

MICHIGAN TRADESMAN

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Number 662

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

TRADE CONDITIONS.

The downward tendency in prices when they had already reached a point lower than had been known could not fail to increase the general dulness. A favorable indication is found in the fact that producers and dealers seem to have become reconciled to the waiting policy. The fact that the number of business failures has fallen off is an indication of more confidence. The unfavorable reports come from all the principal centers except those of the Southwest—St. Louis and Kansas City.

While the railroads are now falling off in earnings on account of the season, the showing for the quarter has been unexpectedly favorable, all lines except the coal roads having shown increased earnings over last year, some of them ranging from 15 to 25 per cent.

The downward tendency in cereals continues, wheat having declined several points and others in proportion.

Cotton and wool situation continues the same unfavorable features. Raw cotton advanced a little through speculation but there is now a decline. Manufactured products of both are dull in spite of the continued lessening of output, and prices have declined still further in several lines.

The branch of manufacture showing the most encouraging features is that of boots and shoes. Demand has been sufficient to warrant an advance in hides and leather and most of the shoe factories report orders for some time ahead.

The unfavorable conditions in the iron market are continued. Combination and speculation are keeping up prices of finished products in spite of decreasing demand, while pig is quoted discouragingly low.

The feature of the stock market has been unusual dulness. The outflow of gold, which had caused some uneasiness, declined to less than usual at the season. A few of the industrial stocks have shown some interest but, on the whole, quietness is the rule.

Bank clearings are 2.7 per cent. below last week, which brings them below the billion mark again. Failures, 216 last week, as against 265 for the preceding week.

THE TIMIDITY OF CAPITAL.

Capital is to finance what the nerve is to the body—always on the alert and at the approach of danger promptly sounds the alarm. In April, British consols reached the highest point in the history of trade and to-day the financial centers of Europe are flooded with money, because Capital is scared.

He has been watching the signs of the times and he sees danger in every quarter. For years, the currency system of the United States has been unsettled. Too much has been said of a single standard and of a double one. He fears that something disastrous lurks behind this talk of strained conditions between the East and the West.

His marrow tingles at the very suggestion of the silver, and, as a result, he wisely, as he thinks, puts his money where it is safe and waits for fair weather. Last December, when there

was every promise of a quarrel between England and Venezuela, the President of the United States, weary of English dalliance and delay, in terms not to be misunderstood, insisted that there were rights in Venezuela which even England must respect. A panic in England was the result and English Capital could hardly wait for his turn at the wires to call in what he had invested in American railway securities. For a time the Johannesburg mines were in full blast. Then the English pick comes in contact with a foreign substance harder than gold-bearing rock and instantly the Bank of England has more money than it knows what to do with. It turns out that Germany has something to do with matters in the Transvaal; the king of one of the African tribes receives a medal from the Czar; the Turk, under the shadow of the Russian throne, keeps up his nefarious business in Armenia; Italy and Spain are on the verge of bankruptcy, and the French Republic, it is feared, has built its house upon the sand.

This unsettled state existing the world over has but one effect on money—it gets into the strongest place it can find and stays there—and, as a consequence, the London vaults on Threadneedle street are full to overflowing. The money is earning nothing—a condition of things almost as alarming to the capitalist as its loss—and, with a feeling akin to frenzy, he asks why there is such a lack of confidence in the business world when there is the most need of it.

It seems, then, that the problem which needs solving most is, What is the remedy for the timidity of capital? With that question satisfactorily answered, there may be wars and rumors of wars, but, with capital no longer afraid, the business world, in the midst of such commotion, will go on—with reefed sails, indeed, but without fear—richer for its fearlessness, manlier for its courage and nobler for the example it has set when such an example was needed most.

"Sweet are the uses of adversity," but it takes a philosopher to appreciate the fact that poverty is his best friend. We all admit that it is necessity that drives mankind to its best work, but it is a blessing we want bestowed on some one else. In a recent magazine article, Andrew Carnegie says: "We should be quite willing to abolish luxury; but to abolish poverty would be to destroy the only soil upon which mankind can depend to produce the virtues which alone can enable the race to reach a still higher civilization than it now possesses." Notwithstanding this true view of the case, there is a general desire to do away with poverty. Indeed, it is to the individual effort to abolish poverty that the world owes the elevation of the race. Most of us agree with the sage who said that it may not be a disgrace to be poor, but it is exceedingly inconvenient.

The truth in a nutshell is an honest worm that has bored his own hole.

COMMERCIAL READJUSTMENT.

It was felt and freely expressed by many whose opinion in commercial circles was thought to be valuable that the panic of '93 was one of those unaccountable disturbances which would go as suddenly as it had come and that the financial world would promptly repair damages and be all the better for the "shake up." These hopes, however, have not been realized. In spite of promising predictions, the hard times are still with us, with no encouraging signs of a speedy departure and the accounting for the present condition of things is still going bravely on. It is beginning to be believed that, sudden as was the coming of the panic, it was long in gathering, and to attribute it to any one cause is as wrong as it is unreasonable.

For the last twenty-five or thirty years there has been in the industrial world a period of unrest. This unrest still continues, and it is reasonable to believe that the hard times will last until there has been a readjustment of the elements which have created this disturbance and a quiet settling down to existing conditions has taken place. During this time vast areas of land have been settled. The West has increased enormously. Railroads have been built and along these lines the settlers are testing the question of success or failure. New wants have appeared and old ones have been increased; new manufacturing industries have sprung up to supply them; better and more rapid methods are made use of; and all these, or many of them, are still in the experimental period. The settling is going on, but it cannot be hurried. There is no question but what there has been a rapid increase of wealth, nor is there any question that this has been accomplished in the midst of much disturbance. The fact, however, shows—and it is a cheering sign—that the accumulation is due to an early adaptation to the changing conditions and that, when this adaptation is completed, a new era in the industrial and commercial world will begin. If there have been "inflated values," these will strike a fixed standard of worth. If there has been an overproduction in certain lines, a readjustment must take place before there is a settling down. There will, probably, be less discounting of the future, a less dependence placed on prospective gains, a greater reliance on things tangible in the trading world and, best of all, a general belief that real prosperity depends more upon sterling worth and hard work and less, or not at all, upon chance. With this for a basis, the "settling down" may be slow, but it will be sure, and the good times which rest on such a foundation will be lasting and free from that feverish unrest which exists in the business world to-day.

By the time a boy gets a bicycle with tickets he finds in his cigarette packs, he will have a heart failure that prevents him from riding.

A great many people are wondering where they will go this summer, and wondering where they will get the money to go with.

Rise and Fall of the Oatmeal King.

From the Chicago Times-Herald.

In the \$2,000,000 assignment of Ferdinand Schumacher, "the oatmeal king," is another evidence of the dangers that attend the handling of large sums of money. It is possible for a man to start on a salary of \$50 a week and become wealthy. Give the same man \$50,000 a week and it is more than an even chance that he would waste the principal or property producing such income and die poor. It is one thing to make money and quite another to keep it. This financial truism Mr. Schumacher would doubtless earnestly endorse.

Schumacher is one of those frequent products of America—a self-made man. He has realized the full promise of the republic to the industrious, the thrifty, and the honest man. He has not been of the class of self-made men who have been given over to earnest worship of themselves. He has always thought well of himself, as he had every reason to do, but his self-respect never amounted to veneration. He was in a way a philanthropist and has backed the business enterprises of many who would have been commercial wrecks—small but total losses—had it not been for his aid. Mr. Schumacher's great fad was temperance. He devoted much time and a great deal of money to the cause, and in 1884 showed his good faith by accepting the nomination as candidate for Governor on the Ohio prohibition ticket. He may have received 2,000 out of a possible million or so of votes, or the number may have been 10,000. It was a hopeless candidacy then, as it ever has been, and Mr. Schumacher knew it when he went on the ticket and made good the expenses of the campaign. He believed in prohibition as a policy, and regarded it as his duty to keep life in the sentiment.

The business career of Mr. Schumacher is interesting. Forty years ago, when he settled in Akron, O., he had scarcely a dollar. The greater part of the united possessions of himself and his wife was energy and thrift. Neither of these in their raw condition can be realized upon. At that period of the country's development oatmeal was almost unknown as an article of diet. Occasionally, a Scotchman could be found who would admit the use of oatmeal as food, in remote sections of his home land, but he was not disposed to make boast of the idiosyncrasies of his countrymen. Oats in Ohio were regarded as good for horses, but wholly unfit for human consumption. The young German settler started in to practically combat this theory, and he won the fight and wealth. He had learned in Germany the secret of separating the hard husk from the kernel of the oat, and he further had acquainted himself with the nutritive qualities of the meal. Schumacher's first mill was the kitchen of his home. The other room was the family parlor and bedroom. The first "run" of meal Schumacher carried about the small town in a hand basket. His neighbors bought from him more from a desire to help him along than from any confidence in oatmeal or any appetite for it. Schumacher took well and was generally esteemed in the village.

Presently his trade enlarged to such an extent that he was forced to buy a little push wagon or hand cart to deliver the oatmeal to the regular subscribers. The kitchen wasn't large enough to furnish the necessary mill capacity, and he erected a 10 by 12 building in his yard, wherein to shuck oats and manufacture meal. Soon he had to buy a horse and wagon, so great had his enterprise become, and in time samples of his product were required by Cleveland and Pittsburgh merchants. Then came heavy orders. The mill was enlarged until the buildings covered acres. A large part of Akron's industrial importance is due to the evolution of Schumacher's domestic oatmeal mill. The miller in twenty years was worth

\$500,000, and in thirty was accounted a millionaire. He branched out in the cereal business, built a mansion, and made investments of various characters. He built strawboard mills, one of them in Marseilles, Ill., and, with other industries which he established, practically built the town. Three years ago he combined his various milling interests into one general corporation, the American Cereal Company, and established his headquarters in Chicago. When Mr. Schumacher had his interests all within the city limits of Akron, all went well in a business way. When his investments became divided, between strawboard mills, real estate, and the manufacture of hygienic food, and passed beyond his personal oversight and control, the meal monarch's affairs proceeded ill. At last came the assignment. It is known that Mr. Schumacher will pull a hundred or two thousands out of the fire, for his assets are far better than the other side of the book. With his simple tastes, the ex-king can struggle along fairly well on what he will have left.

Mr. Schumacher retained his early habits of frugality throughout all his improving fortunes. If he was conspicuous, it was by reason of the plainness of his attire. He had one fondness—that was for good horses. He kept these, not for speeding purposes, but because he has a fondness for animals and likes them well bred. An anecdote illustrative of his thrifty habit is told in Akron. Along in the days of the war, when economy was necessary, Mr. Schumacher took to himself one of the old-style army cape overcoats for his winter wear. Whatever may be said of these garments touching their utility as a weather shield, it cannot be said they are stylish. The great miller wore his for twenty years, and during the last few seasons of its endurance, he cinched it to his form with a rope or a strap. His other raiment was in keeping—good, but hardly elegant. The townsfolk took a mild pleasure and modest pride in pointing out to the stranger in town their celebrated neighbor, driving a team of \$5,000 standard-bred horses in a \$500 Portland sleigh, himself wearing an overcoat that cost \$6 a quarter of a century before, and whose whole personal equipment would not sell for \$8 at a forced sale. It was another verification of the proposition that only a rich man can afford to wear poor clothes.

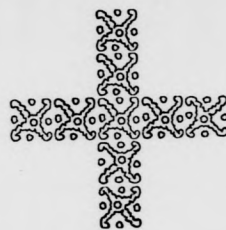
Pies and Persecution.

There is little doubt that the pie has been the cause of much misery. People who ate rich mince pies have felt unhappy afterwards themselves. Men have reproached their wives with not making pies like their mothers, and philosophers who lived on a steady diet of pie have written gloomy philosophy. Now a pie is figuring in a police court in New York as the cause of discord between husband and wife. He is a pie peddler, and he forced his wife to subsist on pies alone. More than that, she had no choice in the kind of pie she had to eat. If there was a run on mince pies, she had to eat custard pies. If the capricious taste of the fickle public inclined to apple pie, she was forced to banquet on weather-beaten mince pies. Sometimes it rained, and the pies became mixed, and then she supped on a conglomeration of all sorts and conditions of pies. The woman sickened of pies. The day came when she could no longer look a mince pie in the face, and she abhorred the very sight of a custard. She wanted meat and bread; but her husband refused to give her money, holding that it was unreasonable and extravagant not to be willing to live on the luxuries he provided. The judge, fortunately, was not a man addicted to pie eating, and he gave a verdict in favor of the woman.

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

A GREAT DEAL



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

Valley City
Milling Co.....

Sole makers of

LILY WHITE FLOUR

Grand Rapids, Mich.

EVERY CENT COUNTS

Did You Ever

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

GRAND REPUBLIC

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

BALL-BARNHART-PUTMAN CO.,
GRAND RAPIDS.

The Decadence of the Apprenticeship System.

From the Scientific American.

We who are privileged to live in the closing years of the nineteenth century are forever telling ourselves what a magnificent age it is; and we never weary of hearing and repeating the count of our numbers, our wealth, and our wisdom. More often than not, this self-satisfied recital is rounded off with a contrast between what our forefathers were and what we have grown to be. In the main, the comparison is a just one, for, as a matter of fact, man, individually and collectively, is to-day better clothed, better fed, has more money in his pocket, and is cleaner in morals and person than he was fifty or one hundred years ago. In the midst of this general advance, and in some measure as the result of it, the student of social economics can detect here and there the signs of a decided retrogression. Happily such cases are few; but they exist, and no amount of material prosperity should be allowed to blind us to the fact. Among the many customs of our forefathers that have fallen into disuse, there are some whose lapse can only be regarded as a misfortune, and whose revival would prove to us that those customs were the outcome of experience, and that they were prompted by solid wisdom.

There was a time in this country when the entrance door into every trade was strictly guarded, and the boy who aspired to the dignity of being ranked as a journeyman carpenter, machinist, or builder could only hope to do so by becoming bound in an apprenticeship of greater or less duration. His instruction, which was carried out with the characteristic thoroughness of former days, commenced with the very alphabet of his trade; and each department was fully mastered before he was passed to the next. He attained at once manual dexterity and a knowledge of detail; and incidentally he acquired also a thorough respect for his trade, efficiency in which could only be gained after so many years of training. At the close of his apprenticeship he was entitled to be called a skilled workman, and could command a journeyman's wages.

But to-day, as the French would say, "we have changed all that." Apprenticeship is no longer the invariable rule—it is the rare exception. The careful, detailed instruction of the apprentice by the master mechanic has given place to a "hit-or-miss," "get-there" system or, rather, lack of system, in which the boy's instruction is dependent upon the caprice of the journeymen whom he is told off to assist. In place of the regular day-by-day instruction of the apprentice, who, by virtue of his articles of agreement, was entitled to continuous employment, the boys of to-day have to take their chance of picking up knowledge and acquiring manual skill at the odd times when they may be so fortunate as to secure employment.

Under the old arrangement, the boy was sure of receiving instruction—his master was pledged to give it him; and, moreover, he would be at times intrusted with a job which was a little beyond his powers. It was taken for granted that he would spoil some of his work; and to a certain extent he in this way offset the profit accruing to the master from his unremunerated labor.

Under the present system there is no obligation, and certainly no disposition, to give the boy helpers any work which they are likely to spoil. They are engaged to do menial labor, and it is only in rare cases of emergency that they get an opportunity to try their hand at a more important class of work. A "green" hand in a machine shop is never regarded as a pupil. He is judged from the standpoint of profit making, and the tendency is to keep him at work indefinitely at the machine with which he is familiar. The apprentice was moved from drilling machine to shaper; from shaper to lathe; from lathe to vise; and by this varied experience he acquired an all-round knowledge and efficiency. But the

specialization of work in these days has limited the range of a boy's opportunities to such an extent that he can never hope to gain much knowledge or execution outside the particular class of work to which he is assigned.

It must be admitted, however, that, excellent as were the results under the old apprenticeship system, it would be impossible to carry it out under the present industrial conditions. The apprentice was "bound" to his master, lived under his roof, and ate at his board. Modern social conditions and the modern temperament would not lend themselves to a compact in which the position of the boy was one of very pronounced servitude; and the keen competition in the various industries, the close margin upon which the master mechanic has to figure in competing for a share of the trade, the speed and thorough system which are necessary in a modern workshop, all render the careful training of green hands in the shops a practical impossibility. Neither the master mechanic nor the journeymen can spare the time for such personal oversight; and work which has been contracted for upon the smallest margin of profit cannot be trusted to the clumsy, if willing, hands of a beginner.

But if the old system, good as it was, is impracticable to-day, and the methods of to-day are so faulty, What, it will be asked, is to be the remedy? We think that it will be found in an arrangement which shall embody the best features of both systems, and which shall be supplemented by that admirable institution known as the trade school.

The idea of oversight was an excellent one; and, so far as it can be exercised without interference with shop routine, it should be encouraged—at the same time the term of service should be very much reduced, and the relation of the boy to the master mechanic rendered more elastic.

The National Association of Builders has recommended that a lad who wishes to enter a trade should go first to a trade school, and discover in which direction his tastes and aptitude lie. After passing an examination by a committee of master mechanics at the close of his course, he should enter the workshop as a junior. Here he would acquire speed and execution, and by the time he was capable of doing a "full day's work" he would be subjected to a second examination, the passing of which entitled him to be ranked as a journeyman. "Proof of ability, not length of service is the test of what constitutes a mechanic in this system."

These suggestions are excellent, and they are thoroughly practical. The hope for the future of the American workman lies in the hearty co-operation of the master mechanics and the journeymen with the trade school system. If the American boy is to have any chance of holding his own against the incoming tide of skilled foreign labor, some radical change must be made in existing conditions. As we have shown, it is now well-nigh impossible for him to attain the all-round efficiency which marks the foreign journeyman, and enables him to secure work at almost the first application. If the master mechanics would follow some such scheme as was outlined by the National Association, the inefficient, or, as he is expressively known, the "botch" workman, would cease to exist.

A Candid Reply.

Creditor—When are you going to pay me that bill?

Debtor—My friend, you put me in mind of a little child, because a little child can ask questions that the wisest man cannot answer.

A Cool Suggestion

To your customers is an attractive fan, with your advertisement neatly printed thereon. The Tradesman Company is prepared to furnish you with fans, at the lowest prices consistent with good goods. Send for samples and prices.

The much-traveled salesman has long ago found out that "there are others."

WONDER

WONDER

FANCY ROLLER MILLS
SPRING WHEAT

FLOUR

For Sale Only by

MUSSELMAN GROCER CO.,
GRAND RAPIDS, MICH.

WONDER

WONDER

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.

Laurel

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.

O. E. BROWN MILL CO.

SHIPPERS OF

FLOUR, GRAIN,
BALED HAY

In Carlots.

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

Office 9 Canal street,

Grand Rapids.

Around the State

Movements of Merchants.

Moor Park—Frank Pixley succeeds Will Shick in general trade.

Lansing—Owen Jones succeeds John H. Banghart in the meat business.

Kalamazoo—Fred J. Zeeb, meat dealer, has sold out to S. D. Gage.

Charlotte—S. Lampert has removed his harness and cigar stock to Tekonsha.

Quincy—W. L. Knapp succeeds J. B. Van Asdale in the grocery business.

Muskegon—G. R. Karling, boot and shoe dealer, has removed to Joliet, Ill.

Kenton—The Kenton Meat Co. succeeds Wm. Shingler in the meat business.

Howell—D. W. Newell succeeds Sweet & Newell in the grocery business.

Kalamazoo—Michael Brink has sold his bakery business to Herder & Optholdt.

Lansing—Nathan A. Young has purchased the drug stock of Chas. A. Seeley.

Howell—Sweet & Newell, grocers, have dissolved, D. Warren Newell succeeding.

Buchanan—Otis Bros., dealers in tinware, curtains, etc., have removed to Delton.

Port Huron—Arthur H. Tibbits has purchased the grocery stock of V. R. Conway.

Coldwater—Stephen Spurlock, general dealer, has removed from Sherwood to this place.

Jackson—M. H. & F. A. Lincoln have purchased the grocery stock of Melvin Thompson.

Kalamazoo—John Vandelaere succeeds C. Vandelaere & Son in the wood and coal business.

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

Dowagiac—Schmitt Bros. succeed Schmitt & Onen in the hardware, paint and oil business.

Kalamazoo—C. S. Ranney is succeeded by Geo. McCarty in the fruit and confectionery business.

Muskegon—Van Zant & Clug, dealers in groceries and meats, have dissolved, Wm. H. Clug succeeding.

Mancelona—H. W. Bascom has opened a bakery in the building opposite the Mancelona House.

Beaverton—The wind storm May 17 nearly wrecked the store building of E. A. Coon, racking it badly.

Merrill—P. L. Perkins continues the general merchandise business formerly conducted by Melze & Perkins.

Belleville—Osler & Earing, dealers in agricultural implements, have dissolved, P. G. Osler succeeding.

Marion—Henry E. Walsworth, undertaker and furniture dealer, is dead. He was a Mason and Maccabee.

Munising—R. Peters & Co. have erected an addition to their store in which to put dry goods and boots and shoes.

Albion—The Culver & Espie grocery stock has been taken possession of by Frank Culver on a chattel mortgage, and he will close it out.

Muskegon—J. B. Wallace, the Pine street feed dealer, has established a branch store on the corner of Eighth street and Clay avenue.

Saugatuck—Geo. A. Pride has been admitted to partnership with E. S. Pride in the furniture business. The new firm will be known as E. S. Pride & Son.

Benton Harbor—Soule & Co. succeed Carrie H. (Mrs. F. I.) Soule in the grocery business.

Fisher's Station—Wm. Van Bruggen, general dealer at this place, has disposed of his stock and will remove to Maxwell City, New Mexico, where he will re-engage in the same business.

Grand Marais—The wheel craze has struck this town hard. There is nothing but sand and sidewalks, but about thirty-five bicycles are in use. One family has four wheels out of seven possible riders.

Croswell—Mary C. (Mrs. John H.) Richardson has merged her business into a stock company under the style of the Richardson Dry Goods Co. The corporation has a capital stock of \$5,000.

Kalamazoo—Brownson & Rankin have merged their business into a stock company under the style of the Brownson & Rankin Dry Goods Co. The corporation has a capital stock of \$50,000.

Albion—Leonard & Carty, grocers, have uttered chattel mortgages to the amount of \$984. They have been waiting to sell out for some time, so as to retire from business. The mortgages, no doubt, will have the desired effect.

Holland—Thos. Price has sold a half interest in his meat market to Cornelius M. Phernambucq—formerly engaged in the meat business at 467 South Division street, Grand Rapids—and the new firm will be known as Price & Phernambucq.

Sault Ste. Marie This is a typical summer town. The visitor sees many strange faces at this time of the year, owing to the habit merchants have of engaging new clerks for the summer trade, who are let go in the fall. Only a few clerks are hired by the year.

