

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XV.

GRAND RAPIDS, WEDNESDAY, JULY 20, 1898.

Number 774

PURITY AND STRENGTH!

FLEISCHMANN & CO.'S COMPRESSED YEAST



As placed on the market in tin foil and under our yellow label and signature is

ABSOLUTELY PURE

Of greater strength than any other yeast, and convenient for handling. Neatly wrapped in tin foil. Give our silverware premium list to your patrons and increase your trade. Particular attention paid to shipping trade. Address,

FLEISCHMANN & CO.

Detroit Agency, 118 Bates St.

Grand Rapids Agency, 26 Fountain St.



J. H. Prout & Co.,

Proprietors of

The City Roller Mills

Howard City, Mich.

Wholesale and Retail Dealers in

Flour, Feed and Grain

Our Prout's Best is a trade winner. Try it.



FLY BUTTONS

A scientifically compounded, non-cathartic poison, killing flies or ants quickly. 6 thick 3 1/2 inch diameter sheets of green paper, with red label, retail at 5 cents.

FOR THE TRADE

30 cents per doz., in fancy counter display boxes of 3 doz., coupon in box, which equals 5 cents per doz. off. It pays to push for coupons.

COUPON PREMIUMS

For 2 Coupons, Rubber Dating Stamp, worth 40 cents; prints, "Paid," "Ans'd," "Rec'd," "Acp'd," "Ent'd," and dates to 1903. For 3 Coupons, Patent Pneumatic Ink Bottle worth 60 cents; pressure into funnel top brings up ink from center of bottle; no thick ink with this. For 6 Coupons, 1/4 gross Fly Buttons, delivered.

TO START YOUR TRADE

We furnish through jobber, free samples for your customers. We are the only firm doing this; it increases sales 500 per cent. Try it. If your jobber don't fill your order, upon receipt of price we ship direct, paying charges.

ORDER FROM JOBBERS.

THE FLY BUTTON CO.,

MAUMEE, OHIO

Little Giant Sprayer



An improvement over all others. Does work that no other Sprayer can, as it throws a spray either up or down. Just the thing for spraying all kinds of **Small Fruit Trees, Vines and Plants.** Throws a mist with such force as to reach every part of the tree or plant with one action. Very economical, as it saves enough compound in one day to pay for itself. Tank holds enough to spray 600 to 800 hills of potatoes. Full directions and formulas for using furnished with each sprayer. Manufactured only by

Wm. Brummeler & Sons.,

260 South Ionia Street,

Grand Rapids, Mich.



Why Not Be Popular, and Smoke

"MR. THOMAS"

The Most Popular Nickel Cigar on Earth

Ruhe Bros. Co., Makers.
Factory 956, 1st Dist. Pa.

F. E. Bushman, Representative,
Kalamazoo, Mich.

Mail Orders Solicited.



SPAIN WILL SETTLE

Dwight's Liquid Bluing
never settles.

Manufactured by

The Wolverine Spice Co.,
Grand Rapids, Mich.

Nothing Adorns Your Home

So well as beautiful Wall Paper. We carry an entirely new stock of the latest and newest designs and colorings. It will pay you to see us regarding Wall Paper, Paints and Picture Frames.

C. L. HARVEY & CO.
59 MONROE ST. -- GRAND RAPIDS.

We are NOT connected with any other firm using our name.

Blank Books

Inks,
Mucilage,
Etc.,

and all kinds of Office
Nick Nacks. Examine
our new device for copy-
ing letters.

Will M. Hine, Commercial Stationer,

49 Pearl Street,
2 and 4 Arcade,
Grand Rapids, Mich.

The Leader of all Bond Papers

Made from New Rag Stock,
Free from Adulteration,
Perfectly Sized, Long Fiber

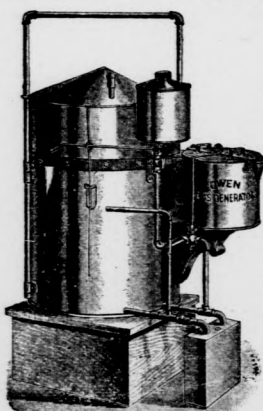
Magna Charta Bond

A paper that will withstand
the ravages of Time.

