

MICHIGAN TRADESMAN

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

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

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PREFERRED BANKERS LIFE ASSURANCE COMPANY

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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
Save Dollars

TRADESMAN COUPONS

What Capital Is Necessary?

We are often asked what amount of capital is necessary to successfully engage in and conduct a drug business.

Pleased, indeed, are we whenever we can answer the questions of our readers and correspondents in a way profitable to them; but—well, it will do you no good to be told that the capital necessary to a paying drug business varies from one thousand dollars to one hundred thousand dollars, and then it most always sometimes doesn't pay.

But if you are an ambitious, self-respecting young man with a few thousand dollars at your command, looking for an honorable and moderately remunerative calling in life, and prejudiced in favor of the practice of pharmacy, we can give you, off-hand, one piece of thoroughly sound advice: spend one thousand dollars in getting the very best education for pharmacy that you can get for that sum of money, and do not invest one cent in the drug business until after you have completed your educational preparation for it. By that time you will know better what to do with the rest of your capital.

A very thorough training for pharmacy can be had in four years; one-half of that time should be spent in a first-class school of pharmacy, and the other two years in a first-class drug store. If you are not willing to spend those four years in getting ready, don't think of becoming a pharmacist at all.

Mr. L., of Indiana, says he has three thousand dollars and wants to go into the drug business. He asks how to invest that amount in the best possible way, adding that he would rather start a new and neat store than to buy out an old one, and that there is nothing to hinder him from becoming a druggist in that State, since it has no pharmacy law. He admits that he knows nothing about pharmacy, but insists at the same time that he has as much brains and general education as any druggist he ever met. We advised him in all earnestness and kindness to use one-third of his capital to take a college course of two years' study and laboratory training in a good college of pharmacy, and on no account to engage in the drug business for himself until after he had seen at least two years' regular service in the shop of some competent pharmacist; but he says he can't wait. The advice he received was the best possible; but it was not what he wanted.

When will the retail druggists learn that strict pharmacy laws, such as afford sufficient and reasonable protection to the public, will also save from the consequences of their own folly the would-be druggists who are bound to start in the business without knowing anything about it, and, finally, will benefit all who are in the business, because strict pharmacy laws necessarily prevent a reckless increase of the already straggling competition?

Memorial Day Advertising.

The value of holiday advertising for the winter holiday trade has generally been appreciated by merchants and ingenuity has been exhausted in getting

up displays representing Saint Christopher or Father Time and other suggestions appropriate to the season. But for some reason the other holidays, while not deserving the attention in trade of Christmastide of course, are not utilized to the extent they do deserve.

Memorial Day is especially available for this kind of advertising. There is a sufficient interest in the public mind to make everything associated with the day attractive. Thus displays of war relics may be arranged in the store window, or in some portion of the store to which the crowd may be invited by suitable announcements.

From this the exhibit may be elaborated in any way ingenuity and means may suggest. An effective display is the representation of a sodded mound decorated with flowers and a flag with a figure in G. A. R. uniform bending over it. Variations of this idea may be used as may be practicable, as the introduction of a monument in place of the mound, or otherwise.

Such advertising, to utilize its full value, should precede the holiday as long as it may and not lose its interest, say two or three days. The novelty of a sodded space is very effective in itself, and no great outlay would be required to make such a display the center of attraction to considerable crowds.

The architectural iron and steel workers of New York City are making preparations for another contest with the Iron League. In the last two strikes the League was victorious, but the workmen hope to succeed by making preparation in the way of securing the official co-operation of similar organizations throughout the country. A convention of such organizations was recently held at Pittsburg at which the principal business was the preparation for this struggle. A National union of structural iron and bridge workmen was formed, composed of nine organizations and with a membership of 20,000 men. The claim is made that the wages paid by the members of the Iron League are below those of comparatively small cities throughout the country. Another struggle of this kind on the old battle-field will be watched with much interest.

The address from the throne at the opening of the Spanish Cortes promises autonomy in the governments of Porto Rico and Cuba in the event of the suppression of the insurrection in the latter. The system of sovereignty and the conditions for its maintenance, however, are to be vigorously maintained. The Queen Regent observes, diplomatically, that the conduct of the United States is correct and friendly, and that the ties of interest and friendship which bind them to Spain are constantly increasing. The attitude of the Executive may warrant this assumption, but close attention to the sentiment of other departments of the Government and of the people in general might discover a degree of sympathy for Cuba equaling at least the cordiality felt for Spain.

Flour and Feed.

The past week has been a very quiet one, buyers being content to purchase only for immediate wants. This feeling pervades not only the flour, feed and provision trade, but the volume of business in all lines is confined to narrow limits. The near approach of harvest and the still nearer approach of the two great political conventions attach to the present a degree of uncertainty. Business men, as a rule, are expectant and hopeful of better times, but are waiting and trading cautiously until they have something more tangible upon which to build their hopes.

Very little change has occurred in the price of flour. The output at various points has been more or less restricted for want of good milling wheat. The crop damage reports are very numerous which, if verified later on at the harvest time, will stimulate values considerably.

Feed, meal and bran are not now in strong demand, as grazing lands afford an abundance of pasturage and sales at present are made chiefly in the cities and towns. Prices are, consequently, lower.

WM. N. ROWE.

It is most important that every commercial traveler should occasionally take account of himself and his resources. He should test his strength, his capacity—take a measure of his stature, not in inches merely, but in ounces of solid commercial worth.

A knowledge of your trade, how to handle it and how to cater to all its little peculiarities, is necessary in your vocation as a traveling salesman. Remember that sugar catches more flies than vinegar. This may be a rather homely saying, but it is true not only in fly catching, but in trade catching.

The Canadian government has advertised for bids for a subsidy to a steamship line between some English port and Quebec in summer and Halifax in winter, the arrangement to continue ten years.

The establishment of a central bureau of police information, with headquarters at Washington, is likely to be an important outcome of the recent convention of superintendents of police held at Atlanta. The plan can be easily carried out, an office being hired at the National capital and a single clerk placed in charge. The expense, if shared by thirty or more cities, will be a mere trifle for each one. Such a bureau will be a sort of clearing-house for the police of the cities maintaining it, and through it it will be easy for the police officials in any city to obtain information quickly regarding any criminal taken into custody. It has been suggested that a bureau for this purpose should be maintained by the general Government, but the same object will be accomplished by the co-operation of the principal cities, without being a burden to them.—N. Y. Tribune.

It is reported that the Standard Oil Company will close its great plant in Cleveland within six months. Thus that city will lose one of its greatest industries and 400 men will be thrown out of work.

The March of Civilization.

Written for the TRADESMAN.

To one who reads the history of the present time, as recorded by electricity and print, the question naturally arises, Is the greed of power shown by the foremost nations of the world a legitimate factor in promoting the greatest amount of human happiness? Events that have occurred within the dark continent of Africa prove clearly that the autonomous powers of Europe, in their foreign policy, are strictly counterparts of individual human nature. Though glossed over with ingenious phrases of diplomatic pretense, the acts of each government seeking a share of territory therein recall a trait of character so commonly exhibited in the pushing, crowding world, that selfishly tramples on the weak and unresisting units—the trait usually called the spirit of enterprise.

It took centuries of warfare to harmonize diverse interests springing from race prejudice, to establish these governments and to fix the boundaries now acknowledged. Their permanence depends, not so much on the justice of final settlement, as on the fear that if once rudely disturbed, the whole work will have to be done over again, and at an infinite expense of blood and treasure. Since each is compelled to keep large armies in fighting trim as a defense against possible assault, and to maintain the "balance of power," this pent-up force can only find a natural outlet in the conquest of weaker and inferior races, which is done under the pretext of commercial or colonial enterprise. Thus France has acquired dominion in Algeria and Madagascar; Italy has essayed the same in Abyssinia, and Germany and Portugal have secured portions of a common spoil, while England has her lion's paw on detached portions of territory from Egypt to Cape Town, wherever bluff or brute force can obtain a footing—although, to hold all her conquests, scattered as they are in every quarter of the globe, it would require her to possess not only the strength of a lion, but also the peculiar structure of a centipede.

The check England has received in one of her many schemes to absorb more than a lion's share of territory, especially where mineral wealth incites unusual greed, has revealed to the world characteristics of a certain modern civilization that might well befit the worst kingly usurper of history. Since the world has become morally enlightened, and human rights are, consequently, better respected, the thirst for conquest, though strong as ever, is obliged to use artifice to conceal dark purposes, and thus avoid public scandal. Though England, years ago, drove the Boers from lands held by a better title than her own, and compelled them to move farther into the Dark Continent, where, in time, a peaceful Republic was established, this grasping power was still unsatisfied. The presence of gold within the Transvaal boundaries attracted British cupidity, which, unappeased by possession of the richest diamond fields of the world, still coveted its neighbor's wealth. To seize it vi et armis was too bold an act for the present age; and so the South African Company was founded, as a commercial venture to be the cat's-paw of a power that wished to work unseen.

By indirect approaches agents of this company were able to lull the suspicions of the Boers and to obtain valuable mining privileges as aliens will

ing to develop Transvaal resources for mutual benefit. The newcomers increased rapidly as the richness of the mines became apparent; but, after a time, they began to chafe under the restriction of laws framed and executed by a people they had always regarded as lower in the scale of civilization. Failing to secure concessions to claim which they had no moral right, they invoked the aid of military force, ostensibly in the employ of the South African Company, for defense against savage neighbors; and the Jameson raid was the result.

Every true philanthropist may rejoice that this bold attempt of brigandage failed because of the sagacity and courage of the Boers. The Emperor of Germany expressed the feeling of all fair-minded men living under Republican institutions. The Boers may be, in the world's opinion, a rude and uncultivated race; but the Republic they had established was their own, to have and to control, by a far better title than that of the American colonies as against the pretensions of the British crown. The war of 1776 was a rebellion against the tyranny of an acknowledged sovereign, and was regarded by the world as justified only because of its issue in our favor. Theirs was in defense of home and of inalienable rights put in jeopardy by those who had been trustingly admitted to share in the wealth, but not in the political control of the Transvaal Republic. Every day brings confirmation of a belief that the lust of power exhibited by Great Britain was the original and predominant cause of the trouble.

In contrast with the leading powers of Europe, the foreign policy of this Nation stands conspicuous for being free from unjust and selfish territorial aggrandizement. It is true that, in early colonial times, force was necessary to protect us from savage foes, and afterwards to maintain our birthright against the claims of a power that abused its authority to oppress unwilling subjects. Since then, with a population twenty times greater, we have stood as a Nation committed to the doctrine of "Live and let live;" and, while willing to spend millions in defense, have never wasted a dollar in schemes of conquest. With one single exception, every acre of territory in the United States has been acquired by fair and honorable negotiations—and even the war with Mexico, by which we gained territory, was not wholly unprovoked, when its true history is understood.

The resources of this Nation have not been hoarded, but have been given freely—even foolishly—to millions who had no reasonable claim to them by the customs of other governments. Because we believe in political and personal freedom and all the prosperity that logically follows, we have been willing to share that freedom with people of other lands, asking in return but loyal citizenship. Who will say that, in the march of civilization, this Nation has not proved the best example for others to follow? Our position on this continent has kept us free from many antagonizing conditions that, of necessity, surround European powers. In our commercial intercourse with the peoples of both hemispheres, either civilized or savage, we have never imitated the grasping policies of other first-class powers, which are endangering the peace of the world and are outraging every principle of right, as well as that

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.



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.



CHAS. A COYE

Manufacturer of

Tents, Awnings,

Horse, Wagons and Binder Covers.

Send for prices.



11 PEARL STREET,

GRAND RAPIDS, MICH

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.

of universal brotherhood. It may please the dispassionate historian to contemplate complacently the partition of continents and the seizure of islands by force, or by fraud upon their inhabitants—to call it the progressive march of civilization and condone its cruelties because, sometimes, good may come out of admitted evil. But we on this side of the Atlantic may boast that the influence of American civilization upon the world at large is based on higher principles of action; and in that lies the greatest hope for the future of this Nation.

S. P. WHITMARSH.

The World's Sulphur Supply.

If the sulphur deposits recently reported from Louisiana are really abundant, their discovery is a matter of importance. Hitherto the chief important deposits of elementary sulphur known to the civilized world were those of Sicily, the Italian mainland, Spain, France, Transylvania, Poland, Germany and the Island of Formosa. The deposits in Formosa, now that Japan has come into possession of that island, are likely to be developed in the interests of Japan's military progress. Mount Pinace, in the United States of Colombia, has a sulphur cap of nearly 1,500 square yards that gains annually two feet in depth. There is a sulphur deposit at Solfatara in the Red Sea that yields about 600 tons of sulphur annually, a mere trifle compared with the commercial product of the world. There are sulphur deposits in Armenia, high in the sides of a volcano, which are worked chiefly with the aid of the rifle, great masses being dislodged with rifle balls shot from a distance below. A sulphur deposit in California was once supposed to contain many thousand tons, although the whole would be insignificant compared with the annual demand of this country.

Sicily has for a great many years supplied the civilized world with sulphur. The Sicilian deposits are amazingly rich, but are worked with a reckless wastefulness and almost total neglect of modern labor-saving devices. Even now only a few of the mines use machinery for hoisting the sulphur to the surface. Boys from twelve to eighteen years of age are employed in the others for this purpose, and there is a curious custom of paying the miners and permitting them to hire for themselves carriers at what price they may. Doubtless the conservatism of the Sicilian peasant has made it difficult to supersede this crude method of getting out sulphur.

The Sicilian method of procuring pure sulphur from the crude material is wasteful in the extreme. A pit is dug in the hillside, about thirty-three feet in diameter and eight feet deep, and this is filled up with the crude sulphur. It is then fired from the top and permitted to burn as long as it will. The pure sulphur runs out below and is collected in a stone vessel and then ladled into damp poplar-wood moulds. These moulds give the truncated cones of sulphur known to commerce, which weigh from 110 to 130 pounds each. A pit containing about 28,000 cubic feet of crude sulphur yields in two months 200 tons of the pure sulphur. A large quantity of the crude sulphur is thus consumed in burning the rest, so that a comparatively small percentage of pure sulphur is obtained from the mass. The method is, besides, most unwholesome both to man and to vegetation. Strict laws prevent the burning of sulphur within a certain distance of human habitation or growing crops, and the region where sulphur-burning is general is a dreary waste. The scarcity of fuel in Sicily has seemed to render necessary this crude method of reducing the ore.

More scientific methods have been introduced at the sulphur deposits of the mainland, where the ore is reduced by the use of steam. Very pure sulphur is obtained by the use of sulphate of carbon in reducing the ore. The purest sulphur is obtained by distilling

Sicilian sulphur. Most of the Sicilian sulphur is used in the production of sulphuric acid.

The production of sulphur in Formosa under the Chinese rule was a crown monopoly. Whether it shall thus remain under the rule of the Japanese or not, the system is likely to be modernized, and if the deposits are rich enough Formosa may become an important competitor with Sicily in supplying the needs of the civilized world. The advantage of the discovery of crude sulphur in large quantities in the United States would be the prompt application of thoroughly scientific and economical methods to the reduction of the ore, and it is probable that, were rich sulphur ores developed in this country, sulphur could be produced here as cheaply as in Sicily, as the waste in production would be so small. Sicily has over three hundred mines of sulphur, and between twenty-five and thirty thousand men are employed in the sulphur industries. They have for years past been a disappointed and unhappy body of workmen, and the condition of the industry is extremely bad. Some years ago it was estimated that the sulphur deposits of Sicily still contained 50,000,000 tons, which would mean a supply, at the present rate of consumption, for over one hundred years. The discovery of paying sulphur mines in the United States would doubtless attract hither more Sicilian immigration and have an important effect upon the wages and upon the whole sulphur industry in Sicily.

The Hardware Market.

General Trade—In the line of summer goods is quite active. The extreme warm weather caused a large demand for screen doors, windows, refrigerators, ice cream freezers, etc., and it also had a good effect on agricultural tools, the demand being large for steel goods and corn and potato planters, as well as scythes, snaths and rakes. The demand for corn planters has been so unusual that some favorite brands are all sold out and the manufacturers are unable to supply any more, as their stock for making them is all used up.

Wire Nails—The demand for wire nails is not as active as in April, as most of the dealers supplied their wants before the advance was made and are now only buying when their assortment is broken. Prices are firmly held and in some quarters there is talk of a still further advance in June; but it is not believed by the conservative mills that such action will be taken. It is certainly hoped that no further advance will be made.

Barbed Wire—Is firm and selling with a good deal of freedom. The demand keeps up wonderfully and all factories are holding their price. There are no indications of any change for the present.

Sheet Iron—Many orders are being placed for fall shipments, as it is believed prices will be higher than now.

Shovels and Spades—The more information we get on the recent advance, the more we are convinced that the association is formed to stay and will be able to maintain prices, and make another advance soon.

The House Committee on Coinage, Weights and Measures has reported a resolution authorizing and requesting the President to take such steps as may be appropriate to secure international action between this and the other principal commercial countries for the adoption of a coinage for invoice purposes which shall be current in all the countries joining in the movement. The commercial advantages of such an arrangement are so obvious that it would seem as though its accomplishment would be feasible.

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.



Grand Rapids LUMBER COMPANY

WARHELPS, President
C. F. YOUNG, Vice-President
C. A. PHELPS, Sec'y & Treas.

419-421 MICH. TRUST BUILDING

GRAND RAPIDS, MICH.

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

Michigan Bark & Lumber Co.

Grand Rapids, Mich.

508, 509 and 510 Widdicombe Bld.

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

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

Around the State

Movements of Merchants.

Elk—Wright & Massey succeed H. A. Wright in general trade.

Sparta—The mortgage on the A. L. Hinman drug stock has been foreclosed.

Mt. Pleasant—Theo. F. Scattergood has removed his jewelry stock to Hicksville, Ohio.

Detroit—Hodges & VanValin succeed Sheldon & Hodges in the grocery and meat business.

Homer—Mount & Doyle succeed Frank Mount in the agricultural implement business.

Lowell—Yeiter & Wadsworth succeed J. B. Yeiter in the furniture and undertaking business.

Albion—Slowey & Jeffres have sold their hardware stock and tinsmith business to Geo. E. Dean.

Alma—F. W. Hooper & Co., meat dealers, have dissolved, F. W. Hooper continuing the business.

Hancock—Killian Yagle continues the hardware business formerly conducted by Mondlock & Yagle.

Hart—Cameron & Van Wormer's feed store and Miss Drake's millinery store were recently consumed by fire.

Addison—Howd & Niblick, clothiers and shoe dealers, have dissolved, H. E. Howd continuing the business.

Kalamazoo—Mrs. A. W. Walsh has purchased the grocery stock of Hartman & Ackley, and will continue the business.

Marquette—A. T. Emmons, of the Emmons Bros. Hardware Co., has been appointed Chief of Police by Mayor Jacobs.

Hopkins Station—Dendel & Bechtold, general dealers, have dissolved partnership, the latter retiring on account of poor health.

Ishpeming—A. W. Meyers has purchased the general stock of M. A. (Mrs. John B.) Meyers, who will embark in trade in Chicago.

Shelby—C. A. Endahl has sold his grocery stock to P. F. Ernst, who has removed it to Ferry and consolidated it with his grocery stock at that place.

Saginaw—Henry King, successor to King Bros., of the Palace grocery and meat market, has filed mortgages aggregating \$2,460 to secure his creditors.

Adrian—Henry J. Bowerfind has resigned his position in Millards' drug store, to go to Lansing and assume a clerkship in the F. J. Williams drug store.

Escanaba—Mary C. Ehnerd of Ehnerd & Williard, meat dealers, has purchased the interest of her partner and will continue the business in her own name.

Kenton—Ralph Udell is now manager of the Sparrow-Kroll Lumber Co.'s general store. Mr. Udell was head clerk for the F. J. Hargrave Co., of Ewen, for several years.

Belding—J. H. Levinson, the Petoskey Poo Bah, has abandoned this field and removed his shelf worn relics to Petoskey. The store thus vacated will be occupied by Will Ricaby with his jewelry and musical instrument stock.

Kalamazoo—Hall Bros. have sold their drug stock to E. M. Kennedy & Co., who will continue the business at the same location. Mr. Kennedy has been head clerk for Geo. McDonald for several years and has an excellent reputation as a pharmacist. Hall Bros. will hereafter devote their entire attention to the business recently established by them, the manufacture of physicians' supplies.

Martin—D. W. Shepherd has sold his interest in the general merchandise firm of T. H. Shepherd & Bro. to his brother, who will continue the business under the style of T. H. Shepherd. The retiring partner contemplates engaging in the grocery business at Otsego in the near future.

Reed City—Frank Lampman, who for the past fourteen years has been in the employ of Stoddard Bros., has traded his residence property here for a half interest in the firm of H. H. Herendeen & Co., hardware dealers and plumbers, of Big Rapids, and took possession last week.

Owosso—The attorneys in the case of the Old Second National Bank of Bay City against the Corunna Savings Bank, garnishee of D. M. Estey, of the planing mill firm of Estey & Calkins, of Bay City, that failed last winter, have agreed upon an order in the case. The sum of \$2,900, a balance realized by the Owosso Savings Bank above its lien when the pledged stock of D. M. Estey in the Estey Manufacturing Co. was sold, is to be turned over to the Bay City Bank.

Manufacturing Matters.

Ludington—E. P. Rowe succeeds Rowe & Cartier in the manufacture of fruit packages.

Grayling—Salling, Hanson & Co. are shipping forty carloads of white pine timber to England.

Stanton—G. G. Hoyt has traded his property in this city for a flouring mill and residence in Remus, and will remove with his family at once to that place.

Bay City—Lumbermen do not look for a good year, but are inclined to believe that there will be considerable increase in the volume of trade as the season advances.

Alpena—The old Potter sawmill is being torn down. It was built in 1864 and went out of commission in 1892. During its career it manufactured nearly 300,000,000 feet of lumber.

Republic—Munson & Peterson have purchased the large store building owned by Hart Bros. and have moved their hardware and drug stocks into it. They now have one of the finest business places in the Upper Peninsula.

Grayling—The Dayton Last Werks are running day and night, turning out 125,000 lasts a week. The lasts are manufactured from maple timber, and the company is shipping 100 carloads to New York. There are 150 persons on the pay roll.

Manistee—The demand for cedar shingles is unprecedented at this time of year. Some of the mills have sold their cut ahead for some time and two have been running overtime all the week trying to catch up on orders. Car orders for shingles are coming in also and one mill has been cutting 500,000 extra thick 5 to 2½ inch for shipment by rail.

Huron Bay—Mitchell De Haas has purchased the interest of Mr. Powell, of Marquette, in the sawmill here. The mill is a profitable one, although small, having a daily capacity of 50,000 feet. It is located on one of the prettiest bays on Lake Superior, eighteen miles from L'Anse, the nearest railway station. This place was to have been a boom town a few years ago, and would have been had not J. M. Turner, of Lansing, failed so suddenly. As it is, there is a railroad built thirty-eight miles to Champion, over which no trains have ever been run, except construction trains. Whether it will ever be utilized

or not remains for the future to determine.

Bay City—S. G. M. Gates had a quantity of logs hung up a year ago in Pine River, Arenac county. They are now being driven to the mouth of the stream and will come to Gates' sawmill here. Mr. Gates has finished driving his logs down the south branch of Au Sable River to Roscommon, where they will be loaded on cars and railed to this city.

Saginaw—There has been quite a spurt in the lumber trade and both in the yards and wholesale lines there is a more hopeful feeling. How long it will last confounds speculation. The general feeling is that the year will not be a good one for business in any line. Not in the last generation has lumber been more sluggish than during the last few months and any ray of hope is carefully nursed.

Detroit—The rumor that the Michigan-Peninsular Car Works are to be shut down is denied by Managing Director Charles L. Freer. About 3,000 men are now employed in the works, and the business prospect is much as it has been for some time,—bright one day and dull the next. Mr. Freer thinks the rumor that the works were to be closed came from the fact that the forge had been shut down for repairs for a couple of weeks. It is running again now.

Saginaw—Last year the Flint & Pere Marquette Railroad moved from the Saginaw River a little over 225,000,000 feet of lumber. The total quantity handled from all points by this company was 15,986 car loads, against 13,140 carloads in 1894. The shingles handled amounted to 1,740 cars in 1895, against 2,315 cars in 1894, and the lath 485 carloads last year, against 489 cars in 1894. The logs handled last year amounted to 61,255,320 feet, against 48,080,690 feet in 1894.