Hungerford—John W. Rutherford was surprised to find his general store taken possession of by a "mob of friends," as he expresses it, a few evenings ago. They assembled there as a rendezvous for a surprise party on his wife in celebration of the anniversary of her 38th birthday.

Marquette—Capt. Hursley, of Sault Ste. Marie, who purchased the wrecked schooners, Kent and Moonlight, which went ashore on Chocoy Beach during the gale last fall, has succeeded in pulling them off. They will be towed to Duluth for repairs. Capt. Hursley is to be congratulated. He is new in the wrecking business. The Inmans, of Duluth, and Grummond, of Detroit, tried to release the boats last fall, but abandoned the undertaking.

Rogers City—The Chicago Supply Co. is meeting with the same sort of defeat it met in Wexford county in attempting to enforce collection on its notes against Presque Isle county farmers. W. J. McCutcheon, of this place, was recently sued before a justice of the peace at Posen, resulting in the defendant's securing a judgment for the costs. Presque Isle county justice is not satisfactory to the Chicago shapers, who announce their intention of taking an appeal.

Munising—Hon. Peter White and Hon. E. H. Towar, of Marquette, have been instrumental in organizing a State bank here. Dwelling houses are going up rapidly. There are about forty business places, either erected or in course of construction. Water mains are laid and sidewalks are being built. Everything is booming. Lots on the main street sell at \$100 per foot front. The first corporation election will be held June 1 and immediately afterward ten

saloonists will try to file their liquor bonds. At present the thirsty portion of the population are compelled to walk four miles to Wetmore or carry a jug.

Manufacturing Matters.

Ada—John Smith has purchased the flour mill of Van Keppel Bros.

Sears—A. A. Boyd is getting in a stock of timber and will start his shingle mill here in a few days.

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

Bay City—The style of the E. J. Vance Box Co. has been changed to the E. J. Vance Box Co., Limited.

Oscoda—The Oscoda Lumber Co. will start its mill here as soon as the log drive on the Au Sable River gets down, which will be about June 1.

Bay City—The yard here of the Young & Fulton Lumber Co. will soon be closed up. The lumber on hand will be shipped to the yard of the firm at Cleveland.

Detroit—The Merchants & Manufacturers' Exchange has sent a circular letter to all its members asking them to urge their representatives in Congress to work for the Torrey bankruptcy bill.

Manistique—The Weston Furnace Co. will not go into blast this year, on account of its inability to dispose of the pig iron already on hand. In March preparations were made for going into blast.

Grayling—Salling, Hanson & Co. have purchased the large tract of pine south of Twin Lakes from Pack, Wood & Co. It is estimated to cut 15,000,000 feet. The consideration is not made public.

Kalamazoo—L. D. Railsback, of Indianapolis, is in the city for the purpose of organizing a stock company to manufacture a rotary disc plow, which he claims is superior to any now on the market.

Alpena—D. A. Stratton, of Alba, Mich., is considering the project of establishing a hardwood manufacturing plant at this place. He wants the city to furnish the site and will begin building as soon as the site is handed over.

Manistee—Buckley & Douglas have a new scheme to save burned timber. They are damming a lake in the middle of their timber and will put the burned logs in there and hold them until needed. The lake covers about 40 acres.

Albion—The Elms Buggy Co. has given trust mortgages to H. M. Dearing, of the First National Bank, as a matter of protection. The company has plenty of assets, but cannot realize on them. The business will be continued as usual.

Menominee—The drives on the Paint and Brule will be out the last of this week. There were over 9,000,000 feet of logs in the Brule, and nearly 5,000,000 in the Paint. Both streams have been thoroughly cleaned of logs this spring in two successful drives.

Negaunee—The Buffalo mines are adding materially to their forces and are getting out large quantities of ore. Unlike nearly all the other large mines of the Marquette range, the Buffalo group was idle for several months during the winter and, as a consequence, began the shipping season with practically no ore in stock, while all the other mines had large stock piles to begin shipping from.

Detroit—The American Brass and Metal Works has filed a chattel mortgage in favor of the Citizens' Savings Bank for \$20,225, the amount due on

ten notes given the Bank during the year. On April 20, two chattel mortgages were given the officers of the company, one to Jacob Kock, President, for \$31,100, the other to Henry Kock for \$15,000. The mortgages will not interfere with the company's doing business.

Marquette—The weekly shipments of ore from the Marquette docks of the Duluth, South Shore & Atlantic Railway are from 60,000 to 70,000 tons, or at the rate of nearly 2,000,000 tons for the entire season. The South Shore is moving more ore than ever before in its history. Owing to a cut in the head-of-the-lake ore rate, the large amount of Gogebic range ore which was to have been shipped by way of Escanaba has not materialized. The Chicago & Northwestern system ships from the Gogebic mines by way of both Escanaba and Ashland, and the Ashland haul is now the more convenient to the mines because of the shorter distance for rail transportation. The Lake Superior & Ishpeming, the new ore line being built by two of the local mines, should be able to handle some ore this fall, though it is not likely that it can be completed in season to be a very important factor in this season's ore traffic.

Saginaw—The railroads made a very good showing in moving lumber out of the valley in 1895, and the figures attest the revolutionary methods of handling lumber in the last few years. Fifteen years ago the bulk of the lumber manufactured on the Saginaw River was moved to market by water. It was manufactured, piled on the mill docks, sold in blocks in the rough, ranging from a single cargo to one, two, three or more million feet, and shipped out to Ohio ports and to Buffalo, Erie, Tonawanda, thence to Albany, etc. With the diminution of the output of the mills came the necessity of getting more out of the lumber, and factories and sorting yards sprang up, and the stock that had gone out in the rough by lake sought rail transit and a wider method of distribution; hence to-day the lake method has been crowded to the rear, nearly every manufacturing firm on the Saginaw River handling a portion or all of its output by rail.



FLAGS—all sizes and prices.

BUNTINGS—all kinds, at

P. STEKETEE & SONS,

Grand Rapids.

Change in Time of Meeting.

Grand Rapids, May 22—On account of the annual meeting of the American Pharmaceutical Association, which occurs at Montreal August 12, the date for the annual meeting of the Michigan State Pharmaceutical Association at Mackinac Island has been changed to August 4, 5 and 6.

BENJ. SCHROUDER, Sec'y.

Want to Cross Bats with Grand Rapids.

Grand Haven, May 18—The business men of Grand Haven would like a game or two of base ball with the business men of Grand Rapids during the summer season.

C. N. ADDISON.

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

Grand Rapids Gossip

The Grocery Market.

Sugar—In addition to the decline of $\frac{1}{8}$ c on Monday of last week, another decline of $\frac{1}{8}$ c occurred on Wednesday last, excepting powdered, which declined a sixpence. On Monday, however, the trade was surprised by an advance of $\frac{1}{8}$ c all along the line and the market is strong at present writing, with prospects of still further advances in the near future.

Fruit Jars—The market continues to strengthen and prices are confidently expected to advance \$1@2 per dozen beyond present quotations. The strengthening of the market is not due to any shortness of supply on the part of manufacturers, but to the prospect of a large fruit crop everywhere, which presages an unprecedented demand.

Tea—Reports from New York are to the effect that several shipments of new Japs have arrived and that the quality is exceptionally fine.

Syrups—There is a considerable improvement in demand, both for medium and better grades.

Currants—The general tendency of the market is easier, both abroad and in American markets.

Prunes—Without material change in price and demand nearly nominal.

Lemons—While the auction sales marked a slight decline, prices generally have not been marked down from what they were a week ago, and the general expectation is that the market will be steady from now on. The supply of stock is ample in this country, unless there should be an unprecedented period of hot weather, which might deplete stocks to the extent that prices would go skyward.

Cigars—The edict of Gen. Weyler, prohibiting the exportation of Vuelta Abajo and Partidos tobacco from Havana, has not caused much surprise among the manufacturers of clear Havana cigars in this country, for the reason that all who had cash at their disposal discounted it some weeks ago. This does not mean that there is a wealth of these tobaccos in this country, for, owing to the difficulty of keeping these fragrant tobaccos in perfect condition for more than twelve months after the crop has been harvested, no factory carries at any time a large stock, as is the case with factories using domestic grown tobacco. What it does mean is that for months past it has been understood that little or no tobacco of the 1896 crop could be expected, owing to the insurgents, frightening away the farmers, and in some cases destroying the fields of growing leaf; consequently such tobacco as was brought into Havana and was suitable for the American market was snapped up by the capitalists. The wrapper stock of this is said to be very small, and the best informed people of the trade think that not more than four or five firms will be able to make clear Havana cigars for a period extending longer than six months from now. Many firms have not tobacco wrappers enough to last them for more than two months. When it is remembered that about 200,000,000 clear Havana cigars are made in this country every year, the deficiency in wrappers becomes important, as the workers in these factories will be out of employment unless some other type of tobacco is used to work up the more plentiful filler stocks. It seems likely that some factories will do this,

but there are others of the legitimate high-grade type, owned by Spaniards, who declare that they will never resort to such an expedient. So stubborn are these people that they may close down rather than work other tobacco for wrappers. Most of the American firms that have bought tobaccos in expectation of the edict, or a prohibitory tariff, are said to have the bulk of their tobacco here. The total new crop for the current year was three weeks ago estimated to amount to about 120,000 bales, but at present it is estimated by one of the leading leaf tobacco men in the country to amount to less than 75,000 bales, much having been destroyed, and it is very problematical how much of this will ever reach Havana. At present it is unmarketable and if landed in this country would not, in his estimation, be worth five cents a pound.

Cheese—The supply of new cheese is increasing from day to day, and the light supply of the old has enabled receivers of new to dispose of their stock readily at full prices. Full grass cheese is looked for about June 1 and the quality is likely to be very fine. The tendency of the market is downward and the lowest prices will probably be reached during the months of July and August, when shipments are heaviest.

Salmon—The fishermen on the Columbia River are still holding out for the continuance of the old price, and the packers for the reduction of 1c per pound. Although several weeks of the spring season have gone, no salmon have as yet been packed along the Columbia River. Some time ago it was reported that one or two of the packers had given in, and were packing, but this was afterward denied.

Provisions—Nearly everything in the provision line has felt the effect of the better market with the exception of lard, which continues to rule easy. Compound remains unchanged, with prices about steady. The trade looks for higher prices in pickled and smoked meat and stocks are not very heavy. No dealer is carrying large stocks in the face of the dull market and general depression.

Flour and Feed.

Notwithstanding the very damaging crop reports during the past week, the market has continued to drag heavily, in sympathy with the bearish tendency of speculation.

The demand for flour is of the hand-to-mouth character and, in consequence, many of the large flouring mills are running but half of the time, even in the Northwest where wheat is plentiful.

This condition of things seems likely to continue until the market for wheat and offal improves and the demand for flour increases. The city mills are curtailing their output, in keeping with the present conditions.

Feed and millstuffs are dull with but little change in prices for the past week.

WM. N. ROWE

New Sugar Cards for Grand Rapids and Jackson.

The Retail Grocers' Associations of Grand Rapids and Jackson promulgated new sugar cards last week, as follows:

- 6 cents per pound.
- $4\frac{1}{2}$ pounds for 25 cents.
- $8\frac{1}{2}$ pounds for 50 cents.
- 17 pounds for \$1.

A man is as young as his rheumatism will allow him to be. A woman is as young as her photograph forces her to be.

Fruits and Produce.

Asparagus—30c per doz. bunches.
Beans—The market is utterly without feature, receipts being nominal and prices being dull and without change.

Beets—50c per doz. bunches.
Butter—The market is in a little better condition than a week ago, strictly fancy stock, showing full grass flavor, commanding 12c at the outside, although more offerings are taken on the basis of 10c.

Cabbage—Cairo stock commands \$1.25 per crate of $1\frac{1}{2}$ doz. Mississippi stock brings \$2.50 per crate of about 4 dozen.

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—25@30c per doz. for Southern stock and 50c per doz. for home grown.

Eggs—The market is somewhat firmer for strictly fancy stock, which commands 8c per doz. This price holds good only with stock which is candled and closely graded. Prices are somewhat higher at Eastern markets and the market generally is in a firmer position.

Green Onions—Seed stock, 10c per doz. bunches. Silver Skins, 12c per doz. bunches.

Greens—Beet, 40c per bu. Spinach, 25c per bu.

Lettuce—7@8c per lb.
Millet—Common, 60@65c; German, 65@70c; Hungarian, 70@75c.

Onions—Home grown are in small demand and ample supply, commanding 25c per bu. Mississippi stock brings \$1.50 per bag containing $1\frac{1}{2}$ bu.

Peas—Home grown, \$1.25 per bu. This is the earliest home grown stock ever known on the Grand Rapids market.

Pieplant—Although quoted nominally at $\frac{1}{2}$ c per lb., the demand is exceptionally small, owing to amount of stock, which is now grown in nearly every locality.

Potatoes—Tennessee and Mississippi stock commands \$1.25 per bu. and \$3.25 per bbl.

Radishes—10c per doz. bunches.

Strawberries—For the next day or two the market will be supplied by Indiana stock in 24 qt. cases at \$2 or less and St. Joe stock in 16 qt. cases at \$1.40 or less. The market is tending downward and may go to 5@6c before the end of the week. Home grown is beginning to come in, commanding 10c Tuesday. It is expected that considerable quantities of home grown will be marketed by Saturday and that next week will be the big week of the strawberry crop. All reports agree that the crop is large and prices are expected to rule low.

String Beans—75c per bu.
Timothy—\$1.65 per bu. for prime to strictly prime and \$1.75 for choice.

Tomatoes—Florida stock is about played out. Mississippi stock commands \$2.25 per 4 basket crate.

Wax Beans—\$1.25 per bu.

The Grain Market.

Wheat only held its own during the week, notwithstanding there were a great many strong arguments to advance it. Among them were the wet weather in the Northwest, the droughts in other localities, the insects in Ohio and Indiana, while the growers of our own State complain bitterly of rust and insects. While there is some damage being done by the Hessian fly, we have doubts as to the effect of the rust, as it is only on the leaf and it looks to us as if the stalk is free from rust. In our opinion, the rust is only temporary and a great many reliable farmers are of the same opinion—but time will tell. Our exports were about the same as the previous week, being 1,906,000 bushels. The visible decreased 1,847,000 bushels, which was more than was expected, as the decrease was so small the two previous weeks. Still, the decrease was 2,243,000 bushels, or nearly 400,000

bushels more than the corresponding week last year. The bear argument is the small exports. The foreigners are buying wheat from other countries which sell cheaper than America. However, should the prediction that is made come true of the damage on both winter and spring wheat, we will, undoubtedly, see higher prices.

There is not much to be said about corn and oats. These cereals remain quiet, as is usual. Corn is a trifle higher, while oats are about 1c lower.

The receipts were of a diminutive character, being thirty eight cars of wheat, two cars of corn and three cars of oats.

The millers are paying 64c for wheat, against 78c the corresponding day last year. These prices are wide apart, as our visible is only 3,000,000 bushels less than at the corresponding time last year, and it looks now as if the farmers will receive better prices for their wheat than they are getting at present.

C. G. A. VOIGT.

Purely Personal.

S. A. Sears, Manager of the Grand Rapids end of the New York Biscuit Co., is spending a couple of days in Chicago. He is accompanied by his wife.

D. H. Armstrong has taken the position of office manager of the Cappon & Bertsch Leather Co., at Holland. Mr. Armstrong is an office man of exceptional ability and will, undoubtedly, achieve a large measure of success in his new position.

Wm. H. Anderson, Cashier of the Fourth National Bank, has been elected a director of the Peninsular Trust Co., in place of Wm. H. Van Leeuwen. Mr. Anderson is a gentleman of rare discrimination and remarkable judgment and will prove a tower of strength to the Peninsular Co.

S. W. Peregrine has been elected Secretary of the Grand Rapids Seating Co., in place of Jas. B. Furber, who recently resigned to accept an office position with the Manitowoc Seating Co., at Manitowoc, Wis. Mr. Peregrine also resumes his old position as superintendent of the manufacturing department of the corporation.

The Grand Rapids Gas Light Co. paid a 2 $\frac{1}{2}$ per cent. dividend last week, the net earnings having increased to that extent to warrant an increase in the dividend rate from 4 per cent. to 5 per cent. per annum. This has, naturally, had a buoyant effect on the stock, which has advanced to 55@57. The net earnings for April were \$8,138, an increase of 15.9 per cent. over April, 1895. The net earnings for the first four months of this year were \$43,185, an increase of 11.7 per cent. over the same period in 1895. Considering the times, the increase in earnings is little less than remarkable, as it demonstrates the ability of the management to increase the volume of the business without incurring a corresponding increase in the expense account.

Brooks T. Bearss & Co. have arranged to open a drug store at Fostoria. The Hazeltine & Perkins Drug Co. has the order for the stock.

Wilbur DeLong succeeds E. H. Day in the grocery and meat business at 300 South Division street.

Miss Pullman married a mechanic when she could have chosen a palace-car porter.

Shoes and Leather

Effect of the Rise in Crude Rubber.
From the Shoe and Leather Gazette.

It is an axiom of the trade that whenever crude rubber goes up it is sure to come down again. But after such a marked advance as has occurred recently the most optimistic manufacturer is apt to be concerned about the date for a decline. The situation is that there is a definite amount of Para rubber visible, less than usual at this time of the year, with no more forthcoming until the beginning of another crop. The problem is, who will be obliged to buy rubber and how much?

The shoe factories are usually supplied ahead with rubber and nothing in the present conditions of the trade warrants such activity as would make them liberal buyers of material soon. The same is more or less true of the mechanical goods trade. Certainly manufacturers who are short of rubber will not buy at present prices to make goods to fill their stores and prudence would deter them from pushing the sale of products for which rubber had to be bought at the top of the market. The chief activity in the rubber industry just now appears to be in tires, but here even the best informed operators are at sea as to the requirements of rubber for the remainder of the season. It may be said to rest with this class whether the consumption of rubber for the summer months will be so great as to cause a greater advance or so limited as to permit the market to become easier.

In the crude rubber market the existence is denied of all speculative element farther than is involved in the very nature of buying commodities with a view to their sale at a profit. Leading manufacturers seem disposed to concede this, so that there is room only for the inference that the rate of the world's consumption has really exceeded that of production, despite the largest output for a year yet known. In the United States there are indications in abundance that the volume of rubber manufacture has been maintained, without taking tires into account. One leading concern assures us that within a year past they have made more goods than in any similar period before, while other companies report having at least kept up to their former figures. There are reports, too, of a large production of goods in Europe and especially of an increase on the Continent, showing that consumption is not to be judged alone from the conditions of American manufacture.

The Cobbler's Daughter.

From the Boot and Shoe Recorder.

As the writer was passing 165 Lincoln street, Lewiston, Me., he heard a girlish voice singing in French, and between the words he heard the tapping of a cobbler's hammer. Some cobbler's daughter, singing to him to cheer the monotony of his work-a-day life, was the thought. The tune changed and a more lively song was sung, while the man stood in the street staring at the house and wondering what the singer was like. As he opened the door to go in, the song died away, but the noise of the hammer continued. There were but two people in the room, and both were girls under twenty. One had a shawl over her head and was leaning on a counter looking at the other, who was fresh-faced, strong and rugged and who was seated on a cobbler's bench tapping a boot! Talk of your new woman! The woman who belongs to seventeen clubs and can tell you when the Moors were driven out of Spain isn't half as new as some of her humbler sisters. Here was a woman earning her living by mending shoes, and was overflowing with music all the time, too. Her hair was short! Not cut around her head with a pair of sheep shears, as they make the pictures of the soldiers of Joan of Arc, but standing out in little curls all

over her head. Her arms were bare to the elbow and very fair and round. She wore a neat dress and a clean apron. There was no burned clay pipe or tobacco pouch mixed with the tools on her bench. The way her nimble little fingers followed the pegs in her lap and drove them home into the red leather was a caution. She had no careful, gingerly way of handling her hammer, but could rattle them like fun.

When we entered she looked up, noted the look of astonishment on our faces and laughed. "You do want some boots sewed down?" she asked in broken English.

"No, my boots are all right, but do you work at this all the time?"

"Oh, yes, me do mend shoe here now a week."

"Where did you learn?"

"Canada, they teach me."

"Do many women do it there?"

"Oui. My father, he learn how and tell me and some other girl dere."

She had completed the tap and proceeded to stick on a small patch, which she accomplished in a neat manner, and then blackened the boots.

A rosebush stood in the corner of the room and a broken pitcher held a "shoot" of geranium. We heard the other young woman call her Elize Lemay, before we went. She's a hustler, is Liza, and she'll succeed.

Nothing to Do but Work.

Men who have nothing to do but to go down to business every day are always reminding women of what a nice idle time they have, with nothing to do but keep house and look after the children. A short time ago a delicate little woman of the housekeeping profession was on the witness stand, and it was necessary to establish just what she did between the hours of 8 and 9 a. m. She thought a moment and then said: "Well, I washed my children and got them off to school. I sewed a button on Nellie's dress and mended a rent in Johnny's coat. Then I tidied up my sitting-room and made up two beds, and watered my house plants, and glanced over the morning paper. Then I dusted the parlor and set things to rights, washed the lamp chimneys, and combed the baby's hair, and sewed four buttons on her shoes; then I swept out the front entry and brushed the children's Sunday clothes and put them away, and wrote a note to Johnny's teacher asking her to excuse him for not being at school on Friday. Then I fed my canary bird, gave the grocery man orders, swept off the back porch, and then I sat down and rested until 9 o'clock. That was all." It is this freedom from cares and work that makes the life of the average woman such a soft snap that everybody wants to be a woman.

She Wanted to Sell Shoes.

Pingree & Smith, of Detroit, recently received a unique application for a position as traveling salesman from a young woman in a Michigan town, as follows:

I would like very much to have a position as traveling saleswoman for your company. I never have had any experience in such work, but I have been a book agent. Of course, I know that selling books and selling shoes are two different things, but the book business gives one an idea of human nature. If you wish to employ me I will come to Detroit when you like. I am 21 years of age, 5 feet 6 inches tall, dark hair, blue eyes, and weigh ninety-six pounds. Hoping to hear from you soon, I am,

Manager Howarth concluded that the employment asked for was hardly suitable for even the new woman to enter.

Office Stationery
LETTER, NOTE AND BILL HEADS
STATEMENTS, TRADESMAN
ENVELOPES. COMPANY,
COUNTER BILLS. GRAND RAPIDS.



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.

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.

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.

Closing Out Stock

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

REEDER BROS. SHOE CO.
GRAND RAPIDS.



CHAS. A COYE

Manufacturer of

Tents, Awnings,
Horse, Wagons and
Binder Covers.

Send for prices.

11 PEARL STREET,

GRAND RAPIDS, MICH.

ITS EFFECT ON TRADE.

The Bicycle a Boon to Some Lines and a Curse to Others.
From the Dry Goods Reporter.