Carried in stock in all the
standard sizes and weights by

TRADESMAN COMPANY

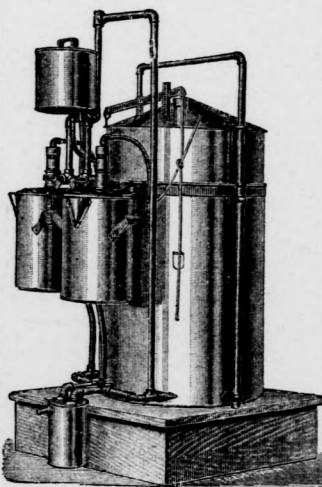
Manufacturer's Agent,
GRAND RAPIDS.



THE OWEN ACETYLENE GAS GENERATOR

—Absolutely automatic. Re-
quires no more care than a
—small hand lamp. The only
—generator manufactured in
—Michigan that has been granted
—a permit by the UNDERWIT-
—TERS' INSURANCE ASSOCIATION.
—For full information and prices
—address the manufacturers.

Geo. F. Owen & Co. Grand Rapids
Michigan.



Write us and we will tell you about our

DOUBLE Generator Acetylene Gas Machine

Ask your insurance agent if the use of the
Kopf machine is permitted by the board of
Fire Underwriters.

M. B. WHEELER ELECTRIC CO.,
Manufacturers, GRAND RAPIDS, MICH.
Show Room, No. 99 Ottawa Street.

MONEY IN IT

It pays any dealer to have the reputa-
tion of keeping pure goods.

It pays any dealer to keep the Seymour
Cracker.

There's a large and growing section of
the public who will have the best, and
with whom the matter of a cent or so a
pound makes no impression. It's not
HOW CHEAP with them; it's HOW
GOOD.

For this class of people the Seymour
Cracker is made.

Discriminating housewives recognize
its superior

**FLAVOR, PURITY,
DELICIOUSNESS**

and will have it.

If you, Mr. Dealer, want the trade or
particular people, keep the Seymour
Cracker. Made by

National Biscuit Company,
Grand Rapids, Mich.

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

Bulk works at Grand Rapids, Muskegon, Manistee, Cadillac, Big Rap-
ids, Grand Haven, Traverse City, Ludington, Allegan,
Howard City, Petoskey, Reed City, Fremont, Hart,
Whitehall, Holland and Fennville

Highest Price Paid for Empty Carbon and Gasoline Barrels.

MICHIGAN TRADESMAN

Volume XV.

GRAND RAPIDS, WEDNESDAY, JULY 20, 1898.

Number 774

PREFERRED BANKERS LIFE ASSURANCE COMPANY OF DETROIT, MICHIGAN.

Commenced Business September 1, 1893.

Insurance in force.....	\$2,746,000.00
Net Increase during 1897.....	104,000.00
Net Assets.....	32,738.49
Losses Adjusted and Unpaid.....	None
Other Liabilities.....	None
Total Death Losses Paid to Date.....	40,061.00
Total Guarantee Deposits Paid to Beneficiaries.....	\$12.00
Death Losses Paid During 1897.....	17,000.00
Death Rate for 1897.....	6.31
Cost per 1,000 at age 30 during 1897.....	8.25

FRANK E. ROBSON, PRES.
TRUMAN B. GOODSPEED, Sec'y.

WILLIAM CONNOR now shows a full line of Fall and Winter Clothing. Has the largest line of Kersey Overcoats and Ulsters on the road; best \$5.50 Kersey all wool overcoat in market, all manufactured by **KOLB & SON, ROCHESTER, N. Y.**

If you wish to look over my line, write me, Box 346, Marshall, Mich., or meet me at Room 612, Palmer House, Chicago, from Monday, July 11, to Saturday, July 16, or at Sweet's Hotel, Grand Rapids, Mich., from Wednesday, July 20, until Wednesday evening, July 27. Expenses allowed. No harm done if you don't buy.

If You Hire Help

You should use our

**Perfect Time Book
and Pay Roll.**

Made to hold from 27 to 60 names
and sell for 75 cents to \$2.
Send for sample leaf.

BARLOW BROS.,
GRAND RAPIDS, MICH.

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicomb Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names.
Collections made everywhere. Write for particulars.
L. P. WITZLEBEN, Manager.

THE Grand Rapids FIRE INS. CO.
Prompt, Conservative, Safe.
J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

COMMERCIAL CREDIT CO., LIMITED, of Grand Rapids, Mich.

Michigan Representatives The Furniture
Commercial Agency Co. "Red Book."
Reports and Collections.