Detroit—Articles of association of the Snedcor & Hathaway Co., boot and shoe manufacturers, have been filed. The capital stock is \$75,000, of which \$31,350 is paid in. The shares taken are held as follows: Joseph H. Ainsworth, trustee, Toledo, 2,930; August Ochs, Detroit, 100; Joseph H. Ainsworth, trustee, 100; Clarkson M. Snedcor, five shares. The officers of the corporation are as follows: President, Treasurer and General Manager, C. M. Snedcor; Vice-President, August Ochs; Secretary, J. H. Ainsworth. The company will manufacture a line of goods similar to that turned out by the former firm of Snedcor & Hathaway, with additions.

T. P. A.

Arrangements for the Annual Convention at Terre Haute.

Terre Haute, Ind., May 15—The program for the week of the Travelers' Protective Association national convention has been completed and the arrangements are on a big scale. The local committees are large and there are no laggards on them. The finance committee, which is composed of prominent business men, has been very successful and there is plenty of money to carry out the plans of the local post of the T. P. A., which is to be the host, the first week in next month.

An important change in the program is for the excursion at the end of the convention. It had been intended to go to Niagara Falls and Thousand Islands, but the round-trip fare of \$26 was thought to be too much. The excursion will be in advance of the convention and will include visits to Put-in-Bay, Toledo and Detroit, at a cost of \$7.50. The special train will leave here

Friday morning, May 29. A stop of several hours will be made at Indianapolis, where the party will be shown over the city and take dinner. On arriving at Toledo, that night the excursionists will go to Put-in-Bay by boat. Saturday will be spent in fishing and Saturday evening they will go to Detroit by boat. There they will remain until Sunday evening, returning to Toledo to remain over night, and back to Terre Haute the next day.

The first session of the convention will be called to order on Tuesday morning at 10 o'clock. The morning will be given up to addresses of welcome and responses. Mayor Ross will speak for the city and Gov. Matthews for the State. Other addresses will be made by Col. R. W. Thompson, ex-Secretary of the Navy; McLean, ex-Deputy Commissioner of Pensions. The determination of some members of the Executive Committee that Eugene Debs shall be invited to speak in this convention has provoked a storm of protests all over the country, and hundreds of members have written that they will not attend the convention if the arch traitor and conspirator is permitted to take any part in the proceedings. Responses will be made by National President John A. Lee, State President Isham Sedgewick, of Richmond, Col. Harwood, of Virginia, Col. Adams, of Arkansas, and Col. Graham, of Texas.

While this is occupying the attention of the Travelers' Protective Association men, the ladies who accompany them to the city will be entertained at the Terre Haute club by a committee of Terre Haute ladies. Tuesday night there will be a big illuminated parade.

The committee has received word from the posts in this State that all of them will send delegations, and that most of the delegations will bring a band. Lafayette sends word that there will be 200 men in line from that city. Peoria and Decatur, Ill., will send delegates on a special train. The Terre Haute city council has agreed to spend \$1,200 or \$1,400 in illuminating the streets, and the county commissioners will decorate and illuminate the court house. The merchants are having made in secret surprising and novel designs for the decoration of their stores. More than thirty floats are being made. Three large statues in imitation of bronze are to be erected on prominent street corners. One is of two traveling men clasping hands, representing a united South and North. Another is of a traveling man standing on the world, with the inscription: "This is my territory." The third is of a traveling man, with satchel in hand, ready to start on a trip. These statues will be illuminated with many incandescent lights. At another street intersection there is to be a large arch lighted with 800 incandescent lights. A novel decoration will be a satchel four feet in length, illuminated, and traveling on a wire the length of a long square on the main street, about twelve feet from the ground. It will make the trip back and forth from one side of the street to the other.

Wednesday morning, while the convention is in session, the ladies will be driven about the city and to places of interest in the suburbs, escorted by a local committee of ladies. In the afternoon there will be a genuine clam bake, under the direction of J. B. Dickson, manager of the opera house, who will bring the attendants and cooks from the land of clam bakes. At night there will be a vaudeville performance at Harrison park, where Russell Harrison has a summer theater.

Thursday morning will be the last session of the convention. That afternoon there will be races and athletic events at the famous Nancy Hanks and Robert J. track. At night there will be a banquet and dance at the Terre Haute House, where a dancing pavilion is to be erected.

The good salesman never forces anybody to buy. He uses a better and gentler method. He appeals to judgment, to desire, to sense, and he wins by sheer force of legitimate argument.

Grand Rapids Gossip

Cornelius Quint, grocer at 460 Grandville avenue, has sold his stock to Milo T. Jeffrey.

Chas. K. Gibson, grocer at 69½ Pearl street, has removed to 53 Pearl street, Power's opera house block.

Milo T. Jeffreys has opened a grocery store at 460 Grandville avenue. The Ball-Barnhart-Putman Co. furnished the stock.

Chas. A. Laughlin, grocer and druggist at the corner of South Division and Sixth avenue, is removing his stock to Cannonsburg.

Hugh T. Allerton and Wm. Haggstrom have formed a copartnership under the style of Allerton & Haggstrom and embarked in the produce and commission business at 127 Louis street.

Edgar C. Stiles and Chas. H. Phillips have formed a copartnership, under the style of Stiles & Phillips, and opened a commission, wholesale fruit and produce store at 9 North Ionia street.

The Grand Rapids School Furniture Co. has been awarded the contract for making the fixtures for the new Fruit Growers' Bank, at Saugatuck, and has also secured a \$7,000 contract for furnishing a court house at Denton, Texas.

A. V. Wood, formerly city salesman for the Crescent Mills, and I. C. Barnes, formerly engaged in the fish business here, have formed a copartnership under the style of Barnes & Wood and embarked in the produce and commission business at the corner of Louis and Ionia streets.

The Grand Rapids jobbing trade naturally feels elated over the election of Amos S. Musselman to the position of President of the Michigan Wholesale Grocers' Association, this being the first time that office has ever been held by a Grand Rapids man. In common with the trade in general, the Tradesman feels called upon to assert that it considers the election of Mr. Musselman a worthy honor, worthily bestowed.

Canal street will soon have a regulation department store, F. W. Wurzburg having taken possession of the third and fourth floors of the Grinnell block and removed the partitions, so that he will occupy, on and after July 1, four floors and basement, each 50x100 feet in dimensions. The dry goods department will be continued on the ground floor, the carpet, drapery and window shade department on the second floor, while the third floor will be devoted to cloaks, boots and shoes and millinery and the fourth floor to crockery, glassware and groceries. No change will be made in the management or ownership of the business, but the style will be changed from F. W. Wurzburg to Wurzburg's Department Store.

Chas. B. Metzger, who recently purchased the plant of the Peninsular Machine Co., has decided to embark in the manufacture of bicycles on a much larger scale than was contemplated by the Peninsular Co., having ordered material for 2,000 wheels, which he expects to complete in time for this season's business. Mr. Metzger has also added new machinery to the factory equipment and will devote his entire time to the business. He has retained Matthew Lund as superintendent of the mechanical department. Mr. Lund is

the inventor of the Garland wheel, owning the only four point bearing in existence, and is well equipped, both by education and experience, to undertake the successful manufacture of bicycles.

The dilatory tactics of the Common Council in the matter of preparing the new market for use are subjecting that body to some criticism. At its session of last week a resolution was presented providing for a Committee on Market. At the session this week another similar resolution was offered and, after considerable parliamentary sparring as to precedence of the two resolutions, they were both laid on the table pending a report from the Committee on Rules. It will require considerable time to prepare the market so that it can be used. Diligence in getting the work under way, however, would give enough time to make it available for most of this season's fruit trade. It is to be hoped that the deliberation which necessarily attends the movements of great bodies will not make it necessary for the city to pay a year's expense on a market not in use, and especially when there is such a crying need for relief both to the streets and the produce men.

Purely Personal.

Thos. Hines, book-keeper for C. B. Metzger, succeeds Ed. C. Stiles as book-keeper for Bunting & Co.

Geo. W. Burt, special agent for the Traveler's Life & Accident Insurance Association, has removed from Bay City to Grand Rapids, where he will make his future home.

Willard Barnhart and family arrived at New York from Europe last Friday. On account of the illness of Mr. Barnhart's son, he and his younger daughter proceeded direct to California, while the elder daughter returned to this city with the family of Hon. L. H. Withey.

Arthur G. Olney, son of the President of the corporation, has taken a position in the business office of the Olney & Judson Grocer Co., with the idea of mastering the rudiments of the business. Mr. Olney is a graduate of the military institution at Orchard Lake and is well equipped, both mentally and physically, to enter upon an active business career.

The Tradesman was in error last week in stating that Enos Putman represented the Ball-Barnhart-Putman Co. at the annual meeting of the Michigan Wholesale Grocers' Association, at Detroit. As a matter of fact, Mr. Ball expected to attend the meeting until the last moment, when pressing business duties prevented his leaving the city.

Chas. R. Young, who has been in the grocery business for the past year at 739 South Lafayette street, has associated himself with the Haney School Furniture Co., taking the position of shipping clerk. Mr. Young will retain his grocery business, having placed it in the hands of his father and sister, who have had long experience in this line.

It is probable that the action of the six railway brotherhoods which recently organized a federation at St. Louis, in excluding the American Railway Union from representation or membership, will result in the speedy dissolution of that organization. This feature of the movement is significant, for the reason that the latter body has always stood for strikes, disorder and riots, notably in the case of the Northern Pacific, Pullman, etc. It argues that in the new organization a higher standard of industrial ethics is to be recognized.

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

EVADING THE LAW.

Less Than Half the Hucksters Properly Licensed.

Although the Common Council reduced the license fee for peddlers of fruits and vegetables from \$31 to \$21 per annum—which was the amount fixed upon by the peddlers as being equitable, from their standpoint—less than half of the peddlers have come to the front and taken out licenses, although they have had a full week since the new license fee went into effect. Up to the time the Tradesman went to press, only twenty-five licenses had been issued from the office of the City Clerk, as follows:

Frank Dowstra, 214 Thomas street.
C. Pel, 210 Bates street.
G. Van Eyk, 7 Bekins court.
Peter Dekker, 60 Doezeema alley.
K. Vander Wal, 172 S. Prospect street.
R. Huizenga, 36 Baxter street.
Frank Top, 104 Henry street.
Nick Haaksma, 35 Frank street.
J. Schotanes, 60 Lydia street.
P. Prins, 837 East Fulton street.
Henry Yeths, 208 Eleventh street.
P. Koning, 108 Alley avenue.
M. Althoff, 417 Logan street.
J. Koning, 283 Logan street.
Frank Huizenga, 52 Lake avenue.
Israel Smith, 15 West Leonard street.
J. Fisher, 95 Second street.
J. Silverman, 22 Walbridge street.
B. Crohon, 10 Alpine avenue.
S. Sofran, 90 Jefferson street.
Jos. Levitt, 15 West Leonard street.
J. Vander Jandt, 695 No. College avenue.
R. Robenstein, 90 Jefferson street.
A. Lobenski, 93 West Broadway.
J. Cohen, 17 Walbridge street.

Enquiry at the office of Superintendent of Police as to why Officer Mooney had not been instructed to arrest those peddlers who have not yet taken out licenses was met with the reply that Mr. Mooney had been devoting his entire time to the enforcement of liquor and meat dealers' licenses, and that on the completion of that assignment he would be directed to turn his attention to the hucksters who are peddling without the proper authority.

The records of the City Clerk show that sixty-six peddlers paid the \$31 fee last year. It is expected that there will be about seventy-five peddlers in the field this year, and it is estimated that about fifty hucksters are already plying their vocation in the streets and alleys of the city.

A deplorable feature of the situation is the number of permits now being issued by the Committee on Licenses. The permit book on file in the Mayor's office shows that twenty permits have already been granted by the committee, as follows (the date at end being the termination of the permits):

V. Schiemer, 140 Park ave. (vegetables), May 3, 1897.
Malcom B. Palmer, 447 N. Lafayette (meats), Sept. 3, 1896.
H. Mengerink, 90 Grandville ave. (notions), May 1, 1897.
Henry H. Hart, 224 Kent street (pop corn), April 30, 1897.
John P. McIlvain, 545 Plainfield ave. (notions), May 1, 1897.
John Stoddart, Sprinf street (carry banner), May 15, 1897.
Geo. Wyngarden, 196 Tenth street (dry goods), May 1, 1897.
H. L. Bearse, 101 Canal street (telescope), Sept. 1, 1896.
J. M. Palmer, Clarendon Hotel (carry banner), May 13, 1896.
S. Othius, 225 Lake street (vegetables), Sept. 1, 1896.
J. E. Lemon, 31 W. Bridge (polish and bluing), May 1, 1897.
John Ghysel, 380 Turner street (notions), May 1, 1897.
Hiram Mulder, 63 Dexter place (notions), Sept. 1, 1896.
Martin Gilson, 49 E. Fulton street (vegetables), May 1, 1897.
Thomas Koster, East street (vegetables), May 2, 1897.
Peter Klaassen, 497 Crosby street (vegetables), Oct. 1, 1893.
Elba M. Huff, 229 Henry street (pop co:n), Sept. 1, 1896.
Frank Sholes, 233 Alpine avenue (soap), Aug. 1, 1896.

Patrick Hartnett, 59 Williams st. (lead pencils), May 1, 1897.
Folker DeHaan, 161 Baxter street (notions), Sept. 1, 1896.

Desirability of Handling Pure Spices Only.

Grand Rapids, May 10.—Being impressed with the value of your publication to the retail trade and noting the many interesting articles you publish in their interest, I am prompted to say a word through your medium that may be of service to them. I shall take for my subject, "Spices," an article sold by all grocers and one which enters into the good living of all their customers. I wish to say first, that there are spices and spices, viz., there are spices that are rich, fragrant and aromatic and which improve every article of food in which they are used, and there are others which are almost devoid of these properties. The successful grocer uses great care in selecting these goods and always gets the best, while the slipshod, easy-going grocer takes what is offered him and at the cheapest price, under a guarantee, perhaps, that they will comply with the requirements of the pure food law of the State. This may be true. The goods may pass the test of purity, but do not possess the rich, aromatic flavor of the finer grades. Does it pay any grocer to sell cheap goods, simply because he can buy them a trifle cheaper? Most consumers want the best and are willing to pay for same, and if they find, later, that they have been defrauded, what do they do? Do they take the goods back and enter a complaint to the dealer? No. They try some other dealer and, when they find one who always gives them good goods, they stay with him. The grocer, himself, is often deceived, but he need not be if he exercise care in buying; and when some salesman offers him ground spices at a less price than he can buy them whole, he should scrutinize the goods very carefully. Any good grocer can by comparison, satisfy himself as to the qualities of ground spices, mustard, etc., if he will take the trouble to try. If he can do no other way, he can take a sample home and test them as it is used. A pure pepper, for instance, can be made, and is made, by mixing damaged Singapore pepper with East India pepper (a long pepper used whole only for pickling). It looks well, but try it on a beefsteak. You would not care to repeat the experiment were you compelled to eat the steak. A pure mustard can be obtained from the cheap California seed, but mix it with water and let it stand two or three minutes to draw and then compare it with a mustard made from the higher grades of California or English yellow or brown Trieste seed. The one has a rich, pungent odor and will bring tears to your eyes, while the other is almost devoid of odor and has no pungency and, after standing a few hours, is flat and insipid. Any grocer can detect the difference and need not take the word of any salesman as to quality. The real trouble is the indifference of the dealer. He judges by the label, instead of the goods.

Let every grocer qualify himself to judge of the quality of the goods he sells and, if he cannot do that, let him employ an expert to do the work for him. Who would buy a horse simply because it was put up in the form of a horse, or a cow simply because it smelled of the stable and he was told it was a cow? Again, let me urge upon the grocer his duty to his customers by selecting the best goods on the market.

A. D. PLUMB,
President Wolverine Spice Co.

Prices Reduced—Quality Maintained.

John Phillips & Co., of Detroit, offer oak show cases, highly polished, seventeen inches high, of double thick French sheet glass throughout, bottoms covered with cotton plush, at \$1.75 per foot—the best show case made for the money. 664

New Bank at Linden.

Dr. B. C. Sickles, of Ashley, has removed to Linden for the purpose of establishing a private bank, to be known as the Bank of Linden.

Politics and Store-keeping Not Compatible.

Stroller in Grocery World.

I recently called at a grocery store whose owner is one of those fellows who believe in mixing politics with his business. I think that if anybody who believes that this scheme is a good one could have seen the condition of that man's business affairs, as I did, he would change his opinion mighty quick.

This grocer lives in a good-sized Pennsylvania town, nearer to Philadelphia than it is to Pittsburgh. He ought to do a business of at least \$75,000 every year. Judging by the fact that he was unable, when I called there, to settle a little bill of \$10, and that he showed me conclusively that he was unable, he isn't doing the half of that.

There was nobody in the store when I got there except a small boy, who was too busy looking at a dog fight in the lane beside the store to pay attention to anybody so unimportant as a customer. After several efforts I learned that the proprietor was over in the city hall attending a meeting of the county committee.

Meanwhile several customers came in. The boy waited on them in a slovenly sort of way, and flew back to his dog fight hardly before they were gone. Once or twice he snapped out a surly answer when a lady asked him a question. I wanted to kick him clear out of the window, but I didn't know how large his father was, so I repressed my wrath.

In about fifteen minutes the grocer himself came in, heading a crowd of five or six men.

"Come on in, boys," he said, "we can meet right here in the store." I afterwards found out that it was the "ward committee."

The meeting opened right in one corner of the store, and once or twice the talk got hot. Lady customers came in, and were waited on if the grocer wasn't just then deep in some political debate with another of the heelers. If he was, the lady waited.

Even while he was waiting on customers he would put his oar in the conversation, yelling clear across the store and paying scanty attention to the order of the customer. Once when he was in the midst of wrapping up ten pounds of granulated sugar, one of the rounders over in the corner said something which excited his ire, and he actually frothed at the mouth. He got so mad and talked so loud that the sugar bag broke open in the shuffle and the sugar poured out all over the customer's pocket-book, which lay on the counter.

By and by the gang of heelers left, and the grocer got time to talk to me.

"You're quite a politician down here, they tell me," I said.

"Oh, yes," he said, swelling perceptibly with pride, "I'm a member of the county committee, chairman of the ward committee, school trustee, and now the boys are talking about making me assessor," with a fat laugh.

"How's business?" I asked.

"Very poor," he said; "nobody seems to have any money. I'm doing less than I did last year."

I didn't say anything, but I never felt more like giving a man some good advice in my life. I'm afraid, though, it would have been casting pearls before swine he must have weighed at least 250 pounds.

Little Likelihood of Further Competition.

From the Shoe and Leather Gazette.

The daily newspapers are filling columns these days with reports more or less true regarding the United States Rubber Co. and its alleged troubles. Nearly all of these articles refer to a new rubber shoe factory which Joseph Banigan, formerly president of the United States Rubber Co., is claimed to be about to establish.

In the rubber trade these rumors are discussed and considered by men who usually pay little attention to daily paper stories of trade affairs. So late

as the present week I. H. Sawyer, of the rubber department of the Brown Shoe Co., of St. Louis, received a letter from a friend recently visiting Providence, R. I., stating that Mr. Banigan had purchased a large woolen mill and would convert it into a rubber factory.

Where there is so much smoke there is doubtless some fire. A number of influential men have been turned down this season who will not lie still. However, Mr. Banigan denies that he will oppose the company in which he is so large a stockholder and all these various newspaper stories are, after all, only rumors of the vaguest sort, obtained usually from sources that are distinctly prejudiced and naturally disposed to largely magnify matters.

The establishment to-day of a dozen new factories would not have the slightest effect on prices of rubber boots and shoes this year. The equipment of a rubber mill is a slow process that requires many months to accomplish and it is doubtful if a new company could get in running order in less than a year. Moreover, crude rubber has advanced to per cent. in price since April 1, and a new concern would be unable, were it to start operations at the present time, to compete with the old companies, which are heavily stocked with crude rubber bought previous to the rise. Events of the present, then, have no bearing on to-day's prices, and if anything tangible comes from the mass of rumors it can only be interesting to retailers in its influence a year hence, until which time the present conditions are positive of continuance. No hesitancy as to ordering rubbers need be felt by any one.

There is one thing, however, which retailers may be assured of in this connection, there will be more rubber-shoe factories built on paper than on Mother Earth. The million-dollar experiment of the defunct Para company is too fresh in mind for any experienced rubber man to care to tempt fortune by any Napoleonic venture. Rubber manufacturers are a particularly keen set of men and they will consider a long time before investing the vast sums of money necessary in this business for the purpose of fighting. A solid business basis will not be lacking in any enterprise launched by an experienced rubber man.

To Clean Windows.

Choose a dull day, or at least a time when the sun is not shining on the window; when the sun shines on the window it causes it to be dry-streaked, no matter how much it is rubbed. Take a painter's brush and dust them inside and out, washing all the woodwork inside before touching the glass. The latter must be washed simply in warm water diluted with ammonia. Do not use soap. Use a small cloth with a pointed stick to get the dust out of the corners; wipe dry with a soft piece of cotton cloth. Do not use linen, as it makes the glass lousy when dry. Polish with tissue paper or old newspapers. This can be done in half the time taken where soap is used, and the result will be brighter windows.

The compulsory contributions of the German working people to the National insurance funds have grown in a few years to enormous sums. The last reports show that the fund for insurance against accident was 94,300,000 marks at the end of 1904; that for insurance against illness, 113,643,000, and that for insurance against invalidism and old age, 303,570,000 marks. The sum total of 510,000,000 marks, or more than \$125,000,000, is so great that the German government is embarrassed to find satisfactory investment for it. The last suggestion is that as much of the money as cannot be lent on real estate shall be used to build model houses for workmen, which shall be let at low rentals to industrial workers.

Out-of-style goods should never be sold for other than what they are, for the customer will sooner or later discover that he has been swindled, and then his trade goes elsewhere.

IF YOU ARE LOOKING

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

"THE GARLAND"



Dealers wishing to secure the agency for this wheel are invited to make prompt application, stating territory desired. Correspond direct with the factory, as the Peninsular Wheel Co. no longer holds the agency.

C. B. METZGER,
SUCCESSOR TO
PENINSULAR MACHINE CO.,
GRAND RAPIDS, MICH.

NOT THE WHOLE HOG, BUT THE CUT HOG

A HOGGISH TALK
FOR THE BENEFIT OF OUR CUSTOMERS

By special request we quote our provision list, prices good until May 27:

All brands of Short Cut, Family, Heavy Mess and Butt Pork, \$8.25 per barrel.
Pure Lard, 5¼ cents.
Compound Lard, 4¼ cents in 50 lb. tins.
Sugar Cured Hams, 8¼ cents.
Shoulders, 5¼ cents.
Pleasant Hams, 5¼ cents.
Bacon Strips, 7¼ cents.
Armour's Potted Ham, Tongue and Devilled Ham, ¼s, 38 cents per dozen; ½s, 78 cents per dozen; 2 lb. Canned Beef and Roast Beef, \$1.60@1.75 per dozen, as to brand and quality.

Terms, cash with order in current exchange.

THE JAMES STEWART CO.,

(LIMITED)

SAGINAW, MICH.

Brown, Mrs. Jenks and the Eggs.

Written for the TRADESMAN.

Brown is baldheaded. Some people say he has born baldheaded. The bald head has nothing to do with this little episode—I merely mention it by way of describing Brown. Brown is a confirmed old bachelor. Just why he never married I cannot say. His neighbors say it is because he is too stingy to buy a license; but close observation of Brown's manners in speech and his general deportment would leave the impression that the reason he never married is because he never met a woman he thought was good enough to be his wife. Brown is a descendant of proud, aristocratic ancestors, and he moves, acts and exists with a full consciousness of this—to him—pleasant fact. Even the smile that illumines his ruddy round face and some of the adjacent territory where the hair ought to grow shows, as plainly as the handwriting on the wall of Belshazzar's diningroom, that Brown knows, better than anyone else, that the blood which courses through his veins contains some of the same red corpuscles that distinguished his forefathers in the early days of the settlement.

Brown is exceedingly exact in his habits, and, if there is one thing more than another that will throw his liver into a fit of sulkiness and disturb the serenity of his mind, it is a hint from one of his patrons that a flaw has been discovered in his method of conducting business affairs. To earn a dollar in a manner that will bring down on the top of his bald head cool and refreshing showers of praise from those who make the earning of the dollar possible, and then to cling to that cold dollar with the tenacity of a drowning man to the oft-quoted straw, is Brown's only ambition, earthly or heavenly.