Over one million wheels sold in 1896! This means between fifty and seventy-five million dollars spent for the silent steed. Even in flush times this amount of money is not to be laughed at, but in times like the present it represents something almost beyond the imagination. And when it is remembered that it is expended for something midway between necessity and luxury, for something which most people can get along without, the question at once arises, "Is not the public robbing Peter to pay Paul?"

The purchase of a bicycle means an extra expense of from \$40 to \$100. In hard times the average mortal will have to plan very closely to realize this amount, and in the majority of cases will be obliged to cut off other expenses in order to make such a purchase. This he inevitably does, and while he pays the bicycle dealer more than usual he pays somebody else less. It cannot be supposed that the enormous amount of capital which has flowed into the bicycle industry this season has not been in part diverted from its former channels. The man who bought a wheel for his wife didn't buy her the watch he thought of presenting to her, and the young man who bought a cycle in order to ride out with his girl who already owned a bike, does not now hire the livery rig in which he was wont to take her riding of a Sunday.

Wheels are fast becoming a necessity instead of a luxury. They are almost an indispensable part of modern life, and it is doubtful if the "bicycle fad," as some call it, will ever die. As one dealer puts it: "Either wheels will grow so cheap and common that they will be presented as premiums with tea and coffee, or they will become the great necessity of modern times. The wheel has invaded all branches of business, from advertising to preaching, and soon, unless things alter, we shall see a nation become willing slaves of the wheel, before which the old story of the wonderful lamp will fade into nothingness."

Some businesses have been seriously affected by the bicycle craze. Tailors look upon the great craze as a curse to them. The greater number of tailors say that the popularity of the wheel has driven many of their customers to the ready-made clothing stores. The young man who buys a wheel feels that he must have a bicycle suit. When he has purchased one he finds that he has not the usual amount to put in a spring suit, so he either goes without one or buys one ready-made for less cost. In either case the tailor gets the fag end. Some young men make a bicycle suit serve for summer attire. They excite no comment at their business place or on the street when dressed in a cycle suit, and on Sundays they are dressed just right, for Sunday is the cyclist's busiest day aweek.

But in the big department stores the cycle craze has brought an increase of business. These stores have been quick to see the opportunities which the wheel has brought them, and have devoted unlimited space to wheels, cycle costumes and accessories. Ready-made costumes for men and women have attracted hundreds of new customers. Mr. Selfridge, manager of Marshall Field & Co., retail, thinks the bicycle business is just so much in addition to the rest. "We have merely added a new department without affecting those already in operation. I cannot find any place where the big call for cycling goods has cut into our regular business. I do not think that bicycling supplies supplant other articles. It is my observation that the man who buys a bicycle suit or shoes gets them for riding and not for general wear. I believe we sell both kinds of goods to the same people."

But the business which has reaped the harvest from the bicycle craze is that of ready-made clothing. And this is true of cycling suits and regular clothing both. One large ready-made concern said: "The bicycle has brought us a new branch of business, and a profitable one. Take, for example, the business man who rides a wheel. He has a pair of knickerbockers made to ride in, a pair of trousers to wear when off the wheel, the same coat and vest going with both pairs of trousers. This has given birth to a demand for combination suits of this kind. Besides the suits there are the sweaters, shirts, stockings and shoes, all of special make and design. We have sold thousands of these articles where formerly we sold dozens."

The shoe stores have also gained by the growth of the bicycle habit. It is the opinion of the shoe dealers that the man who cycles wears just as many shoes as formerly, plus the bicycle shoes. One State street merchant expressed the following opinion: "The regular spring sales have not fallen off, while it is almost impossible to get enough bicycle shoes to supply the demand. I do not believe that people wear the cycle shoe so generally that it cuts into our other lines of goods."

The knitting mills likewise are feeling the beneficial effects of the bicycle habit. Special hosiery for riders has sprung into such wide favor that some mills have been fitted out with special facilities for making this class of goods. Then there are sweaters, tights, knitted underwear, leggings, belts, caps and gloves, the production of which has stimulated the knitting mills to their fullest capacity.

Meeting of Butter, Egg and Poultry Shippers.

Hudson, May 21.—The Tri-State Butter, Egg and Poultry Association of Michigan, Ohio and Indiana were in session at the Comstock House in this city yesterday.

This Association is composed of the representative car-load shippers of the States named, and their object is the downing of the strawboard and filler case trust, which they claim has forced upon them exorbitant prices at times when the shippers were unable to defend themselves.

Several representatives of the trust were present at the meeting, but their propositions to "square" matters were rejected. It was voted, however, to grant them more time in which to reconsider the matter and submit new propositions. If the trust does not come to time it is the intention of the Association to start a strawboard and filler factory of its own.

The fraud practiced by speculators in holding eggs and selling them as "fresh" was denounced, and the following resolutions were adopted:

Whereas, Fraud is being practiced by speculators and holders of eggs in selling the same as fresh and thereby causing the shippers to make their prices according to the loss thus sustained, thereby compelling the honest farmers and producers to accept a price based on such loss off, there also being great danger of dumping upon our district large quantities of stale cold-storage eggs, which is demoralizing to the shipper, consumer and producer; therefore,

Resolved, That we, the shippers of Michigan, Indiana and Ohio, will from June 1 buy all eggs at their value and deduct from our receipts all stale eggs and buy dirty and small eggs at half price, all old and stale eggs to be rejected."

The next meeting of the Association will be held in Ypsilanti about August 1.

Every Merchant

Who uses the Tradesman Company's COUPON BOOKS, does so with a sense of security and profit, for he knows he is avoiding loss and annoyance. Write

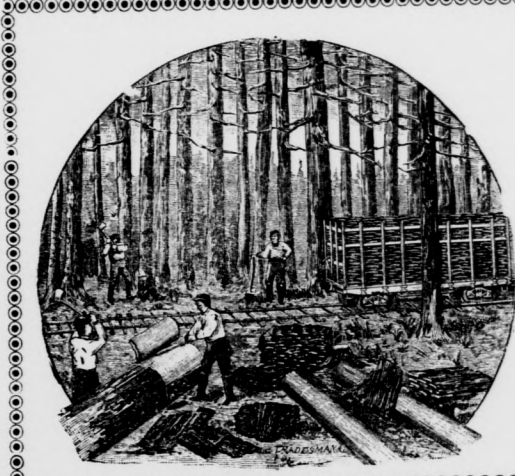
TRADESMAN COMPANY, Grand Rapids



Grand Rapids LUMBER COMPANY

419-421 MICH. TRUST BUILDING

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



Michigan Bark & Lumber Co.

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

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

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

Send in your orders now for your FISHING OUTFIT

We have a full line of
Mackintoshes, Wading Pants and Boots and Rubber Goods of all kinds.

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

STUDLEY & BARCLAY,
4 Monroe St. Grand Rapids.



ONE THING ONLY

BOSTON RUBBERS

The largest and most complete stock in the country.

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



Devoted to the Best Interests of Business Men

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

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - MAY 27, 1896.

BENEVOLENT PRICES.

Among the commonest annoyances in trade are the demands for consideration from persons or organizations from philanthropic or semi-charitable reasons. It is peculiarly the misfortune of many excellent religious movements that they depend largely on resources derived from voluntary contributions. To obtain support those actively engaged in such work are compelled either to directly solicit contributions, or to put themselves in such a relation to their special cause and the business world as to have it understood that there must be financial favor shown them in all dealings. It is owing to this characteristic that the ministry throughout the country is provided with half-fare passes on all railroads. It is not to be understood that such a spirit is prevalent in all religious organizations; there are not only notable exceptions, as in the Catholic and Jewish denominations, which are conducted on correct business principles, but the better class of Protestant churches in the cities have outgrown this spirit of mendicancy. But the needs of religious work among the poorer classes keep such a spirit alive and prominently manifest.

The demands made upon business houses by the representatives of semi-charitable undertakings are endless. If donations of goods or money are not solicited to aid in the worthy cause, usually some auxiliary to religious work, the merchant must advertise in the "program" or other scheme, regardless of the fact that he well knows that such advertising is practically worthless. If it is within his province to furnish any goods to be used in the undertaking, there must at least be a large concession in the price. Excellent people who would not think of such a thing as asking a concession in a price for their own benefit will bargain like an Arab when it is in behalf of some charitable cause.

The influence of this spirit is especially pernicious in its effect on a large class of the clergy in their dealings with those who supply such church needs as may come within their operations. For instance, there is usually a considerable printing to be done, perhaps the publication of a church paper. Too many of the worthy clergymen would feel much aggrieved if they had to pay the regular price for such work—they must have the "benevolent price." And, unfortunately, this habit of soliciting for their cause is apt to degenerate

into an expectation of "benevolent prices" in all their personal dealings as well.

It would not be suitable in this place to question, for a moment, the worthiness of such causes or the desirability of giving them proper support. In the present condition of society there must be voluntary contributions to philanthropic undertakings; but it is a pertinent question as to the degree in which such causes are entitled to special considerations in business dealings.

It is a vexed question, on the part of many dealers, as to the extent to which they should submit to this unwritten law of concession to benevolences. In many cases there is a social prestige and influence brought to bear which seem almost to compel them to submit to such exactions—they are nothing less. What can be done about it? It would seem as though this is a matter worthy of consideration in business organizations. One dealer alone may not be able to take the proper independent stand, when by so doing he may be playing directly into the hand of a competitor.

The position to take, when made practicable by mutual agreement, is that business and benevolences must be entirely separated. Charitable and philanthropic organizations and their representatives must be educated to the standard of dealing with each on an independent basis. The better class of churches and ministers have already learned this lesson; and an independent stand on the part of dealers will rapidly increase the class in this regard.

The present method is most unsatisfactory in every way. The dealer is asked to at least give up his profit, and then it is considered a favor to give him the custom; he gets no credit for the donation. And in too many cases he finds such customers among the most unsatisfactory in the matter of collections—he must "await the action of committees," etc., etc., and he must not manifest impatience lest he offend.

If the dealer wishes, or ought, to donate to a cause, the best way is to make the donation outright, independent of any business transaction. Thus he will be enabled to put his customers all on the same footing in his dealings, which is the only correct business principle.

This subject is worthy of consideration; and the difficulties which may arise from taking the independent business stand will in most cases be much less than anticipated.

MUNICIPAL RECKLESSNESS.

The careless manner in which municipal projects involving the use of vast sums of money are treated, in this country, has long been a matter of concern to taxpayers in the cities. The proverbial American wastefulness is more manifest in this regard, perhaps, than in any other. A forcible illustration of this characteristic is found in the recent investigations of the latest project for rapid transit in New York City.

One of the most serious problems in municipal affairs in that city is the question of relieving the congested condition by the provision of adequate means of transportation. Elevated and surface roads have long been insufficient, and so the project of an underground railway, which would seem to afford the only hope of relief, was taken up and seemed in a fair way of accomplishment. Estimates were prepared and submitted by the city engineers and

steps were about to be taken for the commencement of the work. As in all such undertakings, there were some property owners concerned in the right of way who objected to the project and took legal steps to secure their rights in the matter.

In the investigation which followed, it transpired that the engineers on whose reports the work was about to be commenced had given the subject so superficial an examination that they had overlooked errors involving millions of money, in one case having made an error of nearly a mile in computing the distance the line was to extend. The matter was carried to the court of appeals and a decision obtained, which cannot be reviewed, that, on account of these errors and the indefinite condition of the estimates, the injunction to restrain the project shall be permanent. Thus, through the criminal negligence and carelessness which characterize nearly all matters of city expenditures, a most necessary public work will be prevented for a long time to come.

Another manifestation of the same tendency is being brought to notice in the investigation of the pay roll frauds in Chicago. It was found that, in some cases, 50 per cent. of the wages paid to gangs of workmen were claimed by hangers-on, dummy workmen, saloon keepers, etc., some of whom received two or more of the envelopes given out, by taking places in the line the second time. Thus, in the investigations instituted, regularly organized gangs of plunderers of the public funds have been unearthed, and the extent to which the conspiracy extends can only be conjectured.

The careless manner in which public works and funds are managed in every city gives more or less opportunity for such rascality. There is a crying demand for reform in the manner of managing such affairs in all our cities, in but few of which there have not been examples of gross mismanagement, and Grand Rapids is not one of the few.

Recent revelations are creating a demand for such a reform and for the devising of a system of managing the public business which shall make such carelessness and criminality impossible.

THE PROBLEM OF IMMIGRATION.

There can be no denying that there is a strong feeling in favor of more stringent immigration laws growing up among the masses of the people. It is realized that the present restrictions placed upon immigration, while they may keep out a proportion of the undesirable elements, do not successfully exclude all that should be kept out in the interest of the country.

That persons convicted of crimes should be kept out of the country, as well as sick persons and paupers likely to become a public charge, everybody will promptly admit; but it is evident that such exclusions as are already authorized by law do not fully cover the case. That the unlimited immigration of ignorant and illiterate persons such as are not now excluded under the present laws is dangerous to the permanency of American institutions and calculated to lower the general moral level of the population would seem to be too evident a proposition to be questioned.

To meet this latter feature of the case, a bill is now pending in the House of Representatives which provides that no person be allowed to come into the country who cannot read English nor

any other language. There is also another bill pending which provides for consular inspection at the port of sailing.

Both of these measures are excellent in their way, and the immigration laws would be the better for their adoption. They would go far towards checking the only class of undesirable immigrants not now excluded by law, namely the illiterate. Illiterate persons cannot be expected to make good citizens; hence they should be excluded.

It is a mistake to suppose that the advocates of these measures believe in the total stoppage of immigration. Immigration of a proper character should be carefully encouraged, as the advent of people of that sort cannot fail to benefit the sections in which they may finally settle. It is by no means the case that a majority of the immigrants arriving every year are of the undesirable kind; far from it; but the percentage of the unwelcome class of immigrants is large enough to induce the people to put a check upon the arrival of such persons.

STREET CAR STRIKES.

The extent to which a fear of incurring the displeasure of the "walking delegate" will sometimes operate to create a condition of business prostration and panic is illustrated in the present condition of things at Milwaukee. Failing in other means of coercing the street railway company, a boycott was declared upon all who would not boycott it. The fears excited by this threat and the accompanying attempt were sufficient to paralyze business for several days. Of course, that situation could not continue long. As soon as the more intelligent of the business community had collected their wits and gotten over the scare, a movement was started to break up the boycott. This is being easily accomplished, as it was really more a panic than a boycott, and a general movement among merchants to resume business will soon restore confidence.

The conditions in Milwaukee are almost identical with those which prevailed in this city during the street car strike of five years ago. There was the same fear of the power of the unions, which enabled the strike managers to run lines of ramshackle omnibuses and antiquated wagons. It was not long, however, before the public discovered the real weakness of the boycotting element and its patronage was quickly transferred to the street cars again; and the managers of the strike and boycott gathered up the proceeds, for which they were responsible to no one, paid as few bills as possible and sought fresh fields for conquest. The chairman of the strike committee established the finest saloon in Chicago directly after his position became unprofitable here.

There may have been the difference in the situation that Milwaukee is more strongly union, on account of the beer interests, which warranted the attempt to coerce the people, after the example of Grand Rapids; but, from the fact that Toledo is on the eve of a similar strike, the inference is warranted that these movements are caused by those who hope to profit from the agitation, and that the poor dupes who suffer in the movements have little idea of the significance of such failures as the one referred to here, the Brooklyn and Philadelphia strikes and many others all over the country.

United States Consul-General Harel at St. Petersburg reports that he has seen \$30,760,115 of American gold coin in the coffers of the Russian government.

FOREIGN SUGAR BOUNTIES.

The bill to increase the bounties on the exports of sugar has practically passed the German Reichstag, and, as a result, Germany will be able during the coming season to ship more sugar abroad than ever and to compete more successfully with sugars produced in other countries.

As the United States is one of the most important markets for German sugars, the new bounties will make it possible to ship sugar to this country more profitably than is now the case, and the lower price of the German sugar will force a decline in the price of American beet and cane sugars. The active competition of German sugars due to the export bounty system induced Congress, two years ago, to place a countervailing duty upon all sugars imported from countries paying a bounty on imports. It was partly to overcome the effects of this countervailing duty that Germany has now resolved to increase her export bounty.

If it were proper to place a countervailing duty on sugars from bounty-paying countries two years ago, it is surely proper to increase that duty in proportion to the increase made in the foreign bounties. If the existing law no longer suffices to prevent the competition of bounty-fed foreign sugar, then it would appear to be in order to amend the law so as to augment the countervailing duty in proportion to the increase in the foreign bounties.

In order to bring about the adoption of proper legislation to offset the ill effects of the enhanced German bounties, the Louisiana sugar industry sent representatives to Washington to urge upon the leading men in Congress the necessity of protecting the country against the competition of the German beet sugar. As a result, several bills dealing with the situation have been introduced; among others, a bill known as the Perkins bill.

It appeared that the Senate was disposed to consider the bill favorably, when Secretary of the Treasury Carlisle sent word to the Senate that it would be impossible to enforce the measure. This opposition of the Treasury Department to the Perkins bill has made its chances of success very poor. This is to be regretted, as the bill undoubtedly dealt with the foreign export bounties successfully, and would, if adopted, have afforded the desired relief.

THE BALANCE AGAINST US.

When it comes to swapping visitors during the year Europe has a tremendous advantage over America. Europe sends us, among the several hundred thousand of her citizens coming this way annually to spend more or less time with us, about a hundred thousand paupers, who manage to get in in spite of immigration laws, and the bulk of whom become a burden upon the country in one way and another.

We treat the Europeans better. We send them annually about a hundred thousand visitors, who spend more or less time with them, and who are credited with spending on an average about a thousand dollars each in the Old World, and assisting materially in lightening the public burdens by thus putting a hundred millions of extra dollars in circulation. This year the visiting season has opened earlier than usual. The reports last week showed some two thousand and odd passengers, for continental points, carried by the big liners, and this has been the record for

some time. Berths are taken far in advance on all the lines, and the steamship companies say the bookings indicate that their capacity to handle travel will be taxed to the utmost the entire summer and fall.

This annual migration of the American globe trotter and tourist to Europe means a big pull on our gold reserves. The estimate of a hundred millions is a conservative one, and in addition to this is the vast amount of interest and dividend payments to be made during the summer in gold. The drain means tight gold markets, and tight gold markets mean a rush on the Treasury again, and so the endless chain is set in motion once more. Coupled with the stagnation of a presidential election year, the outlook is not the most encouraging. And yet this annual travel and extravagance show how rich the American people are as a Nation. No other nation duplicates such costly restlessness and sightseeing, and while the rich are richer than the nobles of other lands, the poor, fortunately, so far, are better off than the poor of any other country—the extremes of wealth and poverty are not so striking in America as in Europe, but the gulf between them is still too wide.

The Inwardness of Trouble.

It is not a new theory that most of the trouble in the world is caused by what people eat. A man who partakes of a midnight supper of indigestible food is bound to be a pessimist of the deepest dye the next morning. He can believe anything of the depravity of the human stomach and heart. Most of the divorces occur in the early stages of matrimony, when the wife is presumably learning to cook. A man will stand a good many shortcomings from a woman who is a tiptop house-keeper. A learned scientist has recently been investigating the effect of food, particularly vegetables, on the human character. He finds that a diet of carrots ameliorates harshness of character and reduces nervous irritability; peas create fatty tissue and encourage joyousness; while turnips have a depressing influence. Celery taken in excess causes eye trouble, while cabbage is good for pulmonary complaints. Lettuce acts as a sedative, owing to opium in its milky juice. Red beets will add plumpness to the thinnest form, while potatoes are also fattening. With such a delightful schedule arranged, we can eat, drink, and acquire all the virtues by the delightful process of dining.

The Transvaal authorities have reached a decision in the cases of fifty-nine of the members of the Reform Union who were recently convicted in connection with the conspiracy against the South African Republic. A number of these prisoners will be released immediately, and others will be given their freedom at the expiration of three months, while a part of those still remaining in custody will be allowed to renew their requests for a cancellation of their sentences after five months shall have elapsed, and four of the condemned men will be given the same privilege at the end of a year from the date of their sentence.

When Weyler wants corn he issues an order to the effect that anyone having corn and failing to bring it in at once will be regarded as a traitor and shot. This state of affairs exists within a hundred miles or so of the Great Republic, when one word from our Chief Executive would end for all time such barbaric methods.

Parisian Flour

Parisian Flour

Lemon & Wheeler Company,

SOLE AGENTS.

Parisian Flour

Parisian Flour

In New Quarters

We beg leave to inform the trade that we have removed our office and sales rooms from our old location to 30 North Ionia 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

Absolute Teas, Coffees and Spices

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

MICHIGAN SPICE CO.,

GRAND RAPIDS.

OF COURSE YOU HANDLE

LION COFFEE

For Sale by All Jobbers.

SEE PRICE LIST ELSEWHERE.

EVERY PACKAGE 16 OZ. NET
WITHOUT GLAZING.

Perfectly Pure Coffee.



WOOLSON SPICE CO.

TOLEDO, OHIO, and KANSAS CITY, MO.

MILLAR'S PENANG SPICES

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

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

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

GENTLEMEN:

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

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

Respectfully yours,

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

E. B. MILLAR & CO.,

Importers and Grinders.

CHICAGO.

Getting the People

Why It Pays To Advertise in Trade Journals.

Written for the TRADESMAN. Copyrighted, 1895.

Few trade papers have large circulation.

There is little reason why they should.

A trade paper cannot have a circulation larger than the number of stores, offices or factories representing the business.

A few trade papers have circulations exceeding 10,000.

Most trade papers do not print over 5,000.

Some trade papers print less than 2,000.

The reading circulation of a trade paper is from twice to ten times as much as the reading circulation of any other class of advertising mediums.

The good trade paper is read by from one to fifty people.

The trade paper is only read by those directly interested in the business.

There is no waste to trade paper circulation.

Every copy goes into the store, office or factory of a probable buyer.

The reader of a general magazine or paper may be only a possible buyer, but every reader of a trade paper must be directly interested in the goods of his trade, or he would not be in that trade.

Trade paper circulation is limited to probable buyers.

The circulation of all other mediums is limited to possible buyers.

The advertising columns of a good trade paper contain as interesting matter as the reading pages.

A trade paper is a mirror of its trade, a sort of reflecting hopper into which are poured suggestions, ideas and facts.

The advertising columns of the trade paper are not directories, are not dictionaries, but they are encyclopedias of salable goods and profitable things.

All trade paper readers are not successful, but no successful man is without his trade paper.

The daily paper may be skipped. The magazines may be thrown away, but the business man of brains, sense and profit reads his trade paper, and turns it over to his partners, his clerks, and his workmen.

The trade paper circulates into the inside of the business pocketbook.

It is studied from cover to cover, and read and re-read, for every business man knows that a single paragraph or a single advertisement may give him information absolutely necessary in the conduct of his business.

The circulation of a thousand copies among a thousand actual and constant buyers will sell more goods or will assist in the sale of more goods than will five times the circulation of a general medium.

