is recognized as the modern method of making window glass. In it, as its name implies, the glass is fused in one large receptacle, in distinction from the pot system, where the melting was done in a number of costly clay pots.

The sand is mined and shipped to the works by the carload. It is very white and rich in silica, in distinction from the ordinary river and bank of sand used for building purposes.

The first process in making the glass is performed by the "filler in," who spreads the sand out and thoroughly mixes with it the other ingredients, the principal ones being arsenic and charcoal, but the largest proportion being sand. This is called "mixing the batch."

When the batch is ready the "Master Teazer" regulates the fires, sometimes adding a small proportion of broken and waste pieces of glass, and determines when the glass is made.

The furnaces slope gradually toward the oval or dome-shaped extremity. When the ingredients are fused the mass flows slowly toward the dome, passing under V-shaped arms, which assist in spreading the mass.

In the dome are several openings. Through these the "gatherers," thinly clad and wearing leather face masks, insert the blow pipes. Withdrawing the pipes with a small particle of glass adhering, they are carried to rests near the furnace, where the gatherers turn the pipes in their hands, keeping the glass in a ball. Then they insert the pipes in the tank, repeating the operation until about 20 pounds are gathered, when the pipe is carried to the blower.

The blower commences his task with from 35 to 40 pounds to handle, as his pipe weighs about 15 pounds.

Placing the glass in an iron mould or block, he turns the pipe until the mass assumes something of a pear shape; then, putting his lips to the pipe, the almost solid mass is slowly distended. Now, removing his lips, the pipe is swung back and forth in a pit or trough; this draws the mass out until, by alternately blowing and swinging, a cylinder is formed, closed at one end and attached to the pipe at the other.

At one end of the trough is a furnace. When the cylinder is drawn out to the required size, the end opposite the blow pipe is placed in the furnace. When it is withdrawn the blower touches

the heated end with his shears and the small nib drops off. Then, swinging the cylinder in the trough until the sides are drawn out even, he carries it to an iron rack and deftly separates the pipe from the cylinder.

The blower having finished his part, a man with a pair of pincers carrying a lump of glass at a white heat, places it on the end of the cylinder, draws a narrow band of glass around it, touches the heated ring with his cold shears, and the end falls off as though cut with a diamond. The cylinder, or tube of glass, now about 15 inches in diameter and five feet long, is marked with the number of the blower, and carried to the stock room.

As occasion requires, these cylinders are prepared for the final operation by "splitting." This is done by passing back and forth, inside the tube, a piece of iron about 12 inches long and 1 inch square heated to a white heat. The sudden expansion causes the glass to crack evenly along the line made by the iron.

In the flattening room there is a circular furnace with four narrow openings. Through the first the "shover in" passes the cylinder, placing it upon a revolving bed of fire-clay, when the tube-like bed revolves, carrying the cylinder to the second opening, where the "layer out" manipulates it, leaving the crack uppermost. The table turns again, carrying the cylinder to the third opening. Here the "flattener out" passes over the now falling tube a block of beech wood, until it is as flat as the fire-clay bed, when the table revolving once more, the fourth opening is reached, which is directly opposite a train of rolls extending away from the furnace about 15 feet. With a fork-shaped tool the sheet is lifted upon these rolls, a bell at the end of the train is rung, and the rolls carry the glass forward, but only the length of the sheet. These rolls are in the annealing oven, and the glass is cooled gradually, until, in the 15 minutes consumed in the passage, the attendant at the extreme end can lift out the sheet with a pair of leather gloves.

The sheet is now taken to the cutting room, and it is here that the quality of the glass is determined. If the sheet, when held to the light, shows no imperfections, or only very slight ones, it is "AA" glass. If it shows a larger number of pits or air blows it is "A," and so on to the fourth or "C" quality.

The fire-clay bed on which the sheets are flattened is made slightly concave, which makes the belly in glass. In glazing, the convex side should be turned out. This method is often reversed by painters; then the wavy effect, produced by the rays of light being refracted, creates the impression that the glass is defective.

It was on this account that the glass in a public building was condemned, when the same glass, being taken out and put in properly, with the belly, or concave side, toward the rooms, looked so different that the committee found no difficulty in accepting it.

Double and single strength glass is produced by the blower. In blowing double strength the walls of the cylinder are left thick. In single they are drawn out thin.

The cutting is done with rough diamonds, the cutters setting the stones in their sticks to suit their work.

In the cutting room the result of the blowers' work is ascertained. They are paid a per cent of whatever the cutter procured out of the sheets.

As the handling of the large tubes requires not only skill, but also great strength, the work of the blowers is severe in the extreme, and while their wages are high, considered per diem, their lives are correspondingly short.