Brown keeps a general store on one of the principal "four corners" of the village, and the other day something occurred there. If it had occurred in any other store, it would have been passed by as a common, everyday affair; but it happened at Brown's, and it shows that even the smiling, aristocratic, baldheaded, imperturbable Mr. Brown is not exempt from the trials and tribulations that fall to the common lot of store-keepers. It made Brown a trifle "weary," and he has been "tired" ever since.

A sun-browned, vinegar-visaged female on the down side of 40, accompanied by a homely, freckled-faced boy, drove up in front of Brown's store with a horse that wore a sad countenance and looked as though he had just passed through his twentieth winter on a diet of rye straw; and in the wagon were a dishpan, a market basket and a tin pail, all full of eggs.

"Good morning, Mrs. Jenks," said the bland Mr. Brown as the woman and the boy came in with the hen fruit; "you have quite a lot of eggs for these warm days, but I suppose they are all nice and fresh?"

"Course they be!" snapped Mrs. Jenks, with an air of injured innocence. "Do ye 'spose I'd bring rotten aigs to the store to sell? Now, them there aigs is all counted; there's jest ten dozen in that there pan, eight dozen in that basket and five dozen in this here pail. Bub, here, seen me count 'em—didn't ye, Bub?" But "Bub" was examining the interior mechanism of a newfangled mouse trap and did not hear the question addressed to him.

Brown knew that Mrs. Jenks was a most difficult customer to get along

with, and so he put the eggs on a counter by themselves, so that there might be no occasion for dispute as to the number of them.

"There are just 21½ dozen," said Brown. "You must have made a mistake, Mrs. Jenks, in counting them, for they fall short a dozen and a half."

"Fall short!" contemptuously snorted the Jenks. "No, they don't fall short neither. I guess I know how to count aigs—I've counted aigs all my life—and I'll take my sollum oath that I fetched jest 23 dozen aigs into this here store—didn't I, Bub?" Her appeal to the urchin was made in vain, for he was out on the sidewalk trying to work up a jackknife trade. Brown put on one of his best smiles, and proceeded to demonstrate the correctness of his count; and, while thus engaged, the smile on his face grew stronger—so did the tongue of Mrs. Jenks. All at once there was an explosion. It was the first of a series of explosions that followed each other in quick succession. The first one came from the crate of eggs that was being rehandled. It left its visible effects on Brown's negligee shirt front—its invisible effects were painfully apparent to every one in the store who had not lost the sense of smell. Brown rose up, and when the top of his bald head reached high-water mark, he was something terrible to behold. His smile was all gone, and there was something spread all over his face that indicated wounded dignity.

"Mrs. Jenks," said Brown, in a voice that suddenly checked all merriment on the part of the two or three disinterested spectators, and changed their feeling of cool indifference into one of almost tearful sympathy for him in his great tribulation, "take your eggs and go!"

Mrs. Jenks stamped her No. 7 cowhide shoe upon the floor in a fit of rage. She said she would take her eggs and go, and would never come back again either. She accused Brown of stinginess and everything else she could think of, and charged him with trying to steal a dozen and a half of her eggs, and told him he put the rotten egg among her eggs and broke it purposely in order that he might the more effectually succeed in his thieving schemes. During this violent tirade, Brown stood as motionless as a statue. It was the calm that precedes the storm. The growing darkness on his face showed that even the self-contained bachelor, Phineas Brown, Esq., could not, at all times and on all occasions, preserve the even tenor of his ways. Had he chosen any other calling in life it might have been different, but in a life behind the counter experiences are encountered that would upset the serenity of the Angel Gabriel. At last Brown exploded.

"Take your eggs and go!" he said; and to his credit be it said, he did not tell her where to go with her eggs. Not many fellows placed in Brown's position would have made this omission.

"Take your eggs and go. You can't play any of your tunked little tricks on me any longer. You have caused me more trouble of mind than all the rest of my customers put together. Your butter is not fit to eat, and I am compelled to sell it at a loss as grease, and your eggs always fall short in count. You soak your dried apples in water, and you are always finding fault, and you are never satisfied with anything you buy. In fact, you are mean, tricky and dis-

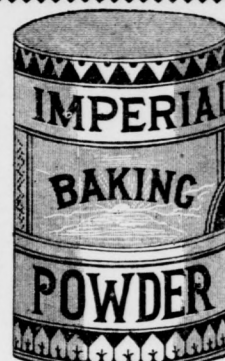
honest, and I don't want any more of your trade. Take your eggs and go."

Brown then relapsed into a statue again, remaining in that position until Mrs. Jenks and her eggs—minus the one that collapsed—had left the store. The strain of invective that flowed from Mrs. Jenks, mouth ceased not until the innocent old horse had turned the corner, and then it gradually died away in the distance. Poor Brown was crestfallen; and he has been trying to gather up his plumes ever since. All he said after the piratical old Jenks had sailed away was, "That makes me tired!"

E. A. OWEN.

The bargain hunter is always with you, and old-fashioned goods, if not too old-fashioned, are legitimate prey for those who want something under price.

Guaranteed



Strictly Pure

Note these Prices:
 1/4 lb., per doz. 30
 1/2 lb., per doz. 50
 1 lb., per doz. 75

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has been used in all ages to indicate the height of perfection, and it is with this idea in view that the name is applied to this flour.

LAUREL FLOUR

is manufactured from the best hard Spring Wheat grown in the Northwest and by the latest methods, and the best possible results have been obtained.

We guarantee it to be equal to any and superior to many of the Spring Wheat Flours offered.

A trial order will convince you of the truth of our statement.
 Banners and printed matter supplied.

WORDEN GROCER CO.,
 GRAND RAPIDS, MICH.

Ceresota

Sells when other flours lay around the store to gather dust and feed mice. There's no money in raising mice nor in accumulating unsaleable relics. You don't want any "chestnuts." You want **sellers** and there are none on the market like

Ceresota



OLNEY & JUDSON GROCER CO.,
 GRAND RAPIDS.



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Published at the New Blodgett Building,
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E. A. STOWE, EDITOR.

WEDNESDAY, . . . MAY 20, 1896.

NUMERICAL RELATION OF SEXES.

The present has been called "Woman's Age," because women are making their way with extraordinary activity and rapidity into trades, occupations, and business and industrial pursuits which were formerly monopolized by men.

This state of things has largely resulted from the fact that, whereas, formerly, the women were supported by their fathers, husbands, brothers and other male relatives, in later years many women have not only found it necessary to maintain themselves, but in not a few cases they have been required to care for male dependants.

Naturally, a great social movement of women out of home life, and into business and even public careers, has had the effect to arouse to independent action many women who are not obliged to toil for their own living, and thus a great social revolution, set in motion by a variety of causes operating in concert, is rapidly approaching a culmination, the consequences of which, to politics, morality and religion, enormous as they may grow, can be but indistinctly foreseen and imperfectly foretold.

From the rapid and remarkable development of the woman movement, the inference would seem plain enough that there is an excess of women in the population of the United States where the evolution is most active. An examination of the facts, however, shows that this inference is without real foundation.

The truth is, as shown by the census of 1890, there were then in the United States nearly a million and a half more of men than women. The fact most remarkable, as shown by these figures, is the excess of women among the negroes. The whites show an excess of males in the proportion of 51.30 per cent. to 49.70. The civilized Indians show a preponderance of men in the ratio of 52.04 to 47.96, while the wild Indians on reservations have 50.33 per cent. of men to 49.67. The Chinese and Japanese are nearly all males, since but few of their women have ever been brought into this country.

The statistics show that of the other races native to the United States, or domesticated here by centuries of residence, the males outnumber the females in an average ratio of 51.22 to 48.78; but the negroes violate this rule in a most striking manner, showing an ex-

cess of women in the proportion of 49.87 of men to 50.13 of women.

There are in the United States nearly a million and a half more males than females of the human race; but, when the distribution of the sexes is considered, it is apparent that the conditions are very peculiar. There are many states in which the women predominate, and others where there is an excess of men. The States in which the women predominate are: New Hampshire, Massachusetts, Rhode Island, Connecticut, New York, Maryland, District of Columbia, Virginia, North Carolina, South Carolina, Georgia.

In all others men are in a majority. Louisiana, however, comes nearest of all to having the sexes in equal numbers, the males being 559,350, while the females are 559,237, the excess of men being 113. The states in which the deficiency of males is found are the old states of the East, which have lost their men in great number, partly by the civil war and partly by emigration to the West. The men who went westward to grow up with the country were in most cases unmarried, although not a few husbands took part in the migration, leaving their wives behind. Thus it is that there is not a Western State but has an excess of men. Of the foreigners who immigrate to this country, the greatest numbers are men, and they help to create the disparity of the sexes.

It appears from the census of 1890 that there is an excess of women in the cities and of men in the country. The preponderance of women in cities has commonly been attributed to the fact that there they find greater scope and opportunity for self-support, and this is undoubtedly the true explanation under the conditions which are impelling the sex to extraordinary effort for self-help. It must be noted that in the Old World countries of Asia, except where the female population is limited by the general murder of the infants of that sex, the excess of women is provided for by the system of polygamous relations.

In Christian countries, where monogamy is the rule, there ought to be some general distribution of the population, so that there would not be communities where there are thousands more of men than women, or thousands more of women than men. The superabundant women of the Eastern cities would be a grand blessing to the lonely and enforced bachelordom of the Far Western States and Territories, yet there is no provision in the social system of this boasted age of civilization to accomplish the exchange. A civilization which fails to remedy such an evil is grossly defective.

A curious feature of the outflow of gold from this country, during the present month, is that none of it has gone to London, France and Germany having taken all of it. While the amount exported seems large, some \$12,000,000 having gone already, there is nothing unusual or that need cause uneasiness. In only two instances, during the past ten years, has the import of gold exceeded the export, while in May of 1894 there was an excess of the export of \$23,000,000; in 1893, \$15,000,000; 1891, \$30,000,000. It will be remembered that, last year, the Treasury was under the protection of the Belmont-Morgan syndicate, which interfered with the natural course of finance. Thus it will be seen that there is nothing unusual or that need cause uneasiness in the present situation.

TRADE OUTLOOK.

Trade seems to have settled down to a condition of waiting for something to turn up. Political conventions and their declarations of policy are so soon to occur that there seems a disposition to await the outcome. Crop decisions are also causes of waiting and this disposition is increased as a result of iron and other combinations. The fact that unexpected demand has developed in shoe and leather lines on account of good demand for consumption indicates that the caution which has so long obtained in other lines may be found to hold trade down until the needs of consumers will put a new face on the matter.

The most favorable reports come from boot, shoe and leather lines. The wholesale demand indicates that too much caution has been exercised in buying and stocks have run short. May trade has been exceptionally good and there is a disposition to buy more freely for summer delivery.

The most favorable feature in the iron situation is that there is a greater demand, two to one, for steel rails than last year. The general dullness at Pittsburg, however, is even intensified. Bessemer pig is quoted still lower, and the general demand for finished products is very slack. There is promise, however, in the outlook for structural demand.

Complaint still continues that the prices of cotton goods are too low for the price of cotton. The tendency has been for cotton to keep up, through speculative interest, while the unprecedentedly low quotations on prints, etc., continue. These conditions are resulting in still further closing of mills and in some cases reductions of wages in spite of threatened strikes. Wool has moved more freely, though with decline in price.

In the stock market the tendency to wait seems most marked. The Spanish incident last week exerted a bearish tendency, which was of short duration. Among industrials the only ones showing much activity are the Diamond Match and New York Biscuit. These have changed rapidly within a range of eight or ten points enough to make them interesting for speculators.

The ratio of failures keeps up, 265 against 267 last week and 210 in the same week one year ago. Bank clearings continue about the same and exceed the billion mark.

WAITING FOR HARMONY.

The session of Congress now drawing to a close has been remarkable for the number of measures introduced of an industrial or economic character and for the small number of such measures which have, or will at this session, become laws. The industrial depression early engaged attention and measures for relief were prosecuted vigorously. It looked as though something effective would promptly result. But when the political situation became manifest it was found that the differences between the two houses and between them and the Executive was such that no decisive action could be consummated. Thus a truce of an agreement to wait for other changes seems to have been tacitly agreed upon; and such measures, after long discussion were left in committee or buried between the two houses.

This is the situation as to measures for the relief of the Treasury, and for the increase of revenue. The bank-

ruptcy bill seems likely to be left in committee. The bill for the adoption of the metric system, while not of so immediate economic importance, encountered a satirical speech which placed the matter in such a light that no one seemed inclined to take it up again—it was simply buried under unreasoning ridicule.

The country seems to have accepted the situation gracefully and to have resigned itself to waiting until there can be more harmonious action. In the long run the results may be more beneficial than if there had been too radical steps taken for the remedying of temporary conditions.

A TYPICAL STRIKE.

The Milwaukee street railway strike was of passing interest in that it was a typical set-to between a municipal corporation and unionism. Depending on the influence of popular sympathy, the strikers appealed to every possible authority for interference and arbitration. Fortunately, there was sufficient recognition of the danger of such interference on the part of the city council to cause it to stand aloof. The efforts of the State Board of Arbitration were of no avail as to the position taken by the company that it could not consistently recognize the union.

The company found no difficulty in supplying the places of the strikers with experienced operators, recruited from several different cities, including about seventy-five from Grand Rapids. Thus about 700 men were put to work in place of 1,000 strikers, and the service was soon restored, although the continued manifestation of public sympathy by the patronage of other conveyances provided by the strikers greatly lessened the patronage, so that the smaller number were sufficient for the work. The company adheres to its proposition to keep those who have taken the place of the strikers employed, but signifies its willingness to take on the old men as fast as openings may be found for them.

The results of a strike of this kind to the rank and file of the workmen demand the greatest commiseration; and yet, if their misguided efforts should be successful in the establishment of union control over such industries, the results would be so far reaching that the suffering which would be caused by the inevitable contests to follow would be many times greater.

The continued depression and irregularity of prices in cotton and woolen manufactures seem to have no influence in discouraging the establishment of new enterprises in those industries all over the South. As indicating the rapidity with which the Southern development of these manufactures is progressing, an association of seventy concerns has been organized at Atlanta, called the Southern Textile Association. It certainly looks as though this line of industries is destined to be transplanted to the warmer clime.

While speculative securities have been very dull in the London markets recently, it is significant that the incident of offering a block of \$4,000,000 New York City 3½ per cent. bonds should have provoked a vigorous competition, and that the prominent firm which made the successful bid, in offering them at a price which would reduce the income to 3 per cent., quickly secured an oversubscription to the bonds.

A DEMAND SUPPLIED.

An interesting illustration of the saying that a demand will always create a supply is found in the methods of newspaper illustrating now so generally in use. Within the memory of all who have attained majority illustrations in the daily press were practically unknown, and in the illustrated weekly and monthly papers the preparation of the engravings, while limited in quantity, constituted a very large proportion of the cost. Until quite recently the only practical method of producing engravings for use in newspapers was by laboriously cutting them in the surface of an especially fine grained wood with steel gravers.

Those familiar with the art of engraving remember that there was a great demand for illustrations which could not be supplied by the resources of wood engraving. A few coarsely engraved portraits of prominent men, with an occasional rough diagram or map, were about all that that costly process could achieve for daily newspapers; and these, on account of the limitations of coarse printing, were ugly, hard looking productions.

The demand for some practical means of artistic illustration became more and more urgent. As a consequence, a large number of "processes" were devised which yielded more or less, generally less, successful results, until finally one of the first to be tried and abandoned was taken up again and, through a few "kinks" in its management, became practical. This has now about driven all other methods from the field; and it is an exception to pick up any daily paper printed in this country without finding a considerable number of illustrations by this process in its pages.

As might be expected, the growth of the art element in this class of illustrations was very slow. For a long time, if not, indeed, in the majority of cases yet, the portraits and sketches were laughably crude and inartistic. Recently, however, a few artists have taken hold of the work in a way to make a revelation as to its possibilities.

It is a matter worthy of note that the element of art in illustrating daily papers has made the greatest advance in the West. While the New York papers content themselves with amateurish delineations of the faces of notable men, the Chicago press has developed the highest grade of work in that line of art in this country. Some of the artists engaged in this field have discovered the fact that the process, in its use in the coarsest methods of fast newspaper printing, is peculiarly adapted to a strong, artistic handling. The results of their work are remarkable for the evident fidelity of the likeness in the portraits, with the boldest treatment.

Thus this demand for supplementing the text with graphic representation has been the means of developing an industry of great magnitude, which seems likely to create a new school of art in "black and white." While the progress of the industry has been considerable, the artistic features are only just beginning to become apparent and the promise of future development in this line seems almost unlimited.

A SLOW DEBTOR.

The little incident recently reported from Washington relative to the allowance to an old Texan by Congress of a small claim of thirty years' standing is illustrative of the fact that, in spite of a popular theory to the contrary, the

Government is one of the most dilatory and unfeeling debtors in the world.

The country is full of slow debtors, some because of unavoidable inability to meet their obligations and others from absolute meanness, but none of them take their time in standing off a creditor as Uncle Sam does. The city of Washington is filled annually with a large number of lobbyists, who are lobbyists in no offensive sense, but are there urging the payment of hundreds, even thousands, of old claims that ought to have been paid years ago. These unfortunate creditors who trusted Uncle Sam on his reputation have gone year after year to his representatives, seeking common justice, but have as often met disappointment. Many of them have grown gray in following their claim, and have lost money, strength and mind in the ceaseless rounds and heartlessness and red tape of the Circumlocution Office, and yet haunt the capitol and department corridors as so many ghosts of a former age.

Persons familiar with Washington are familiar with these pitiable objects of governmental misuse. There are Indian and border depredation claims, French spoliation claims, claims for materials furnished and services performed, where the cause of action occurred long years ago, that have never been paid, and never will be, and that are yet honest obligations of the Government. Uncle Sam is not the high-souled and scrupulously honest debtor he is often supposed and reputed to be. Salaries are generally paid promptly, but, when the average citizen does the Government a good turn at an opportune time, or has his property destroyed when the Government was responsible for its protection, not to get the cash at the time is not to get the cash at any time for years, possibly never to get it.

The ideal man has been found at last. It has heretofore been supposed that heaven was his home, and practical people have not wasted much time looking for him on this wicked earth. Another reason that he has remained so long incognito is that no one knew just what an ideal man was like, or what they were looking for. Prohibitionists thought he didn't drink or use tobacco. Club women thought he would stay at home and tend to the baby o' nights. Young girls thought he always treated to soda water. Rev. Anna Shaw, however, had a distinct idea of what he was like, and the minute she saw Prof. Edward Griggs, of the Stanford University, in California, she knew him to be the ideal man she had been looking for, for more years than the census taker wots of. She didn't recognize him by the strawberry mark on his arm, but by his sentiments. He made a speech on "The Modern Change in Ideals of Womanhood," and, as soon as he finished, Rev. Shaw arose and triumphantly announced that here was the perfect one of his sex, the ideal man. This was greeted with tremendous applause, as the audience was delighted to be let in at once on the ground floor, as it were, of such an important discovery. As Miss Shaw is a Michigan woman—albeit she now resides in Boston—her judgment may be relied upon as excellent.

The exports of gold for the ten months ending with April amounted to \$86,290,157. The imports for the same time were \$30,301,054. Thus the excess of the exports of gold were \$55,989,103. The excess for the corresponding time of the preceding year was \$36,219,392.

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.

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:

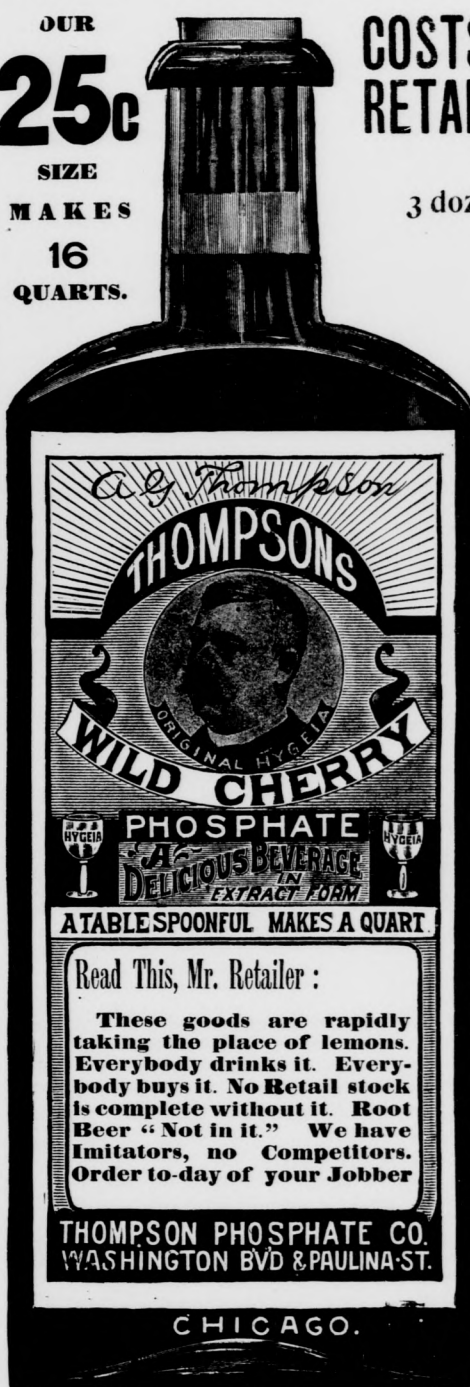
One 1-gal on jug, for sampling,
makes 2,000 glasses; one tray;
six glasses; one pitcher; two
muslin banners; ten colored
signs; large posters; twelve beautiful
oil painting reproductions
in fourteen colors, size 12x17, one
free to each purchaser of a 50c.
bottle.

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



Use Tradesman Coupon Books and Avoid Loss

Hardware

DESPOOT OF THE NAIL.

How One Man Controls a Vast Manufacturing Interest.
From the Chicago Times-Herald.

In an office at 608 Sears building, Boston, Mass., is a man whose power is more despotic than that of the President of the United States, and whose annual income is several times as large. His word is sufficient to close one or fifty large industrial establishments, to throw an army of men out of employment, or to build up or partially destroy the fortunes of many business men.

Of course, he is a multi-millionaire, and it can be added that at his present rate of progress he will soon distance the illustrious Li Hung Chang, with or without the peacock feather and yellow jacket.

His title is a modest one and is not paraded before the public. In fact, if it were possible to conceal it, the existence of his office would remain absolutely unknown, except to those directly interested. To ever nail manufacturer or jobber in this country he is known as "commissioner" or treasurer of the "nail pool." All do not yet know that he occupies a similar position with a recently formed association, which "boosted" the price of machine bolts and nuts 50 per cent. last week. The trade, however, is thoroughly conversant with the fact that he succeeded in "boosting" the price of tacks 150 per cent. a few years ago, at a time when the trade was in an utterly demoralized condition and the cost of manufacture lower than it has ever been before or since.

The title of "commissioner" is fitting, as the man in question has a commission to hold the pool of nail manufacturers and its prices intact. Incidentally he receives a commission of 1 cent a keg on all the nails sold, as long as he succeeds. This last little item amounts to \$6,750 a month, or \$81,000 a year, on the basis of allotment agreed on for April. The allotment for the current month is not generally known, though it was fixed at a meeting held at the Wellington Hotel in this city about two weeks ago.

This little item of \$81,000 per annum is regarded by knowing ones as only a little side line when compared with the revenue from freight rebates. Out of deference to the interstate commerce law, however, the latter question is tabooed and the whole matter is a subject of conjecture. It is nevertheless unquestioned that prices of nails at all points in the United States are the same as at Pittsburg, with the open, published freight rate from that city added. If a less rate is secured, or if the nails are shipped from a mill near the point of consumption, as often happens, the difference goes into somebody's pocket.

The benefits which have accrued to the general public from the practical workings of this pool can best be illustrated by a few figures. Less than a year ago sixty-penny nails sold in Chicago as low as 95 cents a keg. Their price now is \$3.30. Lathers' nails, technically known as "three-penny fine," sold then at \$2.55, now at \$4.40. These sorts represent extremes of commercial sizes.

Practically all of this additional price, ranging from \$1.85 to \$2.25 on a single keg, goes to the nail manufacturers. The jobber gets practically nothing, the retailer gets little more and the consumer pays the freight on the whole transaction.