Trade paper advertising does not take the place of general advertising, nor does general advertising take the place of trade paper advertising. They are different lines but not opposed to each other.

The maker or seller of something must have a line of trade customers and these customers are as much interested in his trade paper as he is himself.

The trade paper without circulation hasn't any value and, all things being equal, the trade paper of the largest circulation is the best advertising medium; but any trade paper with decent circulation has a right to claim advertising

value because it has it and has a different kind of value from any other medium.

Circulation counts even with trade papers; but the circulation of a trade paper cannot be compared with that of one of general circulation, and its value for advertising, inch for inch, is from ten to twenty times greater, because it goes just where you want it to go, simply because it cannot go anywhere else.

NATH'L C. FOWLER, JR.,
Doctor of Publicity.

Overdoing the Advertisement-Writing Business.

From Business.

Almost every line of enterprise at one time or another is overdone. In the hope of gain, men rush into the business, whatever it may be, who are poorly qualified to succeed therein, or who have insufficient capital for the purpose. In due season there follows the inevitable result. The general standing of the trade is lowered and more or less ridiculous things are done which are directly opposed to the credit of the better men in the ranks. All that we have said above, having in mind for the moment the usual mercantile callings, is applicable as well to certain classes of professional work. For example, take it in the department of advertisement-writing. As pointed out by one of our exchanges, advertisement-writers have recently sprung into existence like earthworms after a rain. Some of them apparently have very little capital (ability and skill), and others none at all. The business public is of late flooded with aphorisms on advertising, and with smart writing in general. These candidates for employment labor to say something bright, and what they put forth from time to time ranges from the really good to the very poor. The overdoing in the trade of advertisement-writing is the presence of untried men who rush in where those of more experience fear to tread. A reaction is bound to come, and business men who in the past have been made ridiculous by the irrelevant and nonsensical talk of their advertising-writers, will ere long learn to discriminate most carefully. A really competent advertisement-writer is a jewel of the first water, an indispensable adjunct to any business that is to be pushed to a successful issue; but it is not every witty and bright sentence that is in fact a good advertisement or a good introduction to an advertisement.

According to the London Chronicle the remarkable activity in the bicycle trade during the past six months is causing an industrial revolution at Birmingham and other centers. Thousands of skilled mechanics have deserted the gunmaking and other industries for the bicycle factories, where they are working double time and are earning big wages. Incidentally, American bicycles are making headway here. At first, they were strongly condemned. The Chronicle observes, in this connection, that "British makers must reduce the weight and simplify the adjustments of bicycles or suffer greatly from comparison with the American wheels, which are five to seven pounds lighter." Land and Water learns that a new bicycle invention which is looked upon as likely to supersede pneumatic tires is shortly to be presented to the public. It is vaguely described as "a bicycle frame pneumatically slung, while the wheels are solid-tired." It is claimed there is no danger of puncture, the resilience is perfect, there is an entire absence of vibration, and the machines can be produced at half of the cost of the present machines.

Illustrated Advertising.

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

IF INTERESTED IN CAPS

... write to ...

Detroit Cap Mfg. Co.,

Originator of Novelties,

210 Jefferson Ave.,

DETROIT, MICH.

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

Trimmed Canton Sailors, for children, in all colors, price \$1.50 per dozen.

Untrimmed Yak Sailors for ladies and misses, price \$1.25 for colors, \$1.50 for white.

We are offering a good cloth Tam O'Shanter in all colors at \$2.50 per dozen.

Send for sample order.

CORL, KNOTT & CO.

Importers and Jobbers of Millinery

20-22 N. Division St.,

Grand Rapids.

A slight jerk--the spring does the rest

Pointers on Window Shades



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

VOIGT, HERPOLSHEIMER & CO.

WHOLESALE DRY GOODS

GRAND RAPIDS, MICH.

Ladies' Shirt Waists



\$4.50
\$7.50

\$5.50
\$9.00

We have them to sell.

P. STEKETEE & SONS,

GRAND RAPIDS.

THE BACK OFFICE.

It is Horace's tuneful verse,
 "It is pleasant and sweet for our country to die,"
 which will be on the lips of many at
 the close of the week, for all day long
 the air will be full of the sounds of
 preparation and the city will early be-
 gin to put on the attire which the day
 dedicated to the dead deserves.

There is no need now of commending
 a custom which the third of a century
 has sanctioned, nor is there any fear that
 the time will come when the hands will
 grow weary of placing flowers on the
 graves of our soldiers. It is painfully
 true that every year finds new mounds
 made where the soldier has lain down
 to sleep. It is painfully true that, before
 many years are gone, the last hero of
 the rebellion will be at rest, and that
 the tales told now above the graves of
 the brave defenders will soon be only
 the recital of what memory has written
 to keep their names alive; but, so long
 as the spring comes back and the blos-
 soms bloom, so long will there be hands
 to gather flowers from the field and gar-
 den and place them with grateful recol-
 lection on the graves of those who
 fought and died for their country.

To those who have been glad to see,
 year after year, the decoration of the
 soldiers' graves, there has come the
 thought that the custom may, in time,
 die out; that the day devoted to these
 sacred rites may, in the future, be given
 to irrelevant things—not from lack of
 loyalty, not from forgetfulness of what
 has been done and endured, but because
 a stated ceremony becomes, in time,
 only a form, to be gone through with be-
 cause custom exacts it, meaning noth-
 ing and dying because it is meaning-
 less. The graves themselves suggest
 this. The crowds will go to them on
 Saturday with arms and basketsful of
 flowers. They will place on every grave
 "the forget-me-nots of the angels." Glowing
 words will picture the glowing
 deeds, stirring songs will be sung and
 then the long procession will come
 back, to repeat the journey when spring
 shall bring again her buds and blooms.

But, from Maytime to Maytime what
 of the soldiers' graves? The old story
 of neglect. After one setting of the sun
 the flowers will be dead and the green
 leaves will have turned to brown; and,
 long before the summer has gone, only
 the string which twined them will be
 left to tell of an undying devotion for
 these men who found it "pleasant and
 sweet for their country to die." In
 well-kept grounds the gardener gathers
 the dead blossoms, but where the sol-
 diers sleep they lie from spring to
 spring, hidden only by the grass which
 grows uncut and uncared for—mute, sad
 symbols of neglect, if not of a waning
 gratitude. Are they signs, as well, of
 a waning patriotism?

That love of country is much to be
 questioned which is kept alive only by
 the firing of guns and crackers and by
 the floral adornment, once a year, of
 soldiers' graves. To those who remem-
 ber those terrible years there is a mean-
 ing which these ceremonies convey; but
 the boys and girls who know only by
 hearsay what mighty deeds were done in
 the old times before them—the times
 ere they saw the light—know nothing of
 all this. They see only the mound where
 the patriot lies at rest, and the hero is
 little in their eyes whose name is men-
 tioned only once a year, when a bunch of
 wild flowers is hurriedly placed above
 him. This, in its way, is well enough;
 but something more is needed, as the
 war memories fade away, to keep alive

all that we mean when we pay tribute to
 these men who have made life a bless-
 ing by dying for the land they loved;
 and there is no place quite so fitting for
 the expression of this something more
 as the graves of these brave men—the
 altars of our country. There, if any-
 where, should the fires of patriotism be
 kept alive; and the Nation's song sung
 there on Saturday and the words said
 would have a deeper meaning, if the
 floral offerings strewed there then
 mingled their fragrance with that of the
 flowers which had been planted there
 and cared for from spring to spring;
 and boys and girls, young men and
 maidens, middle life and tottering age
 would think no less of "God and their
 native land" if these graves had been
 so cared for by their own loving and
 revering hands.

That, in the minds of many, would
 be a better way. That would make of
 these ceremonies something more than
 an empty form; and the young life up-
 on which so much is so soon to depend
 would earlier feel the force of the pa-
 triot poet's pen when he wrote the Na-
 tional hymn of the world in the single
 line,

"It is pleasant and sweet for our country to die."
 RICHARD MALCOLM STRONG.

Futility of Shoe Labels.

From the Shoe and Leather Gazette.

Shoe label agitation is again stirring
 the shoe labor world and an organizer
 has been making the rounds of the
 country on a mission of talk. He se-
 cured the usual promises of support
 from labor unions and on his return
 home to Lynn was received with the
 usual enthusiasm. This performance is
 gone through with every year or two
 and while it is going on the cause of the
 label appears to be in a flourishing con-
 dition. Prominent firms consider its
 adoption; some adopt it, but it doesn't
 pay them to any extent. The label is
 no greater factor in selling shoes than it
 is in selling cigars. "Union made"
 is not a sign of quality or of anything
 except that the cost to manufacture is
 greater than it would be possibly, if the
 label were not there. This is not a good
 selling argument and even union men
 are not attracted by it. On the contrary
 they ask for something cheaper and
 spend their money according to the
 amount it will buy, label or no label.
 Even its advocates do not support it
 with their dollars. This lesson has been
 taught time and time again, but the
 delusive hope that the label will bring
 about the reforms that it really should
 seems as excellent a bait for labor agi-
 tators' hooks as ever.

Revised Psalm of Life.

At twenty, when a man is young, he
 thinks he knows it all; he likes to wag
 his active tongue and exercise his gall;
 he struts around in noble rage, the
 world is all his own; he laughs to scorn
 the world of age, and lists to self alone.
 He wears a window in his eye to see his
 whiskers grow; he thinks the ladies
 pine and die because they love him so.
 At forty as you may suppose, he's
 knuckled down to biz; 'tis not till sixty
 that he knows how big a chump he is.

Among the other absurdities now
 passing current with respect to the al-
 leged prevalence of the "cologne
 habit," is the statement that "ladies"
 rapidly acquire the custom of tipping
 with the liquid, taking a sip to sweeten
 the breath! Fancy the fragrant breath
 of any one imbibing a liquid contain-
 ing 80 to 90 per cent. of alcohol! Col-
 ogne may be a pernicious beverage,
 and in certain quarters it may be serv-
 ing as a temporary means of evading
 legislation, but it is certainly not likely
 to beguile its victims by its seductive
 charms as a breath-sweetener.

Unsalable goods should never be sold,
 except by auction men and transient
 dealers.

COMPUTING SCALES
WHICH IS BEST?

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.

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 vor, and a winner with all classes of trade.

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A cake which will please your
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 perb flavor and just the thing to
 serve with ices.

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 issue.

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Grand Rapids, Mich.

Bicycles

BICYCLE OF THE FUTURE.

Written for the TRADESMAN.

The bicycle occupies so much of the attention of the present that speculations as to its future are of interest. Perhaps the first query to arise is, What will it be called? Whenever a mechanical device or economic scheme of any kind is contrived which it is hoped will be universally adopted, it is usual to look for a name in terms derived from the classic languages. Unfortunately, many of these terms do not lend themselves kindly to the English tongue. Thus, one of the most serious obstacles in the way of the adoption of the metric system in this country is that the terms employed in the nomenclature are so uncouth to ears not educated in the classics. In the same way the names naturally suggested for this mechanical aid to walking are not such as would be apt to come into permanent popular use. The first name, velocipede, swift-foot machine, is eminently appropriate, but English speech would not adopt it; and the next, bicycle, descriptive of the number of wheels, is not to be assimilated without difficulty. It is an unpleasant word to pronounce and is not susceptible to any modification which will help the matter. To abbreviate it by dropping the first syllable is no improvement, and the other, bike, admitted into the dictionaries as slang, is not to be tolerated. So, discarding scientific phrase, custom is adopting the natural term, wheel. The same is being done in other languages. This word, while perhaps not the best that might have been suggested, lends itself to the compound, wheelmen, nicely, while bicyclist is atrocious. It is safe to predict that the name, in the future, will be wheel, and the only danger to be feared is that the slang term, bike, may be an intruder after bicycle and its unfortunate derivations become obsolete.

What will be the extent of its use? Some writer has said that the bicycle, as every notable improvement in the environment of man, makes the poor below a certain standard still poorer. This may be true in the present, but the indications for the future are such that the poor who will not be able to compass the possession of a wheel will be indeed poor. The greatness of the demand for wheels is operating to increase facilities for its manufacture in a wonderful degree. While vast plants are still being installed for the building of the general steel work of the wheel, many others are undertaking the manufacture of special parts exclusively. Tire factories, wooden rim factories, spoke factories, tube factories, saddle factories and factories for the smaller specialties are springing up at a rate that indicates a gradual, though slow, lessening of the cost for a long time to come. Differences in grades of style and finish will, doubtless, be more and more pronounced, and there will be cheaper and cheaper grades. Then what is to become of the many hundreds of thousands of the secondhand wheels? These continue serviceable for an indefinite time after they are discarded by their first well-to-do owners, and are still practically serviceable when the price has become a very small amount indeed. It will not be long in the future before the grade of poverty will be very low which precludes the possession of a wheel, especially considering its economic value in quickly carrying its

owner to and from his labor. Among the wealthier classes the adoption of the wheel is becoming as rapidly universal as possible. The craze for its use spares neither age nor sex—the schools are constantly crowded with novices, and many more than those who take lessons at the schools are learning elsewhere. There is no doubt that, as quickly as production can bring such a condition about, the use of the wheel will become practically universal. The extension of opportunity for its use by the preparation of suitable roads and paths will also progress in a similar increasing proportion.

What kind of a machine will the wheel of the future be? That there will be changes in styles and fashions goes without saying, and there are still possibilities of radical improvements in construction. The pneumatic tire is expensive and perishable. The pneumatic principle in springs will always be used, as it is the most nearly perfect in elasticity; but the method of applying it may be changed, at least so as to give a more durable tread to the tire. It is improbable that the mechanical movement will ever be superseded, for the reason that it is now the most natural and least fatiguing. Many inventors have spent time and effort in devising other movements which should be theoretically more effective. There has always been a quarrel with the crank, because it gives the utmost of its power only in a small part of its revolution. Devices have been made which should give the strongest impulse to the wheel throughout the whole downward movement of the foot, by the use of levers and clutches; but these have all been failures, doubtless for the reason that the crank gives the foot and leg its most natural, and consequently least fatiguing, movement. Those who have tried a direct up and down movement of the feet know that it is quickly tiresome. While the chain and sprockets are not yet entirely satisfactory as a means of transmitting the motion to the wheel, it is probable that improvement will continue in the line of bringing them to a higher degree of perfection, instead of superseding them by other contrivances.

It is probable that, in form, the general type has been reached and that, like buggies, it will be continued from year to year with but slight change. The fact that there has been practically no change in general form, for the past two years, other than the changes in the sizes of tubing lends probability to this conjecture.

The wheel of the future will be a factor of no small significance in economic and social life. The lengthening of a footstep from twenty inches to ten to sixteen feet is an increase in celerity of movement which can but have its economic value. This value is further increased by the fact that the practical wheelman can continue the movement for many hours with little fatigue. The consequences in social life are worthy of consideration. The impetus given to healthy athletic exercise among young men is of great importance in a sanitary and moral sense. There is no question but that saloon trade already suffers from the influence of the wheel, and there has already been a great improvement in physique and in manly, moral tone. For young women the wheel is proving a physical emancipation. The indolent, sedentary lives of the women as to healthful physical exercise had become a matter of serious concern. The

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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

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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.

wheel is changing all this; and in the future the significance and value of the change will become more and more apparent. In less degree and of less importance, perhaps, the same may be said of those of more advanced age.

The wheelmen of the present have but recently commenced the exercise. Those of the future will have grown up with it, and there will thus be a greater adaptation to it. This adaptation will eliminate the fatigue which is now felt by some. Thus, the wheel will become the universal and sufficient means of ordinary progression, and a remembrance of the time when people depended upon walking will be more curious than that of any other change in economics that has ever occurred.

NATE.

It Was Never Told.

Six or eight of us had lighted our cigars in the smoking car when a man whom anybody would have sized up as an eastern drummer began to cackle and chuckle and finally exclaimed:

"I think it was the funniest thing I ever heard in all my life—ha, ha, ha!"

"Sir, are you a drummer?" inquired an oldish man with reddish gray hair, who sat in front of him.

"Yes."

"Drummer from New York?"

"Yes."

"And you want to tell us a funny story, eh?"

"I do. It's the funniest story I ever heard related, and too good to keep."

"Well, sir, I've a word to say to you," continued the old man. "I like fun myself. Up to a year ago I was always on the grin. If anything tickled me I'd laugh till I fell down from weakness. I once laughed thirteen hours without a break at a story a drummer told me. I brought on heart disease from laughing, and the doctors have warned me to be very careful. The story is mighty funny, is it?"

"It is, sir."

"Got a roaring climax to it?"

"Yes."

"Pretty certain to convulse the audience, I suppose?"

"I'll warrant it to."

"Then please excuse me, and I'll go into the next car for a few minutes. I'm certain it's a funny story. I know you'll tell it in such a way that I shall have to bust right out in spite of all I can do. If I bust I'm a goner. I want to hear the story mighty bad, but I also want to live as long as I can. Just excuse me."

He picked up his grip and left the car, and the drummer's smile faded away, and he pulled out a newspaper and began to read. Somehow we didn't like to ask for the story, and somehow he didn't seem to care about telling it. By and by I went into the other car and found the old man and asked:

"Were you really honest in what you said about your heart?"

"Well, no," he replied.

"What was your object?"

"Simply to stop his yarn. I'm traveling in the same line of goods for a Chicago house and I wanted to hurt his feelings as much as I could."

Just Like a Charm.

Customer, howlingly—This toothache stuff you gimme is the rankest kind of a fraud. And you warranted it to work like a charm.

Druggist, blandly—Well, did you ever know a charm to work?

Chinese blouse waistmakers of San Francisco went out on a strike for higher wages, and their places have been filled with American girls, who work for the wages the Chinamen refused to accept. They make from 50 to 75 cents a day.

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

Neither Pockets nor Privileges.

It seems that women are never to acquire pockets, no matter what kind of a dress they wear. The matter is no longer a mere matter of inconvenience. It has become a reproach and a byword. In San Francisco, a few days ago, a man addressing the large and representative body of women assembled there, dared to throw the matter up to them. "You women," he said, "are more tyrannized over by your clothes than your husbands. You need pockets more than you do the ballot," and the women who had their car fare in their gloves, and their handkerchiefs in their hands, hung their heads. It was promised that in the rational dress there would be pockets; but, alas! even in bloomers there is no place for a pocket. Last week a young woman bicyclist was arrested in Brooklyn for riding at night without a light. When brought up before the judge she said that her lamp went out, and, as she had no pockets in her bloomers, she had no way to carry matches. The judge let her off with an admonition to go home and put a pocket in her clothes. The woman movement lies in a pocket. Until they get a pocket they can find in an emergency, women will never be able to compete with men.

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JANE CRAGIN.

How Decoration Day Was Spent at Milltown.

It was a cold, raw, rainy day in the middle of May. The fire which had been allowed to go out, it was supposed for the summer, had been lighted again and the store-keepers were sitting around it to keep warm. There was no sign of any trade so early in the day, and Jane Cragin, with the instinct of her sex, was wondering "if there couldn't be a little putting things to rights somewhere about the place," while Cy and Jim, with the instinct of theirs, were wondering "why it wouldn't do just as well to stay right there where it was comfortable and let the straightening out go until there was a little sunshine to help matters along." There was no use of putting the question to vote—it had come down to a question of sex, and so would stand a tie. The discussion was getting to be lively and verging on the personal, when there was a vigorous turning of the doorknob and a flaxen-haired boy of 8 came in.

"Good morning, Herbert," said Jane. "Come right straight to me and give me a good big kiss. There! Now what is it that has brought you out this cold, rainy day?"

"Tain't very rainy and boys, you know, don't care for the cold. I wanted to come. I'd 'a' come sooner if my mamma had let me; I've been a-wanting to come a w-h-o-l-e year."

"Mercy on us! A whole year! Let me see—didn't I give a lemon ball to a boy about your size less than a week ago over there at the candy counter?"

"M—yes, and mamma says I must never ask anybody for anything like that, and I didn't—but I see you got lots more and they're a-w-ful good!"

"Well, now, while Jim is picking out the very smallest one there is there—"

"My mamma says that lemon never hurts me—"

"Don't Jane. Jim, bring the jar along. I want one myself." And, after Cy had put a big lemon ball in each of the child's hands and another into his mouth, he asked him to tell what he had been sent after.

"My mamma told me to ask you if you got any soldiers' flags, and, if you ain't, she wants to know if you got any red cloth and white cloth and blue cloth, 'cause she wants to make a flag," a piece of elocution which Cy had mischievously anticipated and one which easily recalls the old story of Demosthenes and the pebbles.

"Tell your mamma that we haven't a single flag, but that we shall have some in time for Decoration Day. That was what she wanted flags for, wasn't it?"

"M—hm. Last year" (type and orthography fail to reproduce what the child was earnestly saying, to the great amusement of his hearers), "mamma didn't get any, because she thought they was a-going to put one on grandpa's grave—he was killed, you know, in the battle of Winchester—and when she saw them go by and they didn't go there at all—they forgot it, you know—she just cried and cried. And all of us went there in the afternoon, and papa cut the grass on the whole lot and spaded grandpa's grave, and mamma set out flowers, and I watered 'em—mamma says everybody must do something for a soldier's grave, because they died for their country—I've going to, when I grow up!—and then mamma hung a

wreath tied with red and white and blue ribbon on the gravestone, and then we sat down, and she told us all about the battle and how brave grandpa was. Then we sung, 'My Country, 'Tis of Thee'—I know some of it—and then we went home. My grandpa was a what they call a 'hero,' Miss Cragin, and when I grow up I hope there'll be a war so I can be one and have my grandchildren as proud of me as I am of my grandpa!" and the little fellow, with head erect and flashing eyes, stood for a moment as if he were the center of several acres of admiring grandchildren.

"I suppose," said Cy, temptingly holding up a lemon ball to take the place of the one almost dissolved in the child's mouth, "that you'll have a great time on the Fourth."

The last crunching of the vanishing lemon ball was quickly followed by the reaching forward of the half-open childish mouth for another one, which Cy deftly slipped between the eager lips.

"My papa says that I may have a whole dollar—that's a great deal of money for a little boy, you know—for Fourth of July; and I'm going to have lots and lots of firecrackers and torpedoes and pinwheels—you stick 'em in a board, you know, and light 'em and they whirl and the fire flies like the dickens!—and I'm going to sit up till 'most nine o'clock!"

"Well, well! There ain't many fellers of your size that'll beat that. You must have a pretty good papa."

"Yes, some ways. He says he will give me the dollar; but he wants me to con-sid-er if I hadn't better not cellerbrate so much and give part of the money to buy Jim Black a pair of shoes. He isn't going to ask me until just before the time, and then, he'll do just as I say with the money. I think it's pretty hard; but I've thought and thought. You see, it's Fourth of July, and that comes only once a year; and it's a-w-ful hard work, when you love your country and expect to die for it, not to cellerbrate all you can. I'm willing to do 'most anything; but a fellow hates to miss a single cracker on the Fourth, don't you think so?"