L. J. STEVENSON, Manager and Notary.
R. J. CLELAND, Attorney.

THE FORGOTTEN PAST

Which we read about can never be forgotten by the merchant who becomes familiar with our coupon system. The past to such is always a "nightmare." The present is an era of pleasure and profit.

TRADESMAN COMPANY,
GRAND RAPIDS.

CO-OPERATIVE FLOURING MILLS.

Among the most specious projects which come to the attention of the Tradesman in the way of "co-operation" and "doing away with the middleman" are those for the manufacture of flour. The ideas of the simplicity of the process of manufacture inherited from the days when the millstone was the principal factor seem still to dominate the mind of the average farmer, and so when the anti-middleman comes along with his plausible story, it is apt to fall upon willing ears. In this line the Tradesman notes the following outline of a brilliant scheme as set forth in a newspaper published at Holland:

Another scheme is maturing to increase the gains of the farmers in this part of the country. Klaas Roo, of Crisp, with the aid of several others, is working up a stock company to build a flouring mill in this city. The structure is to be of brick and will cost about \$20,000 when completed. It will be a farmers' enterprise.

The object of the enterprise is to secure for the farmers the full profit for their wheat. The promoters of the project reasonably conclude that if milling is profitable to parties who purchase wheat and manufacture flour it certainly must be profitable to the farmer who grows the wheat. If this scheme is carried out the farmer will get all there is in it instead of giving a part of the profit to middlemen.

The farmers are opening their eyes to their own interests. The time will soon come when speculators and middlemen will not be allowed to reap the profits from the farm, leaving the farmers barely enough on which to subsist. Intelligence is the agency which lifts men higher.

There is in this item a degree of astuteness and a study of what will catch the unwary farmer that mark the practical anti-middleman promoter. Indeed, the appeal to the farmers' profit, with the reference to their awakening to their interests, with the final tribute to intelligence, shows an unusual attainment in the art of fishing for suckers.

Beyond question there is a profit in the establishing of co-operative flouring mills, but, unfortunately for the poor farmer who is so unlucky as to be found in such nets, the profit is not for him. Neither is it for those who may essay to operate such mills after the projector has finished his part of the enterprise. The only profit is that which comes to the promoter of the enterprise, who is usually nothing but a professional shark.

Since the days of the Patrons of Industry the country has been strewn with the wrecks of co-operative flouring mills, such as may be found at Conklin and many other places throughout the State. In many communities the memories of buried hopes and savings are yet too green to make such localities suitable for further operations of this kind, so the schemer must make careful search for less sophisticated localities. That they are yet numerous enough to make his work profitable is indicated by the number of such items as the one above quoted.

There are many reasons why co-operative milling will always prove a failure, even when the project is pushed with the idea of doing more than to

fleece the subscribers to the stock. It is well known to those who are at all familiar with modern methods of flour manufacture that the processes are so complicated that there can only be profit in the production on a large scale. The enterprises which can compete in the markets to-day are those which have gradually attained large dimensions and capacity, with the attendant training of operators, managers and salesmen. Additions to the number of such enterprises must involve the employment of the latest and most modern machinery, experienced operators, competent managers, successful salesmen and—quite as important as any one of the above requisites—ample capital.

The production of flour in the large city mills is very generally profitable because they possess all of the above requisites, besides having a large home market at their very doors, with experienced representation at other great consuming markets, both at home and abroad. There is a difference, also, between operating a large mill 24 hours a day and a small mill 10 or 12 hours a day.

The Tradesman is always sorry to see the prosecution of such enterprises as these, not only for the reason that they so often result in a temporary interference in legitimate trade, but because, where the money is once invested, it is natural that the stockholders should hold on, hoping against hope that they may by some means secure the return of their investment, until finally comes the unloading on the market of plant and apparatus at figures which can only serve to demoralize when the unhealthy competition in production is finally given up.

In the present instance the Tradesman does not assume that the promoter of the enterprise is necessarily an intentional swindler, although the wording of the item would seem to show the earmarks of one. Sometimes well-meaning, although not well-advised, projectors of such enterprises are honest in their intention and believe that they will gain the profits they promise; but, unfortunately for the investors and the trade, the eventual result is the same. In its strictures the Tradesman is not actuated by other than general reasons, as the ones interested in the undertaking in question are entirely unknown.

There is no change in the express situation, the companies still holding out with the stubbornness of their prototypes, the Spaniards. In the meantime, business men are diverting shipments by mail and freight as much as possible and public sentiment is assuming an attitude which bodes no good to the express companies in future Legislatures and Congresses.