The method of keeping the wholesale dealer in line under this jug-handled arrangement is simple but effective. There are only three or four mills outside the combination, and these are not sufficient to supply Chicago alone. The treasurer, therefore, notifies the jobber that he is entitled to 10 cents a keg rebate, provided he buys of certain mills which the treasurer shall designate and does not sell below the stipulated price. As the payment of the rebate—on which the commissioner meanwhile draws in-

terest—is deferred six months, the buyer is in the iron grasp of the commissioner. The purchases of the buyer during the six months are necessarily so large that he has, at all times, several thousand dollars in rebates on deposit with the combine. All this is lost if the dealer buys of a mill outside the association, and it can thus be seen that the outside mills have a very hard time selling their products to any buyer whose needs are large.

The nail mills in the pool have been kept in line heretofore by a "gentleman's agreement," which has numerous additions and variations. The chief of these is to cut down the allotment of total production to the basis of actual demands for consumption, apportion this as nearly as possible among the various mills, then deduct, say, 75 cents a keg from the price of every nail made above that figure by any individual mill and give the 75 cents to such mills as do not manufacture their allotted total.

The basis of allotment is fixed every month, and the pool alternates its meetings between New York, Pittsburg, Cleveland and Chicago. The last advance of 15 cents a keg was ordered at New York in March and reaffirmed at the April meeting in Chicago.

The pool practically guarantees its prices for a month, but will not sell for delivery more than a month ahead. It also behooves every dealer to keep sold up close every month, as a part of one of the clauses of its guarantee to the jobbers reads: "No abatement will be made on any invoice shipped prior to the first of the month, next preceding the one in which the reduction is made."

The profits that the commissioner derives from his nail business and its collaterals are presumed to be very much larger than those he receives from the recently formed "bolt association," but the particulars of the latter have not yet floated to the surface. The only particulars so far known to the trade are that the price has advanced 50 per cent. within a week.

J. H. Parks is the "trade general" who successfully floated the scheme which brought the nail manufacturers out of a condition in which they were losing money into a condition where they are now coining it. He is a fine looking but unassuming man, and his work is as fine in its way as is its projector. His inspectors have access to all the books and works of the men in the pool, and he is constantly informed if any of the mills run ahead or behind their proportion.

His prestige was gained as organizer of the Atlas tack corporation, a concern which bought up the Taunton tack company, Loring Parks, Field & Co., Shelton & Co., and many of the other great corporations of the East. This concern is now in a legal tangle, said to have been due to trouble among the managers, and the United States courts have appointed J. T. Lathrop and James P. Stearns receivers to adjust its affairs. Both these men have offices in the Sears Building, Boston, the same building which shelters Mr. Parks.

The Drummer's Leap.

Three drummers sat in a Broadway cable car the other day telling stories. The conversation had run to tales of railroad accidents, and two of the men had told of several narrow escapes they had had. The third was silent for a moment, and then he took up the thread of the conversation.

"While up the state yesterday," he said, "I jumped from the Empire Express while it was flying at the rate of sixty odd miles an hour." Then he stopped and watched the effect of his statement.

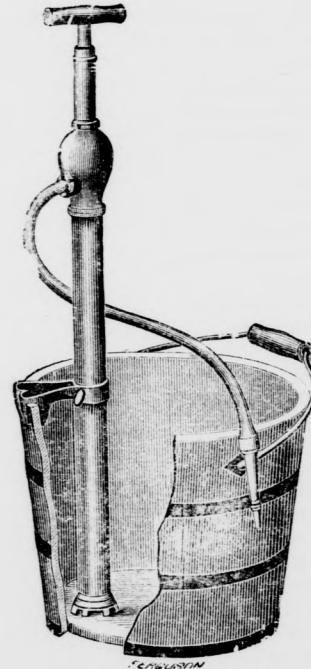
"You jumped from the Empire Express?" inquired the other two drummers in unison.

"Yes, sir," replied the other. And then he added: "I was on the track when I made the jump."

It is seldom advisable to urge anybody to buy, for people are suspicious of that which you are so anxious to get rid of.

SPRAY PUMPS

Bucket and Barrel.



Send for Circular and Price List.

FOSTER, STEVENS & CO.

Grand Rapids, Mich.

Weatherly & Pulte,

90 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.

Warren's Liquid ASPHALT ROOF COATING

Costs us over 90 per cent. pure Trinidad Asphalt when dry. You can get full information in regard to this material by writing

WARREN CHEMICAL AND MANUFACTURING CO.,

81 Fulton street, NEW YORK.

1120 Chamber of Commerce, DETROIT.

Clerks' Corner

A Diploma Not Essential to Success.

There is a good deal of human nature in the young fellow who works just over the way. There isn't a lazy bone in his body, and it doesn't make any difference whether the boss is around or not, if there is anything to be done he takes right hold and does it. He's at the store the first one in the morning, and there doesn't seem to be anything like getting tired about him. One can't see a young fellow like that without liking him, and one can't like another long without getting to know him better; and so, from time to time, there have been occasional meetings between us, until I think I know the boy pretty well.

He improved on acquaintance but he has been so careful not to "get too thick all at once" that I began to fear that I should never know him. The other day however he came down handsomely—it was probably due in part to the spring fever, in part to hard work and the rest to the home feeling which, in the languid spring weather, lays irresistible hold on a fellow—and then I knew that the boy whom I had put down as a future "man of mark" in the commercial world doesn't want to be that kind of man at all. His dream is the life of a physician and his "crown of sorrow" is the lack of a college education. What would make that boy the happiest one above ground is a diploma from the State University at Ann Arbor; and here, while I was thinking that he was working to get his foot on the next step of the commercial ladder, he was quarrelling with the fate that keeps him from having the only thing in the world which, in his mind, is worth the having.

Well! The time to say something, if it was ever going to be said, had come. A single sentence, with him, was enough, and here it is: "If a boy nineteen years old wants a college training, the way to get it is to stop scolding and go to studying." This led to further talk and some planning; and there is going to be a physician, one of these days, liberally educated, a success in his profession, and that physician is the hard-working clerk just over the way.

So much for that. But there is another side to this question which will bear talking about: This clerk isn't the only one who thinks that the best part of the world is on the other side of a college diploma, and that he never can be anything until he gets on that other side. The mistake lies in the believing that a college diploma is the end and aim of existence, and that, with that in hand, the rest of life is but a holiday. It is no such thing. The diploma tells this brief story: "The bearer has been allowed to pasture for the last four years in the college cloverlot"—that's all. It doesn't say whether the boy made the most of his opportunities; whether he had to wear a "poker" most of the time to keep him from jumping the fence, or whether he stood at the bars, dewlap deep in clover, and bellowed until he got out. It says, simply, that he has had a chance to improve the quality of the beef and, so, of the animal—that's all there is in the diploma. I know of a barber who has a diploma from a medical college; but he found, after the precious document was in his possession, that he could do better cutting hair and shaving, and he is doing so. Is that, my clerk, what you want of a diploma and of the col-

lege training it is supposed to represent? I know of a college graduate who is driving a street car for a living, and who is said to be using his diploma as a liver pad! Is that what you want of yours?

"But a man with a college training has a better chance in the world," you say. Yes, if he knows how to improve it. Read this: Two boys went to college with just money enough to take them through. In due time, with diplomas in hand and letters of recommendation to a large shipbuilding firm, they asked for employment. "What can you do?" asked the man of millions of the first graduate presented to him. "I would like a place, sir, that will comport with my acquirements." "Well, sir, I will take your name and address and, should we have anything of the kind open, will correspond with you. Good morning, sir." The other graduate was admitted. "What can you do?" "Anything that a green hand can, sir." The manager touched a bell and a superintendent came in. "Have you anything to put a man to work at?" "We want a man to sort scrap iron." And the college graduate went to sorting scrap iron. A week passed, and the President, meeting the superintendent, asked how the new man was getting along. "Oh," said the superintendent, "he did his work so well, and never watched the clock, and so I put him over the gang." A year later, this man had reached the head of a department and an advisory position with the management with a salary of four figures. His fellow student who was after "a place comporting with his diploma" found it as clerk in a livery stable—washing harnesses and carriages! Do you think, boys, that the stable would be improved any with the young man's diploma framed and hung up there?

And yet, if the graduate, with the nonsense taken out of him, has found his place and knows that he has found it, the real college training behind the diploma will show itself. In the eyes of men the work may be humble; but, if the college graduate be true to himself, the harnesses he cleans and the carriages he washes will hint, in a thousand ways, of the culture and the higher life, which the commonest employment can never hide. If you are longing for the culture and the higher life, fight for them, boys, as Lincoln, and Grant, and Garfield fought for them and won them; but, if it is only the miserable diploma you are after, give up the struggle at once, for, when it is over and the coveted paper is yours, you will find, as did the car driver, that it is fit only for a liver pad—and not a first-class liver pad at that.

UNCLE BOB.

No Danger of Contagion.

Jorkins—I am going to have my bank bills disinfected before I handle them. Mrs. Jorkins—For what reason? Jorkins—To remove the danger of contagion to my family. Mrs. Jorkins—I never heard of your family being exposed.

The forcing of a sale against the judgment and inclination of the buyer reacts upon the seller.



Scales!

Buy direct and save middlemen's profit. Write for prices and description before purchasing elsewhere. Scales tested and repaired. Satisfaction guaranteed.

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

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.....	50&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.....	1
Discount, 75.....	
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's.....	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.....	65
7 and 6.....	75
4.....	90
3.....	1 20
2.....	1 60
1.....	1 60
Fine 3.....	1 60
Case 10.....	75
Case 8.....	90
Finish 10.....	75
Finish 8.....	90
Finish 6.....	10
Clinch 10.....	70
Clinch 8.....	80
Clinch 6.....	90
Barrel %.....	1 75
PLANES	
Ohio Tool Co.'s, fancy.....	@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.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/2c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10	

HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 70&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/4 inch and larger.....	5 1/2
Manilla.....	9
SQUARES	
Steel and Iron.....	80
Try and Bevels.....	
Mitre.....	
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$3 30 \$2 40
Nos. 18 to 21.....	3 30 2 40
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
Anneal'd 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
20x14 IX, Charcoal.....	6 25
14x20 IX, Charcoal.....	6 25
Each additional X on this grade, \$1.75.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, per pound.....	9
14x56 IX, for No. 9 Boilers, per pound.....	

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.

Having had many years' experience

Frequently, something occurs during the absence of the doctor; another doctor from a distance who is not in sympathy with our store might be called in. To prevent it we give some remedy to assist and quiet the patient until our doctor returns. We immediately tell him what we have done; we work together, the doctor and I, and between us we can hold the fort. It must be distinctly understood that we do no counter-prescribing—rather prefer that the doctor do that. Of course we talk up a remedy that somebody wants, but when any one wants our opinion as to who is the best doctor, why, of course, the one who looks out for our store is the only doctor in the world. We try to succeed in keeping clear of such gossip as one frequently hears in the city, as of certain doctors and druggists being on "the outs." Such things are absolutely uncalled for in the majority of cases. Little differences and misunderstandings can be settled by an interchange of views; the doctor and druggist must work together. Letting the general public become acquainted with their differences has a very bad effect from a business point of view, does no good to either, but on the contrary does harm. I am not a physician, but this I will venture to say for them—there is not a sane doctor in the universe but will meet a druggist half way if the proper diplomacy be used. They expect to be humored, and unless the druggist does it he will be the loser, if not finally forgotten.

Now look at the difference in expense of running a store in the country and the city. I know of stores in two cities

SAMUEL H. HILL.

There are comparatively few unsalable goods, for even the worst lines will sell, if the price is right; and if the price is right, and the representation correct, no injury is done the buyer or the seller.

DETROIT.

Credits and Collections.

F. R. Boccock in Hardware Dealer.

It is not the purpose of this article to go into any lengthy treatise upon the topic of Credits and Collections, nor to advance any novel ideas as to the system that should be adopted in the conduct of a department for the consideration of these subjects, but simply to give expression to some thoughts that have been given birth by careful study and developed by ample experience. The approval or disapproval of orders is a problem that is extremely intricate and important. So many houses in the past, of high commercial standing, have been forced to surrender their proud position by losses entailed by overconfidence in their customers' integrity and worth, and by reason of lax methods in the making of their collections, that the subject has been raised to a prominence worthy of its importance. There is scarcely any department of a large business so closely identified with its successful management as that pertaining to credits. So widely has this been recognized that the position of credit man has become almost a profession. A man that would successfully handle so important a branch must serve a faithful apprenticeship, and devote himself to the study with patience, devotion and determination. To imagine that any one is adapted for this class of work is a mistake that has been proven fatal in practice upon more than one occasion. It is an easy matter to simply approve or disapprove an order, but to intelligently analyze a man's affairs, to know the condition of that part of the country in which a debtor resides, to learn as to his character and business acumen, how exacting his competition, what his standing in his local community, and various details entering into a debtor's success, requires adaptability, system, tact, a wholesome regard for details, and quickness in drawing conclusions. These qualifications are all essential, and can only be attained and perfected by natural ability, diligence and practice.

There is one other essential, however, to full success in the management of a credit department. The credit man must be unrestricted as to his judgment and have full power to act according to his best beliefs. His judgment may be accurate, and based upon the very soundest reasoning and closest investigation in the conclusion to decline further shipments; yet the bill of goods goes out, by reason of the counter decision of some member of the firm who, owing to personal acquaintance, or the flattering expressions of some salesman as to the debtor's standing, believes it wiser to take the risk. Result, a considerable loss. In how many instances has this proven the case. This is not business, and there is scarcely any credit department that will not make a better showing as to losses when its decisions are respected and sustained. The first great essential, therefore, to a wise, judicious, and successful management in this department is the selection of a trained and highly competent man for the position. The fullest and most desired result of such management will, however, depend upon the second essential—that such a department, once wisely established, be given entire power, full independence, and its rendered decisions subject to no interference, but considered as binding and unalterable other than by the credit man's own volition. No man holding such a position and with full confidence reposed in him will fail to recognize the full responsibility resting upon him, and act in every instance with a desire and determination to best serve his firm's interest.

No credit department can produce the best results acting merely as such. Credits and collections must be coupled together and managed by the same authority. In many houses the mistake is made of having collections under one department and the approval of credits under still another. They are bound together by all sense of logic, and cannot be separated without more or less disaster. The system perfected for the approval of orders should be sufficiently

extensive to embrace as well the proper collection of accounts. They should dovetail one into the other, so as to make a consistent and efficient method.

Is that system not open to question, which is so largely adopted by prominent houses, of placing a limit on an account and then filling orders to that amount regardless of whether previous shipments are not already past due, and the bills thus being lapped? Is it not a safer rule to adopt, that no shipment shall be made while a former invoice is past due? It is in accordance with firm belief in the accuracy of the later proposition that we conduct our own department, and we can but report the very best results. So long as it is generally known that this is the rule of the house, there need be no fear of offense being given. The best accounts will never be subject to this regulation, and the slow payers, to whom the rule applies, need at the best to be watched closely and placed under some restraint.

The consideration of this subject naturally brings forth discussion as to the enforcement of prompt payments. To the writer the value of a strict regulation in this respect is beyond question. Such a system should be adopted that provides for statements being promptly submitted as accounts fall due, to the consideration of the credit man, and by him treated according to his judgment, but never being out of mind until settlement has been made. True it is that some customers may prefer to deal with other houses where they can take more time, and have more of their own way, but the accounts thus lost are not always a great sacrifice. Such customers must either illustrate poor business methods, or a deplorable financial condition that prevents promptness in meeting their obligations. In either event the account is not satisfactory, and sooner or later the merchant will be forced to surrender by more competent and enterprising competitors. There are exceptions, of course, but the large percentage finally reach that end. Now, on the other hand, experience has taught us that prompt collections increase sales. In the first place, such a regulation gives a house a prominence that commands the greatest respect. Such methods rapidly become understood, and the impression is created of independence and exclusiveness. The name of such a house as a reference by any debtor is almost a guarantee of his standing. The consequence is that the best merchants throughout the country seek to do business with a house of such high regard.

In the second place, a larger business even will be done with those merchants who were formerly slow in their payments. Often a customer owing a house bills past due will go elsewhere to replenish his stock, rather than submit himself, by sending in a new order to his larger creditor, to a request for a check. Let the account be paid up closely, and a customer feels proud of his relations, and orders without hesitation as frequently as his demands require. To-day competition is so keen and goods are sold so close that the margin of profit provided by the cash discounts is not to be sacrificed without justifiable reasons. Merchants who persistently decline to take advantage of such profits are certainly open to criticism, and their accounts should be subjected to close scrutiny.

We can scarcely conclude the expression of these thoughts without adding a few lines relative to failures. Has it not seemed during the last few years that failures have been growing more and more prevalent? Is there not a reason for such a condition other than poor business, poor management, or lack of capital? When affairs are such that almost any merchant, with a good, bad, or indifferent reputation, can fail and offer a cash compromise of from 25 to 40 per cent. with a reasonable assurance of its acceptance, is it not placing a premium on such transactions? We heartily believe that creditors are altogether too ready to accept compromise settlements, especially from a certain class of unscrupulous merchants, and thereby are unintentionally, but never-

The Stimpson Computing Scale

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



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

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

BARBER & CRAW.

L. O. Barber.
C. B. Craw.Fruits, Groceries and
Farm Produce.

LOWELL, Mich., March 16, 1896.

Gentlemen:

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

Write for circular giving full particulars.

STIMPSON COMPUTING SCALE CO.,
TECUMSEN, MICH.

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

Manitowoc Peas.



Green Peas all the Year 'Round.

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

Grand Rapids people made them a standard of excellence at once.

Nothing to compare with them on the market. Wherever Manitowoc Peas have been tried, French Peas have been abandoned.

We are the largest packers of hand-picked peas in the country.

WORDEN GROCERY CO.,

Sole Agents For
Grand Rapids
And Vicinity.

theless certainly, forging chains that eventually may crush the life out of rectitude and honest business principles. We affirm that it is neither equitable nor just to place the honorable but unfortunate merchant upon the same plane with the man whose record and the circumstances of whose failure brand him as decidedly unprincipled. The first deserves all consideration, and is worthy of having helping hands extended to place him upon his feet and to give him the start once more that his reputation and character deserve. The second should be treated with contempt, and such action be taken as to force him from the ranks of competitive merchants, at least so far as reputable houses are concerned. In some cases not so large a settlement might be obtained as by accepting the compromise offered, by reason of the injustice of our various state laws permitting different methods of defrauding confiding creditors; but it would be paying but a small amount for the improvement of commercial conditions, the reform of trade customs, and the establishment of a better and higher-moraled class of merchants throughout the country. To this end we believe that the New York Credit Men's Association could wisely establish a department of investigation that could in every instance of failure look into conditions, examine assets and liabilities, inquire into the man's reputation and character, and then report to the creditors whether or not compromise should be entertained. There should, furthermore, be a binding obligation resting upon the members of such an association, preventing them from ever selling any man, or any firm with whom such a man is employed in a confidential capacity, who has been identified with the perpetration of a fraudulent failure. There are always two kinds of failures, the one honest and the other just the reverse. A marked illustration of the first was again brought to the attention a few days ago, when Mr. Michael Doyle, of New York, called upon all of his once creditors, bearing with him a check for the balance of the amount owing them over and above the compromise settlement accepted at the time of his failure some two years ago. It was but a moral obligation resting upon him, but how infrequently these obligations are recognized. To such men merchants should be ever willing to express their sympathy in case of their misfortune, and ever willing to compromise their indebtedness on such a basis as will permit their proper continuance in business. Such men create that commercial confidence on which credit is based, and should be supported by the combined efforts of all dealers; for should that condition ever arise wherein every failure is open to suspicion, the very foundations for credit will have crumbled into a broken mass, and cash be the sole basis for all transactions. May we do nothing to encourage such a frightful catastrophe, but rather let us study to preserve and foster all that is honorable and meritorious in our present system, and that will surely prophecy a better and more prosperous future.

Conspicuous by Its Absence.

Business Man—"You remember that ad. I had in your paper and took out two months ago? Well, I want to have it put back again."

Editor—"Why, I thought you said that no one noticed it while it was in."

Business Man (humbly)—"They didn't seem to until I took it out."

The Way Women Look at It.

Lawyer (in will case)—"Were you acquainted with the deceased?"

Witness—"Yes, sir."

Lawyer—"Did she exhibit any signs of insanity?"

Witness (promptly)—"Yes sir; she never went to a bargain sale."

Shop-worn goods, goods a little out of style and goods which are not in popular demand are not in any sense unsalable, as they can be sold, and their sale does not injure business.

REPRESENTATIVE RETAILERS.

Horace Hoffman, the Mancelona Grocer and Meat Dealer.

Horace Hoffman was born in Union county, Pa., Jan. 15, 1854, his antecedents being English on his father's side and German on his mother's side. Until 16 years of age he worked on a farm summers and attended district school winters, when he decided to strike out for himself, landing at Tiffin, Ohio, where he worked about three years in a meat market and then removed to La-Grange, Ind., where he worked in meat markets for five or six years, after which he devoted a half dozen years to the management of a market on his own account. He then removed to Sturgis, where he conducted the meat business three years, when he removed to Mancelona and, for three years, managed the meat department of the Antrim Iron Co. He then entered into partnership with Thos. A. Price, under the firm name of Price & Hoffman, conducting a meat market about two years. He then embarked in the grocery and meat business on his own account, which he still continues. Mr. Hoffman has acquired considerable property, including the two-story store building in which he conducts business, a residence in Mancelona and a farm of 80 acres located about a mile from his place of business. He is also a stockholder in the Antrim County Savings Bank and has several other investments of a desirable character. In connection with his merchandising business, Mr. Hoffman buys and ships considerable quantities of cattle to the Buffalo market, he being the first man who ever shipped live stock in carlots out of Antrim county.

Mr. Hoffman has never been married, his home being presided over by his mother and sister, his father having passed away a couple of years ago. He is an Odd Fellow and a member of the Masonic fraternity, in which organization he has filled the position of Past Grand Master.

Mr. Hoffman attributes his success to hard work and to his habit of giving people value received on every occasion; and those who know him best insist that he has correctly interpreted the cause of his success.

Nebraska Trade Journal: Rev. Sam Jones never uttered a better thing than when he named the traveling men "the angels of commerce." It is the good fortune of the Trade Journal to know many of these gentlemen, and no better, true-hearted men exist anywhere than they. Genial and companionable, as their business necessarily compels them to be, they are the most delightful companions on a journey, and they are welcomed everywhere. They are the barometers of business, and "the house" regards them as its most reliant support. The spirit of fraternity has been cultivated by them to a very great extent, and their orders are steadily increasing in number, and they are becoming the most respected by all classes of business men. They are good citizens—among the best we have. Although compelled to rove, the love of home is a distinctive feature in their ranks. In all the trades and industries the traveling men bear an honorable position, and many a merchant has amassed wealth by the efforts of "the boys on the road." Many of these most successful merchants have carried the grip themselves, and the experience they gained while traveling has made them pillars of strength in business and honored citizens of the communities in which they live. The Trade Journal always takes off its hat with the profoundest respect to the traveling man and the calling which he honors so conspicuously by his industry and integrity—always the characteristic of the highest type of the American gentleman.

HAS NO EQUAL

FOR CARRIAGES AND HEAVY WAGONS



Keeps axles bright and cool. Never Gums.

1 lb. 4 doz. in case.
3 lb. 2 doz. in case.
5 lb. 2 doz. in case.

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

Scofield, Shurmer & Teagle,
GRAND RAPIDS.

Standard Oil Co.

DEALERS IN

Illuminating and Lubricating

OILS

Naptha and Gasolines

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

GRAND RAPIDS, MICH.

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

Highest Price paid for Empty Carbon and Gasoline Barrels

MRS. DRIFTER'S BANK BOOK.

Story of a Woman Who Wanted to Share Duties and Income.

Drifter and his wife had been chums, in the truest sense of the word, ever since their marriage. If he felt a yearning for an afternoon's revelry at the base ball park, Mrs. Drifter was eager to go along and share his hopes and disappointments. To him all Mrs. Drifter's hats, wraps and furbelows, when exhibited for criticism, were "dreams, my dear, simply great. No other woman could have done so well on so little money."

So far so good. But when the Drifters got the suburban fever and settled upon their home in a cottage at Gravesendhurst there came an interruption to the comradeship. As Drifter says:

"The little girl was never one of your know-it-all, self-reliant, head-of-the-firm women. Not much. She always said that figures bothered her and that when she wanted more money than I gave her, or she could find in my pockets, she'd ask for it. Some kind friend, while on a shopping expedition with my wife, threw a brand into the Drifter circle. That night I got this piece of information:

"'Drifter, every wife should take her share of the responsibilities of the household. Woman should not be afraid to handle business affairs. Experience teaches us that woman is a better manager of the home finances and—'

"'What the dickens are you driving at, little one?' I asked.