"Yes, that is tough. I don't see how the thing's coming out, do you?"

"Pretty near. You see, anybody who deserves to have a country ought to cellerbrate, now oughtn't he?"

"That's right."

"So I've got to do that anyway; and I just thought it all out, and, if papa wants me to try to make Jim happy, I'm going to let him help me fire 'em off. That would be a pretty big sackerfice for me, now wouldn't it?"

"And then Jim, you know, could give up the shoes—it's right in summer and he goes barefooted anyway—because, you know, our forefathers went barefooted even in the winter at Valley Forge and left their bloody tracks in the snow. So that will be Jim's sackerfice; and I should think one from each boy would make it all right with papa, shouldn't you?"

"Well, I should think it ought to."

"I'm very much obliged for the lemon balls. Good by."

"Well, I swan! That beats all," was Cy's exclamation as the young patriot disappeared.

"'Twas a blamed shame, anyway," put in Jim, "to leave Kenworthy's grave without a flag or a blossom. But what can you expect when that drum major of a Bill Whitlock has the thing in hand? All he can do, anyway, is to

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get on a pair of white cotton gloves and play peacock."

"It all comes of this Yankee country way of everybody's having a graveyard of his own," said Cy. "Of course, there are only a few of these soldiers in town; and it's a mighty long march from grave to grave; but it's tough to have a fellow like Kenworthy left out in the cold like that, and I guess we'll see that it isn't done again. Who's seeing to the matter this year?"

"Nobody, I guess. I heard Whitlock say, the other day, that he'd got enough of it. There ain't but one soldier in town, and he can't march with one leg and a crutch; and I guess there won't be any decorating in Milltown this year."

"Well, there will!"

It wasn't often that Cy and Jane, either intentionally or unintentionally, spoke in concert; but, when they did, and when there was the emphasis in each voice that was noticeable now, it was safe to say that the thing determined upon would be carried out.

The sun was up bright and early that thirtieth of May, but he was behindhand—dreadfully behindhand—for Milltown. The very instant there was the faintest sign that he was opening his eyes, there was a bang that shook the windows of the post office and rattled every sash in the neighborhood. That Jim Hankson had somehow got hold of a cannon, and he and Joe Tipton fired as fast as they could load, a shot for every state in the Union. With that first boom the church bell began and rang for a quarter of an hour as if it were the old Independence Bell itself. It wound up its part of the program with thirteen right loyal strokes for the original States of the Union; and the last peal had hardly begun when every window and door and flag-staff—every dooryard had one in Milltown this year—burst into such marvels of red, white and blue that everybody had to go out to see and cheer.

You ought to have seen the Milltown store, though! Every window was ablaze with the National colors. The whole front was covered with fluttering flags; and when, from the tallest flag-staff, which Cy himself had cut and put up, was unfurled the handsomest flag of its size he could find, it did seem as if Milltown couldn't hold the patriotism that was being given expression.

Long before ten o'clock, it looked like circus day. Every stall in both meeting-house sheds was taken, and the meeting-house steps where the "exercises" were to be held were black with country folk. Promptly at ten the Elder stood up with uncovered head and outstretched hand, and the stillness of the country Sabbath came down upon the crowd, and every head stood bare and bent while the good man "talked with God." A song that war times had made sacred was sung and then the procession, so dear always to the popular heart, headed by "the only soldier in town," in a carriage, marched with banners and flags to the graveyard where the soldiers were buried.

There was a delighted "Oh!" heard on every side when these graves were reached. Long straggling grass? No. Mown and flower-sprinkled? No. Every grave was a bed of growing pansy blossoms. This one was rich with the darkest purple; that one was white; here a pale blue spread covered the lowly bed, and there the sleeping soldier was tucked in with a pansy quilt of gold. A wreath of ground pine fastened with

tri-colors was hung upon the footstone and a flag was left at the head. And the flowers whispered their tender thoughts to the silent forms below.

This year the Kenworthy grave was not forgotten. It was almost a mile from the village and the last to be visited; and here, when the brief ceremony was over, the Elder told the story of the fight where the hero lost his life, and how the action of the brave soldier at their feet had helped to turn defeat into Northern victory. When he had finished, the villagers whisked the young grandson into the carriage by the side of the surviving old soldier, and so carried him home.

Then there was a picnic dinner in the old meeting-house, where "all hands got together and had just one good time;" then the "men folks" sat under the trees and smoked and the "women folks" picked up the things and visited. "Long 'bout four o'clock or so, they hitched up, so's to get home time enough to do the chores," and by sundown Milltown was ready to take down its flags and go to bed. So, when the sun went down, the old cannon boomed "Good night," the flags were hauled down from the poles, where they had waved all day for "God and their native land," the colors were taken in, and every man, woman and child went to sleep with clearer ideas of what Decoration Day means than when that day began.

The lesson at the graves was not lost. As the summer came and went, the pansies gave place to other flowers, and, when Decoration Day dawned again, every soldier's grave was bright with blossoms which the preceding months had cared for, and they showed, better than words could tell, that the dead had not been all the rest of the year forgotten; that brave deeds live long in men's minds, and that the best way to transmit the memory of these is to make our grandchildren as proud of us as we are proud of those heroes whose graves we shall decorate on Saturday with flags and with flowers.

RICHARD MALCOLM STRONG.

A traveling salesman can't sell goods on account of a pretty face and a handsome moustache. Nor is the question of a man's figure any consideration, if the figures on his samples are not attractive, but the ugliest mortal on the road can win trade if his goods and prices are right. The public doesn't care a rap as to what you look like—it wants to know that it can get the best goods of you at the least price.

There is neither sense nor reason in doing business without a profit.

STONEWARE

Delivered from cars into
your store at

Manufacturers' Cash Prices.

Drop postal NOW to

W. S. & J. E. Graham

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 30&10
Ives', 1, \$18; 2, \$24; 3, \$30 25

FILES—New List

New American 70&10
Nicholson's 70
Heller's Horse Rasps 60&10

GALVANIZED IRON

Nos. 16 to 20; 22 and 24; 25 and 26; 27 28
List 12 13 14 15 16 17
Discount, 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 2 80
Steel nails, base 2 85
Wire nails, base 50
10 to 60 advance 50
8 60
7 and 6 75
4 90
3 1 20
2 1 60
Fine 3 1 65
Case 10 75
Case 8 90
Case 6 90
Finish 10 75
Finish 8 90
Finish 6 10
Clinch 10 70
Clinch 8 80
Clinch 6 90
Barrel 7/8 1 75

PLANES

Ohio Tool Co.'s, fancy 65
Sciota Bench 60&10
Sandusky Tool Co.'s, fancy 65
Bench, first quality 65
Stanley Rule and Level Co.'s wood 60

PANS

Fry, Acme 60&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 80
Spiders 60&10

HINGES

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

WIRE GOODS

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

LEVELS

Stanley Rule and Level Co.'s dis 70

ROPES

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

SQUARES

Steel and Iron 80
Try and Bevels
Mitre

SHEET IRON

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

SAND PAPER

List acct. 19, '86 dis 50

SASH WEIGHTS

Solid Eyes per ton 20 00

TRAPS

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

WIRE

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

HORSE NAILS

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

WRENCHES

Baxter's Adjustable, nickeled 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
Dampers, American 40&10

METALS—Zinc

600 pound casks 6 1/4
Per pound 6 3/4

SOLDER

1/2@1/2 1 3/4
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, All way 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, 1 per pound... 9
14x56 IX, for No. 9 Boilers, 1 per pound... 9

TINWARE.

We carry a full stock of
Pieced and Stamped Tinware.

WM. BRUMMELER & SONS

Manufacturers and Jobbers of TINWARE.

Dealers in Rags, Rubbers, Metals, etc.

260 S. Ionia St.

Grand Rapids, Mich.

SUCCESSFUL SALESMEN.

A. E. McGuire, Michigan Representative for Hulman & Beggs.

On the day on which the subject of this sketch made his appearance on this sphere of action—December 2, 1860—his native town, Aylmer, in what is now the Province of Ontario, had the honor of a visit from His Royal Highness, Albert Edward, Prince of Wales. This circumstance accounts for the fact of the coincidence in names and indicates that his parents had a loyal regard for the members of the royal family.

As may be inferred from the family name, the parents of our hero were of Irish origin. They were both born in



the northern part of Ireland, the portion which furnishes much of the hardihood and enterprise of that race that find their way to our shores. In their youth they emigrated to what is now the capital of the Dominion of Canada, Ottawa, while that town and the region about it were still quite new. Here they were married and their union was blessed with ten healthy children, of whom Albert is next to the youngest. It is pleasant to record that the family circle remains unbroken by death, the parents still living in happiness in their Canadian home.

When Albert had reached the age of 5 years his family removed from the city of Aylmer to a farm about thirty-five miles distant, in the county of Pontiac. Here the life of the young man was the story of the typical farmer boy. Until the age of 12 he was in constant attendance upon the district school. After that time the school was limited to the winter months, the summer being devoted to the usual boy duties of farm work until he had attained the age of 17. This experience gave him a thorough common school education and developed his naturally rugged physical constitution, which gives him a physique to be envied. His farm experience is a most pleasant recollection and visions of a return to rural life occasionally flit across his mind.

But the boy of 17 began to have aspirations for wider experience. He first went to the early home of his parents, Ottawa, and obtained employment as tallyman for a lumber company in that city. He remained in this position until he was 19, when his ambition prompted him to try his fortune in "the States," and he came to Michigan. Here he found employment as a brakeman on the Flint & Pere Marquette Railroad. After two years' experience in this position he was promoted to the position of baggageman, in which ca-

capacity he remained for three years.

The income from this kind of work was not sufficient to satisfy the desires of the young man and he determined to turn his attention to merchandise. Locating in Manistee, he formed a partnership with Charles R. Milton, a man with little more experience in trade than that possessed by himself, under the firm name of Milton & McGuire, dealers in groceries and provisions. The degree of inexperience brought to this business had its natural result in the course of a year, although the reason for its discontinuance was attributed by some to a disinclination on the part of Mr. McGuire to injure the business of a newly-acquired brother-in-law, John Hellsvig, by competition; which brings us to the fact that on September 15, 1887, Mr. McGuire was married to Miss Lillian E. Olsen, of Manistee. Three girls have been born to them, but they had the sad misfortune to lose two of them when about a year old. The remaining one is now three years old, and, as may be imagined, is the object of the utmost solicitude.

After closing his mercantile venture in Manistee, Mr. McGuire concluded that fortune awaited him in the career of a Boniface and he purchased the Metropolitan Hotel, in the thriving town of Chase. Unfortunately, this enterprise was undertaken just as the career of that town came to a sudden end—in less than a year the Metropolitan was about all there was left of the town. The next venture was the St. Charles Hotel at Reed City. A year or so of experience in this enterprise led him to the conclusion that there were more profitable openings for a hustler than the keeping of hotels and he sold out to take a position as traveling salesman for Comfort Bros., manufacturers of cigars at Manistee. After a couple of years of this work, he took a position with Alexander Kennedy, of this city, handling wholesale wines and liquors. After five years in this capacity he last September entered the employ of Hulman & Beggs, Terre Haute, Ind., in the same line, with the State of Michigan as his territory.

Mr. McGuire has been too busy to give much attention to social matters, although he has found time to become a member of Saginaw Lodge, No. 47, Benevolent and Protective Order of Elks; of Manistee Lodge, No. 99, Knights of Pythias, and Uniformed Rank, Division 37. Of course, he became a member of the Michigan Knights of the Grip soon after commencing his work as a traveler, joining Post E of this city.

Mr. McGuire's family resides at the Warwick, in this city, spending their summers at various shore towns along the line of Lake Michigan.

They say that American dentists are getting rich so fast in Vienna that the Viennese dentists called a meeting to inquire into the reason of the extraordinary success of these foreigners in the Austrian capital. It was unanimously agreed that the American dentist "does not abandon his patient to melancholy reflection, but while attending to his scientific duties discourses entertainingly upon a variety of subjects." The Viennese dentists are credited with promptly organizing conversation classes to promote the interests of their profession, feeling the necessity of acquiring linguistic graces to assist them in their business. That American dentists usually get rich in foreign cities has long been well known.

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

HAS NO EQUAL
FOR CARRIAGES AND HEAVY WAGONS



Keeps axles bright and cool. Never Gums.

1 lb. }
3 lb. } TIN BOXES { 4 doz. in case.
5 lb. } { 2 doz. in case.

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

Scofield, Shurmer & Teagle,
GRAND RAPIDS.

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.

The "hustler on the road" is often the mildest mannered man one meets. Fuss-and-feathers must not be estimated as more valuable than quiet effectiveness.

Above all things, be honest—with your house to the uttermost degree, with your customer in letter and spirit. Rather miss a sale than make a misrepresentation.

It is bad business policy to run down a rival in your line. Such tactics will never win. If he is unworthy, your trade will find it out quicker without your aid than with it.

Recognize the fact that it is not possible for you to have the earth, and that your competitor has equal rights with yourself. Get all the business possible, but not by abusing him.

Vanity in a commercial traveler is never admired and vanity per se doesn't pay. It is the "direful spring of woes unnumbered" to the traveler who is injudicious in his indulgence in it.

John O'Neil, an old traveler, has embarked in the cigar and tobacco business at Sault Ste. Marie. John will be missed on the territory he has traveled for fifteen years—Detroit to Duluth.

W. R. Smith, the popular representative of Hibbard, Spencer, Bartlett & Co. (Chicago), is brushing up a new suit of clothes and selling hardware on the side to the Lake Superior trade just now.

The intense competition on the road, which is one of the factors of business as conducted in this fast-moving age, has its redeeming features for of necessity it brings out the best there is in a man.

Obedience to instructions is one of the primal requisites in the satisfactory traveling salesman. Many a good salesman has lost his job through failure to obey the fundamental rule of strict obedience to orders from his house.

When a customer puts dependence in you or your house, see that he is never disappointed. If he leaves anything to your judgment, be sure to do what's right in the premises. You will thus gain his entire confidence and confidence begets trade.

The man who is addicted to gambling, dissipation and gross immorality is not fitted for "the road." He retains his position with a respectable firm only so long as he is able to conceal these bad habits from its knowledge, and it is only a question of time till he is "fired."

No one ever found speech eloquent enough to convince. Time that it was unnecessarily swift. Don't undertake to dispute unanswerable propositions, but remember that the only argument available with a cold norther is putting on your overcoat. Don't quarrel with the inevitable.

You might as well try to instruct a man how to write a play as wonderful

as "Hamlet" as to endeavor to teach tact to one in whom its incipient growth is not evident. The tactless man had best leave the road at once and not waste time in attempting to compass the difficulties of a traveling salesman's vocation.

The commercial traveler who lacks intimate knowledge of the details of all the goods he offers for sale is heavily handicapped. Hence study your line closely and keep posted on its every detail, for your trade looks upon you as an authority on the latest style and prices and you are supposed to be a "ready reference" for qualities and a dictionary of terms.

A New Competitor.

Written for the TRADESMAN.

It is a current belief in the United States that Egypt doesn't amount to much. Her greatness has departed. She belongs to the period of the Sphinx and the Pyramid. To all intents and purposes she is as dead as Cleopatra's Needle and as useless as the mummies which make up to-day her chief article of export. There is a possibility, however, that this idea is a false one; that old Nile mud has lost none of its fertility in the progress of the ages; and if its crops are not needed now to fill the granaries of the world, as they were in Joseph's time, it may be possible to furnish material to clothe the world with a quality of cotton whose superiority is nowhere excelled.

This superiority lies in the long-fiber cotton which is there produced. The only variety with which it can be compared is the Sea Island cotton of the United States; but if recent reports are true, the Egyptian product is easily ahead. How important this is getting to be can be learned from statistics of the shipments from Alexandria to the United States, to whose ports were shipped, according to Bradstreets, less than 1 per cent. of the crop ten years ago. To-day we are receiving over 7 per cent., and the question to be squarely met is, whether this increase is to continue. "Just how important the import of Egyptian cotton into this country has become may be gathered from the fact that the estimated import this year will, if realized, equal the total production of Sea Island cotton in the United States last season, the heaviest on record."

This is the fact; and it remains to be seen whether the cotton growing interest in this country will make any effort to prevent what seems to be the inevitable. It is a question of long fiber and short fiber, of Sea Island climate and soil versus the climate and soil of the Nile country. If it depends and must depend upon these conditions, the knowledge and skill of the cotton grower amount to nothing; the old methods of the old civilization are equal to those of the new; times and customs have not changed and the old Nile god of the dead Pharaohs is still alive and receiving the increasing tribute of the world.

It remains to be seen whether this state of affairs in the cotton interest will continue. The wonder is that it has been allowed to exist. For years the Sea Island cotton has been the acknowledged best on account of its length of fiber, sought after and paid for accordingly; but the real bulk of the harvest crop in the United States has not been of the Sea Island production, but of the inferior, short-fiber quality which the Nile cotton is rapidly superseding. It seems to be an illustration of the old

question which the Tradesman raised some time ago, that it is the policy of the American producer to furnish what he thinks the markets need, not what they call for. They are asking now for long fiber cotton. They are ready to pay a good price for what they ask for; but the American cotton grower, with the land of the Pharaohs crowding him out of the market, insists on planting the short-fiber variety—and then wonders why he gets so little for his crop. As the matter now stands, it is the mummy versus the Yankee, with the odds largely in favor of the mummy.

REUBEN M. STREETER.

Outcome of the Bicycle Craze.

From the Chicago Post.

The wanderer had returned after many years and was inquiring about his old friends.

"Brown," he said, "is in the wholesale clothing business, I believe?"

"Wholesale clothing and bicycles," corrected the native. "The firm carries a side line of bicycles, you know."

"And Jones has a grocery store, I'm told?"

"Yes. Full run of groceries and Bull Run bicycles. He's the agent for the Bull Run wheel."

"Smith went into the manufacturing business, didn't he?"

"Oh, yes. He got interested in a sewing machine manufactory, and a little later they took up bicycles and are doing a rushing business. I understand they have a capacity of over 100 wheels a day."

"And what's White doing?"

"He's the agent for a famous gun-maker and is doing well. Sells all kinds of guns, pistols and bicycles."

"And Johnson?"

"Oh, he's a manufacturing jeweler, and he turns out a mighty good wheel, too."

"Billings, I suppose, is still in the furniture business?"

"Yes, but I understand that he turns out a better bicycle than he does desk or bureau."

The returned traveler began to betray some surprise.

"Is—is Wilson still in the livery business?" he asked with some hesitation.

"Certainly, but he devotes most of his time to the little bicycle repair shop in the rear of his stable."

"Ah! there goes old Bones, the sexton. The old fellow is—"

"Oh, he's agent for an automatic pump for inflating tires."

"Is there anyone who isn't in the bicycle business?" asked the returned traveler sadly.

"I don't think of anyone just now," replied the native.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall, Tuesday evening, May 19, President Winchester presided.

The special Committee on Licenses presented its final report, which was accepted and adopted.

The appointment of special committees to manage the annual picnic in August was deferred until the next meeting.

A member called attention to the fact that some, if not all, of the Hendrie drays carry the advertisement of the Morse department store.

J. Geo. Lehman brought up the matter of the grocers' exchanging berry boxes with the growers and deplored the fact that some of the new grocers had got in the old rut. He expressed the belief that it is the business of the man who raises fruit to furnish packages and asserted that the best class of growers never think of taking back their boxes. Peddlers, of course, insist on exchanging boxes, but those growers who insist on getting their boxes back are those who raise the poorest berries and give the smallest measure. Mr. Lehman thereupon offered the following resolution,

tion, which was unanimously adopted: Whereas, The sale of the package with the fruit is conducive to both health and convenience; therefore

Resolved, That we reaffirm our belief in the rule adopted by the Association several years ago, prohibiting the return of berry packages to growers.

There being no further business, the meeting adjourned.

President Cleveland is certainly to be credited with a gentle rebuke to one of those Anglomaniacs who are accustomed to shake hands at an elevation of ninety degrees. This person was a lady, and, when she reached the President at the regular reception, her hand was about as high as her head. The President, in a quiet tone of voice, was head to remark that he never shook hands in that way, and, if she wished to shake hands with him, it must be in the good old American style. This rebuke was keenly enjoyed by all present who chanced to hear it. If there is one thing a President of the United States knows how to do, it is to shake hands, and any dudess trying to give him the idiotic minuet shake is liable to be called down.



CLIFTON HOUSE

Michigan' Popular Hotel.

Remodeled and Refitted Throughout.

Cor. Monroe and Wabash Aves., CHICAGO.

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

GEO. CUMMINGS HOTEL CO.,

Geo. Cummings, Pres.

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

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.

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.

Drugs==Chemicals

STATE BOARD OF PHARMACY.

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

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President, GEO. J. WARD, St. Clair.
Vice-Presidents—S. P. WHITMARSH, Palmyra;
G. C. PHILLIPS, Armada.
Secretary, B. SCHRÖDER, 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—Producers report demand light and prices weaker. There has been some jobbing movement.

Acids—Fair jobbing demand. Tartaric cutting of manufacturers' prices has had a demoralizing effect and prices have declined 10 per pound and are unsettled. Phosphoric, prices have been strengthened by better demand.

Arsenic—Prices still declining as a result of speculation. The fact that foreign markets are strong will probably influence conditions here soon.

Balsams—Copaiba continues strong with good jobbing demand. Tolu is becoming scarce with increased demand. Peru and Canada fir continue dull.

Beans—Mexican vanilla continue the same strong conditions.

Cocoa Butter—Dull, prices unchanged.

Caffeine—Stronger in tone but not much demand.

Cascara Sagrada—Strong jobbing demand.

Cassia Buds—Prime still scarce with strong demand.

Cinchonidia—Conditions of scarcity have resulted in a slight advance in prices.

Citrates—Easier with lower quotations.

Cocaine Muriate—Demand continues small with no change in quotations.

Cod Liver Oil—Demand active for future delivery.

Colocynth Apples—Demand weak. Cream Tartar—Prices unchanged with fair demand.

Cubeb Berries—Easy with some demand.

Cuttle Fish Bone—Fair demand with little change in prices.

Ergot—Demand steady with unchanged quotations.

Essential Oils—Remain with little change in prices and no great activity.

Flowers—German Camomile, prices continue firm and offerings are quickly taken.

Glycerine—Demand steady with little change in quotations.

Gums—Asafetida, fair demand at same quotations. Camphor, decline in the foreign markets has compelled the refiners to reduce prices quite materially. The decline affects Japanese also. Chicle, dull and unchanged.

Leaves—Short buchu, fair jobbing demand. Senna, while quotations remain unchanged, there is good demand.

Lycopodium—Prices still strong for future deliveries.

Manna—Quiet with a decline for large flake.

Menthol—Still unsatisfactory with further decline.

Morphine—Prices unchanged with fair demand.