While Spain is negotiating and fixing the terms upon which she will consent to an honorable peace, it will be well enough to have Commodore Watson bombard and capture a few Spanish cities. The tumbling walls of their citadels may help Spain to get a move on her peacefulness.

BEWARE OF GUARANTIES.

The Tradesman has frequently warned its readers to beware of the recommendations of banks and bank officials in the case of produce houses and commission merchants, and this week it feels constrained to second the warning of the State Food Commissioner against accepting the guaranties of distant vinegar manufacturers in their dealings with both the wholesale and retail trade.

The letter from Mr. Callahan, published elsewhere in this week's paper, discloses a condition of things which is anything but creditable to him as a manufacturer and business man. His broker sold several carloads of the Prussing goods to the jobbing trade on a positive guaranty that they conformed to the Michigan food laws and that any expense incurred in establishing such a claim would be voluntarily assumed by him. When the Food Commissioner brought suit against the Worden Grocer Co. on account of the Prussing goods, Mr. Callahan visited the city and called on the jobbing trade, repeating the guaranty which had already been made by his broker. Notwithstanding all this, Mr. Callahan now notifies his attorney that he will not carry out the terms of his guaranty, except in the case of the Worden Grocer Co., in consequence of which the other jobbers who have been so unfortunate as to have dealings with him are left in the lurch and compelled to depend on their own resources. Not only this, but they must make good the numerous guaranties they have given their customers among the retail trade in case the Food Commissioner concludes, later on, to attack the retailer as well as the jobber for violation of the law in selling goods below the legal standard.

Nations, like people, who don't pay their debts are likely to be confronted with a writ of execution backed by a deputy sheriff in the shape of a warship. That is the situation in Colombia. The Cerruti claim was allowed by President Cleveland, who was chosen as arbitrator by the Italian and Colombian governments. Colombia hasn't paid it, and Italy is going to seize the custom-house at Cartagena as security for the debt. The United States has no pretext for interfering in behalf of Colombia. Indeed, if we took any action at all we should have to enforce Italy's demand in order to be consistent. It is to be noted, however, that this summary process of debt collection is put in operation only against feeble states. Italy wouldn't send any warships to enforce the New Orleans riot claims, for instance, nor did Great Britain press for payment of the fisheries award. It is only when the debtor is a little fellow that diplomacy is superseded by the more potent argument of battleships and rapid-fire guns.

Applications for National bank privileges "in the colonies" are already pouring into the Treasury Department at Washington. The trade syndicates have not yet spoken, but it can be confidently predicted that they are close behind.

Dry Goods

The Dry Goods Market.

Staple Cottons—The cotton goods market as a whole is just as strong as was the case a month ago, yet the season has reached a stage where such weak spots as there are in the market become very prominent. Leading lines of both fancy and staple cottons have not occupied a better sold position in years than is the case now. The export trade in staple cottons up to date has been the largest in the history of the trade, and the position of staple cottons has been further strengthened by the large purchases made by the Government for the army and navy. Certain lines of goods, however, notably bleached cottons and print cloths, have not profited by this trading and are suffering from overproduction. Demand for these goods has been decreasing during several years past through the competition of other fabrics, so that manufacturers have no cause to lay their present troubles to underconsumption. There are too many looms employed upon regular print cloths and 4-4 bleached cottons to meet the normal home demand for these goods. There are two remedies for the present unfortunate condition: one is to seek a broader market and the other is to permanently decrease the production of these goods. Temporary curtailment will help the market, but it will afford only temporary relief. Lower wages and longer hours of labor will only intensify the trouble under which the market is laboring. Anything that makes for lower prices will not aid the market unless it forces a certain proportion of manufacturers to abandon the production of the goods in question. The projected adoption of improved looms by Fall River manufacturers that is expected to decrease the cost of weaving about 25 per cent. is undoubtedly a step in the right direction as far as their individual interests, but it simply means that unless other manufacturers can afford to make the same improvement they must give up the production of such goods. Lower prices will not help either the print cloth or bleached goods market in the long run; the remedy must be more radical.

Prints and Gingham—Prices are very steady, and the largest business has been for dark fancy calicoes for fall. Light fancies have been in much smaller demand, although prices are reasonably firm. Indigo blues are steady, but in small request. Fine woven shirtings are in light request. The new dark patterns for fall in printed calicoes are reported as getting well sold up in the jobbers' hands, chiefly through selections by the small jobbers.