"'A woman loses her independence, sacrifices her individuality and becomes merely an ornament, a plaything, a—'

"'Hold on! hold on!' I gasped. 'Have you joined the Female Society to Prevent Husbands from Caring for Wives, or is this a notice of proceedings for separation, Madam?'

"'Drifter,' came the measured reply, 'I have leaned upon you too much. I must not only be a sharer in your pleasures, but in your trials and—and—I—I m-u-s-t have a separate bank account. There!'

"Conversation flagged that evening. The next morning I learned that Mrs. Drifter intended to purchase the new furniture for our Gravesendhurst cottage, to buy groceries in quantities and run the affair entirely on her own plans.

"'It will give me something to do,' she said. 'The storekeepers will have more respect for me, too, and you won't have any bother at all about fitting up the house or running it.'

"That day I devoted largely to starting my wife out on her adventures, those of a young woman with her first bank account. I wrote my check for a round amount and handed it to the cashier of a bank near our suburban home, with the request that he enroll my wife as a depositor. The usual formalities were complied with and then trouble commenced. With bank book and pocket check book in hand, Mrs. Drifter felt her new independence. She decided to raid the bank at once.

"'I will draw some money out now,' she said, sweetly.

"'I let her proceed. She didn't get far. The old cashier kindly insinuated that in the banking business it was customary to realize upon checks or drafts deposited on a new account before honoring demands. He told her that her husband would have no difficulty in getting a small check cashed for her shopping needs.

"That nearly upset the little woman. We went out. I took her to lunch.

"'I don't think much of that bank,' she said. 'Why, they've got the use of my money, drawing interest and all that and then to tell me to wait a day or so. Perhaps you will lend me some money until that funny old cashier finds out who I am.'

"'I gave her a few pointers as to the checking out of funds; showed her the importance of simple subtraction as applied to bank balances and dwelt at some length on the necessity of entering on each stub the name of payee and for what purpose each check was drawn. I also advised her to call on me from time to time to look over her accounts. Then woman's new sphere of activity dawned upon me. Said my wife:

"'Now, Drifter, dear, once for all, do stop joking. You look over my accounts and keep 'em straight? Not much. I'll trouble you simply to give me some more checks to put in that funny little window there at the bank and I will do the book-keeping.'

"'Go it,' I remarked; and she did. Well, the thing went along. I didn't monkey any with the books of my former chum. When at home together I saw that there was a tired look about her eyes, an expression which seemed to say, 'I wish the darned bank account was in a hotter place than Gravesendhurst,' but I let her new venture severely alone. When necessary I handed over checks for her to deposit. That was all. She got the furniture, fitted up the house, meanwhile getting thinner each day and less companionable. Finally a crash came. The telephone rang with emphasis.

"'Mrs. Drifter is very sick, sir. Keeps calling for you and saying, 'Come home, I give up, I'll never do it again.' I've been trying to find you for an hour, sir. I'm so scared for the poor, dear lady.'

"'This from the new girl. Of course, I got home as quickly as the street cars could carry me. Then the secret came out. Between sobs and moans I learned that some grocer of whom Mrs. Drifter had ordered a bill of goods had grossly insulted her.

"'He insulted me, me, your wife,' she sobbed, 'the woman who has no one to protect her if you fail her. Why, why should a weak, frail woman have to stand the insults of rude, rough men when she has a husband who ought to attend to all the business matters?'

"'This was rich, indeed, but I didn't load my six-shooter and sail out after the offending tradesman. I soothed the little woman, assured her that I was a brute to have allowed her to wrestle with the worldly problems of trade, barter and bills, and begged forgiveness for having, as she said, imposed upon her the whole work of furnishing the house and worrying her poor, tired brain with prices and figures and horrid old bank books.

"'I found that the grocer's insult consisted in returning a dishonored check drawn by Mrs. Drifter on her own and only bank account for \$53.16, and marked plainly in red ink at the bank, 'N. G.' That was all except that the grocer had written: 'I return your check. Evidently some mistake. Shall I send the bill to Mr. Drifter?'

"'What does he mean by disfiguring my check with horrid slang? Tell me. How dare he put "N. G." on one of my checks? What can be done to him? Isn't it the same as forgery?' asked my wife.



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



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 (1/2 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,
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Care and Experience

Are required to make good brushes, with the best material. We have these qualifications and our Brushes are superior in every respect. Send for catalogue.

MICHIGAN BRUSH CO.,

Grand Rapids, Mich.



GRAND RAPIDS BRUSH CO.....

Manufacturers of

BRUSHES

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

PERKINS & HESS, Dealers in Hides, Furs, Wool and Tallow

We carry a stock of cake tallow for mill use.

Nos. 122 and 124 Louis St., Grand Rapids.

"I looked over her books, found that her additions and subtractions were sadly mixed and that two other checks were due to come back also disfigured with those horrid words 'N. G.' for she had overdrawn her account to the tune of \$208. And those stubs! Bless her heart! she took me literally. She tried to keep track of her expenditures so as to give me a surprise in book-keeping. She succeeded. To give you an idea: Instead of filling out the stub thus:

Apr. 1.
M. Macaroni.....\$53
For groceries.

Mrs. Drifter had actually endeavored in every case to put down each separate item on each bill paid by check. The one given in payment of an order of groceries was a dream. The order embraced everything from spaghetti to roach powder, and the poor woman with a new and separate bank account had endeavored to transfer all the items to the stub. She religiously filled that stub in her fine handwriting, then started in and covered two sheets of note paper and pinned those to the suffering stub.

"She doesn't run a bank account now," concluded Drifter. "And she's gained ten pounds since becoming again my chum and 'an ornament' to the cottage at Gravesendhurst."—N. Y. Sun.

Used the Lice Killer the Wrong Way. Written for the TRADESMAN.

He jerked open the door of the drug store, jerked himself in, and then shut it with a bang. Then he hitchingly strode half the length of the store, walked up to the first space of counter that was not covered with a show case and threw down a package with a force that rattled the card of corn cure preparation off the show case onto the floor. He rammed his hands into his pockets and impatiently awaited the approach of the proprietor.

The newcomer was a well-to-do farmer of the locality, one of the kind of men who do everything with a rush. He was one of those small, wiry, nervous men, always on the go and of an impatient temperament.

The stove which warmed the room was back of the prescription case, out of sight from the front. It was a cold, blustery day and several of us were gathered about it. The tiller of the soil must have been aware of our presence, for we were laughing as he came in.

Our friend, the proprietor, realized, as he advanced from behind the prescription case, that there was something seriously wrong. There was a set expression to his face which indicated to us that he was going to put forth an extra effort to retain his irate customer.

"How do you do, sir," he said, with a strain to appear natural.

"There, there, sir, there's your dope—take it—I ain't no use for it—take it and give me my money back, and, mind you, sir, I don't agree not to come back on you for damages besides!" ejaculated the man of corn and potatoes, each word being delivered in a higher key than the preceding one.

"Why—w—what's the matter?" asked the bewildered druggist, picking up the package and nervously commencing to untie the string.

"What's the matter?" shrieked the now furious customer. "You'll think there's a good deal the matter by the time you pay for three pullets and the ninety-two point full-blooded rooster that your tanel old mixture has killed for me!"

"Must be some mistake," meekly suggested the druggist.

"Mistake!" You'll find there was, and a mighty dear one it'll be for you, too—and the very fowls I wanted to take to the fair this fall. Come, no use looking at the package—it's the same measly stuff you sold me," said he, this last a shade milder and extending his hand in a manner suggesting the return of his money.

"I don't just understand it," was the hesitating reply.

"Now, see here!" said the farmer, again firing up; "if you stiff-necked, linen-collared, silk-necked druggists think you are going to get us farmers' hard-earned cash for a little of your old patent right lice killer, and kill off all our birds besides, I'll just give you to understand that we'll make you band-box fellers sweat for it!"

The druggist threw the package down on the counter, "chucked" his hands into his pockets, straightened his shoulders, drew a long breath, "gritted" his teeth, thought of all his resolutions to hold his customers, if possible, and—picked up the package again.

"Now, see here, my friend," he began in a tone that indicated an effort to control himself, "did you follow directions closely in using this vermin exterminator?"

"Following them there directions 'll kill off the hens as well as the lice every time," was the positive answer.

Our friend turned the package about with one hand and scratched his head with the other, as if trying to study a way out of the situation. Then he began reading the label on the package half aloud, in a mechanical sort of way, evidently hoping to gain time and find a loophole out of which he could crawl:

"Use—brush—and—cover—with—this—the—walls—floor—and—roosts—of—the—"

"Eh?" come from the farmer.

"It says to cover the floor, walls and roosts of the henhouse with this preparation," he answered.

Before he finished, the customer grabbed the package and gazed at it in blank amazement. Then he dropped it on the counter with a dull thud, and we heard him mutter, in no uncertain tone something to the effect that he'd be hanged if he wasn't the ding dastested fool out of the insane asylum! "I just glanced," he continued in a shame-faced manner, "at the big letters on the label, and I declare if I didn't go and paint them there three pullets and my ninety-two point prize rooster all over!" Then he raised his head quickly, as if he suddenly appreciated his predicament, and whispered (but not so low but that it reached the ears behind the prescription case), "Say! do you suppose the cigars would make them fellers back there keep mum about this?"

"You might try it," said our friend; and he did.

But there was one who didn't smoke! "Say!" said the druggist, after the chagrined hayseed had taken his departure, wiser than on his tempestuous entrance, "I came pretty near getting mad there once. If I had, and had said what I felt like saying, I should have lost him; but now I have a customer dead sure—providing I never mention hens. Say! it pays a business man never to get mad." And we all agreed with him.

E. G. PIPP.

Out-of-style goods need not be unsalable.

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.



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On Our New Goods.

Fruit Coffee

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

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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.

Fallacy of Railway Competition.

Written for the TRADESMAN.

"Railroad building in the United States has been carried on beyond the limits of existing or reasonably prospective demand." "That our transportation facilities are greatly in excess of our requirements is a fact now, if never before, made prominently and most disastrously manifest by the number of railroad systems which, as financial invalids, are either undergoing, or just recuperating from, the heroic treatment of reorganization." These words from a recent article in The Bond Record indicate a condition that, if realized, for some reason, finds very little expression. The confidence in the potency of the iron rail to bring prosperity to any region, especially with competition, is so great that those who intimate there may be too much of a good thing are accounted economic heretics.

In the tendency of the American people to avoid paternalism in government is to be found one of the principal reasons for the undue expansion of the railway systems. The idea of leaving economic questions wholly to the decision of natural economic laws, instead of estimating results to be obtained and, by deliberation, adopting means to the work, is in harmony with the spirit of American liberty; but it is a tremendously wasteful method, in this regard, comparing with many other of the operations of nature. Many things can be safely left to the care of the Great Mother; but there are some things in which her ministrations may be made more economical by the exercise of intelligent supervision.

In the matter of the regulation of railway traffic between the states there has developed the necessity of a considerable degree of government paternalism, which is manifested in the constitution and operation of the Interstate Commerce Commission. The dealings of this tribunal have been found to be of vast benefit, and have demonstrated the possibility and practicability of some kind of intelligent supervision of transportation economics. In some of the states, too, boards of supervision are being established for the regulation, among other things, of projects for railway extension.

But the great extension of all the systems was without regulation. The idea of railways for the development of new country, and old as well, became a craze. And after the systems began to extend it was found that there was a monopoly in prices which demanded some kind of regulation. To meet the demands caused by some of the most flagrant overcharges the state legislatures early learned that, in granting charters, and later by state laws, there must be some limits provided. Thus the very general provision limiting fares to three cents per mile. This and the provisions for physical safety were about all that legislatures would venture to do.

As there seemed to be a necessity for further regulation, the public mind began to look for means to secure it. The first to be suggested was competition. The effects of this factor in the general trade of the country at that time were beneficial—"Competition was the life of trade." In many cases it is beneficial now, but its rapid increase in recent years has brought it to a point where it may as appropriately be denominated the death of trade.

In all those localities where the sin-

gle line of railway had a monopoly of the carrying business the people began to clamor for "competition." No other possible means could be suggested for the restriction of prices and the regulation of methods of traffic. A town with a single line of railway, notwithstanding the fact that that was more than ample for all transportation requirements, was in a hopeless condition unless it could secure a competing line. The result was the competition craze, a continuation and intensification of the railway development craze. This was looked upon as the natural economic method of regulation. Thus in a short time there were provided nearly or quite double the routes and means of transportation that the country warranted.

To what extent has the competition proved beneficial? There is, of course, no question that in many cases it has served to prevent extortionate charges, made possible without any regulation, but in many more cases the remedy has been found worse than the disease. In the long run these things must be regulated by the laws of supply and demand. So that, with a given amount of transportation to be done, the provision of double the means required proportionately increases the cost; for these laws work both ways. For self-preservation there must be combinations on prices where the work is thus divided, and these establish high rates for comparison and regulation of prices where there is not actual combination. Thus the effect of this competition, on the whole, is a vast increase in the cost of transportation—certainly a wasteful method of regulation.

It is easy, in the light of experience, to point out ways by which these matters could have been regulated more economically. The degree in which it has been found practicable to regulate by government action is sufficient to demonstrate that railway commissions might have prevented this tremendous overgrowth and waste. Such commissions could have decided what were fair rates of traffic and these could have gone to just roads enough to sufficiently serve the needs of the country.

But now we have the railroads. About all that can be suggested is a patient waiting for the "country to grow up to the roads." This may be facilitated by turning all the energy to be commanded in the direction of judicious highway improvement.

W. N. FULLER.

Summer Homes.

In the Lake regions of Wisconsin, Northern Michigan, Minnesota, Iowa and Dakota, there are hundreds of charming localities pre-eminently fitted for summer homes. Nearly all are located on or near lakes which have not been fished out. These resorts are easily reached by railway and range in variety from the "full dress for dinner" to the flannel-shirt costume for every meal. Among the list are names familiar to many of our readers as the perfection of Northern summer resorts. Nearly all of the Wisconsin points of interest are within a short distance from Chicago or Milwaukee, and none of them are so far away from the "busy marts of civilization" that they cannot be reached in a few hours of travel, by frequent trains, over the finest road in the Northwest—the Chicago, Milwaukee & St. Paul Railway. A description of the principal resorts, with list of summer hotels and boarding houses, and rates for board, will be sent free on application to Harry Mercer, Michigan Passenger Agent, 7 Fort street, West, Detroit, Mich.

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We beg leave to inform the trade that we have removed our office and sales rooms from our old location to 30 North Iowa St. (opposite Ball-Barnhart-Putman Co.), where we have enlarged capacity and increased facilities for meeting the requirements of our customers. Besides being the largest handlers of vinegar in the State, we are headquarters for

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which have a wide reputation for purity and strength. We solicit an inspection of our new location.

MICHIGAN SPICE 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.

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 & Russell Company,
Chicago, Ill.

Bicycles

BICYCLES AS TRUNKS.

Written for the TRADESMAN.

Gradually the bicycle is assuming a defined position and obtaining recognition on account of its utility and the prospect of universality in its use. There are still many who criticize it and claim that it is an intruder upon the rights of pedestrians and that it should be subjected to this, and the other annoying regulation, so that there is a constant contest going on, in which the victories for the wheel are more and more frequent as the number in use increases.

Perhaps the most bitter fight is that with the railroads. At the first these seemed inclined to show indulgence, but there was something so peculiarly unmanageable about the wheel, especially in the hands of the baggagemen inexperienced in handling articles with such a tendency to "go" in them, that a decided prejudice early became manifest, and in a short time the majority of the roads refused to handle them as baggage. The fight was long and bitter, until the railroad men, as a class, came to hate the wheel with a bitter hatred; and they have been active in striving for its restriction in the city streets. Thus the Vice-President of one of the great railway systems, in an interview recently, objects to their use on principal streets and would not allow riders to pass street corners without dismounting. This is undoubtedly a manifestation of the antagonism engendered by his consideration of the transportation question.

But the increasing power of the wheel through multitude is rapidly bringing the railroads to time. State legislatures have taken up the question. The New York Assembly passed a law, not long before its adjournment, requiring the railroads of the State to carry wheels as baggage. In a recent speech Chauncey Depew observes that the Legislature decided that, "instead of a vehicle, the wheel is a trunk." At first the railways proposed to test the constitutionality of such legislation, but after considering the growing power of the wheel and the universal antagonism they were likely to encounter—an antagonism which might manifest itself in unfavorable legislation on other railway questions—they seem to have decided to surrender. Thus the Pennsylvania management has issued orders that the wheel shall be transported as baggage over its entire system. This surrender is likely to involve the concurrence of all other roads eventually, although the Western lines manifest an inclination to continue the fight.

NATE.

News and Gossip of Interest to Dealer and Rider.

A good deal of nonsense is talked and some printed about the danger of slipping on wet asphalt pavements. An asphalt pavement that is simply wet is not specially dangerous if one rides carefully and in a straight line, or as nearly straight as possible. A sudden curve or swerve is to be avoided most carefully. It is when the pavement is muddy that it is really dangerous. Then the rider must exercise special caution to escape a tumble and possibly some broken bones. It is well to bear in mind that the rear wheel of a bicycle may slip two or three inches without producing serious results, but a slight slip with the front wheel may lead to a sudden dismount or a fall. In crossing cartracks,

especially if they are wet or slippery, it is wise to go at as nearly a right angle as possible, at least with the front wheel.

* * *

One of the things that a man who has had one or two wheels looks after, when providing himself with a new mount, is whether the wheel that he contemplates purchasing is easy to clean or not. There is a good deal of difference between the different makes in this respect. Certain devices on certain styles of bicycles seem designed to catch dust and dirt and to make it difficult to get rid of them. A rider with a new wheel, it is usually noticeable, is much more careful in cleaning and polishing it than he is after it has been ridden a year. It pays, however, to take good care of a wheel all the time. A machine that has been carefully looked after and kept free from rust and other signs of use can be sold for a good price or turned in at a good advantage when a new purchase is made.

* * *

The most practicable plan of carrying wheels in baggage cars seems to be to have hooks suspended from the ceiling of the car on which the bicycles may be hung, the hooks being covered with rubber hose, in order to prevent injury to the enamel of the machine. There is one strong objection to this method of dealing with bicycles on which lamps are carried, unless they can be hung up without being turned upside down. In this position the oil from the lamps would, of course, run out and cause trouble. In many lamps a sort of absorbent cotton is used in the reservoir, which prevents the oil from spilling by jarring, or even when the bicycle is laid down on its side, but if the lamp were turned bottom up a few drops of oil at least would be likely to flow out.

* * *

"Have you any footless bicycle stockings?" was the question put to a salesman in a store where sporting goods and garments are sold. The clerk looked surprised, and there was a decidedly incredulous smile on his face as he repeated the word "footless" and gave a negative answer. "I have never had a call for them before," he said, with the air of a man who knew it all. Yet the footless bicycle or golf stocking has been on the market for several months, and is a great convenience. Many men object to heavy woolen stockings in the warm weather, and have good reason for doing so. The footless stocking is drawn over an ordinary sock, and has a thin band of material to hold it in place by passing under the hollow of the foot.

* * *

Complaints are heard in reference to the inaccuracy of cyclometers, not always with just cause. No doubt there are some poor cyclometers on the market, but the standard makes may be relied on. It sometimes happens that a rider goes out on his wheel on the road where the miles are marked off with posts, and fails to find that his record agrees with the measurement of the surveyors. He overlooks the fact that the survey was made in a straight line, and that it is impossible for him to ride in a straight line, even if the road is wholly unobstructed. Every time he makes a swerve to right or left, or turns out to pass another rider or a vehicle of any kind, he is adding to his distance. In a run of five or six miles it is thus easy to add a half-mile or more, which, if inexperienced, the rider may lay to the inaccuracy of the

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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.

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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.

All Jobbers have them

S.C.W.

50 CIGARS.

Use Tradesman Coupon Books and Avoid Loss

cyclometer. A cyclometer attached to the rear wheel of a bicycle would measure the distance covered more accurately than one on the front wheel, since the front wheel travels considerably farther.

* * *

Wooden handle-bars are having a considerable vogue just now and promise to gain rapidly in favor. Indeed, the prediction is ventured that in a year or two they will displace the metallic ones as completely as wooden rims have ousted those of steel. Some riders have long wanted wooden handle-bars, but could not buy them. Now several manufacturers offer them for sale, although the dealers do not seem to have a large supply on hand. The price is \$2.50 to \$5 apiece. The chief advantage of them is that they absorb vibration. Wheelmen often complain of a numbness of the hands and wrists after long rides, and even after short ones over cobblestones. The wood is springy, and prevents this after effect, as well as adding to the pleasure during the ride. Then, too, there is a saving in weight. A wooden handle-bar was found to weigh 17½ ounces, against 25½ ounces for the steel one which it replaced. This, however, is only a secondary consideration. There is, perhaps, little choice in strength between the two kinds. It is confidently asserted that any accident which would break a bar of elm or hickory would do serious damage to one of hollow steel, such as is in general use. The new handle-bars are covered with cork where they are grasped by the hand.

The Merchant Saw the Joke.

A merchant bought a lot of suits of clothes for a small amount of money for the purpose of selling them at cost as a "leader" or advertisement. The suits were certainly a great bargain at the price charged for them—\$5. One of the suits he placed upon a glass-eyed dummy and stood it in his show window with an alluring placard about its neck. Then he prepared for a great rush of customers.

For several days he waited in vain. The space before the window was crowded almost every hour of the day with people who looked at the suit, laughed and went away. "The people of this town don't know a good thing when they see it," said the merchant.

One day a friend of the merchant stopped to look at the suit. The friend laughed, went into the store and said to the merchant:

"That's a great joke you've put on that card, but I can't see that it brings much trade."

"Joke!" exclaimed the merchant, "that's no joke. That's as serious a proposition as I ever made," whereat the friend laughed more heartily.

"Come out here," he said, "and look at that sign."

Together they went forth. The crowd stood back and the merchant read his sign: "They won't last long," and heard some one say:

"I don't see how a suit of clothes for \$5 could last very long. I suppose now, that suit of clothes would fall to pieces in about two weeks. Anyhow, that's an honest merchant."

The merchant read that sign again and interpreted it as the people had. In about five minutes another sign took its place, on which was printed, "They are going fast," and they did.

Laziness is the right name for about three-fourths of all the shortcomings in business.

The Bicycle Now a Slave to Modern Commerce.

The bicycle can no longer be termed a luxury or a means of pleasure only, for it has now become the slave of modern commerce. For many years the wheel has been merely the plaything of man, but henceforth it will be his slave. It has already been called into the service of trade, and the vista of its possibilities opens out as wide as the boundless future, and its number may yet tax the multiplication table.

The past two years has seen the bicycle and tricycle introduced as a factor in numerous lines of business all over the country, and their success in this first stage gives promise of a marvelous expansion in the future. It opens up a new era in human ingenuity, is another means of encouraging energy, and is, therefore, an addition to the sum total of man's happiness. The beginning of this transformation is so overshadowed by the rapidly changing scenes of life that the casual observer may miss its significance, possibly the fact itself, but the bicycle is evidently a new wheel in the machinery of business that has come to stay.

Always the faithful servant of man, as was the horse, the wheel has done splendid work in its new field, and the past year is a pledge that its capacity, with the pneumatic tire, is almost unlimited. Men who have made it a study to watch its work and count the cost have been moved to turn prophets and predict that the time will come when everybody and everything will be run on pneumatic tires. They are practical men, but their prophecies, to the unknowing and unthinking, may have the color of the extravagance of dreams. The thinking men, however, remember the marvels of the last two decades, and give the prophet a respectful and friendly bearing.

The bicycle and tricycle carrier have not been taken into business as a transient whim, or for the sport of the employe who uses them. The cycle has proved a time and money saver. In the work of the telegraph, postoffice and express, time is one of the biggest elements, and the cycle robs that enemy of some of its power. In the work of mercantile houses, the same as in any other business, money is an all-important consideration. The tricycle and boy are taking the place of a man, a boy, a horse and a wagon in the delivery of goods. The wheel doesn't eat, as the horse does, while the boy pays for his own shoeing, so that the cost is as one to three. The tricycle delivery is coming into more general use every day, and, ultimately, the consumer will receive the benefit of this saving of horseflesh and human energy.

FRANK STOWELL.