Opium—Market continues dull with abundant supplies.

Quicksilver—Prices unchanged and demand steady.

Quinine—Prices continue firm with improving demand.

Seeds—Consumers' demand has been fair and changes in quotations are slight. Canary, dull but prices unchanged. Celery, unchanged. Coriander, unchanged with demand for small quantities only. Mustard, California yellow somewhat stronger, but not much movement. California hemp and rape, unchanged.

Spermaceti—Prices unchanged, dull. Sponges—There is little movement, but firm prices, waiting the result of the present Florida catch.

Sugar of Milk—Unchanged, moderate demand.

The World's Gold Field.

Written for the TRADESMAN.

It is not easy now to picture the despair of Colorado, when tidings came, a few years ago, that the mints of India were closed to the coinage of silver, although that event is of comparatively recent occurrence. The news came with a shock that paralyzed the State. Mines that were looked upon as an exhaustless source of wealth became worthless as rubbish. Costly machinery, every turn of its ponderous shafts producing a princely income, was suddenly stopped; rust instead of silver was the only product; men with nothing to do crowded the streets, and the great State stood powerless. Congress was urged to furnish relief by passing a law for the free coinage of silver, but refused; and then, with the courage which made Pike's Peak and its legend a type of the "new American," the men of Colorado started with their picks for the mountains to hunt for gold.

Up to that time the amount of gold produced was small; but when, after a year of gold mining, it was found that \$15,000,000 was the work of the twelve months, and that the State had become the greatest gold producer in the Union, the panic began to lose something of its terror, if not to be looked upon as a blessing in disguise. This feeling is increasing, for, as time goes by, there is every indication that the enormous production in Colorado is only a beginning. It has already been found that the gold belt extends over an area of several hundred miles, and there is every indication that the precious metal is nominally untouched.

With these facts, it is safe to predict a most prosperous future. A single year, with the discouragements attendant upon a new undertaking, has resulted in \$15,000,000. With the experience gained and the skill which comes with it, it is reasonable to conclude that this sum will be largely increased, so that, when this gold-bearing area of several hundred miles is mined, as it will be, the Centennial State will not only remain at the head of the list as a gold producer, but she will be looked upon, what has already been predicted, as the chief gold field of the world.

REUBEN M. STREETER.

Denver, Colo.

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

PECK'S HEADACHE..... POWDERS

Pay the Best Profit. Order from your jobber

Batavia Crushed Fruits and Fruit Juices

the best in the world, guaranteed

ABSOLUTELY PURE.

Write for price list to

Sprague, Warner & Co.,
CHICAGO, ILL.,

Sole Agents for the United States.

Gum Chewing Not a Joke.

The day has passed when gum chewing was considered a fad for the sole inspiration of funny writers. Now and then a joke breaks out, but it is considered a back number and the chewing goes placidly on. It has settled into a habit—one of those staid, set habits that, because of its general prevalence, ceases to be talked about. This is largely due to the fact that the action of chewing gives assistance to the digestive organs; keeps the mouth from becoming parched and otherwise promotes health or prevents habits or appetites such as a craving for candy, tobacco, etc. J. F. Farnum, of Kalamazoo, Mich., probably the largest grower of celery in the world, has discovered a process whereby the pure essence of celery is extracted and in combination with pepsin has produced a chewing gum that not only promotes digestion but is a positive remedy for nervous troubles as well. Celery occupies a high place in Medicine for its known value in nervous disorders, and Farnum's Celery & Pepsin Gum is a happy combination of two of the best remedial agents known. Drug gists and dealers generally are taking hold of this gum and find a ready response from the public. The price is five cents for five sticks. The trade is supplied by all good jobbers.

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.

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Cures WE REFUND THE PRICE IF NOT SATISFACTORY.

ASK YOUR DRUGGIST FOR IT. TAKE NO OTHER. IF HE DOES NOT KEEP IT, SEND TO US.

SEND FOR BOOK OF TESTIMONIALS

THE ELECTRIC PILE CURE CO., LAKEVIEW MICH.

Pays the Druggist a Handsome Profit.

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Advanced—	Declined—Gum Camphor.
Acidum	
Aceticum.....\$ 80 10	Conium Mac..... 35 65
Benzoicum, German 75 80	Copaiba..... 90 1 00
Boric..... 25 40	Cubebe..... 1 50 1 60
Carbolicum..... 44 46	Exechthitos..... 1 20 1 30
Chlorochlor..... 30 5	Erigeron..... 1 20 1 30
Nitrosum..... 10 12	Gaultheria..... 1 50 1 60
Oxalicum..... 10 12	Geranium, ounce..... 75
Phosphorium, dil..... 15	Gossippii, Sem. gal..... 50 60
Salicylicum..... 55 65	Hedeoma..... 1 25 1 40
Sulphuricum..... 13 15	Juniper..... 1 50 2 00
Tannicum..... 1 40 1 60	Lavendula..... 30 2 00
Tartaricum..... 38 40	Limonis..... 2 25 3 00
Ammonia	Mentha Piper..... 2 65 2 75
Aqua, 16 deg..... 4 6	Mentha Verid..... 2 00 2 10
Aqua, 20 deg..... 6 8	Morruha, gal..... 10 50
Carbonas..... 12 14	Myrica, ounce..... 75 3 00
Chloridum..... 12 14	Olive..... 10 12
Aniline	Picis Liquida..... 10 12
Black..... 2 00 2 25	Picis Liquida, gal..... 35
Brown..... 80 1 00	Ricina..... 91 96
Red..... 45 50	Rosmarini..... 1 00 1 00
Yellow..... 2 50 3 00	Rose, ounce..... 6 50 8 50
Bacca	Succini..... 40 45
Cubee..... po. 18 13 15	Sabini..... 90 1 00
Juniperus..... 6 8	Santal..... 2 50 7 00
Xanthoxylum..... 25 30	Sassafras..... 50 55
Balsamum	Sinapis, ess., ounce..... 1 25 1 30
Copaiba..... 45 50	Tigili..... 1 25 1 30
Peru..... 2 60	Thyme..... 40 50
Terabin, Canada..... 40 45	Thyme, opt..... 1 60
Tolutan..... 75 80	Theobromas..... 15 20
Cortex	Potassium
Abies, Canadian..... 18	Bi-Barb..... 15 18
Cassia..... 12	Bichromate..... 13 15
Cinchona Flava..... 18	Bromide..... 48 51
Euonymus atropurp..... 30	Carb..... 12 15
Myrica Cerifera, po..... 20	Chlorate, po. 17@19c..... 16 18
Prunus Virginiana..... 12	Cyanide..... 50 55
Quillaia, gr'd..... 10	Iodide..... 2 90 3 00
Sassafras..... 12	Potassa, Bitart, pure..... 30 33
Ulmus..... po. 15, gr'd..... 15	Potassa, Bitart, com..... 15
Extractum	Potassa Nitras, opt..... 8 10
Glycyrrhiza Glabra..... 24 25	Potassa Nitras..... 7 9
Glycyrrhiza, po..... 28 30	Prussiate..... 25 28
Hematox, 15 lb box..... 11 12	Sulphate po..... 15 18
Hematox, 1s..... 13 14	Radix
Hematox, 1/4s..... 14 15	Aconitum..... 20 25
Hematox, 1/8s..... 16 17	Althea..... 22 25
Ferru	Anchusa..... 12 15
Carbonate Precip..... 15	Arum po..... 20 25
Citrate and Quinia..... 2 25	Calamus..... 20 24
Citrate Soluble..... 80	Gentiana..... 12 15
Ferrocyanidum Sol..... 15	Glycyrrhiza, pv. 15..... 16 18
Solut. Chloride..... 15	Hydrastis Canaden..... 30
Sulphate, com'l, by..... 35	Hydrastis Can., po..... 15 20
bbl, per cwt..... 7	Hellebore, Alba, po..... 15 20
Sulphate, pure..... 7	Inula, po..... 15 20
Flora	Ipecac, po..... 1 65 1 75
Arnica..... 12 14	Iris plox..... po. 35@38..... 35 40
Anthemis..... 18 25	Jalapra, pr..... 40 45
Matricaria..... 18 25	Maranta, 1/4s..... 15 18
Folia	Podophyllum, po..... 15 18
Barosma..... 15 20	Rhei..... 75 100
Cassia Acutifol, Tin..... 18 25	Rhei, cut..... 1 25
nevelly..... 18 25	Rhei, pv..... 75 135
Cassia Acutifol, Alx..... 25 30	Spigelia..... 35 38
Salvia officinalis, 1/4s..... 12 20	Sanguinaria, po. 15..... 30 35
and 1/8s..... 8 10	Serpentaria..... 30 35
Ura Ursi..... 8 10	Senega..... 55 60
Gummi	Similax, officinalis H..... 40
Acacia, 1st picked..... 45	Smilax, M..... 10 12
Acacia, 2d picked..... 45	Scilla..... po. 35..... 10 12
Acacia, 3d picked..... 35	Symplocarpus, Foeti..... 2 90 3 00
Acacia, sifted sorts..... 28	dus, po..... 25
Acacia, po..... 60 80	Valeriana, Eng. po. 30..... 15 20
Aloe, Barb. po. 20@28..... 14 18	Valeriana, German..... 15 20
Aloe, Cape..... po. 15..... 12	Zingiber a..... 12 16
Aloe, Socotri..... po. 40..... 55 60	Zingiber j..... 22 25
Ammoniac..... 22 25	Semen
Assafetida..... po. 30..... 50 55	Anisum..... po. 20..... 15
Benzoinum..... 50 55	Apium (graveleons)..... 14 16
Catechu, 1s..... 10 13	Bird, ls..... 4 6
Catechu, 1/4s..... 14 16	Carui..... po. 18..... 10 12
Catechu, 1/8s..... 16 18	Cardamom..... 1 00 1 25
Camphore..... 48 52	Coriandrum..... 8 10
Euphorbium..... po. 35..... 10	Cannabis Sativa..... 3 4 4
Galbanum..... 1 00	Cydonium..... 10 12
Gamboge po..... 65 70	Chenopodium..... 10 12
Guaiaicum..... po. 35..... 30	Dipteris Odorata..... 2 90 3 00
Kino..... po. 33.00..... 3 00	Foeniculum..... 15
Mastic..... 65	Foenugreek, po..... 6 8
Myrrh..... po. 45..... 40	Lini..... 2 1/2 4
Opil..... po. 33.20@3.40..... 2 50	Lini, gr'd..... bbl. 2 1/2..... 3 1/2
Shellac..... 40 45	Lobelia..... 35 40
Shellac, bleached..... 40 45	Phalaris Canarian..... 3 1/2 4
Tragacanth..... 50 80	Rapa..... 4 1/2 5
Herba	Sinapis Albu..... 7 8
Absinthium..... oz. pkg..... 25	Sinapis Nigra..... 11 12
Eupatorium..... oz. pkg..... 20	Spiritus
Lobelia..... oz. pkg..... 20	Frumenti, W. D. Co. 2 00 2 50
Majorum..... oz. pkg..... 25	Frumenti, D. F. R. 2 00 2 25
Mentha Pip..... oz. pkg..... 25	Frumenti..... 1 25 1 50
Mentha Vir..... oz. pkg..... 25	Juniperis Co. O. T. 1 65 2 00
Rue..... oz. pkg..... 25	Juniperis Co..... 1 75 3 50
Tanacetum V. oz. pkg..... 22	Saacharum N. E..... 1 90 2 10
Thymus, V. oz. pkg..... 25	Spt. Vini Galli..... 1 75 6 50
Magnesia	Vini Oporto..... 1 25 2 00
Calcined, Pat..... 55 60	Vini Alba..... 1 25 2 00
Carbonate, Pat..... 30 35	Sponges
Carbonate, K. & M..... 20 25	Florida sheeps' wool..... 2 50 2 75
Carbonate, Jennings..... 35 36	Nassau sheeps' wool..... 2 00
Oleum	Velvet extra sheeps'..... 1 10
Absinthium..... 3 25 3 50	wool, carriage..... 85
Amygdale, Dulc..... 30 35	Extra yellow sheeps'..... 85
Amygdale, Amare..... 8 00 8 25	wool, carriage..... 65
Anisi..... 2 90 3 00	Grass sheeps' wool..... 65
Aurant Cortex..... 2 30 2 40	carriage..... 75
Bergamili..... 3 00 3 20	Hard, for slate use..... 75
Cajputi..... 70 75	Yellow Reef, for..... 1 40
Caryophylli..... 55 60	slate use..... 50
Cedar..... 35 40	Syrups
Chenopadii..... 2 50	Acacia..... 50
Cinnamoni..... 2 50 2 60	Aurant Cortex..... 50
Citronella..... 55 60	Zingiber..... 50
Oilum	Ipecac..... 50
Calcined, Pat..... 55 60	Ferri Iod..... 50
Carbonate, Pat..... 30 35	Rhei Arom..... 50
Carbonate, K. & M..... 20 25	Smilax Officinalis..... 50 60
Carbonate, Jennings..... 35 36	Senega..... 50
Syrups	Sellae..... 50
Acacia..... 50	Tinctures
Aurant Cortex..... 50	Aconitum Napellis R..... 50
Zingiber..... 50	Aconitum Napellis F..... 50
Ipecac..... 50	Aloes..... 50
Ferri Iod..... 50	Aloes and Myrrh..... 50
Rhei Arom..... 50	Arnica..... 50
Smilax Officinalis..... 50 60	Assafetida..... 50
Senega..... 50	Atrope Belladonna..... 50
Sellae..... 50	Auranti Cortex..... 50
Tinctures	Benzoine..... 50
Aconitum Napellis R..... 50	Benzoine Co..... 50
Aconitum Napellis F..... 50	Borax..... 50
Aloes..... 50	Cantharides..... 50
Aloes and Myrrh..... 50	Capsicum..... 50
Arnica..... 50	Cardamon..... 50
Assafetida..... 50	Cardamon Co..... 50
Atrope Belladonna..... 50	Castor..... 1 00
Auranti Cortex..... 50	Catechu..... 50
Benzoine..... 50	Cinchona..... 50
Benzoine Co..... 50	Cinchona Co..... 50
Borax..... 50	Columba..... 50
Cantharides..... 50	Cubeba..... 50
Capsicum..... 50	Cassia Acutifol..... 50
Cardamon..... 50	Cassia Acutifol Co..... 50
Cardamon Co..... 50	Digitalis..... 50
Castor..... 1 00	Ergot..... 50
Catechu..... 50	Ferri Chloridum..... 35
Cinchona..... 50	Gentian..... 50
Cinchona Co..... 50	Gentian Co..... 60
Columba..... 50	Guaiaca..... 50
Cubeba..... 50	Guaiaca ammon..... 50
Cassia Acutifol..... 50	Hyoseyamus..... 50
Cassia Acutifol Co..... 50	Iodine..... 75
Digitalis..... 50	Iodine, colorless..... 50
Ergot..... 50	Kino..... 50
Ferri Chloridum..... 35	Lobelia..... 50
Gentian..... 50	Myrrh..... 50
Gentian Co..... 60	Nux Vomica..... 50
Guaiaca..... 50	Opi..... 75
Guaiaca ammon..... 50	Opi, camphorated..... 50
Hyoseyamus..... 50	Opi, deodorized..... 1 50
Iodine..... 75	Quassia..... 50
Iodine, colorless..... 50	Rhatany..... 50
Kino..... 50	Rhei..... 50
Lobelia..... 50	Sanguinaria..... 50
Myrrh..... 50	Serpentaria..... 50
Nux Vomica..... 50	Stromonium..... 60
Opi..... 75	Tolutan..... 50
Opi, camphorated..... 50	Valerian..... 60
Opi, deodorized..... 1 50	Veratrum Veride..... 50
Quassia..... 50	Zingiber..... 20
Rhatany..... 50	Miscellaneous
Rhei..... 50	Aether, Spts. Nit. 3 F..... 30 35
Sanguinaria..... 50	Aether, Spts. Nit. 4 F..... 34 38
Serpentaria..... 50	Alumen..... 2 1/2 3
Stromonium..... 60	Alumen, gro'd..... po. 7..... 30 4
Tolutan..... 50	Annatto..... 40 50
Valerian..... 60	Antimoni, po..... 40 5
Veratrum Veride..... 50	Antimoni et Potass T..... 55 60
Zingiber..... 20	Antipyrin..... 1 40
Miscellaneous	Antifebrin..... 15
Aether, Spts. Nit. 3 F..... 30 35	Argent Nitras, oz..... 55
Aether, Spts. Nit. 4 F..... 34 38	Arsenicum..... 10 12
Alumen..... 2 1/2 3	Balm Gilead Bud..... 38 40
Alumen, gro'd..... po. 7..... 30 4	Bismuth S. N..... 1 00 1 10
Annatto..... 40 50	Calcium Chlor., ls..... 9
Antimoni, po..... 40 5	Calcium Chlor., 1/2s..... 10
Antimoni et Potass T..... 55 60	Calcium Chlor., 1/4s..... 12
Antipyrin..... 1 40	Cantharides, Rus. po..... 75
Antifebrin..... 15	Capsici Fructus, af..... 15
Argent Nitras, oz..... 55	Capsici Fructus, po..... 15
Arsenicum..... 10 12	Caryophyllus..... po. 15..... 10 12
Balm Gilead Bud..... 38 40	Carmin, No. 40..... 3 75
Bismuth S. N..... 1 00 1 10	Cera Alba, S. & F..... 50 55
Calcium Chlor., ls..... 9	Cera Flava..... 40 42
Calcium Chlor., 1/2s..... 10	Coccus..... 40
Calcium Chlor., 1/4s..... 12	Cassia Fructus..... 25
Cantharides, Rus. po..... 75	Centraia..... 10
Capsici Fructus, af..... 15	Cetaceum..... 45
Capsici Fructus, po..... 15	Chloroform..... 60 63
Caryophyllus..... po. 15..... 10 12	Chloroform, squibbs..... 1 35
Carmin, No. 40..... 3 75	Chloral Hyd Crst..... 1 15 1 30
Cera Alba, S. & F..... 50 55	Chondrus..... 20 25
Cera Flava..... 40 42	Cinchonidine, P. & W..... 15 20
Coccus..... 40	Cinchonidine, Germ..... 14
Cassia Fructus..... 25	Cocaine..... 5 30 5 50
Centraia..... 10	Corks, list, dis. pr. et..... 35
Cetaceum..... 45	Creatosutum..... 2
Chloroform..... 60 63	Creta..... bbl. 75..... 2
Chloroform, squibbs..... 1 35	Creta, prep..... 9 11
Chloral Hyd Crst..... 1 15 1 30	Creta, precip..... 9 11
Chondrus..... 20 25	Creta, Rubra..... 8
Cinchonidine, P. & W..... 15 20	Crocus..... 50 55
Cinchonidine, Germ..... 14	Cudbear..... 24
Cocaine..... 5 30 5 50	Cupri Sulph..... 5 6
Corks, list, dis. pr. et..... 35	Dextrine..... 10 12
Creatosutum..... 2	Ether Sulph..... 75 90
Creta..... bbl. 75..... 2	Emery, all numbers..... 6
Creta, prep..... 9 11	Emery, po..... 30 35
Creta, precip..... 9 11	Ergota..... po. 40..... 12 15
Creta, Rubra..... 8	Flake White..... 12 15
Crocus..... 50 55	Galla..... 23
Cudbear..... 24	Gambier..... 8 9
Cupri Sulph..... 5 6	Gelatin, Cooper..... 60
Dextrine..... 10 12	Gelatin, French..... 30 50
Ether Sulph..... 75 90	Glassware, flint, box..... 60, 10 10
Emery, all numbers..... 6	Less than box..... 60
Emery, po..... 30 35	Glue, brown..... 9 12
Ergota..... po. 40..... 12 15	Glue, white..... 13 25
Flake White..... 12 15	Glycerina..... 19 25
Galla..... 23	Grana Paradisi..... 55
Gambier..... 8 9	Humulus..... 25 55
Gelatin, Cooper..... 60	Hydraag Chlor Mite..... 65
Gelatin, French..... 30 50	Hydraag Chlor Cr..... 85
Glassware, flint, box..... 60, 10 10	Hydraag Ox Rub'm..... 85
Less than box..... 60	Hydraag Ammoniatl..... 95
Glue, brown..... 9 12	Hydraag Unguentum..... 45 55
Glue, white..... 13 25	Hydrargyrum..... 60
Glycerina..... 19 25	Ichthyobolla, Am..... 1 25 1 50
Grana Paradisi..... 55	Indigo..... 3 80 3 90
Humulus..... 25 55	Iodoform..... 4 70
Hydraag Chlor Mite..... 65	Lupulin..... 2 25
Hydraag Chlor Cr..... 85	Lycopodium..... 60 65
Hydraag Ox Rub'm..... 85	Macis..... 65 75
Hydraag Ammoniatl..... 95	Liquor Arsen et Hy..... 27
Hydraag Unguentum..... 45 55	Liquor Potass Arsenit..... 10 12
Hydrargyrum..... 60	Magnesia, Sulph..... 3
Ichthyobolla, Am..... 1 25 1 50	Magnesia, Sulph, bbl..... 1 1/2
Indigo..... 3 80 3 90	Mannia, S. F..... 60 63
Iodoform..... 4 70	Menthol..... 5 50
Lupulin..... 2 25	Paints
Lycopodium..... 60 65	Linseed, boiled..... 42 45
Macis..... 65 75	Neatsfoot, winterstr..... 65 70
Liquor Arsen et Hy..... 27	Spirits Turpentine..... 33 49
Liquor Potass Arsenit..... 10 12	Paints
Magnesia, Sulph..... 3	Red Venetian..... 1 1/2 2 1/2
Magnesia, Sulph, bbl..... 1 1/2	Ochre, yellow Mars..... 1 1/2 2 1/2
Mannia, S. F..... 60 63	Ochre, yellow Ber..... 1 1/2 2 1/2
Menthol..... 5 50	Putty, commercial..... 2 1/2 2 1/2
Paints	Putty, strictly pure..... 2 1/2 2 1/2
Linseed, boiled..... 42 45	Vermilion, Prime..... 13 15
Neatsfoot, winterstr..... 65 70	Vermilion, English..... 70 75
Spirits Turpentine..... 33 49	Green, Paris..... 15 24
Paints	Green, Peninsular..... 13 16
Red Venetian..... 1 1/2 2 1/2	Lead, Red..... 5 1/2 5 1/2
Ochre, yellow Mars..... 1 1/2 2 1/2	Lead, white..... 5 1/2 5 1/2
Ochre, yellow Ber..... 1 1/2 2 1/2	Whiting, white Span..... 70
Putty, commercial..... 2 1/2 2 1/2	Whiting, gliders..... 90
Putty, strictly pure..... 2 1/2 2 1/2	White, Paris Amer..... 1 00
Vermilion, Prime..... 13 15	Whiting, Paris Eng..... 1 40
Vermilion, English..... 70 75	Universal Prepared. 1 00 1 15