It will not be necessary to be the seventh son of a seventh son in order to prophesy that this century may not close without seeing mechanical means taking the place of the human lungs. In fact, to-day, in France it is the machine which blows; the lungs rest.

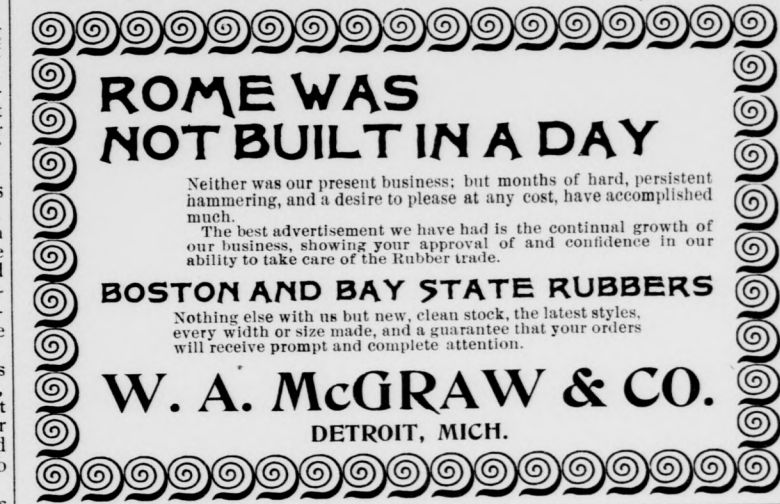
Buy showcases of F. E. Bushman, Kalamazoo.



Grand Rapids LUMBER COMPANY
419 421 MICH. TRUST BUILDING
We Pay HIGHEST MARKET PRICES in SPOT CASH and Measure Bark When Loaded.
Correspondence Solicited.



Michigan Bark & Lumber Co.
Grand Rapids, Mich.
508, 509 and 510 Widdicombs 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.



ROME WAS NOT BUILT IN A DAY
Neither was our present business; but months of hard, persistent hammering, and a desire to please at any cost, have accomplished much.
The best advertisement we have had is the continual growth of our business, showing your approval of and confidence in our ability to take care of the Rubber trade.
BOSTON AND BAY STATE RUBBERS
Nothing else with us but new, clean stock, the latest styles, every width or size made, and a guarantee that your orders will receive prompt and complete attention.
W. A. McGRAW & CO.
DETROIT, MICH.



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.

PRODUCE MARKET.

Asparagus—25c per doz. bunches.
 Beans—There has been just enough business done to absorb the receipts and hold prices firmly. The export demand has been fair, but the inquiry for home consumption has been moderate.
 Beets—50c per doz. bunches.
 Butter—The market shows very little, if any, change in prices since our last report. Receipts have not been excessive, but there is, apparently, no outlet anywhere for shipments in excess of demand. Fancy dairy is slow sale at 10c, while factory creamery is going begging at 14c.
 Cabbage—Mississippi stock, \$1 per doz. Mobile stock, much inferior to Mississippi, is held at \$2.25 per crate of 3 doz.
 Clover Seed—\$5@5.25 for Mammoth, \$4.85@5 for Medium, \$4.75 for Alsike, \$3@3.25 for Crimson and \$5.50 for Alfalfa.
 Cranberries—Several commission houses have stock left over from last season, which purchasers can have at any price they are willing to offer.
 Cucumbers—50c per doz.
 Dressed Poultry—Trade continues quiet and buyers are not operating freely, purchases being confined to immediate wants.
 Eggs—The market is simply glutted with receipts from all sections. Trade has been dull, and, although large parcels of fancy goods have been placed in cold storage, sellers as yet find it impossible to effect a general clearance of current receipts. Jobbers ask 8c per doz., but would probably shade this figure in round lots. This is the lowest figure eggs have touched since the Tradesman began reporting market conditions, nearly thirteen years ago.
 Grape Fruit—The supply of grape fruit is very light, and only the most moderate inquiry exists. Prices are nominal.
 Green Onions—5c per doz. bunches.
 Honey—The market is very quiet for all varieties, and prices are without change of importance, but there is no doubt but what quoted prices would be shaded on an order for any considerable quantity. The receipts are light, while spot stocks of all kinds are full.
 Lettuce—5@6c per lb.
 Maple Sugar—Fancy commands 7c per lb. Fair to choice brings 5@6c.
 Maple Syrups—60@70c per gallon, according to grade and quality.
 Millet—Common, 60@65c; German, 65@70c; Hungarian, 70@75c.
 Onions—Home grown are in fair demand and ample supply, commanding 25c per bu. Bermudas command \$1.50 per bu. crate.
 Pieplant—Home grown is now in market, commanding 1/2c per lb.
 Pop Corn—Rice, 3c per lb.
 Potatoes—There is a fair demand for new stock from Tennessee on the basis of \$1.50 per bu. Michigan stock of the crop of 1895 goes begging at 15c per bu.
 Radishes—In ample supply at 10c per doz.
 Spinach—20@25c per bu.
 Strawberries—Illinois stock is beginning to arrive, commanding 12 1/2c per qt. box.
 String Beans—\$1.50 per box of 3/4 bu.
 Timothy—\$1.65 per bu. for prime to strictly prime and \$1.75 for choice.
 Tomatoes—\$3 per 6 basket crate of Florida stock.
 Wax Beans—\$2.25 per box of 3/4 bu.