A prearranged railway collision is to be one of the features at the opening of a pleasure resort near Columbus, Ohio. The Columbus, Hocking Valley and Toledo Railroad has assigned two thirty-five-ton locomotives which have outlived their usefulness for economical service, and to each of these will be attached three old gondola cars and a caboose. A siding 1,000 feet long has been laid, connected at each end with the main track, and the trains will be started from points about half or three-quarters of a mile from the middle of the siding. A trial trip has shown that a speed of forty-five to fifty miles per hour may be expected. The engines are to carry 120 pounds of boiler pressure, and are to have the throttles wide open. The event is being advertised, and great crowds will in all probability witness the prearranged smashup.

DEAR SIR:

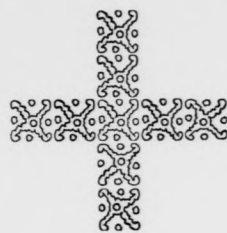
Your scale arrived all O. K. We are using it now for about a month, and like it very well, as it is accurate and very sensitive—a small piece of paper bringing up the balance. Are sorry that we didn't discard any sooner our Stimpson Computing Scale, which we have used only about six months.

Yours truly,

BECK & SCHWEBACH,
Dealers in general merchandise.

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

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

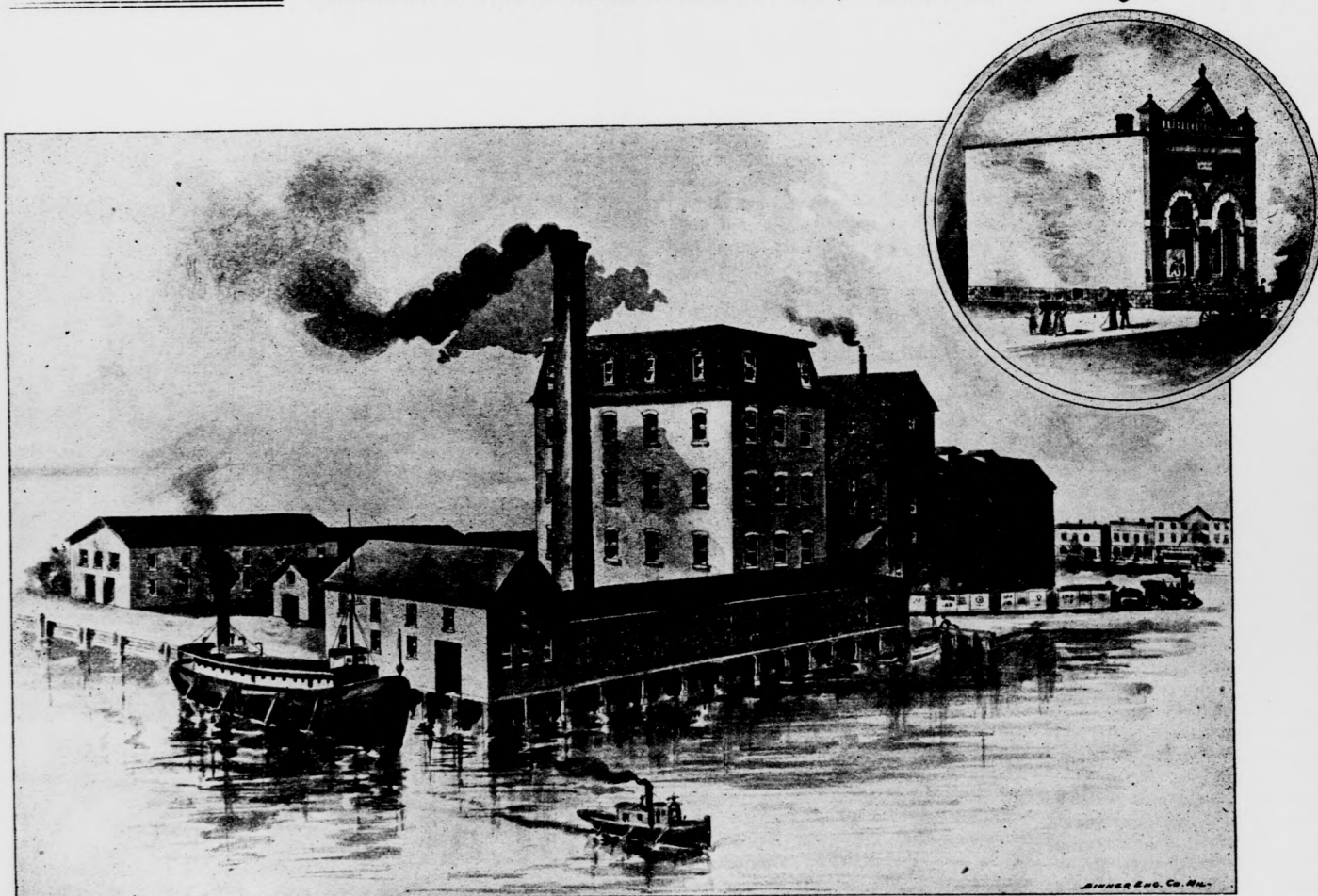
A Strictly Modern Milling Plant

MANUFACTURING THE BEST DAKOTA AND MINNESOTA

HARD SPRING WHEAT FLOUR

IN THE WORLD.

Owned and Operated by **JOHN H. EBELING, Green Bay, Wis.**



DAILY MILL CAPACITY, 500 BARRELS.

ELEVATOR CAPACITY, 65,000 BUSHELS.

LOOK OUT==Don't Wreck Your Business

For the want of a little foresight. To buy where you can buy the cheapest is not always safe. You might not notice the difference in the quality of a high grade Minnesota Patent Flour and that of a slightly inferior Flour, but it may be enough to sink you.

Buy where you will be protected. We GUARANTEE our Flour to be made of the choicest Dakota and Minnesota Hard Spring Wheat, uniform in quality, and that it will make more and better bread than any other flour on the market.

Write us for samples and delivered prices. We want your orders, and will combine High Grade Goods with low prices to get them.

BRANCH OFFICES:

BOSTON, Mass.,
WM. MAY, 412 Chamber of Commerce.
NEW YORK, N. Y.,
JAMES M. BENHAM, 445 Produce Exchange.

WASHINGTON, D. C.,
S. C. CROPLEY, Atlantic Building.
MILWAUKEE, Wis.,
DUNN BROS., Reed Street.

MACON, Ga.,
J. L. TURNER & Co., Board of Trade.
PHILADELPHIA, Pa.,
WM. B. POTTS, 126 Second St.

Correspondence Solicited.

JOHN H. EBELING, Green Bay, Wis.

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.

United Commercial Travelers of Michigan.

Chancellor, H. U. MARKS, Detroit; Secretary, EDWIN HUDSON, Flint; Treasurer, GEO. A. REYNOLDS, Saginaw.

Michigan Division, T. P. A.

President, GEO. F. OWEN, Grand Rapids; Secretary and Treasurer, JAS. B. MCINNES, Grand Rapids.

Gripsack Brigade.

To sell goods on the road looks easy—but it is not. It is really trying.

No half-hearted knight of the grip achieves permanent success. He must love his vocation and believe in his house and his goods.

Success on the road isn't the result of accident. The trade doesn't come to you by luck or by liking, or for acquaintance's sake. It comes because you deserve it.

Don't show importance and irritability if you cannot finish a customer in time to make an outgoing train; don't attempt to force things, for such tactics never pay.

The lazy man on the road who lies abed while the 6 a. m. train is pulling out from the depot is just half a day behind his competitor, who does not wait for the 10 o'clock train.

Michigan members of the T. P. A. hang their heads in shame over the report that Debs is likely to be invited to address the annual convention of that organization at Terre Haute on June 2.

Success in business means nothing more than the use of good, sound common sense. It is the result of doing things as they should be done, in the most expedient and effective manner.

Sometimes a whisper can be heard farther than a scream. The traveling salesman who steps about noiselessly "gets there" equally with him who heralds his coming with a brass band.

Don't imagine, now that summer is at the door, there is no opportunity for good trade. There is business all the time and the salesman who comes out eventually on top is he who continues the same efforts in June as he does in December.

The old method of quietly sitting down in your sample room and awaiting your customers to come and look through your line has all played out. You have to get up and hustle if you want to be in the lead, or else you are going to be left.

Don't attempt to make a veteran on the road believe that you are selling "immense quantities of goods, that you are making electric light towns only and that you have a girl at every stopping place." He knows better.

All things being equal, the law of average allows the man who fishes eight hours per day more fish than the man who fishes but two or three hours a day. The same law holds good as you go along working your territory; the longer you work the more orders you will secure.

Freeport Herald: Valda Johnston and wife, of Grand Rapids, rode from Grand Rapids to Freeport on their wheels last Friday forenoon and returned in the afternoon. Mr. J. is salesman for a grocery firm in the Valley City and travels independent of the railroads most of the time.

For a firm to compel its force of travelers to economize at every point in the matter of expense is "penny wise and pound foolish." The enterprising firm is not niggardly in this matter, for it knows that such a policy impresses the customer with an idea of cheese-paring meanness that leaves a very bad impression.

P. Steketee & Sons' salesman force has been reinforced. The new man is a hustler and means business every time. He may be addressed, for the present, care W. H. Van Leeuwen, 559 South Lafayette street. It might be added that the newcomer has a chance to grow; he's not one of the know-it-all kind. Weight, 10 pounds.

Be decent in your relations with your competitor. Don't sneer when his name is mentioned in your presence, and don't make a holy show of yourself by abusing him. It isn't so much the question of the injury you will do him, as the hurt you will do yourself. Be generous and open with your competitor; some day, who knows? you may be in need of his friendship.

C. S. Kelsey, chairman of the Railway Committee of the Michigan Knights of the Grip, has been in correspondence with A. J. Smith, General Passenger Agent of the Lake Shore, with a view to obtaining better transportation facilities for traveling men between Grand Rapids and Allegan. As a result of the correspondence, an order has been issued from the operating department, directing that freight train No. 551 hereafter stop at Hopkins, Hillsdale, Dorr and Byron Center on signal for passengers.

F. E. Bushman, traveling representative for Ruhe Bros. & Co., of Allentown, Pa., has arranged with the Hazeltine & Perkins Drug Co. to turn his trade over to that house and travel for the company, the engagement to date from June 1. Mr. Bushman expects to call on his customers every sixty days, and, in order to be in constant touch with the business—it will be maintained as a distinctive department by the Drug company—he will remove his family from Kalamazoo to Grand Rapids, taking up his residence in the southern part of the city. Mr. Bushman is a salesman of judgment and experience and will, undoubtedly, achieve as large a measure of success in his new connection as he did in his former relations with Ruhe Bros. & Co.

Annual Convention of the U. C. T. of Michigan.

Saginaw, May 16—The annual convention of the United Commercial Travelers of Michigan was held here yesterday, the entertainment features being under the auspices of Saginaw Council, No. 43.

The reports of grand officers and committee was most gratifying, the membership having largely increased during the year. The following officers were elected:

Grand Chancellor—H. U. Marks, Detroit.

Grand Junior Chancellor—F. L. Day, Jackson.

Grand Secretary—Edwin Hudson, Flint.

Grand Treasurer—George A. Reynolds, Saginaw.

Grand Conductor—Dell C. Slight, Flint.

Grand Page—James J. Evans, Bay City.

Grand Sentinel—John A. Murray, Detroit.

Executive Committee—M. J. Moore, Jackson; Herman Vassold, Saginaw; Samuel Rindskoff, Detroit; Frank C. Tentt, Bay City.

Representatives to Supreme Council—

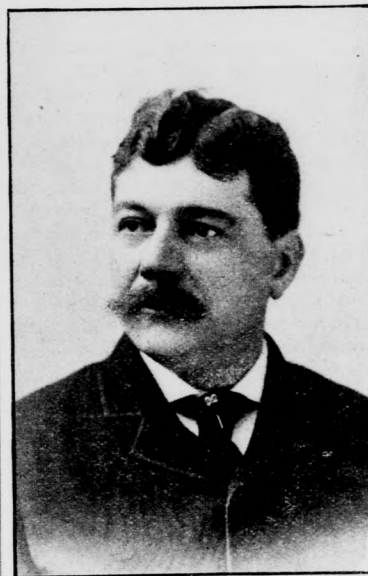
Frank R. Streat, Flint; John A. Murray, Detroit; A. G. Ellis, Saginaw; George A. Reynolds, Saginaw.

Bay City was chosen as the next place of meeting.

In the evening a reception was tendered the visitors at the Hotel Vincent, followed by a banquet. At the conclusion of the menu, Mayor Baum made a very happy address of welcome and Grand Treasurer George A. Reynolds, of the U. C. T. of America, responded to the Mayor in well-chosen language and introduced Dr. O. P. Barber, whose brief but witty remarks brought forth peals of laughter. Grand Councilor F. R. Streat responded to the toast "Subordinate Councils of Michigan." He reviewed the history of the order and eulogized its rapid growth. Samuel Rindskoff spoke of "The Commercial Traveler, his present and future relation to the commonwealth," which was pictured vividly and contained a number of practical ideas. J. J. Evans made some quaint remarks on "Soft soap and other soaps," and John P. Hemmeter sang two selections, receiving vigorous applause. "Saginaw Valley, present and future" was responded to by Samuel E. Symons. He eulogized the many advantages of the city and its resources, giving the number of its industries and many practical facts, concluding by urging that opportunities be improved and saying that prosperity awaits its citizens. "Cut Rate Druggists" was responded to by M. S. Brown, and the evening's entertainment was concluded by Hon. C. L. Benjamin, who was in his happiest mood, and responded in his characteristic manner to the toast, "The Ladies."

Promoted to a Larger Field.

J. Ed. Blackall, who has represented the lubricating department of the Standard Oil Company in Western



Michigan, with headquarters in this city, for the past three years, has been promoted and transferred to Colorado, with headquarters in Denver. Before coming to Grand Rapids Mr. Blackall operated in the same line at Detroit for some time. He has had long experience in the lubricating oil trade, which, with his thorough business qualities, insures him abundant success in his new field.

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

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.



CLIFTON HOUSE

Michigan' Popular Hotel.

Remodeled and Refitted Thoroughly.

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.

PUREST 10 CENTS BEST

GREEN SEAL

SELL THESE

CIGARS

and give customers good satisfaction.

HOTEL BURKE

G. R. & I. Eating House.

CADILLAC, MICH.

All modern conveniences.

C. BURKE, Prop.

W. O. HOLDEN, Mgr.

The Bradstreet Mercantile Agency

THE BRADSTREET COMPANY
Proprietors.

EXECUTIVE OFFICES—
279, 281, 283 Broadway, N.Y.

Offices in the principal cities of the United States, Canada and the European continent, Australia, and in London, England.

CHARLES F. CLARK, Pres.

GRAND RAPIDS OFFICE—
Room 4, Widdicombs Bldg.
HENRY ROYCE, Supt.

TRADESMAN ITEMIZED LEDGERS



Size 8 1-2x14—Three Columns.

2 Quires, 160 pages.....	\$2 00
3 Quires, 240 pages.....	2 50
4 Quires, 320 pages.....	3 00
5 Quires, 400 pages.....	3 50
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Invoice Record or Bill Book.

80 Double Pages, Registers 2,880 Invoices..... \$2 00

TRADESMAN COMPANY
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Drugs==Chemicals

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One Year— C. A. BUGBEE, Charlevoix
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Secretary, F. W. R. PERRY, Detroit.
Treasurer, GEO. GUNDRUM, Ionia.

Coming Meetings—Detroit (Star Island), June 23.
Lansing, November 3.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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

The Drug Market.

Acetanilid—Prices continue the same and demand inactive.

Acids—Carbolic and oxalic are in good demand and prices firm. Advancing prices for crude materials have strengthened tartaric.

Alcohol—Unchanged. Wood continues strong.

Arsenic—Increase in competition is resulting in depressed prices.

Balsams—Copaiba in good demand with strengthening prices. Tolu, Peru and Canada fir dull, prices nominally the same.

Beans—Mexican vanilla in fair demand, especially from jobbers.

Cacao Butter—Dull. Prices the same.

Cascara Sagrada—Prices firm with active jobbing demand.

Cassia Buds—Strong, as supply is limited.

Cinchonidia—Quotations unchanged and supply in small lots only.

Cocaine Muriate—Dull. Prices unchanged.

Cod Liver Oil—The opinion seems to obtain that the decline has about reached its limit.

Cream Tartar—Quotations remain the same with fair demand.

Cubeb Berries—Prices unchanged, with small demand.

Essential Oils—Foreign demand has improved the situation except that there is further decline in citronella.

Flowers—Unchanged. German chamomile continues scarce and will remain so until new crop the last of June.

Glycerine—Fair demand. Prices unchanged.

Gums—Domestic refined camphor is in small demand. Japanese business is better notwithstanding conflicting reports as to foreign markets. Aloes in good demand for consumption. Chicte dull and unchanged.

Leaves—Short buchu dull. Prices unchanged. Senna strong at the improved prices. The cholera scare in Cairo has its influence.

Lycopodium—Demand good, especially for future delivery. Moscow and Hamburg report stocks nearly exhausted.

Manna—Situation unchanged. Demand only for small lots.

Menthol—Weak and irregular with prices still declining.

Morphine—Prices remain unchanged but the demand is better.

Opium—Foreign quotations remain the same, but there is a better feeling in the domestic demand, although consumption is not active.

Quicksilver—Prices unchanged with quiet demand.

Quinine—Trade fair and prices firm.

Roots—Ipecac, demand continues unusually good for the season. Jamaica ginger, foreign demand is creating a

scarcity, though prices are still unchanged. Senegal, golden seal and serpentaria, quiet and unchanged. Galangal is slightly advanced on account of scarcity. Gentian continues firm at better prices.

Seeds—Canary dull, trade light. Dutch caraway, prices have declined on account of the condition of foreign markets. Celery, new crop, is lower. Russian hemp firm. Mustard, without change and dull. Coriander, in fair demand, but prices tending to decline. German quince is scarce and prices strengthening.

Sponges—The tone of the market is firm on account of small stocks, but demand is light for consumption.

Sugar of Milk—Unchanged. Business moderate.

Druggists and Liquor-Selling.

It is seriously proposed in Chicago to tax the druggists \$250 per annum for a license to sell liquors, on the ground that liquors are actually sold by the drink in many of the drug stores. The daily papers argue that there is no reason why druggists and grocers should not pay a liquor license tax so long as the liquor dealers are obliged to pay it.

It is undoubtedly true that many druggists in all large cities and in many small towns do sell liquor by the drink; but that is no reason for imposing the expense and disgrace of a liquor license upon the whole trade. It would seem to be an insult to the pharmaceutical profession to class its members with saloon-keepers and whisky-back-room grocers.

Why would it not be best for all respecting pharmacists, under existing circumstances, to absolutely refuse to sell or dispense any whisky, brandy, gin, or wine, even upon the prescription of a physician? These stimulants can be obtained of as good quality from wine merchants as from the drug stores, and the total value of all the wines and liquors legitimately sold by any pharmacist can never amount to enough to require the least consideration financially. If the medical profession and the public have so little appreciation of the guarantee of purity which goes with the wines and spirituous liquors dispensed by pharmacists, as to classify the drug store per se with the saloon, the pharmacist should refuse to sell wines or liquors for any purpose whatever. If honest men are to be fined for furnishing pure wines and liquors for medicinal uses, they can scarcely be blamed for dropping the hot end of the poker.

The Untruthfulness of Morphinomaniacs.

From Medical Press and Circular.

The mental and moral destruction which occurs in a victim to the morphine habit is a fact which unfortunately has been only too frequently demonstrated. This point has led to some discussion respecting the expediency of rejecting the testimony in a court of law of those who are known to be addicted to the use of morphine. One authority has even gone so far as to say, "I would not believe a man who is a victim of the morphine habit on oath." No doubt the moral obliquity as to truthfulness present in such a person would be perfectly uncontrollable, under any circumstances, and unrestrained even although he had sworn to tell the truth. But before coming to any definite decision upon the question of receiving or rejecting the evidence of such a witness, it would first of all be only expedient to determine what constitutes a person whose mental and moral capacities have been tainted by the use of morphine.

The House Committee on Interstate and Foreign Commerce has reported favorably on the Mahon Nicaragua Canal bill providing that the capital stock shall be \$100,000,000, of which the United States Government is to subscribe \$70,000,000, in return for the guarantee of the bonds to be issued by the company.

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

Celery Booms the Gum Trade.

The addition of Famous Kalamazoo Celery to Chewing Gum has given this popular article an added boom in public favor. J. F. Farnam, of Kalamazoo, Mich., the most extensive grower and shipper of Celery in the world, has combined the pure essence of celery with pepsin and produced a chewing gum that corrects and aids digestion and has a pronounced beneficial effect upon the nerves. It has all the elastic properties and flavors that go to make chewing gum the next thing to a confection and the addition of Celery and Pepsin gives it actual value and medicinal effect. Celery is one of the most potent nerve remedies in existence and its constant use coupled with pepsin in chewing gum must be productive of great benefit to the entire system. For this reason it has been highly recommended for nervous disorders and stomach trouble. Gum chewing has been the target for every funny writer in the land, but until something else can be substituted that will give as much actual benefit as Farnam's Celery and Pepsin Gum there is no doubt but what the majority of people will continue to chew and thereby have stronger stomachs and better nerves. Dealers generally have taken hold of this new gum because they can readily see wherein it must inevitably become the first in popular favor. The trade is supplied by all good jobbers.

WINDOW

DRESSING

MADE EASY.

A new book on the subject just out. Complete instructions in draping cheese cloth, making fixtures, etc. 57 illustrations, 52 new and novel designs. Any clerk can do the work by following directions.

FOR GROCERS ONLY.

Sent postpaid for \$1.00 by

C. S. THOMAS,

42 Wabash Ave.,

CHICAGO.

Every Dollar

Invested in Tradesman Company's COUPON BOOKS will yield handsome returns in saving book-keeping, besides the assurance that no charge is forgotten. Write

TRADESMAN COMPANY, Grand Rapids

PECK'S HEADACHE..... POWDERS

Pay the Best Profit. Order from your jobber

WHITE SEAL PURE RYE

A Perfect Whisky.

HULMAN & BEGGS

Sole Proprietors, Terre Haute, Ind.

A. E. McGUIRE,
DAVE MCGANN,

Michigan Representatives,
Headquarters at Grand Rapids, Mich.

THE ELECTRIC PILE CURE CURES

Put up in
Elegant
Packages

We refund the price if not satisfactory.

Order through your jobber or
send to us.

Booklet of Testimonials Free.

THE ELECTRIC PILE CURE CO.,

LAKEVIEW, MICH.

SMOKE

SOL. SMITH RUSSELL

CIGAR

WM. TEGGE, Manufacturer, 127 Jefferson Ave., Detroit.

WHOLESALE PRICE CURRENT.