Hosiery—Importers of hosiery are ready with their fall lines, and have prepared for a good fall trade. They say that their spring business, although of a conservative nature, has reached a satisfactory volume, and feel that stocks are in about the right condition. Importers seem to expect a good business in medium and finer grades of fancy hosiery, in spite of the fact that there have been free predictions in regard to their lessening ground in the popular fancy. We should advise a little care in regard to heavy stocks of fancies, for although they may still sell well, the most conservative buyers predict a considerable lessening of the consumption of these goods. Golf hosiery has been somewhat more active during the week in the finer grades, from \$12.50 to \$15.

Of course, the mark down sales have had something to do with this, but it shows that there is still a market where prices are attractive.

Carpets—The ingrain manufacturers are busy on cheap grades. The representative of one prominent mill, which makes a specialty of cotton tapestry carpets, says that he has orders enough to last up to next November. There are also fully a dozen manufacturers in Philadelphia now engaged in the manufacture of the granite ingrain. This is made with a cotton warp and jute filling and wholesales at 17½¢ per yard. Some manufacturers are selling ten rolls of the granite to one of extra super all wool goods. Some of those engaged on all wool first quality extra super ingrains state that rather than sell their goods for less than 47½¢ per yard, they will shut down. Other manufacturers are making a No. 2 quality, which they are offering at 45¢. Art square manufacturers are quite well employed, and have a very fair amount of orders already booked. Smyrna wool and jute rug manufacturers are well employed, and the outlook continues very favorable for this season. Tapestry carpet makers are moderately employed on new business. The low prices obtained at the last auction sale in New York have tended to check for the time being considerable of the new business usually obtained at this season. With a general improvement in business conditions, manufacturers of this and other grades of Brussels, velvets, wiltons and axminsters anticipate more activity. There is less disposition this season than ever before with the average manufacturer to make up stock goods, and they are confining themselves to actual orders. Several large Eastern mills continue closed, and will remain shut down until there is a decided improvement in the goods market.

Pertinent Hints on Advertising.

Don't waste good advertising on bad goods. Don't handicap good goods with bad advertising.

Luck is a good thing, but can't be depended upon. Correct advertising is the only sure thing in up-to-date business.

The best effects are felt through a combination of best business methods, best advertising and best goods. It's a trio which makes business.

Nothing means more in business than confidence. Confidence in yourself and your goods and the times creates confidence among your patrons.

Business is not always subject to the beck and call of an individual, but there are those who always get business by knowing how to beckon or how to call for it.

Business will improve if every article in the store is an argument to that end.

The measure of business success depends on the proportion of excellent articles at right price.

Take Care of Your Credit.

It is very important to every retail merchant that he keep his business well in hand, the details properly looked after, the stock well insured, expenses carefully guarded, his debts within easy control and his collections promptly looked after. Failure is not likely to come to those who appreciate the value of a good credit and who take the proper means of meriting and retaining it.

There is no National feeling in China. The different sections of the country hate each other more cordially than they hate foreigners. Such military and naval forces as exist are provincial rather than imperial.

There is a vast difference between the man who is a lover of the good and he who is merely a lover of the goods.

A HINT



Pretty prints attract attention; they are, in fact, the biggest card a dry goods merchant has. Our new fall styles are in; get your pick early. Never before have we been able to offer so complete a line of Underwear, Kersey Pants, Duck Coats, Gloves, Mittens and Hosiery as this season. In many instances our prices are just a little below those quoted by others.

Will have agent call if you say so.

VOIGT, HERPOLSHEIMER & CO.

WHOLESALE DRY GOODS.

GRAND RAPIDS, MICH.

DAILY RECEIVING FALL GOODS



UNDERWEAR

HOSIERY

GLOVES

MITTENS

BLANKETS

COMFORTS, ETC.

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

Dealers don't keep our goods; they SELL them.

Carpets



All grades cut at wholesale.

You Carry Only Samples

We carry the stock. When you make a sale, send us the pattern number, size of room or quantity wanted and we will ship your order the same day as received—sewed if desired.

OVER 3,000 DEALERS are now handling our carpets profitably. Let us start you to success.