The demand for goods for bicycle wear has been a great help to the knitted goods industry. An entirely new class of hosiery has been created and fortunately this shares the good prices which prevail in all bicycle trade. In addition to hosiery there is a great demand for knitted underwear, leggings caps, belts and gloves. Many manufacturers are turning their attention in this direction.

The output of the Minneapolis flouring mills for the year ending April 30 is given at 12,040,215 barrels of flour

breaking previous records. The production was shipped into every state in the Union and every country of Europe, according to the statistician of one of the companies.

WANTS COLUMN.

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

BUSINESS CHANCES.

FOR SALE—THE ONLY HARDWARE AND furniture business in lively manufacturing village of 900 people in good farming locality; nearest competition twelve miles; reason for selling, this is a branch store and cannot attend to it. Would sell one-half interest. Address S. A. Howey, Lake City, Mich. 31

FOR SALE—CHOICE, CLEAN, WELL-SELECTED stock of groceries, in good location in nice brick store. Can reduce stock to \$1,000 or \$1,200. There is no better opening in Michigan for a grocery man to come and start a spot cash modern store, as prices are kept up here and there is a good field for that kind of business. Address No. 32, care Michigan Tradesman. 32

FOR SALE—INTEREST IN BICYCLE REPAIR and jobbing shop—only one in city. Apply to S. W. Wells, Kalamazoo. 29

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

TO EXCHANGE—BANK STOCK OR REAL estate for a grocery or stock of goods in town of about 3,000. Address Box 79, Lansing, Mich. 21

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 HEAR FROM SHIPPERS OF seasonable produce and fruits. W. C. Robb & Co., 82 West Woodbridge st., Detroit. 30

BUTTER, EGGS, POULTRY AND VEAL Shippers should write Coogle Brothers, 178 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, onions, apples, cabbages, etc. Correspondence solicited. Watkins, Axe & Co., 4-86 South Division St., Grand Rapids. 23

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

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

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

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

WANTED—SEVERAL MICHIGAN Central mileage books. Address, stating price, Vindex, care Michigan Tradesman. 869

DO YOU WANT

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

A Michigan Man
Tradesman Co.

Engravings
BUILDINGS
FURNITURE PORTRAITS
PATENTED ARTICLES MACHINERY
ANYTHING FOR ANY PURPOSE
TRADESMAN COMPANY
GRAND RAPIDS, MICH.



Alfred J. Brown Co.,

We carry full line and shall always be pleased to submit samples and quote prices. Our past record is a sufficient guarantee that all the Seeds we offer are as fine as money and experience can produce. We solicit your correspondence.

Seed Growers and Merchants
GRAND RAPIDS

We Guarantee

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

ONE HUNDRED DOLLARS

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

ROBINSON CIDER & VINEGAR CO.,

BENTON HARBOR, MICH.

J. ROBINSON, Manager.

ESTABLISHED 1876.

FIELD SEEDS.

We 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.

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.



KNOX'S EGG PRESERVER

Keeps eggs strictly fresh the year round at a cost less than 1/2 cent per dozen. Is not a Pickle. Write for particulars.

CHAS. B. KNOX,

JOHNSTON, N. Y.

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

MILLAR'S PENANG SPICES

We assert that all goods put up under the above style are not only genuine, but that the selections for the manufactured articles are made from the highest grade of stock, are of the highest possible grade of commercial purity, and packed net weight and will also be found always unsurpassed in style of package, milling or manufacture. As proof of this statement, we take pleasure in submitting the following testimonial from the State Food Commissioner:

CHAS. E. STORRS,
Dairy and Food Commissioner.
Lansing, Mich., Feb. 25, 1896.

E. B. MILLAR & CO., Chicago, Ill., GENTLEMEN:

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

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

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

E. B. MILLAR & CO.,

Importers and Grinders.

CHICAGO.

Use Tradesman Coupon Books and Avoid Loss