Morphia, S.P. & W.	1 65 1 90	Sinapis.....	@ 18	Linseed, boiled.....	42 45
Morphia, S.N.Y. Q. &	1 55 1 80	Sinapis, opt.....	@ 30	Neatsfoot, winterstr.....	65 70
C. Co.....	@ 40	Snuff, Maccaboy, De.....	@ 34	Spirits Turpentine.....	33 49
Moschus Canton.....	65 80	Voos.....	@ 34	Paints	
Mystecia, No. 1.....	@ 10	Snuff, Scotch, DeVo's.....	@ 34	Red Venetian.....	1 1/2 2 1/2
Nux Vomica..... po. 20.....	15 18	Soda Boras.....	7 10	Ochre, yellow Mars.....	1 1/2 2 1/2
Os Sepia.....	15 18	Soda Boras, po.....	7 10	Ochre, yellow Ber.....	1 1/2 2 1/2
Pepsin Saac, H. & P.....	1 00	Soda et Potass Tart.....	26 28	Putty, commercial.....	2 1/2 2 1/2
D. Co.....	1 00	Soda, Carb.....	1 1/2 2	Putty, strictly pure.....	2 1/2 2 1/2
Picis Liq. N.N. 1/2 gal.....	2 00	Soda, Bi-Carb.....	3 5	Vermilion, Prime.....	13 15
doz.....	2 00	Soda, Ash.....	3 1/2 4	American.....	13 15
Picis Liq., quarts.....	1 00	Soda, Sulphas.....	@ 2	Vermilion, English.....	70 75
Picis Liq., pints.....	@ 85	Spts. Cologne.....	2 60	Green, Paris.....	15 24
Pil Hydrarg..... po. 80.....	50	Spts. Ether Co.....	50 55	Green, Peninsular.....	13 16
Piper Nigra..... po. 25.....	30	Spts. Myrcia Dom.....	2 00	Lead, Red.....	5 1/2 5 1/2
Pilix Burgun.....	7	Spts. Vini Rect. bbl.....	2 49	Lead, white.....	5 1/2 5 1/2
Plumbi.....	10 12	Spts. Vini Rect. 1/2 bbl.....	2 54	Whiting, white Span.....	70
Pulvis Ipecac et Opil.....	1 10 1 20	Spts. Vini Rect. 10 gal.....	2 57	Whiting, gliders.....	90
Pyrethrum, boxes H.....	50	Spts. Vini Rect. 5 gal.....	2 59	White, Paris Amer.....	1 00
& P. D. Co., doz.....	1 25	Less 5c gal. cash 10 days.....	1 40 1 45	Whiting, Paris Eng.....	1 40
Pyrethrum, pv.....	27 30	Strychnia, Crystal.....	1 40 1 45	Universal Prepared. 1 00 1 15	
Quassia.....	8 10	Sulphur, Subl.....	2 1/2 3	Paint your buildings with	
Quinia, S. P. & W.....	37 42	Sulphur, Roll.....	2 1/2	Prepared Paint	
Quinia, S. German.....	30 40	Tamarinds.....	8 10	Made by A. M. DEAN.	
Quinia, N.Y.....	35 40	Terebenth Venice.....	28 30	306 N. BURDICK ST., KALAMAZOO, Mich.	
Rubia Tinctorum.....	12 14	Theobromae.....	42 45	Write for samples and prices.	
Saccharum Lactis pv.....	24 25	Vanilla.....	9 00 16 00	It is the most durable	
Salacin.....	3 00 3 10	Zinci Sulph.....	7 8	paint made.	
Sapo, W.....	12 14	Oils			
Sapo, M.....	10 12	Whale, winter.....	70 70		
Sapo, G.....	15	Lard, extra.....	53 60		
Siedlitz Mixture.....	20 22	Lard, No. 1.....	40 43		
		Linseed, pure raw.....	40 43		

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

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

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

We sell Liquors for medicinal purposes only.

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. Anora. doz. gross 55 6 00 Castor Oil. 60 7 00 Diamond. 50 5 50 Frazer's. 75 9 00 IXL Golden, tin boxes 75 9 00 Mica. 70 8 00 Paragon. 55 6 00 BAKING POWDER. Absolute. 1/4 lb cans doz. 45 1/2 lb cans doz. 85 1 lb cans doz. 1 50 Acme. 1/4 lb cans 3 doz. 45 1/2 lb cans 3 doz. 75 1 lb cans 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 BROOMS. No. 1 Carpet. 2 20 No. 2 Carpet. 2 00 No. 3 Carpet. 1 75 No. 4 Carpet. 1 60 Parlor Gem. 2 50 Common Whisk. 85 Fancy Whisk. 1 00 Warehouse. 2 50 CANDLES. Hotel 40 lb boxes. 10 Star 40 lb boxes. 9 Paraffine. 10 CANNED GOODS. Planitowoc Peas. 1 00 Lakeside Marrowfat. 1 30 Lakeside E. J. 1 40 Lakeside, Cham. of Eng. 1 30 Lakeside, Gem. Ex. Sifted. 1 65 CATSUP. Columbia, pints. 4 25 Columbia, 1/2 pints. 2 50 CHEESE. Elsie. @ 9 Amboy. @ 9 Acme. @ 8 1/2 Jersey. @ 8 1/2 Lenawee. @ 8 1/2 Riverside. @ 9 Gold Medal. @ 10 Brick. @ 10 Edam. @ 10 Leiden. @ 10 Limburger. @ 15 Pineapple. @ 24 Sap Sago. @ 18 Chicory. Bulk. 5 Red. 7 CHOCOLATE. Walter Baker & Co.'s. German Sweet. 22 Premium. 31 Breakfast Cocoa. 42 CLOTHES LINES. Cotton, 40 ft. per doz. 1 00 Cotton, 50 ft. per doz. 1 20 Cotton, 60 ft. per doz. 1 40 Cotton, 70 ft. per doz. 1 60 Cotton, 80 ft. per doz. 1 80 Jute, 60 ft. per doz. 80 Jute, 72 ft. per doz. 95 CLOTHES PINS. 5 gross boxes. 45 COCOA SHELLS. 20 lb bags. 2 1/2 Less quantity. 3 Pound packages. 4 CREAM TARTAR. Strictly Pure, wooden boxes. 35 Strictly Pure, tin boxes. 37 Tartarine. 25	COFFEE. Green. Rio. Fair. 18 Good. 19 Prime. 21 Golden. 21 Peaberry. 23 Santos. Fair. 19 Good. 20 Prime. 22 Peaberry. 23 Mexican and Guatamala. Fair. 21 Good. 22 Fancy. 24 Maracaibo. Prime. 23 Milled. 24 Java. Interior. 25 Private Growth. 27 Mandehling. 28 Mocha. Imitation. 25 Arabian. 28 Roasted. Quaker Mocha and Java. 32 Toko Mocha and Java. 28 State House Blend. 25 Package. Arbuckle. 19 95 Jersey. 19 95 LION COFFEE IN 100 PACKAGES WITHOUT GLAZING. 100 OUNCES NET. CASES 100 lbs. Equality Price 60 - less 2c per lb. CABINETS 120 lbs. SAME PRICE. 90¢ EXTRA FOR CABINETS. BULK 100 LBS. 19 95 'KOFFA-AID'.	COUPON BOOKS.   "Tradesman." \$1 books, per 100. 2 00 \$2 books, per 100. 2 50 \$3 books, per 100. 3 00 \$5 books, per 100. 3 00 \$10 books, per 100. 4 00 \$20 books, per 100. 5 00 "Superior." \$1 books, per 100. 2 50 \$2 books, per 100. 3 00 \$3 books, per 100. 3 50 \$5 books, per 100. 4 00 \$10 books, per 100. 5 00 \$20 books, per 100. 6 00  "Universal." \$1 books, per 100. 3 00 \$2 books, per 100. 3 50 \$3 books, per 100. 4 00 \$5 books, per 100. 5 00 \$10 books, per 100. 6 00 \$20 books, per 100. 7 00 Above prices on coupon books are subject to the following quantity discounts: 200 books or over. 5 per cent 500 books or over. 10 per cent 1000 books or over. 20 per cent Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books. 1 00 50 books. 2 00 100 books. 3 00 250 books. 6 25 500 books. 10 00 1000 books. 17 50 Credit Checks. 500, any one denom'n. 3 00 1000, any one denom'n. 5 00 2000, any one denom'n. 8 00 Steel punch. 75 DRIED FRUITS—DOMESTIC Apples. Sundried. @ 3 1/2 Evaporated 50 lb boxes. @ 6 1/2 California Fruits. Apricots. 9 @ 11 Blackberries. 5 1/2 @ Nectarines. 5 1/2 @ Peaches. 5 @ 14 Pears. 8 1/2 @ Pitted Cherries. 8 1/2 @ Prunelles. 8 1/2 @ Raspberries. 8 1/2 @ California Prunes. 100-120 25 lb boxes. @ 4 1/2 90-100 25 lb boxes. @ 4 1/2 80-90 25 lb boxes. @ 5 1/2 70-80 25 lb boxes. @ 6 60-70 25 lb boxes. @ 6 1/2 50-60 25 lb boxes. @ 7 1/2 40-50 25 lb boxes. @ 7 1/2 30-40 25 lb boxes. @ 7 1/2 1/2 cent less in bags Raisins. London Layers. 1 00 @ 1 25 Loose Muscatels 2 Crown 3 1/2 Loose Muscatels 3 Crown 4 Loose Muscatels 4 Crown 5 FOREIGN Currents. Patras bbls. @ 4 Vostizias 50 lb cases. @ 4 Cleaned, bulk. @ 5 Cleaned, packages. @ 5 1/2 Peel. Citron Leghorn 25 lb bx @ 13 Lemon Leghorn 25 lb bx @ 11 Orange Leghorn 25 lb bx @ 12 Raisins. Ondura 25 lb boxes. 7 1/2 @ 8 Sultana 20 lb boxes. 7 @ 8 Valencia 30 lb boxes. @ EGG PRESERVER. Knox's, small size. 4 80 Knox's, large size. 9 00	FARINACEOUS GOODS. Biscuitine. 3 doz. in case, per doz. 1 00 Farina. Bulk. 3 Grits. Walsh-DeRoo Co.'s. 2 00 Hominy. Barrels, 10 lb. box. 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 Fish. Cod. Georges cured. @ 4 1/2 Georges genuine. @ 6 Georges selected. @ 6 1/2 Strips or bricks. 6 @ 9 Halibut. Chunks. 13 Strips. 10 Herring. Holland white hoops keg. 55 Holland white hoops bbl. 6 50 Norwegian. 2 30 Round 100 lbs. 1 10 Round 40 lbs. 1 10 Scaled. 10 Flackerel. No. 1 100 lbs. 13 00 No. 1 40 lbs. 5 50 No. 1 10 lbs. 1 45 No. 2 100 lbs. 10 50 No. 2 40 lbs. 4 50 No. 2 10 lbs. 1 20 Family 90 lbs. 10 50 Family 10 lbs. 59 Sardines. Russian kegs. 55 Stockfish. No. 1, 100 lb. bales. 10 1/2 No. 2, 100 lb. bales. 8 1/2 Trout. No. 1 100 lbs. 5 50 No. 1 40 lbs. 2 50 No. 1 10 lbs. 70 No. 1 8 lbs. 59 Whitefish. No. 1 No. 2 Fam 100 lbs. 7 25 6 75 2 25 40 lbs. 3 20 3 00 1 20 10 lbs. 88 83 38 8 lbs. 73 71 33	Souders'. Oval bot'tle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. 2 oz. doz. 75 4 oz. doz. 1 50 Regular Vanilla. 2 oz. doz. 1 20 4 oz. doz. 2 40 XX Grade Lemon. 2 oz. doz. 1 50 4 oz. doz. 3 00 XX Grade Vanilla. 2 oz. doz. 1 75 4 oz. doz. 3 50 FLY PAPER. Tanglefoot. "Regular" Size. Less than one case, per box 22 One to five cases, per case. 2 75 Five to ten cases, per case. 1 45 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. 14 Root. 10 MINCE MEAT.  Mince meat, 3 doz in case. 2 75 Pie Prep. 3 doz in case. 2 25 HATCHES. Diamond Match Co.'s brands. No. 9 sulphur. 1 65 Anchor Parlor. 1 70 No. 2 Home. 1 10 Export Parlor. 4 00 MOLASSES. Blackstrap. Sugar house. 10 @ 12 Cuba Baking. Ordinary. 12 @ 14 Porto Rico. Prime. 20 Fancy. 30	New Orleans. Fair. 18 Good. 22 Extra good. 24 Choice. 27 Fancy. 30 Half-barrels 3c extra. PICKLES. Medium. Barrels, 1,200 count. 3 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. Babbitt's. 4 00 Penna Salt Co.'s. 3 00 RICE. Domestic. Carolina head. 6 1/2 Carolina No. 1. 5 Carolina No. 2. 4 1/2 Broken. 2 1/2 Imported. Japan, No. 1. 5 Japan, No. 2. 4 1/2 Java, No. 1. 4 1/2 Java, No. 2. 4 1/2 Patna. 4 SALERATUS. Packed 60 lbs. in box. Church's. 3 30 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 Cardamon, Malabar. 80 Hemp, Russian. 4 Mixed Bird. 4 1/2 Mustard, white. 6 1/2 Poppy. 8 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 1/2 Cassia, China in mats. 10 Cassia, Batavia in mats. 10 Cassia, Saigon in rolls. 32 Cloves, Amboyna. 15 Cloves, Zanzibar. 10 Ginger, African. 15 Ginger, Cochin. 20 Ginger, Jamaica. 22 Mace, Batavia. 70 Nutmegs, fancy. 60 Nutmegs, No. 1. 60 Nutmegs, No. 2. 55 Pepper, Singapore, black. 10 Pepper, Singapore, white. 20 Pepper, shot. 16 "Absolute" in 1/4 lb. Packages. Allspice. 55 Cinnamon. 75 Cloves. 70 Ginger, Cochin. 75 Mace. 20 Mustard. 75 Nutmegs. 20 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
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SALT.	
Diamond Crystal.	
Cases, 24 3-lb boxes.....	1 60
Barrels, 100 3 lb bags.....	2 75
Barrels, 40 7 lb bags.....	2 50
Butter, 56 lb bags.....	65
Butter, 20 14 lb bags.....	3 00
Butter, 280 lb bbls.....	2 50

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

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

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

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
Mainstee.....	85

SODA.	
Boxes.....	5 1/4
Kegs, English.....	4 3/4

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 1/4
40 1-lb packages.....	6 1/4

Kingsford's Silver Gloss.	
40 1-lb packages.....	6 1/4
6-lb boxes.....	7

Common Corn.	
20-lb boxes.....	5
40-lb boxes.....	4 3/4

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

SUMMER BEVERAGES.	
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Thompson's Wild Cherry Phosphate "H. U. M. E. R. Case" contains 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 Demon- strator contains 15 doz. 50c size, 1 jug and fixtures. See add.	
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TOBACCOS.	
Cigars.	
G. J. Johnson's brand	

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

SOAP.	
Laundry.	
Gowans & Sons' Brands.	

Crow.....	3 10
German Family.....	2 15
American Grocer 100s.....	3 30
American Grocer 60s.....	2 75
Mystic White.....	3 80
Lotus.....	3 90
Oak Leaf.....	3 00
Old Style.....	3 20
Happy Day.....	3 10

JAXON	
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Single box.....	3 00
5 box lots, delivered.....	2 95
10 box lots, delivered.....	2 85
Lautz Bros. & Co.'s brands.	

Acme.....	3 25
Cotton Oil.....	5 75
Marselles.....	4 00
Master.....	3 70
Henry Passolt's brand.	

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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



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

Allen B. Wrisley's brands.	
Old Country 80 1-lb.....	3 20
Good Cheer 60 1-lb.....	3 00
White Borax 100 3/4-lb.....	3 65

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

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

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

SUGAR.	
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Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
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Cut Leaf.....	5 87
Domino.....	5 75
Cubes.....	5 50
Powdered.....	5 56
XXXX Powdered.....	5 62
Mould A.....	5 56
Granulated in bbls.....	5 25
Granulated in bags.....	5 25
Fine Granulated.....	5 25
Extra Fine Granulated.....	5 37
Extra Coarse Granulated.....	5 37
Diamond Confection A.....	5 25
Confection Standard A.....	5 12
No. 1.....	4 87
No. 2.....	4 87
No. 3.....	4 81
No. 4.....	4 75
No. 5.....	4 69
No. 6.....	4 62
No. 7.....	4 56
No. 8.....	4 50
No. 9.....	4 43
No. 10.....	4 37
No. 11.....	4 31
No. 12.....	4 25
No. 13.....	4 18
No. 14.....	3 87
No. 15.....	3 62

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

Crackers.	
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The N. Y. Biscuit Co. quotes as follows:	
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Butter.	
Seymour XXX.....	5 1/4
Seymour XXX, 3 lb. carton.....	5 1/4
Family XXX.....	5 1/4
Family XXX, 3 lb. carton.....	5 1/4
Salted XXX.....	5 1/4
Salted XXX, 3 lb. carton.....	5 1/4

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

Oyster.	
Square Oyster, XXX.....	5 1/4
Sq. Oys. XXX, 1 lb. carton.....	6 1/4
Farina Oyster, XXX.....	5 1/4

SWEET GOODS—Boxes.	
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Animals.....	10 1/2
Bent's Cold Water.....	12
Belle Rose.....	8
Cocconut 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.....	11
Jumoles, Honey.....	8
Molasses Cakes.....	8
Marshmallow.....	15
Marshmallow Creams.....	16
Pretzels, hand made.....	8 1/2
Pretzeltes, 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 1/4
Fruit C. ffee.....	10
Mixed Picnic.....	10 1/2
Pineapple Glace.....	15 1/4

Fruits.	
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Oranges.	
Fancy Navels	
126.....	4 00

Fancy Seedlings	
Medt. Sweets.....	4 25
150-176-200.....	4 00
No. 12.....	5 00
Messinas 200s.....	5 00

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

Bananas.	
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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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Medium bunches.....	1 25 @ 1 50
Large bunches.....	1 75 @ 2 25

Foreign Dried Fruits.	
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Figs, Fancy Layers.....	20 lbs. 12 @
Figs, Choice Layers.....	10 lb. @ 10
Figs, Natural in bags, new.....	@ 6
Dates, Fards in 10 lb boxes.....	@ 8
Dates, Fards in 60 lb cases.....	@ 6
Dates, Pezans, G. M. K., 60 lb cases.....	@ 5 1/2
Dates, Sairs 60 lb cases.....	@ 4

Nuts.	
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Almonds, Tarragona.....	@ 13
Almonds, Ivaca.....	@
Almonds, California, soft shelled.....	@ 12 1/4
Brazils new.....	@ 7 1/2
Filberts.....	@ 10
Walnuts, Gren., new.....	@ 12
Walnuts, Calif No. 1.....	@ 11
Walnuts, soft shelled Calif.....	@
Table Nuts, fancy.....	@ 12
Table Nuts, choice.....	@ 10
Pecans, Texas H. P.....	@ 9
Hickory Nuts per bu., Ohio.....	@
Cocconuts, full sacks.....	@ 3 75
Butternuts per bu.....	@
Black Walnuts per bu.....	@

Peanuts.	
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Fancy, H. P., Game.....	@ 5 1/4
Cocks.....	@ 5 1/4
Fancy, H. P., Flags.....	@ 7 1/2
Roasted.....	@ 7 1/2
Fancy, H. P., Associa- tion Roasted.....	@ 7 1/2
Choice, H. P., Extras.....	@
Choice, H. P., Extras, Roasted.....	@

Candies.	
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Stick Candy.	
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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

Mixed Candy.	
Standard.....	@ 7
Leader.....	@ 7 1/2
Conservé.....	@ 8
Royal.....	@ 8
Ribbon.....	@ 8
Broken.....	@
Cut Leaf.....	@ 8 1/2
English Rock.....	@ 8 1/2
Kindergarten.....	@ 9
Gum Dram.....	@ 9
Dandy Pan.....	@ 10
Valley Cream.....	@ 13

Fancy—in Bulk.	
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Lozenges, plain.....	@ 9
Lozenges, printed.....	@ 9
Choc. Drops.....	12 @ 14
Choc. Monumentals.....	@ 5
Moss Drops.....	@ 8 1/4
Sour Drops.....	@ 8 1/4
Imperial.....	@ 9

Fancy—in 5 lb. Boxes.	
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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 @ 50
A. B. Licorice Drops.....	@ 55
Lozenges, plain.....	@ 55
Lozenges, printed.....	@ 60
Imperial.....	@ 60
Mottos.....	@ 65
Cream Bar.....	@ 0
Molasses Bar.....	@ 50
Hand Made Creams.....	80 @ 90
Plain Creams.....	60 @ 80
Decorated Creams.....	@ 90
String Rock.....	@ 60
Burnt Almonds.....	1 25 @ 55
Wintergreen Berries.....	@ 55

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

Fruits

How to Select Good Cheese.

In many parts of the country there have been increasing complaints during the past year as to the inferior quality of the general supplies of cheese in the markets. Merchants and consumers have found it difficult to get a grade of cheese to suit their wants. In very many cases jobbers and retailers have purchased cheese from houses of established reputation, under written guarantees as to make and quality, which has proved so poor as to be unsalable, causing serious loss to the holders and discouragement or disgust on the part of consumers. As a result an impression prevails to some extent that good cheese is no longer made in quantity in the United States. This is, undoubtedly, erroneous and can be easily explained. This paper will also endeavor to briefly describe how those who will take proper precautions in selection and purchase can be almost certain to provide themselves with good cheese.

There are several causes for the appearance of so much poor cheese in the markets in different sections of the country: First, makers and dealers have tried to meet a somewhat extended popular demand for a fresh and mild-flavored cheese by hurrying stock through the curing rooms and distributing a large quantity which was immature or poorly ripened. However good the materials of which such cheese was made, its merits were destroyed by undue haste in making sales. Second, there was an unusual stock of cheese "off flavor" and of second grade, or lower, during the year 1895. The marked decrease in cheese exports from this country had caused a surplus during the winter of 1894-1895, which came out of cold storage during the spring and summer much impaired in quality. To this was added the usual supply of skimmed and partly skimmed cheese, which always endeavors to find a place by underselling better goods. The result was a large accumulation of inferior cheese, which speculators and peddlers bought at their own price and succeeded in scattering, especially through the Southern and Western States, by reason of the very low rates at which it was sold. Third, the improvements made in the manufacture and consequent appearance of "filled" cheese have enabled those who have been willing to act as its distributing agents to practice deceit and fraud more successfully than ever, by forcing this imitation onto innocent buyers. It has been most unscrupulously branded in all sorts of ways, with the purpose of deceiving, and large dealers who have heretofore borne a good reputation have offered these fraudulent goods and guaranteed them in most positive terms to be full cream cheese. Many merchants unaccustomed to making a critical examination of the cheese handled by them, but who have depended for years upon the honesty of those from whom they ordered supplies, have been thus grossly deceived. In this way "filled," or neutral lard, cheese has found its way into nearly every state which has not strict laws on the subject of imitation and adulterated dairy products. Even in states having good laws this cheese has obtained a foothold in trade, unless the agencies for enforcing such regulations proved vigilant and efficient.