Advanced—	Declined—Gum Camphor.
Acidum	Conium Mac.
Aceticum.....\$ 80 10	Copaiba..... 90 10
Benzoicum, German..... 75 80	Cubebæ..... 1 50 1 00
Boracic..... 20 15	Execanthos..... 1 20 1 30
Carbolicum..... 44 46	Erigeron..... 1 20 1 30
Citricum..... 3 5	Gaultheria..... 1 50 1 60
Hydrochlor..... 8 10	Geranium, ounce..... 6 75
Nitrosum..... 10 12	Gossypii, Sem. gal..... 50 60
Oxalicum..... 10 12	Hedeoma..... 1 25 1 40
Phosphoricum, dil..... 15 15	Junipera..... 1 50 2 00
Salicylicum..... 55 65	Lavandula..... 90 2 00
Sulphuricum..... 1 1/2 5	Limonia..... 1 30 1 50
Tannicum..... 1 40 1 60	Mentha Piper..... 2 25 3 00
Tartaricum..... 38 40	Mentha Verid..... 2 65 2 75
Ammonia	Morhuæ, gal..... 2 00 2 10
Aqua, 16 deg..... 4 6	Myrica, ounce..... 6 50
Aqua, 20 deg..... 6 8	Olive..... 75 3 00
Carbonas..... 12 14	Picis Liquida..... 10 12
Chloridum..... 12 14	Picis Liquida, gal..... 35 35
Aniline	Ricina..... 91 96
Black..... 2 00 2 25	Rosmarini..... 6 100
Brown..... 80 1 00	Rose, ounce..... 6 50 8 50
Red..... 45 50	Succini..... 40 45
Yellow..... 2 50 3 00	Sabina..... 90 1 00
Bacca	Santal..... 2 50 7 00
Cubebæ..... po. 18 13 15	Sassafras..... 50 55
Juniperus..... 6 8	Sinapis, ess., ounce..... 1 25 1 30
Xanthoxylum..... 25 30	Tigili..... 40 50
Balsamum	Thyme, opt..... 1 60
Copaiba..... 45 50	Theobromas..... 15 20
Peru..... 2 60	Potassium
Terabin, Canada..... 40 45	Bi-Barb..... 15 18
Tolutan..... 75 80	Richromate..... 13 15
Cortex	Bromide..... 48 51
Abies, Canadian..... 18	Carb..... 12 15
Cassia..... 12 12	Chlorate, po. 17 19
Cinchona Flava..... 18	Cyanide..... 50 55
Euonymus atropurp..... 30	Iodide..... 2 00 3 00
Myrica Cerifera, po..... 20	Potassa, Bitart, pure..... 30 31
Prunus Virgini..... 12	Potassa, Bitart, com..... 30 31
Quillaja, gr'd..... 10	Potassa Nitras, opt..... 8 10
Sassafras..... 12	Potassa Nitras..... 7 9
Ulmus..... po. 15, gr'd..... 15	Prussiate..... 25 28
Extractum	Sulphate po..... 15 18
Glycyrrhiza Glabra..... 24 25	Radix
Glycyrrhiza, po..... 25 30	Aconitum..... 20 25
Hematox, 15 lb box..... 11 12	Althea..... 22 25
Hematox, 18..... 13 14	Anchusa..... 12 15
Hematox, 1/8..... 14 15	Arum po..... 6 25
Hematox, 1/4..... 16 17	Calamus..... 20 25
Ferru	Gentiana..... po. 15 12 15
Carbonate Precip..... 15	Glycyrrhiza..... pv. 15 16 18
Citrate and Quinia..... 2 25	Hydrastis Canaden..... 30 35
Citrate Soluble..... 80	Hydrastis Can., po..... 30 35
Ferrocyanidum Sol..... 50	Hellebore, Alba, po..... 15 20
Solut. Chloride..... 15	Inula, po..... 15 20
Sulphate, com'l..... 2	Ipecac, po..... 1 65 1 75
Sulphate, com'l, by..... 35	Iris plox..... po. 35 38
Sulphate, pure..... 7	Jalapa, pr..... 40 45
Flora	Maranta, 1/8..... 30 35
Arnica..... 12 14	Podophyllum, po..... 15 18
Anthemis..... 18 25	Rhei..... 75 100
Matricaria..... 18 25	Rhei, cut..... 1 25
Folia	Rhei, pv..... 75 1 35
Barosma..... 15 20	Spigelia..... 35 38
Cassia Acutifol, Tin..... 18 25	Sanguinaria..... po. 15 30
Cassia Acutifol, Alx..... 25 30	Serpentaria..... 30 35
Salvia officinalis, 1/8..... 12 20	Senega..... 55 60
and 1/4..... 8 10	Similax, officinalis H..... 40 45
Ura Ursi..... 8 10	Smilax, M..... 10 12
Gummi	Scilla..... po. 35 10 12
Acacia, 1st picked..... 65	Symplocarpus, Foeti..... 25 30
Acacia, 2d picked..... 45	Valeriana, Eng. po. 30..... 15 20
Acacia, 3d picked..... 35	Zingiber a..... 12 16
Acacia, sifted sorts..... 28	Zingiber j..... 23 25
Acacia, po..... 60 80	Semen
Aloe, Barb. po. 20 28..... 14 18	Anisum..... po. 20 15
Aloe, Cape..... po. 15 12	Apium (graveleons)..... 14 16
Aloe, Socotri..... po. 40 30	Bird, Is..... 4 6
Ammoniac..... 55 60	Carui..... po. 18 10 12
Assafetida..... po. 20 22 25	Cardamon..... 1 00 1 25
Benzoinum..... 50 55	Coriandrum..... 8 10
Catechu, Is..... 13	Cannabis Sativa..... 3 1/2 4
Catechu, 1/8..... 16	Cydonium..... 75 100
Catechu, 1/4..... 52 55	Chenopodium..... 10 12
Camphore..... 10	Dipterix Odorata..... 2 90 3 00
Euphorbium..... po. 35 10	Feniculum..... 6 15
Gamboge..... 65 70	Fenugreek, po..... 2 1/2 4
Guaiaacum..... po. 35 35	Lini, gr'd..... bbl. 2 1/2 3 1/2
Kino..... po. \$3.00 3 00	Lobelia..... 35 40
Mastic..... 65	Pharlaris Canarian..... 3 1/2 4
Myrrh..... po. 45 2 25	Rapa..... 4 1/2 5
Opil..... po. \$3.20 3.40 2 30	Sinapis Albu..... 7 8
Shellac..... 40 45	Sinapis Nigra..... 11 12
Sheila, bleached..... 40 45	Spiritus
Tragacanth..... 50 80	Frumentum, W. D. Co. 2 00 2 50
Herba	Frumentum, D. F. R. 2 00 2 25
Absinthium..... oz. pkg 25	Frumentum..... 1 25 1 50
Eupatorium..... oz. pkg 20	Juniperis Co. O. T. 1 65 2 00
Lobelia..... oz. pkg 25	Juniperis Co..... 1 75 3 50
Majorum..... oz. pkg 28	Saacharum N. E..... 1 90 2 10
Mentha Pip..... oz. pkg 23	Spt. Vini Galli..... 1 75 6 50
Mentha Vir..... oz. pkg 25	Vini Oporto..... 1 25 2 00
Rue..... oz. pkg 39	Vini Alba..... 1 25 2 00
Tanacetum..... oz. pkg 22	Sponges
Thymus, V..... oz. pkg 25	Florida sheeps' wool..... 2 50 2 75
Flagnesia	Nassau sheeps' wool..... 2 00
Calcined, Pat..... 55 60	Velvet extra sheeps'..... 1 10
Carbonate, Pat..... 20 22	Extra yellow sheeps'..... 85
Carbonate, K. & M..... 20 25	wool, carriage..... 65
Carbonate, Jennings..... 35 36	Grass sheeps' wool..... 75
Oleum	Hard, for slate use..... 1 40
Absinthium..... 3 25 3 50	Yellow Reef, for..... 1 40
Amygdale, Dulc..... 30 35	Syrups
Amygdale, Amare..... 8 00 8 25	Acacia..... 50 50
Anisi..... 2 00 2 30	Aurant Cortes..... 50 50
Aurant Cortes..... 2 30 2 40	Zingiber..... 50 50
Bergamuti..... 3 00 3 20	Ipecac..... 60 60
Cajiputi..... 70 75	Ferri Iod..... 50 50
Caryophylli..... 55 60	Rhei Arom..... 50 50
Cedar..... 35 65	Smilax Officinalis..... 50 60
Chenopadii..... 2 50	Senega..... 50 50
Cinnamonil..... 2 50 2 60	Scilla..... 50 50
Citronella..... 55 60	

Morphia, S.P. & W..... 1 65 1 90	Sinapis..... 2 18	Linseed, boiled..... 42 45
Morphia, S.N.Y. & C. Co..... 1 55 1 80	Sinapis, opt..... 2 30	Neatsfoot, winter str..... 65 70
Moschus Canton..... 65 80	Snuff, Maccaboy, De..... 34	Spirits Turpentine..... 33 40
Myristica, No. 1..... 65 80	Voes..... 34	Paints
Nux Vomica..... po. 20 15	Soda Boras..... 7 10	Red Venetian..... 1 1/2 2 08
Ops Sepia..... 15 18	Soda Boras, po..... 7 10	Ochre, yellow Mars..... 1 1/2 2 04
Pepsin Saac, H. & P. D. Co..... 1 00	Soda et Potass Tart..... 20 28	Ochre, yellow Ber..... 1 1/2 2 03
Picis Liq. N.N. 1/2 gal..... 2 00	Soda, Carb..... 1 1/2 2	Putty, strictly pure..... 2 1/2 2 1/2
Picis Liq. N.N. 1/2 doz..... 2 00	Soda, Bi-Carb..... 3 5	Vermilion, Prime..... 13 15
Picis Liq., quarts..... 2 00	Soda, Ash..... 3 1/2 4	American..... 13 15
Picis Liq., pints..... 2 00	Soda, Sulphas..... 2 2	Vermilion, English..... 70 75
Pil Hydrarg..... po. 80 50	Spts. Cologne..... 2 60	Green, Paris..... 15 24
Piper Nigra..... po. 22 30	Spts. Ether Co..... 50 55	Green, Peninsular..... 13 16
Piper Alba..... po. 35 30	Spts. Myrcia Dom..... 2 00	Lead, Red..... 5 1/2 5 1/2
Plix Burgun..... 10 12	Spts. Vini Rect. bbl..... 2 49	Lead, white..... 5 1/2 5 1/2
Plumbi Acet..... 1 10 1 20	Spts. Vini Rect. 10 gal..... 2 57	Whiting, white Span..... 10
Pulvis Ipecac et Op..... 1 10 1 20	Spts. Vini Rect. 5 gal..... 2 59	Whiting, gliders..... 90
Pyrethrum, boxes H. & P. D. Co., doz..... 1 25	Less 50 gal. cash 10 days..... 1 40 1 45	White, Paris Amer..... 1 00
Pyrethrum, pv..... 27 30	Sulphur, Subl..... 2 1/2 3	Whiting, Paris Eng..... 1 40
Quassia..... 8 10	Sulphur, Roll..... 2 1/2 3	Universal Prepared..... 1 00 1 15
Quinia, S. P. & W..... 37 42	Tamarinds..... 8 10	Paint your buildings with
Quinia, S. German..... 30 40	Terebenth Venice..... 28 30	Prepared Paint
Quinia, N.Y..... 35 40	Theobromas..... 42 45	Made by A. M. DEAN.
Rubia Tinctorum..... 12 14	Vanilla..... 9 00 16 00	306 N. BURDICK ST., KALAMAZOO, Mich.
Saccharum Lactis pv..... 24 26	Zinci Sulph..... 7 8	Write for samples and pr ces.
Salacin..... 3 00 3 10	Oils	It is the most durable
Sanguis Draconis..... 40 50	Whale, winter..... 70 70	paint made.
Sapo, W..... 12 14	Lard, extra..... 53 60	
Sapo, M..... 10 12	Lard, No. 1..... 40 43	
Sapo, G..... 15 15	Linseed, pure raw..... 40 43	
Siedlitz Mixture..... 20 22		

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

Chemicals and Patent Medicines

Dealers in

Paints, Oils and Varnishes

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

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

We sell Liquors for medicinal purposes only.

We give our personal attention to mail orders 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. doz. gross Aurora.....55 6 00 Castor Oil.....80 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	COFFEE. Green. Rio. Fair.....18 Good.....19 Prime.....21 Golden.....21 Peaberry.....23 Santos. Fair.....19 Good.....20 Prime.....22 Peaberry.....23 Mexican and Guatamala. Fair.....21 Good.....22 Fancy.....24 Maracaibo. Prime.....23 Milled.....24 Java. Interior.....25 Private Growth.....27 Mandehling.....28 Mocha. Imitation.....25 Arabian.....28 Roasted. Quaker Mocha and Java.....32 Toko Mocha and Java.....28 State House Blend.....25 Package. Arbuckle.....19 65 Jersey.....19 65	COUPON BOOKS.   "Tradesman." \$ 1 books, per 100.....2 00 \$ 2 books, per 100.....2 50 \$ 3 books, per 100.....3 00 \$ 5 books, per 100.....3 00 \$10 books, per 100.....4 00 \$20 books, per 100.....5 00 "Superior." \$ 1 books, per 100.....2 50 \$ 2 books, per 100.....3 00 \$ 3 books, per 100.....3 50 \$ 5 books, per 100.....4 00 \$10 books, per 100.....5 00 \$20 books, per 100.....6 00  "Universal." \$ 1 books, per 100.....3 00 \$ 2 books, per 100.....3 50 \$ 3 books, per 100.....4 00 \$ 5 books, per 100.....5 00 \$10 books, per 100.....6 00 \$20 books, per 100.....7 00 Above prices on coupon books are subject to the following quantity discounts: 200 books or over.....5 per cent 500 books or over.....10 per cent 1000 books or over.....20 per cent	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, bbl.....2 65 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	Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. doz.....75 2 oz.....1 50 4 oz.....2 40 Regular Vanilla. doz.....1 20 2 oz.....1 20 4 oz.....2 40 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50	New Orleans. Fair.....18 Good.....22 Extra good.....24 Choice.....27 Fancy.....30 Half-barrels 3c extra. PICKLES. Medium. Barrels, 1,200 count.....3 60 Half bbls, 600 count.....2 30 Small. Barrels, 2,400 count.....4 75 Half bbls, 1,200 count.....2 88 PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob. No. 3.....1 20 POTASH. 48 cans in case.....4 00 Babbitt's.....3 00 Penna Salt Co.'s.....3 00 RICE. Domestic. Carolina head.....6 1/4 Carolina No. 1.....5 Carolina No. 2.....4 1/4 Broken.....2 1/2 Imported. Japan, No. 1.....5 Japan, No. 2.....4 1/4 Java, No. 1.....4 1/4 Java, No. 2.....4 1/4 Patna.....4 SALERATUS. Packed 60 lbs. in box. Church's.....3 30 Deland'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 Cardamom, Malabar.....80 Hemp, Russian.....4 Mixed Bird.....4 1/4 Mustard, white.....6 1/2 Poppy.....4 Rape.....4 Cattle Bone.....20 SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43 SYRUPS. Corn. Barrels.....14 Half bbls.....16 Pure Cane. Fair.....16 Good.....20 Choice.....25 SPICES. Whole Sifted. Allspice.....9 1/4 Cassia, China in mats.....10 Cassia, Batavia in bund.....15 Cassia, Saigon in rolls.....32 Cloves, Amboy.....10 Cloves, Zanzibar.....10 Mace, Batavia.....10 Nutmegs, fancy.....65 Nutmegs, No. 1.....60 Nutmegs, No. 2.....60 Pepper, Singapore, black.....10 Pepper, Singapore, white.....20 Pepper, shot.....16 Pure Ground in Bulk. Allspice.....10 @ 15 Cassia, Batavia.....17 Cassia, Saigon.....35 Cloves, Amboy.....15 Cloves, Zanzibar.....10 Ginger, African.....20 Ginger, Cochin.....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.....18 "Absolute" in 1/2 bl. Packages. Allspice.....65 Cinnamon.....70 Cloves.....75 Ginger, Cochin.....75 Mace.....2 10 Mustard.....75 Nutmegs.....2 10 Pepper, cayenne.....75 Pepper, white.....75 Pepper, black shot.....60 Saigon.....1 50 "Absolute" Butchers' Spices. Wiener and Frankfurter.....16 Pork Sausage.....16 Bologna and Smoked S'ge.....16 Liver S'ge and H'd Cheese.....16
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 1 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 BRONZES. No. 1 Carpet.....2 20 No. 2 Carpet.....2 00 No. 3 Carpet.....1 75 No. 4 Carpet.....1 60 Parlor Gem.....2 50 Common Whisk.....85 Fancy Whisk.....1 00 Warehouse.....2 50 CANDLES. Hotel 40 lb boxes.....10 Star 40 lb boxes.....9 Paraffine.....10 CANNED GOODS. Manitowoc Peas. Lakeside Marrowfat.....1 00 Lakeside E. J.....1 30 Lakeside, Gem. Ex. Sifted.....1 40 Lakeside, Gem. Ex. Sifted.....1 65 CATSUP. Columbia, pints.....4 25 Columbia, 1/2 pints.....2 50 CHEESE. Amboy.....9 1/4 Acme.....9 Jersey.....9 Lenawee.....9 Riverside.....9 1/4 Gold Medal.....10 Brick.....10 Edam.....1 00 Leiden.....15 Limburger.....15 Pineapple.....24 Sap Sago.....18 Chicory. Bulk.....5 Red.....7 CHOCOLATE. Walter Baker & Co.'s. German Sweet.....22 Premium.....31 Breakfast Cocoa.....42 CLOTHES LINES. Cotton, 40 ft. per doz.....1 00 Cotton, 50 ft. per doz.....1 20 Cotton, 60 ft. per doz.....1 40 Cotton, 70 ft. per doz.....1 60 Cotton, 80 ft. per doz.....1 80 Jute, 60 ft. per doz.....80 Jute, 72 ft. per doz.....95 CLOTHES PINS. 5 gross boxes.....45 COCOA SHELLS. 20 lb bags.....2 1/4 Less quantity.....3 Pound packages.....4 CREAM TARTAR. Strictly Pure, wooden boxes.....35 Strictly Pure, tin boxes.....37 Tartarine.....25	LION COFFEE 1/2 lb PACKAGES WITHOUT GLAZING. 95 Full Ounces Net. Cases 100 lbs. equality Price 60 } less 2c per lb. CABINETS 120 lbs. SAME PRICE. 90¢ EXTRA FOR CABINETS. Laughlin's XXXX.....9 9 KOFFA-AID.	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 1/4 Evaporated 50 lb boxes.....@ 6 1/2 California Fruits. Apricots.....9 @ 11 Blackberries.....5 1/2 @ Nectarines.....5 1/2 @ Peaches.....5 @ 14 Pears.....8 1/2 @ Pitted Cherries.....@ Prunelles.....@ Raspberries.....@ California Prunes. 100-120 25 lb boxes.....@ 4 1/4 90-100 25 lb boxes.....@ 4 1/4 80-90 25 lb boxes.....@ 5 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 1/4 30-40 25 lb boxes.....@ 7 1/2 1/4 cent less in bags Raisins. London Layers.....1 00 @ 1 25 Loose Muscatels 2 Crown.....3 1/2 Loose Muscatels 3 Crown.....4 Loose Muscatels 4 Crown.....5 FOREIGN. Currants. Patras bbls.....@ 4 Vostizias 50 lb cases.....@ 4 Schuit's Cleaned 25 lb boxes.....@ 6 1/4 Schuit's Cleaned 50 lb boxes.....@ 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	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 Sealed.....10 Flackerel. No. 1 100 lbs.....13 00 No. 1 40 lbs.....5 50 No. 1 10 lbs.....1 45 No. 2 100 lbs.....11 75 No. 2 40 lbs.....5 00 No. 2 10 lbs.....1 32 Family 90 lbs.....10 Family 10 lbs.....10 Sardines. Russian kegs.....55 Stockfish. No. 1, 100 lb. bales.....10 1/4 No. 2, 100 lb. bales.....8 1/4 Trout. No. 1 100 lbs.....5 50 No. 1 10 lbs.....2 50 No. 1 8 lbs.....59 Whitefish. No. 1 7 25 6 75 2 25 40 lbs.....3 20 3 00 1 20 10 lbs.....88 83 38 8 lbs.....73 71 33	FLY PAPER. Tanglefoot. "Regular" Size. Less than one case, per box.....32 One to five cases, per case.....2 75 Five to ten cases, per case.....2 65 Ten cases, per case.....2 55 "Little" Tanglefoot. Less than one case, per box.....13 One to ten cases, per case.....1 45 Ten cases, per case.....1 40 FURNITURE Cleaner and Polish. Henderson's "Diamond." Half Pint.....1 75 Pint.....3 50 Quart.....5 40 Half Gallon.....7 75 Gallon.....14 40 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.....17 Root.....10 MINCE MEAT.  Mince meat, 3 doz in case.....2 75 Pie Prep. 3 doz in case.....2 75 PATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 WOLASSES. Blackstrap. Sugar house.....10 @ 12 Cuba Baking. Ordinary.....12 @ 14 Porto Rico Prime.....20 Fancy.....30	CONDENSED MILK. 4 doz. in case.....5 25 Extract. Valley City 1/4 gross.....75 Felix 1/4 gross.....1 15 Hummel's foil 1/4 gross.....85 Hummel's tin 1/4 gross.....1 43 CONDENSED MILK. 4 doz. in case.....5 25 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 35 Peerless 20 lb bags.....2 1/4 Less quantity.....3 Pound packages.....4 CREAM TARTAR. Strictly Pure, wooden boxes.....35 Strictly Pure, tin boxes.....37 Tartarine.....25

SALT.	
Diamond Crystal.	
Cases, 24 3-lb boxes.....	1 60
Barrels, 1'0 3 lb bags.....	2 75
Barrels, 40 7 lb bags.....	2 50
Butter, 56 lb bags.....	65
Butter, 20 14 lb bags.....	3 00
Butter, 280 lb bbls.....	2 50

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

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

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

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.....	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
6-lb boxes.....	7

Kingsford's Silver Gloss.	
20 1-lb packages.....	6 1/2
40 1-lb packages.....	6 1/2
6-lb boxes.....	7

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

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

SUMMER BEVERAGES.	
Thompson's Wild Cherry Phosphate "H" in m m e r Cases contain 3 doz. 25c 8 oz bottles. \$5.00. One Big Bottle Free. 24 oz. 50c size, 1 doz. to a case 4.00. Special Soda Fountain Extract per gal. \$2.00. Big Demonstration 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.	
H. & P. Drug Co.'s brand.	

Quintette.	
Clark Grocery Co.'s brand.	

New Brick.	
Michigan Spice Co.'s brand.	

Absolute.	
35 00	

SOAP.	
Laundry.	
Gowans & Sons' Brands.	

Crow.....	2 85
German Family.....	1 85
American Grocer 100s.....	3 00
American Grocer 60s.....	2 40
Mystic White.....	3 80
Lotus.....	3 90
Oak Leaf.....	3 00
Old Style.....	2 55
Happy Day.....	2 85

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

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

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

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

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

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

Nuts.	
Almonds, Tarragona.....	@13
Almonds, Ivaca.....	@
Almonds, California, soft shelled.....	@12 1/2
Brazil new.....	@8
Filberts.....	@10
Walnuts, Gren., 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.....	@5 1/2
Cocks.....	@
Fancy, H. P., Flags.....	@7 1/2
Roasted.....	@
Fancy, H. P., Association Roasted.....	@7
Choice, H. P., Extras.....	@
Choice, H. P., Extras, Roasted.....	@

Fruits.	
Oranges.	
Fancy Navels.....	4 00
126.....	4 00
150-170-200.....	4 00
Messinas 200s.....	4 50

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

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

Foreign Dried Fruits.	
Figs, Fancy Layers.....	12 @
Figs, Choice Layers.....	@10
Figs, Natural in bags, new.....	@6
Dates, Fards in 10 lb boxes.....	@8
Dates, Fards in 60 lb cases.....	@6
M. K., 60 lb cases.....	@5 1/2
Dates, Sairs 60 lb cases.....	@4

Candies.	
Stick Candy.	
Standard.....	6 1/2 @7 1/2
Standard H. H.....	6 1/2 @7 1/2
Standard Twist.....	6 1/2 @7 1/2
Cut Leaf.....	7 1/2 @8 1/2
Extra H. H.....	@8 1/2
Boston Cream.....	@8 1/2

Mixed Candy.	
Standard.....	@7
Leader.....	@7 1/2
Conserve.....	@8
Royal.....	@8
Ribbon.....	@8
Broken.....	@
Cut Leaf.....	@
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.....	@60
Chocolate Drops.....	@65
H. M. Choc. Drops.....	@75
Gum Drops.....	35 @50
Licorice Drops.....	1 00 @
A. B. Licorice Drops.....	@50
Lozenges, plain.....	@55
Lozenges, printed.....	@60
Imperials.....	@60
Mottos.....	@65
Cream Bar.....	@60
Molasses Bar.....	@50
Hand Made Creams.....	80 @90
Plain Creams.....	60 @80
Decorated Creams.....	@90
String Rock.....	@60
Burnt Almonds.....	1 25 @
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.....	4 00
126.....	4 00
150-170-200.....	4 00
Messinas 200s.....	4 50

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

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

Foreign Dried Fruits.	
Figs, Fancy Layers.....	12 @
Figs, Choice Layers.....	@10
Figs, Natural in bags, new.....	@6
Dates, Fards in 10 lb boxes.....	@8
Dates, Fards in 60 lb cases.....	@6
M. K., 60 lb cases.....	@5 1/2
Dates, Sairs 60 lb cases.....	@4

Candies.	
Stick Candy.	
Standard.....	6 1/2 @7 1/2
Standard H. H.....	6 1/2 @7 1/2
Standard Twist.....	6 1/2 @7 1/2
Cut Leaf.....	7 1/2 @8 1/2
Extra H. H.....	@8 1/2
Boston Cream.....	@8 1/2

Mixed Candy.	
Standard.....	@7
Leader.....	@7 1/2
Conserve.....	@8
Royal.....	@8
Ribbon.....	@8
Broken.....	@
Cut Leaf.....	@
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.....	@60
Chocolate Drops.....	@65
H. M. Choc. Drops.....	@75
Gum Drops.....	35 @50
Licorice Drops.....	1 00 @
A. B. Licorice Drops.....	@50
Lozenges, plain.....	@55
Lozenges, printed.....	@60
Imperials.....	@60
Mottos.....	@65
Cream Bar.....	@60
Molasses Bar.....	@50
Hand Made Creams.....	80 @90
Plain Creams.....	60 @80
Decorated Creams.....	@90
String Rock.....	@60
Burnt Almonds.....	1 25 @
Wintergreen Berries.....	@55

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

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A definite price is hard to name, as it varies according to size of bunch and quality of fruit.	
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Cut Leaf.....	@
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Wintergreen Berries.....	@55

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GOTHAM GOSSIP.