For One Dollar

We will send you a book of Carpet Samples containing about 50 patterns—size 9x18 inches. These samples are cut from the roll, so you can guarantee every carpet as represented—in style, color and quality. No picture scheme or Misrepresentation. Every sample is finished, numbered and quality specified on ticket, so you can make no mistake when ordering. We also make up books as above, 18x18 in., which we will furnish

For Three Dollars

This size is very popular, as the patterns show up beautifully. If you prefer large samples we will cut them any length desired at the price of the goods per yard. We have the best-selling goods on earth. Don't wait, order samples at once; it will be to your interest and we want you to represent us.

HENRY NOEE & CO.,
SOUTHEAST CORNER MARKET & MONROE STS., CHICAGO.

Complete price list and telegraph code will be sent with samples.

On Whom the Burden of War Falls Hardest.

Stroller in Grocery World.

War is a cruel thing. Not so cruel, perhaps, to the men who go from home to engage in it as to those who are left behind without means of support. I know men who were members of the National Guard. When the war commenced they were the first expected to volunteer. They had people depending on them for the very bread of life, but their comrades went and, afraid to brave their jeers, they went, too. Last week I saw something which shows how those left behind are getting on.

I was in a little town not far from Pittsburg. It was a town that before the war boasted a company all its own, and when the Pennsylvania quota of soldier boys went to Chickamauga this company went as a part of it.

There are several grocery stores in this place, and every one of them except one, and that's a cash cutting establishment, is having rather a hard time. The families of these soldier boys are for the most part without means of support, and the grocers are looked to by the community to help them out. It is regarded as the grocer's contribution to the cause, don't you know, and before the war is over it is liable to become decidedly heavy. The grocers may get their money back; they may not. It's a risk at best.

One day last week I was standing in one of these stores when I saw a most pathetic sight. I was standing near the door when I noticed an old lady coming slowly down the street. She was one of those clean little old bodies that you covet for a grandmother—snow-white hair and silver spectacles and as neat as a pin.

As she walked the old soul eyed the grocery store rather deprecatingly, I fancied, and I wasn't surprised to see her come hesitatingly in.

"Good morning, Mrs. Culin," said the grocer.

The old lady was plainly in trouble. She perked up a little at the grocer's friendly salutation, and answered it brightly, but she at once relapsed again.

"What can I do for you?" asked the grocer, for there was no one else in the store.

The old lady took some time to answer. I turned to see why, and was surprised to see her dear old cheek crimson and her head down.

"Mr. Jones," she faltered, "I—I will have to ask you for a favor that I never asked anyone for before. My son, Freddy, went with the company, and I—I lived with him, you know, and I am expecting a remittance from him every day, but it hasn't come as yet, and I—I really need some supplies. Could you—could I—?"

The poor old lady looked so anxious that only a dog could have had the heart to refuse her.

"Why, certainly, Mrs. Culin," said the grocer, heartily; "anything you want here you can have. Your credit's good as gold at this store."

The grocer's voice wasn't any too clear, and I knew the poor old lady's story affected him just as it did me.

"I thank you," she faltered. Then she mentioned a few simple little things, asking only for the smallest quantities of each. The grocer didn't pay any attention to quantities, though, following only the articles.

"Now, Mrs. Culin," said the grocer, as he tied the last package up, "I want you to promise me that you'll let me supply you with groceries while your son's away. I'll be proud to do it, for I can't go to the front myself, you know, and I look on this as sort o' my share. Will you do it?"

"Oh, Mr. Jones, I—." The poor old lady's lips trembled and she had to stop a moment. Then she said:

"God bless you for your kindness to an old woman!"

Boys, I'm not ashamed to say that I found a tear or so in my eyes just then. She was such a dear old lady, and it seemed so dastardly that she should be left to humiliate herself this way that it worked on my sympathies.

I felt so moved toward this dear old grandma that I made bold to speak to her, breaking the ice by asking her where her son was, and so on. She didn't seem to feel in the least that her boy had done a cowardly thing to go off and leave her, old and without support, to the mercy of strangers. She talked of him with the utmost enthusiasm, even to me, a perfect stranger. I'm very sure of one thing—if I had a mother like that that I wouldn't leave her uncared for for a thousand wars, even if every man in a hundred regiments stood in solid phalanx and called me traitor. If I had to go, I'd borrow enough money to keep my mother while I was gone.

I have no doubt that if this war lasts much longer the retail grocers of the country will be actually supporting thousands of soldiers' families. Who'll do it if they don't? They sell food and food is the only thing a family can't do without. It'll be a pretty hard pull for some of you fellows, and when the thing's footed up at the close of the war my word on it you'll find that the grocers have averaged a bigger contribution to the expenses than anybody else in the country.