It may be well to state in passing that "filled" cheese differs from the genuine, old-fashioned article in but one essential particular, so far as its composition is concerned. Instead of

the natural fat of milk, cream, which is extracted for buttermaking, there is substituted what is known as "neutral lard," made from the leaf fat of the hog. This article, claimed to be exceptionally pure and good of its kind, is used at the rate of two or three pounds to every 100 pounds of skim-milk. The cheese resulting carries about 30 per cent. of (lard) fat, which is rather less than the average of (butter) fat in good whole-milk cheese. The casein and other components of the two are practically the same in kind and proportions. From this statement of composition one can judge for himself whether this filled, or lard, cheese is a legitimate article of food, whether it is "wholesome," and whether he desires to use it in the diet of himself and family. It is made of comparatively cheap materials, costing from one-half to two-thirds as much as good full-cream factory cheese, and its market price, wholesale or retail, should correspond. At its best, this is a cheap, inferior article of cheese; it is almost devoid of flavor, oily or greasy when warm, and never attains the dry, crumbly consistency of a well-cured cheese. It is sold when only a month or two from the press, in imitation of mild, immature cheese. It is claimed that it does not keep well, especially if subjected to temperature above 60 degrees. No one acquainted with first-class full-cream cheese would ever accept the filled product as a substitute, but it may be successfully passed as a genuine article of second grade.

There is plenty of good cheese still made in the United States, and it can be secured if buyers will but make a little effort to find it. The States of New York and Wisconsin together produce two-thirds of all the cheese made in the country, and the reputation of the factories of these States for high quality, full-cream cheese has been long established. The product of these factories of the standard, or Cheddar, form of large cheese stands second to none in the markets of Great Britain, as well as of America.

The two States named, as well as others, absolutely prohibit the manufacture and sale of filled cheese within their borders and the marking of skim cheese to imitate full-cream goods. These laws are well enforced. Several states especially provide by law that distinctive brands may be placed upon the bandages of full-cream cheese made in their factories, and also upon the boxes in which the cheese goes to market. These official brands are numbered and registered and, so far as known, have never been actually counterfeited, although some have been closely imitated. Strangely enough, many factory managers fail to avail themselves of these laws which permit them to identify and guard their products. Their cheese is sold, unmarked, to dealers who prefer to place upon it their own brands or trade-marks. The factories thus lose the advantages conferred by law and permit "the near-by dime to hide the more distant dollar" in their business.

When cheese and package are found branded in accordance with the stated provisions of law, the article may safely be accepted as genuine and guaranteed. Others just as good may be on the market unbranded, or without the state brand, but such cannot be bought with equal confidence. Manufacturers who do use the official brands for the identification and guarantee of their

CHARLES MANZELMANN, BROOMS and BRUSHES

Largest Manufacturer in Michigan.

741-749 BELLEVUE AVENUE,

DETROIT.

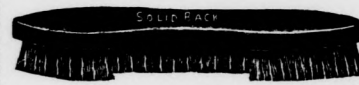
The "Light Parlor" is the finest broom made. Try it.

For value and usefulness of a broom a woman's judgment seldom fails; rest assured she will decide quickly in favor of

THE "PIERCE BROOM"

MADE BY

THE PIERCE MANUFACTURING CO.,
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GRAND RAPIDS
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Manufacturers of

BRUSHES

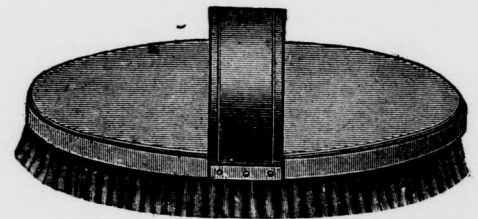
Our goods are sold by all Michigan Jobbing Houses.

Grand Rapids, Mich.

Brushes for Horses

The fact that we supply any brush for any purpose, made of the best materials by the best workmen is what makes our business continually grow. Send for catalogue.

Michigan Brush Co.,
Grand Rapids.



The New Crop of Japan Teas Reviewed by a Crank



Japan Teas open up this season about 3 cents under last year. For early picked and high priced teas, the sharp advance in freights and exchange offsets one-half the decline.

When any firm advertises that the great decline in Japan teas will allow teas that sold last year at 50 to 60 cents, to be retailed at 40 cents this season, they are "talking through their hat."

Our customers will get a finer tea to retail at 50 cents, but the price will remain unchanged. Import orders are generally given for the best teas at a certain laid down cost.

The decline of this year will go into the quality of the teas, not into lowering the standard 10 to 20 cents per pound at retail.

The truth of the whole matter is, 50 cent teas are hard to sell, the splendid values offering in teas to-day at a range of 15 to 19 cents, to retail at 25 to 35 cents, are the teas most called for by the retailers of Michigan.

We will gladly mail samples upon application to any one desiring the best values for the money against all competition.

THE JAMES STEWART CO.,

(LIMITED)

SAGINAW, MICH.

products are entitled to all benefits resulting from such action.

With this explanation, the following advice may safely be offered to buyers of cheese. It must be understood that these remarks apply only to cheese of the customary factory form, weighing from twenty to sixty pounds each, and sold and shipped in round boxes, one or two cheese in a box. This description covers the great bulk of the cheese of commerce in the United States, but necessarily excludes a large number of other kinds and fancy forms of cheese more or less familiar to trade, but all in comparatively insignificant quantity and less subject to imitation and adulteration.

Merchants buying cheese should deal with agents and firms whom they consider thoroughly reliable and from whom redress can be obtained in case of deception and loss, even if unintentional. They should become familiar with the authorized or official markings for full-cream cheese made in the principal producing states and should specifically order only such cheese as is so marked. Upon arrival, every cheese should be examined and none accepted which cannot be definitely identified by its markings as the article ordered and desired.

Retail dealers should take the same precautions and should either keep cheese in the boxes in which bought, or preserve the boxes until the cheese is all sold. Every cheese should be so cut, for retail, as to keep the mark on the bandage, to insure identity, until the last piece is sold.

Consumers should inform themselves as to proper markings in like manner and, when they buy, should insist upon seeing the markings upon the cheese and, if necessary, upon its box, in order to fully identify the article as one officially branded.

These simple directions, if followed, will make it reasonably certain that the buyer secures a full-cream factory-made cheese, guaranteed under the laws of the state indicated by its brand. While it will be thus possible to obtain cheese made from whole milk, pure and unadulterated, it is not possible in any way to guarantee skill in making, age, and proper ripening to develop the special flavor desired. Flavors differ and tastes differ. In these respects "The proof of the pudding is in the eating."

Those who desire to obtain skim cheese, or partly skimmed, or filled cheese can get these articles by specially inquiring for them, and at prices to correspond with the quality of the article, being always considerably below the current prices for the state brands of full-cream cheese. Several states provide by law that these lower grades shall be so branded on cheese, or box, or both, as to show exactly what they are; but these laws are so diverse as to prevent concisely describing them.

Merchants and consumers can do much towards increasing the efficiency of these laws intended to guard the purity of food products if they will report any case coming to their knowledge where it is believed that brands have been counterfeited or improperly used. Such report should be made to the State Dairy and Food Commissioner of the state in which the article purports to be made, at the capital of the state, and to the United States Department of Agriculture (Dairy Division) at Washington, and should exactly describe the marks on the cheese and its box, and state the name and address of the

person or firm from whom it was purchased and the date of purchase.

HENRY E. ALVORD,
Department of Agriculture.

Business Affectation.

Written for the TRADESMAN.

It is a wise provision in the mental equipment of most of the members of the human family that there is included a desire to receive the approbation of their fellows. Consciously or unconsciously, conduct and appearances are guided to command the approving notice of those about us. This provision is universal. Even in those instances where there is apparently a total disregard of the opinions of others, there is generally a sufficient pride in the position assumed to show that there is more or less posing for effect.

Now, this characteristic, I say, is a wise one. I need not picture the condition of society without it. But, like many other of the mental attributes, it is liable to receive too much conscious or unconscious consideration and so become injurious. This danger is especially imminent in cases where it is thought possible to supply personal deficiencies by appearances not based on actual conditions.

In no walk of life is sincerity more desirable than in business. The business man, to be successful, must be genuine. It does not follow that he must wear his heart on his sleeve, but, whatever appearance he does manifest must be backed up by fact, in both character and business. In many cases love of display will cause one to assume the position that he is doing a tremendous business—he is, perhaps, loaded down with the weight of responsibility and care. Such an affectation is very transparent unless backed up by facts.

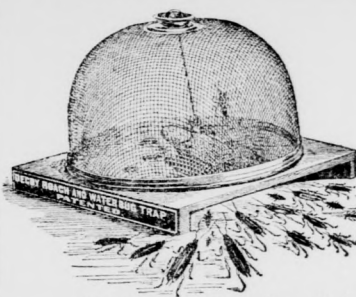
The successful, active, genuine business man is a man of distinction, which is manifested in his bearing. Such a man is, naturally, the envy, and frequently the object of emulation, of the younger aspirants for business prestige. The airs of a young man who thus affects to put on "the business manner" often verge on the ridiculous. He assumes a brusqueness, perhaps, which he fondly imagines makes him appear the man of affairs. Such an affectation is very manifest and only excites amusement among the intelligent, and it is the intelligent whose approval is most generally desired.

A business appearance cannot be put on. Business is something serious and earnest. To be successful in it one must be natural and sincere. To acquire the business manner it is only necessary to do the work heartily and naturally that one finds to do, carefully avoiding shams of all kinds or anything which savors of insincerity.

Not unfrequently, a dealer will fall into the habit of shamming about his business. He will carry on conversation with some of his clerks for the benefit of customers, intended to convey a false impression as to the magnitude of his operations, for instance. Even if the customer is not quick witted or intelligent enough to see through such pretense, as happens oftener than is usually supposed, the habit is demoralizing to the clerks who may hear it or be a party to it.

Put the best foot forward, certainly. Make the best display possible of what you have; but be sure you have it. There is no foundation for a business structure like fact; and, however humble the fact may be, if made the most of, eventual success is assured.

ROSENSTEIN.



Directions with every Trap. Packed 1 doz. in box and in 1 and 1/2 gross cases.

RETAIL PRICE, 25 CENTS.

PRICE TO THE TRADE—\$21.00 per gross; \$11.00 per half gross, or \$2.00 per dozen.

Send your jobber an order for a sample dozen. You will certainly sell them and want more. We will give you prompt attention.

DECOY FLY PAPER CO., Limited,
MANUFACTURERS AND OWNERS OF PATENT,
DETROIT.



We are willing to
SWEAR!

That every roof repaired by us during the past 28 years was done in a first-class manner, at as little cost as charged by unreliable roofers. And we can give you testimonials from hundreds of reputable business men who will say that

H. M. REYNOLDS & SON

KNOW HOW

TO REPAIR ROOFS!

What more need be said?

H. M. REYNOLDS & SON,
GRAND RAPIDS.

Established 1868.

Detroit Office Foot of Third St.

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.



EARLY FRUITS AND VEGETABLES

Ask for our weekly quotations

F. J. Dettenthaler,

117 and 119 Monroe street,
Grand Rapids.

FRUIT and VEGETABLES

are good and very cheap.

Send your orders to

HENRY J. VINKEMULDER,
GRAND RAPIDS, MICH.

Gnaranteed that prices will be right.

I want you for a customer.

GOTHAM GOSSIP.

News from the Metropolis—Index of the Market.

Special Correspondence.

New York, May 23.—The political cauldron is sending out so much steam here now that business is of secondary importance. A tour of the jobbing district discloses a prodigious amount of talk relating to the Man from Ohio, the financial outlook and everything save selling goods. There have been quite a good many buyers here, but their purchases have not been very large, although, of course, altogether, the sum is large.

Very little is doing in coffee and the market is about as quiet as it has been for a long time. Quotations are almost nominal and, while there has been no decline in prices, the situation is tending that way. The visible supply for this country is about 200,000 bags smaller than at the same time a year ago, but larger than two years ago. Trading in mild coffees has been of a more active character and at the moment the market is cleaned up so closely that holders can now practically have their own way. For No 7 Rio the quotation is 14c.

Trading in both raw and refined sugars has become slack. The difference in views of sellers and buyers of raws has become so great that business at the moment is very light. Granulated is meeting with rather light demand, although at this period of the year business should be very good. The change may come at any moment and the demand be greater than can be readily taken care of. For granulated the rate is 5.18c.

Teas have been moving in the same old channel and "nothing new" is the stereotyped answer to the inquiry as to business. Careful investigation shows a little better trade, perhaps, than has recently prevailed, but at the auction sales very little animation has been shown and the amount of tea changing hands is not large and what is doing is at very low rates indeed.

In rice the volume of trading done has been of average character and prices are very well adhered to. Japan rice is in most spirited inquiry, as the varieties are more varied and prices can be made at every possible fraction. Domestic sorts are, also, meeting with considerable attention at steady quotations.

The molasses market is firm for the better sorts and the inquiry is sufficient to keep the market pretty well cleaned up. Lower grades show some sagging and the demand is hardly sufficient to take care of stock offering. Prime to choice New Orleans is quotable at 21@25c.

There is a quietude in syrups, and prices, while to all appearances as firm as last week, have been slightly shaded in some instances. Choice to fancy sugar syrups are worth 21@24c.

Canned goods are quiet, but, upon the whole, there is, perhaps, a better tone to the market than a week ago. The packing of peas began much earlier than usual in Maryland and good authority states that the crop will be large and the quality excellent. It is also stated that packers are inclined to offer their output at very low figures. The peach crop promises to be the "very biggest" ever harvested from the Peninsula and, altogether, the outlook is good—for the consumer.

Lemons are lower by about 25@50c per box and Sicily are quotable at \$2.25@3.50 per box. Oranges are steady and the demand is sufficient to keep the market well cleaned up. Pineapples are steady and movement is rather slow.

Dried fruits of all sorts move in about the usual way, with prices unchanged and very low.

Little is doing in the market for peas, although the export movement has been of rather larger volume than usual. Choice marrow beans are worth \$1.35; choice pea, \$1.12@1.15.

Eggs are higher. They are "way up in G." That is, the very best near-by stock fetches 12c. Michigan, Northern Ohio and Indiana are held at 11c.

Butter is in lighter receipt and the market shows a little improvement. For Western extra creameries the rate at the moment is about 15@15½c. The amount on hand is rather large yet and, until there is some decrease, we shall not have materially higher prices.

Cheese is quiet and quotations are practically unchanged. The supply of new stock is becoming larger and the recent rains will have an immediate effect in the enlargement of supply.

Eighteen More Peddlers Licensed—More Free Permits, Too.

Since the last issue of the Tradesman, eighteen additional licenses for peddlers of fruits and vegetables have been issued by the City Clerk, as follows:

L. Kramer, 473 Ottawa street.
J. Norman, 216 Clyde Park avenue.
Henry Nollis, 334 Vine street.
J. Vander Werde, 107 Thomas street.
Will Bouma, 42 Ney street.
Henry DeWitt, 32 Woodward avenue.
A. Stone, 93 West Bridge street.
L. Levi, 188 Fifth street.
A. Finkensten, 20 Walbridge street.
A. Kromick, 33 Mason street.
Peter Pelon, 23 Dozema alley.
J. Grams, 288 Hamilton street.
A. Silverman, 19 Walbridge street.
Jake Delries, 23 Flat street.
G. Skeelman, 385 Vries street.
A. Hootkins, 272 South Lane avenue.
A. Kosten, 327 Quimby street.
B. Owant, 161 Jackson street.

This makes forty-three hucksters' licenses, with about sixty peddlers in the field. The police department has begun an active crusade against the peddlers who are pursuing their calling contrary to law and several arrests will probably be made during the next two weeks.

Four additional permits have been issued by the Committee on Licenses, as follows:

Lee Chelsey, 165 Dexter (notions), July 1, 1896.
Frank Ingeldum, 22 Plainfield (brooms and brushes), May 13, 1897.
G. V. Telder, 120 Hilton (fruits and vegetables), June 25, 1896.
E. E. Deuel, 44 Clinton (fruits and vegetables), July 1, 1896.

It was hoped that the issuing of permits was at an end, but those who cherished such a hope are doomed to disappointment.

Jackson Jottings.

M. M. Whitney, local representative of the Fleischmann Yeast Co., has a different hat from the one he has been used to wearing. The cause is supposed to be the advent of a new boy, who came to keep company with two bright sisters. The arrival of the boy at the time of the performance of the Forepaugh-Sells show seems conclusive evidence to the girls that that boy came from the circus.

M. E. Beebe has moved his stock of groceries to 1104 Francis street.

J. E. Collins has moved his stock of groceries and fixtures from 1104 Francis street to his new building, corner of Francis and High streets.

W. Billig has opened a grocery store and lunch room opposite the L. S. & M. S. Railroad and C., J. & M. Railway station, 316 South Water street.

H. Travis has bought the stock of groceries from Geo. W. Lewis, 62c Cooper street, and has moved his stock from the corner of Mechanic and Trail streets into the new location on Cooper street.

W. V. Parmelee has purchased the stock of groceries and fixtures in the Library block from A. J. Winches and will continue the business.

There is legal tender, and boarding-house steak tender, and the locomotive tender, all tough.

Women wore trousers long before men did. They have a right to return to them.

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

Death of a Veteran Hardware Dealer.

S. S. Dryden, who was prominently identified with the hardware trade of Allegan for twenty-one years, died May 16 from the effects of a third stroke of paralysis. Deceased was widely known and universally respected.

The Tradesman is indebted to the Allegan Gazette for the following epitomized sketch of his career:

Samuel Shrewsbury Dryden was born in Charleston, Va., now West Va., Sept. 27, 1827, and was the youngest of a family of three sons and one daughter. He was of Scottish descent and came from a very honorable family. His grandfather was Col. Quarrier, of the Revolutionary army. His boyhood days were passed in Charleston. After graduating from Marietta College, Ohio, he went to Pittsburg, Pa., and learned the tinner's trade. Having completed his apprenticeship, he returned to Charleston and opened a stove and tinshop. Becoming dissatisfied with his location, he removed to Maysville, Ky., and, after remaining there a short time, sold out to his partner and went to Louisa, Ky., to work at his trade. His next removal was to Mt. Vernon, Ind., where, Nov. 2, 1853, he married Miss Julia A. Lee. Mrs. Dryden died Feb. 23, 1866. The same year he sold his business to John Barter & Co. and removed to Cincinnati, where he acted as purchasing agent for country merchants and as representative for Eastern manufacturers. He was also connected with a tannery, but this venture was not successful. After residing a year and a half in the Queen city, he went to Kokomo, Ind., and engaged in the hardware business. There he married his second wife, who survives, Miss Eliza J. Leas, of Bunker Hill, Ind., March 23, 1868. At Kokomo two stores were consolidated and business was conducted under the name of the Dryden Hardware Co. In 1872 Mr. Dryden sold to his partners, Dixon & Trueblood, and removed to Allegan, where he purchased the business of Chas. R. Wilkes, and formed a partnership with James B. and Charles Follett under the firm name of Dryden, Follett & Co. About a year later he bought the interests of his partners and continued the business by himself until March 1, 1882, when he formed a partnership with his sons, John F. and Thos. E., under the name of S. S. Dryden & Sons. The successful career of this firm is well known to Allegan people and to many outside. January 1, 1893, the stock was sold to Abell, Phillips & Co., who still conduct the business.

Movements of Clerks.

Cadillac—Carl L. Maurer, prescription clerk for A. H. Webber, has gone to Germany on a visit to his father and sister. He will spend a couple of months in the Fatherland.

Eaton Rapids—E. D. Corbin has gone to Port Huron, where he has been engaged by Martin Bros. to take charge of their grocery department.

WANTS COLUMN.

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

BUSINESS CHANCES.

FOR SALE OR EXCHANGE—STRICTLY first-class 80-acre fruit and grain farm, located in Northern part of VanBuren county, one-half mile from railroad, church and schools; just outside the corporation of a thriving village of 800 people. Property will bear the closest investigation and anyone who wishes a pleasant home and wants to retire from business can exchange a general stock or drugs and groceries or hardware, with or without store buildings, for this farm. There are 20 acres in bearing fruit—grapes, currants, go seberries, raspberries; balance A1 farming land. Comfortable house and buildings. Will exchange on a business basis, value for value. Owner is a widower and has no use for farm. Address No. 38, care Michigan Tradesman.

FOR SALE—DRUG STOCK AND FIXTURES, invoicing about \$2,000. Can be bought at a bargain. Surrounded by best farming country in Michigan. Best of reasons for selling. Address No. 36, care Michigan Tradesman.

WANTED—TO EXCHANGE A NEW SEVEN room house and lot in Grand Rapids in first-class shape, with fine plastered cellar, price, \$1,500, for stock shoes. Will pay a small cash difference. Address box 87, Bowling Green, Ohio.

TO EXCHANGE—A GOOD LIVERY STOCK and barn in one of the best towns of Northern Michigan for a stock of goods. Address No. 40, care Michigan Tradesman.

FOR SALE—GENERAL STOCK MERCHANT—dis: doing good cash business; best town of 2,000 population in Michigan; stock invoices \$2,500. Address Lock box 64, Portland, Mich.

NOTICE TO DRUGGISTS—I HAVE FOR sale a good stock of drugs, paints, etc., usually found in a first-class drug store; good location. For particulars, address L. B. Lull, Sparta, Mich.

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

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

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

MISCELLANEOUS.

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

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

BUTTER, EGGS, POULTRY AND VEAL Shippers should write Coughle Brothers, 178 South Water Street, Chicago, for daily market reports.

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

WANTED—BUTTER, EGGS, POULTRY, POTATOES, ONIONS, APPLES, CABBAGES, ETC. Correspondence solicited. Watkins, Axe & Co., 84-86 South Division St., Grand Rapids.

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

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

WANTED—SEVERAL MICHIGAN CEN-tral mileage books. Address, stating price, Vindex, care Michigan Tradesman.

Ask our salesmen to show you samples.

German Coffee Cake and Lemon Snaps

CHRISTENSON BAKING CO.,

Manufacturers of Crackers and Sweet Goods,
GRAND RAPIDS, MICH.

THREE PRIZES given in connection with
KNOX'S EGG PRESERVER

\$25 to the man who packs the most eggs with Knox's Preserver and gives the longest and best test. \$15 to the second best and \$10 to the third best.

Now you have a double chance to make money. Send for Booklet.

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

Also makers of the celebrated Knox Gelatines, the only pure gelatines made.