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

Special Correspondence.

New York, May 16—Trade during the week has been quite good in the jobbing grocery district. A good many buyers have been here and a large amount of merchandise has passed into the usual channel. New York has been somewhat handicapped by fear of becoming the second city in the country; but now that her prestige will soon be established as "having no superior in point of size," we may safely assume that she will continue to reign supreme. Brooklyn, however, will add in no perceptible degree to the wholesale grocery trade, for, with one or two exceptions, wholesale grocers in Brooklyn are "small potatoes."

Sugar has met with a good even demand during the week and prices have fluctuated scarcely any. The supply has been constant and few if any delays in delivery have been noted. A fleet of six iron canal boats from Cleveland is here and will soon return with a full cargo from the American refineries.

An average inquiry has existed for coffee and prices have shown little, if any, fluctuation. Perhaps it is putting it rather strong to say that an average demand exists, for inquiry shows that trade has not been as large as in former weeks. Rio No. 7 is held at 14c. Mild coffees have sold in a somewhat more encouraging way, although prices have generally been kept private.

Teas are dull and lower, if such a thing can be possible. The auction room attracted the usual throng of buyers, but some slept and others listened to the monotonous harangue of the auctioneer. "This fine line going, going—as fine tea, gentlemen, as ever grew—gone, at 8½ cents!" Time was, a few years ago, when this auction was worth going to see, and, occasionally, it was as lively as the Stock Exchange, but those days have gone, never to return. Ceylon and India teas are being readily taken and at fair prices.

Rice is firm. You can bank on rice. It is always, or nearly always, firm, or at least steady. Holders make no concessions, and would-be purchasers do not argue. They can't. They can only take it or leave it. Between foreign and domestic the former is having rather the better inquiry.

In molasses the demand is moderate, but available stock is held at firm rates. Dealers in the interior seem to be pretty well supplied and there have been few buyers here.

Syrups are equally balanced as to supply and demand. Best grades are at times rather difficult to procure and sell at full figures. "Off" grades are not asked for.

Spices languish. They always do at this season. Spring trade is as good as could have been expected and prices have not been lowered for some time.

Canned goods seek for buyers, but find none except at the low prevailing rates. There is still an abundance of vile mixtures on the market, the only attractive thing about which is the label.

Fancy creamery butter is in fair demand—only fair—at 15½@16c.

Cheese is quiet. New State full cream, 6¼@8½c.

Eggs are steady. Nearby are held at 11c and Western at 9½@10c.

There were a dozen interesting restaurants near New York several years ago which were known only to the initiated, and prized accordingly, but they have lost the charm that made them popular with the New Yorkers who sought them out. They were unassuming little restaurants run by excellent French or Italian cooks, and New Yorkers who sought them out in the country found them delightful because of their good dinners and the excellent service. Moreover, the fact that, with the exception of a few of the visitors, these restaurants were unknown outside of the neighborhood where they happened to be located, gave them an additional charm. Several of these little dining places were on Staten Island,

and others were near the Bronx River, and along the Hudson. They made a pleasant object for a little excursion into the country, and the initiated found pleasure in introducing their friends to them. The bicycle has changed these restaurants sadly. The army of riders soon found out their advantages, and, as a result, the proprietors are doing a bigger business than they ever dreamed of; but the old patrons are not pleased. Instead of the excellent service of the proprietor and his wife, there are careless waiters, and guests from New York are not a novelty enough to induce the cook to serve the "specials" that were enjoyed by the old patrons. They are suffering from too much popularity.

"Paddy's Market," which was established years ago when New York wasn't half the city that it is now, still flourishes on Ninth avenue on Saturday evenings, and its hundreds of torches light one side of the avenue from Thirty-eighth street to Forty-second. It is a series of bargain wagons for housewives seeking to lay in a supply of food for Sunday. It was in full blast last Saturday night, and it suggested a section of Essex street during business hours. Carts stand along the curb as closely as they can be crowded, and in each is a loud voiced huckster extolling his wares, which may be fish, flesh, fowl or vegetables. Frequently cut flowers and potted plants are offered for sale. Prices below the regular market rates prevail, and the crowd of buyers surge back and forth, picking up a bargain in meat here, a basket of vegetables there, and waiting at the next cart to hear the amusing or pathetic tale of the huckster. They have a rough and ready wit, those street vendors, and they know that they frequently make a customer by a quick response to a casual remark. This market is more like that to be found in a country town on the market day of the farmers.

"For business reasons," said an Omaha man, "when I came last week I registered at a Brooklyn hotel, and the experience that followed shook my nerves a bit. The clerk assigned me to a room that was large and light, and in every way satisfactory. There was the usual hotel bureau at one side of the room, and as soon as my baggage came up I unpacked my clothes and laid them on the bed preparatory to putting them away in the bureau drawers. Two solid looking metal handles were attached to the top drawer, and as I grabbed them to draw it open the sensation that took possession of me made me suspect that I had received a stroke of paralysis. It was a fierce shock that snapped my chin down hard. I released the handles with difficulty and rang the bell for aid. As I sat there waiting for the hall boy I pinched my legs and arms, and found that there was feeling in each. I could walk, and I came to the conclusion that if I had suffered from a stroke of paralysis it was a light one. The bell boy summoned the clerk, and when the latter saw the room that I was in and heard my story of the shock he laughed and then apologized. They had assigned me to a room frequently occupied by the proprietor's son, who was a mechanical genius. To protect the bureau drawer he had brought down the electric light wire and attached it to one of the metal handles. I got the full force of the current, and my nerves weren't right during the rest of the day. I am very shy of Eastern hotel bureaus now."

A congenial combination of young men whose business hours are short, and who cannot get away during the summer for a long vacation, have solved to their own satisfaction for several summers past the problem of how to be happy in hot weather. Each summer they rent a large, comfortable sailing vessel, that is dubbed a yacht by her owner, although she started out in life as a small freighter. She isn't a slick-looking boat by any means, but she is roomy and a good weather boat. When the young men who hire her get through their work they go down to Bay Ridge or the Battery or one of the piers where they may have tied up in the morning

Strawberries and New Potatoes

We are Headquarters for New Fruits and Vegetables.....

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

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.

SALT SALT SALT

If you want anything in the line of salt, write to us for prices. It will be to your advantage to do so.

JOHN L. DEXTER & CO.,

12 Griswold St., Detroit.

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.



Make Money on Eggs.

Buy them when cheap and keep them absolutely fresh by using Knox's Egg Preserver. Then when prices are high you can sell at a nice profit. Costs less than ¼¢ per doz., and will keep Eggs for one year. Nothing like it.

Send for Booklet To-day.

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

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

Candy!

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

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.

TRY HANSELMAN'S

Fine Chocolates and Bon Bons

Goods which are sure to please. Once used always used. Sold by all dealers. Also fruits, nuts and fireworks.

HANSELMAN CANDY CO.,

KALAMAZOO, MICH.

Vienna Cream and Fruit Drops

New novelties in the baking line. Ask our salesmen to show you samples.

CHRISTENSON BAKING CO.,

Manufacturers of Crackers and Sweet Goods.

GRAND RAPIDS, MICH.

and go aboard. At a certain hour agreed on in the morning they set sail, and such members of the party as have not appeared are left behind. Sometimes they sail up the Hudson and anchor for the night, and again they may go up the Sound or down the Jersey coast. The skipper is instructed to lay his course always in such a way that in case of a dead calm his passengers may row ashore in the morning and reach a railroad or some other means of transportation that will bring them to New York in time for business. When the wind is brisk they sail back to the city, and go to work refreshed. They have a good cook and skipper, and the expenses for the summer are not much more than the expense of living in a good boarding house or in bachelor quarters.

This Is No Dream, Young Man.

The Canadian Journal of Commerce discusses the "bright side" of business failures. A strange theme, truly, but not illy chosen! The "brightness" lies in the resulting relief of that congestion, engorgement, over-competition—call it what you will—from which all branches of trade, and notably the drug business, are suffering. They are "overdone." Young investors with more ambition than capital and discretion have crowded in; profits have been reduced, and in the stress of undue competition many perforce succumb.

No sooner does a clever, pushing, saving clerk in a prosperous establishment find he is owner of a thousand, or even a few hundred dollars, than he becomes anxious to run a business for himself. Most young men have so little experience they run away with the notion that the difference between the cost and selling prices of goods represents profit. A young clerk acquires a knowledge of cost prices, and knowing the sale prices are at an advance often of 25 to 50 per cent., he supposes a turnover of even \$100 a week will lead him on to fortune. Buoyed up by ambition, hope, and an earnest and often most commendable desire to advance in

display, the interest upon the value of which is an item he never calculated upon having to pay.

The constant flow of money into the till is a serious temptation to spend more than his business profits warrant—if he knew what they were. In ninety cases out of a hundred the younger store-keepers are wholly in the dark as to what net profits they are making from month to month.

Service is unfortunately becoming more and more distasteful, and downright hard work is repellent to the young men of the day—except on the lacrosse or football field. Burn's fine line,

"The glorious privilege of being independent," is utterly misinterpreted by young men who leave service to find the most trying form of slavery consists in being chained to circumstances which are dragging them to ruin. The weeding out of large numbers of traders is no certain proof of business depression, as it is largely attributable to far too many being tempted to engage in business without adequate financial resources.

Preparation of Chicory.

The chicory root resembles the parsnip. It is long and tapering and white in color. At the end of the growing season the roots are dug, topped, washed and dried in a kiln or dry-house. The dried roots are sliced or cut up into small pieces and browned in a roaster to the condition of roasted coffee when it is ready for grinding, and used as a beverage in place of coffee.

PERTINENT REASONS.

Why You Should Use Ebeling's Spring Wheat Flour.

Because from the same sack or barrel you obtain a flour that will yield more and better bread than can be made from winter wheat flour.

The wheat that makes spring wheat flour is grown in the rich and fertile fields of Minnesota and Dakota—fields which have for a long time been acknowledged to be the richest wheat growing fields in the world. We have our own elevators throughout Minnesota and Dakota, hence have the choice of the best wheat grown.

In Pennsylvania, the early home of the winter wheat flour, spring wheat flours have for a long time held a leading place. In Michigan, Ohio, Kansas and the Carolinas, spring wheat flour is daily becoming more popular and is now permanently established as the leading flour.

The professional baker has learned that spring wheat flour is cheaper, because in his daily baking he finds that spring wheat flour will produce from forty to sixty pounds more bread to the barrel than any winter wheat flour.

The housewife who uses but two barrels a year gets equally as good results from Ebeling's flour, and for that reason she is gradually turning from winter wheat to the use of spring wheat flour; but, above all things, the professional baker and housewife are learning, not only that they get more bread from their barrel of flour, but that they get a more healthful bread, because of the nutritious quality of the wheat from which spring wheat flours are made.

Most bakers and house-wives hesitate about adopting spring wheat flour, because they fear they will have to experiment in order to learn how to make a good loaf of bread. This, however, is not the case, and after one trial they will find it is much easier to bake from it than from any winter wheat flour.

Give this flour a trial and you will obtain the best and most nutritious bread made. Write us for prices.

JOHN H. EBELING.

Green Bay, Wis.

Novel Advertising Trick Recalled.

From Fame.

Some recent attempts to secure free advertising in the Gotham newspapers recalls the trick played by a Chicago house several years ago. One of the partners went into court and asked for an injunction to restrain the other partner from sacrificing the goods in their store at figures far below first cost.

The plaintiff said his partner had, with some insane desire, marked all the goods in the store down below cost. Then he went into details and showed how different articles were being sacrificed, notwithstanding his protest and asked the court to issue an injunction and restrain the fractious partner.

It was a strange fight and the newspapers took it up and devoted columns to the novel case. The result was that people on the lookout for bargains flocked to the store and purchased goods.

Day after day the hearing for an injunction was delayed and, finally, when the free advertisement had been worked to its end, the suit was dismissed without prosecution, the whole cost to the firm for thousands of dollars' worth of advertising being about \$150 in attorney's fees.

A notable contribution to the cause of the abolishment of days of grace on commercial paper is made by the adoption of a bill in Congress to do away with the custom in the District of Columbia. Similar action has already been taken by several of the states and this endorsement by Congress will undoubtedly expedite the concurrence of the rest, and thus the usage will take its place among the curiosities of obsolete customs. The act is to take effect on January 1, 1897.

TARTARINE

The new substitute for Cream of Tartar, is, in fact, better than Cream of Tartar for all culinary purposes and is a wholesome product.

Dwight's Baking Powder

Superior to any 50 cent powder on the market and retails at half the money—25 cents per pound.

Manufactured by
WOLVERINE SPICE CO.,
Grand Rapids, Mich.
For Sale by all Wholesale Grocers.

BLANK BOOKS

INKS

MUCILAGE

STEEL PENS

And all Office Supplies.

Lyon, Beecher & Kymer,

SUCCESSORS TO EATON, LYON & CO.

20 and 22 Monroe St.
GRAND RAPIDS.

FRUIT and VEGETABLES

are good and very cheap.

Send your orders to

HENRY J. VINKEMULDER,
GRAND RAPIDS, MICH.

Guaranteed that prices will be right.

I want you for a customer.

EARLY FRUITS AND VEGETABLES

Ask for our weekly quotations

F. J. Dettenthaler,

117 and 119 Monroe street,
Grand Rapids.

Our Spring line of Ready-made

Clothing

Includes all the latest Novelties in addition to our complete line of Staples. Write our Michigan Representative, William Connor, Box 346, Marshall, Mich., who will call upon you with samples. We guarantee fit and excellently made garments and prices guaranteed as low as can be made. Mail orders promptly attended to by

MICHAEL KOLB & SON,
Wholesale Clothing Manufacturers,
ROCHESTER, N. Y.

Garden and Field Seeds

In Bulk.

Wholesale and Retail.

All Fresh Stock.

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

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

Beach, Cook & Co.

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

Grand Rapids, Mich.

STONEWARE

Delivered from cars into your store at

Manufacturers' Cash Prices.

Drop postal NOW to

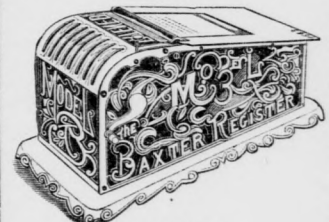
W. S. & J. E. Graham
Grand Rapids.

REGISTER

That will safely guard the **CASH SALES**; that will prevent forgetting to enter up **CHARGES**; that is simple, accurate, and moderate in price.

THE BAXTER REGISTER.

MODEL 3.



Price \$20.00.

Send 2c stamp for catalogue.

Baxter Bros. & Co.

340 DEARBORN ST., CHICAGO.

Your Money Back any time within 60 days if Register does not accomplish work we represent it to do.

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

The Grocery Market.

Sugar—The market was strong and excited last week, owing to the receipt of stronger news from Europe and the fact that both trust and independent refiners were oversold. Contrary to expectation, a decline of $\frac{1}{8}$ c was announced Monday morning—all of which goes to prove that the motives of the trust are "past finding out."

Pickles—The jobbers have advanced their quotations 50c per bbl.

Pineapples—The quality of the fruit is improving as the season advances. There is, also, a decided improvement in the demand.

Cheese—Arrivals of new stock are coming in so freely that the price has dropped $\frac{1}{2}$ @1c, with every prospect of still lower prices in the near future. The recent rains have still further improved the pastures, so that the output of the factories is increasing daily.

Bananas—Without particular change, so far as price is concerned, but the average quality of the fruit is steadily improving.

Lemons—The cooler weather prevailing since last Friday has had a tendency to check consumption, resulting in checking the advance which had been stimulated by the "warm spell."

Canned Goods—In spite of the advent of new fruits and vegetables, the low prices ruling on both have increased the consumptive demand to that extent that stocks in retailers' hands are unusually low.

Coffee—Maracaibo is scarce and the market is firm. Rios are strong and advancing, albeit the market is dull.

Raisins—Late reports from California indicate that the growing crop is likely to recover from the recent frosts, owing to the advent of warm weather and needed rains.

Tea—Japans are lower than a year ago. Several shipments of Jap grades have already reached San Francisco and a large number of vessels are now on their way to this country from Japan.

Molasses—The shortage at New Orleans, which is now conceded on all sides, is now reinforced by reports of a shortage in the crop at Porto Rico.

Dates—Competent authorities predict higher prices later in the season, owing to the fact that there is not stock enough to last until the new crop is harvested and marketed.

Fruits and Produce.

Asparagus—30c per doz. bunches.

Beans—The market has been steady, but without special feature.

Beets—50c per doz. bunches.

Butter—The market is glutted—so much so that local handlers are endeavoring to find an outlet for the accumulation by shipping East. Local dealers are permitted to take their pick of all offerings of dairy on the basis of 10c, while factory creamery is hardly more active at 14c.

Cabbage—Mississippi, stock 75c per doz. Mobile stock, much inferior to Mississippi, is held at 50c per 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.

Cucumbers—40c per doz. for Southern stock and 50c per doz. for home grown.

Eggs—Notwithstanding the large amount of stock going into cold storage stocks are accumulating and handlers find much difficulty in moving them. Local quotations are on the basis of 8c in crate lots and 7 $\frac{1}{2}$ c in 5 crate lots.

Green Onions—Scallions 5c per doz. bunches. Silver Skins 12 $\frac{1}{2}$ c per doz. bunches.

Lettuce—7@8c per lb.

Maple Sugar—Fancy commands 7c per lb. Fair to choice brings 5@6c.

Maple Syrup—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 $\frac{1}{2}$ c per lb.

Pop Corn—Rice, 3c per lb.

Potatoes—Mississippi stock commands \$1.25 per bbl. Old stock is dull and quotations are nominal.

Radishes—In ample supply at 8c per doz.

Spinach—25@30c per bu.

Strawberries—\$2 per crate of 24 qts.

String Beans—\$1 per bu.

Timothy—\$1.65 per bu for prime to strictly prime and \$1.75 for choice.

Tomatoes—\$3.50 per 6 basket crate of Florida stock.

Wax Beans—\$1.50 per bu.

The Grain Market.

Wheat has been very uninteresting during the week. The trade has lacked vim. There was no outside buying and the local talent in wheat centers did what is called a scalping business. The world's supply of breadstuffs is about 18,000,000 to 20,000,000 bushels less than last year, but the fine weather, the small exports and the large Northwestern receipts were, as usual, bearish influences. It is also reported that the French crop will be exceptionally good, so that France will do some exporting instead of importing. The strong points to be considered are the chinch bug, the Hessian fly in the winter wheat states, the small acreage seeded and the wet weather in the Northwest, but there is plenty of time yet for a good crop to mature. The visible decreased only about 854,000 bushels, when a decrease of about 2,500,000 bushels was expected, against 3,130,000 bushels for the corresponding week last year. This all assists to depress the market. We still think we will see better prices when the new crop comes in.

There is, virtually, no change in coarse grains and they remain stationary. However, they are very low and, with the present outlook, we see no reason why they should not go lower, unless there is a frost which will kill corn.

The receipts were moderate—wheat, 31 cars; corn, 7 cars and 5 cars of oats. The mills are paying 64c for wheat.

C. G. A. VOIGT.

The Washington Star announces that the two species of large water bugs that have come to be called electric-light bugs have put in an appearance around the electric arc lights. "A most curious thing about these bugs," it says, "is that before the introduction of electric lights they were considered to be comparatively rare. They were seldom seen, as they were not attracted by ordinary light. When the arc light appeared, however, the bugs became enormously noticeable. Upon their appearance in such prodigious numbers entomologists were of the opinion that after two or three years both species would grow scarcer, but the numbers do not seem to be decreasing in the slightest. While neither the *Belostoma* nor the *Benacus* is distinctly poisonous, both have strong beaks, capable of inflicting severe wounds, and it will be wise to handle them with great care, if at all. The very large black water beetle will also be seen among the water bugs around electric lamps in the proportion of about 1 to 100."

In France the pharmacist must not only determine whether the prescription is in order so far as medicaments and dosage are concerned, but must be sure that it is written by one lawfully authorized to prescribe. A heavy fine has recently been imposed upon a pharmacist who neglected to observe the last part of this rule.

The Depression in Pineapples.

From the New York Commercial Bulletin.

The depression in the pineapple market is attributed to three causes. First of these is that the very high prices of last month and for some time previous, being followed by a reaction, induced buyers to hold off in the expectation that prices still more favorable to them would be made. Then came the rather large receipts of the current week, three steamers with a total of between 8,000 and 9,000 barrels. The arrivals coupled with the cool weather, were enough to keep buyers out of the market, but added to this is the fact that the attention of the consuming trade has been diverted to strawberries, which have been plentiful and comparatively cheap, the market being supplied by shipments from the Southern Atlantic States, from Florida to Virginia, inclusive. In the West, similar conditions have prevailed, liberal receipts of berries from Southern Illinois, Missouri, etc., seeming to have drawn attention away from pineapples.

The receipts, while comparatively large the past week, are, for the season to date, fully 18,000 barrels less than they were for the corresponding period last year. This is attributed not so much to the insurrection in Cuba as to the lateness of the crop, owing to unfavorable weather. The influence of the insurrection, it is believed, will be felt later and possibly immediately, as it is stated that it is problematical whether shipments from Havana can be made with regularity and in sufficient quantity to supply trade requirements owing to the unsettled condition of the country. A letter received here from one of the shippers states that no guarantee can be given as to when shipments will be made or what quantity will be shipped. The war and its results have discouraged the growers and shippers, it is said, and although at the beginning of the season prospects for a good supply of Havana pines were very fair, the outlook is now uncertain. The planters are especially discouraged, and it is said have neglected their fields more or less since the early spring, fearing they would be unable to market their crops on account of the war.

The Bahama crop is also several weeks later than usual, but promises to be a full one, and it is thought that shippers there will send more than the average quantity to this market to make up for any deficiency in Havana or Florida fruit. The first cargoes of Bahamas are expected here about the middle of the month. There will be, it is reported, about the usual quantity of canned fruit packed in the Bahamas, for although one of the large packers has retired from the business, his place will be taken by another. It is expected that considerable quantities of pines packed Florida style, in cases, will be received here in addition to the bulk cargoes this year.

The Florida crop has recovered partially from the effects of the frost blight a year and a half ago, but there seems to be still some uncertainty as to whether it will be an important factor in the market this season.

How much of a factor the bicycle has become in the business world is indicated in a movement which has started among assessment accident insurance companies to advance the rates on all wheelmen's policies. So great has been the increase in the last few months in the number of bicycle risks assumed by the various companies that it has been deemed advisable by several of them to advance the rates for self-protection. The assessment companies interested in this movement are agitating two propositions, the adoption of either of which would be satisfactory to them. One plan that has been proposed is an agreement to pay two-thirds of the benefit of a policy to a bicyclist instead of the whole amount as at present. The other proposition is to increase the rates for wheelmen. It is said by the assessment insurance representatives that the existing rates, ranging from \$12 to \$15 a year on policies paying \$5,000 in case of death and approximate sums for dis-

ability, are too low for accident policies, and such companies report that they are losing money under these rates. A call for a meeting has been discussed, and the assessment companies that favor a change will take action before long. As an indication of the rush of business in insurance circles accompanying the growing popularity of bicycling, several concerns report that they had three times as many applications last month as for April, 1895. George C. Sterling, general manager of the accident department of the Aetna "for Greater New York," as he put it said: "The bicycle feature has made a great difference in accident insurance. The business for the present period surpasses that of the same time last year threefold. I have heard of the movement among assessment companies to increase the rates for bicyclists or to pay two-thirds benefit of policies, but the Aetna will not take such action. This company will hold the old rates. This applies only to men. No woman bicyclist, nor any woman, for that matter, is insured against accident."—N. Y. Tribune.

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WANTED—SECOND-HAND SHINGLE machine. Address Sawmill, Lock Box 8, Orangeville, Mich. 35

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

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