Do Not Be Over Fastidious.

The conversation turned on the use of tobacco, whereupon a successful merchant remarked:

"I am a moderate user of tobacco and occasionally I take a drink of whisky, but I never let it interfere with my business. I believe that eight out of ten men use tobacco in some form and I'm sure I couldn't afford to refuse to do business with a man just because he gave evidence of using tobacco. To me cigarette smoke is offensive, yet it isn't any worse than the smell of strong cheese, which some people eat with great relish."

On the same subject a man who is engaged in the manufacturing business in which he associates with all classes of men expressed himself in these terms:

"No, I don't care to do business with a man who doesn't smoke. When such a man comes into my office I feel that there is a high fence between us—we can't get together just right. But if I meet a man with a cigar in his mouth there immediately arises a bond of sympathy. I feel more friendly toward that man. There is that congeniality between us which assures me that our business relations will be pleasant. Then if such a man should ask me for a chew of tobacco I would feel complimented, for that would prove that he considered me a 'good fellow.' I believe in the use of tobacco, but when it comes to whisky—well, a man oughtn't to drink much during working hours."

Another man who was asked for an opinion reported the case of a wholesale house in his city where anybody who spits on the floor is requested to leave. He knows several instances where customers of the house were turned out because they unthinkingly expectorated on the floor.

Keep Faith With the Public.

From the Minneapolis Commercial Bulletin.

The honest policy wins in the long run in advertising as in other things. It pays to keep faith with the public. The trimmer behind the counter is a failure, just as he is in all the walks of life. People lose confidence in the merchant who lies to them. A Minneapolis retailer who makes it a point to keep faith with the public, said to a clerk, in the presence of the writer this week, when a customer returned a dress pattern that he had found duplicated at another store, and the clerk had hesitated about accepting a return: "Certainly, take it back, and what is more, please every customer who comes in this store, even if you know the customer is in the wrong." Here is the keynote to successful retailing. Keep the public on your side and all will go well. Be honest in advertising and never descend to the level of a public thief in your dealings.

Woman leads the world. She used smokeless powder for ages before man thought of trying to invent it.

Send in orders for

LADIES' AND GENTS' MIDSUMMER NECKWEAR

in White Pique, Satin and Silk Puffs, Bows and Clubs.
NEW FALL SILKS in up-to-date styles just received.

ENTERPRISE NECKWEAR CO., Kortlander Block, Grand Rapids, Mich.



Chas. A. Coye

Manufacturer of and wholesale and retail dealer in

FLAGS, AWNINGS, TENTS,
SEAT SHADES AND
LARGE UMBRELLAS

11 Pearl Street,

Grand Rapids, Mich.



To Merchants:

We have a sample book that we will furnish without charge express prepaid to any good merchant who wishes to take orders for single suits, either ready to wear or made to order. We manufacture all our own Clothing, and do not sell through agents. We sell to merchants only. We furnish them the best book in the market, and are so well known that we do not need to sail under false colors like the Empire Tailors, or Royal Black Snake Manufacturers of Clothing, or American Mongul Tailor, or the Black Horse Tailors, etc. We have been established twenty-five years, and our firm is well and favorably known. Can you use a book of samples to advantage? If so, send in your application and we will send you our next book which will be ready July 1st. Our spring and summer books are all placed. Get your application in early, for we will have a larger demand for our books than we can supply. Yours very truly,

Work Bros. & Co.,

Cor. Jackson and Fifth Ave., Chicago, Ill.



This Man Was a Merchant Once

But he insisted that he could do business on the same lines established by his grandfather, and like other back numbers, he fell by the wayside. Had he been wide awake to the needs and necessities of the present and adapted the coupon book system and other modern methods in use by up-to-date merchants, he might have been prosperous and happy, instead of an outcast.

We are the originators of the Coupon Book System and are always pleased to send samples and quote prices to any address.

Tradesman Company

Grand Rapids, Mich.

Around the State

Movements of Merchants.

Peck—Jas. H. Rose succeeds Rose Bros. in general trade.

Mt. Pleasant—Alpern & Co. have removed their dry goods stock to Gaylord.

Buchanan—W. L. Pollock succeeds Pollock & Hice in the grocery business.

Saginaw—C. S. Jamison, of Buffalo, has engaged in the men's shoe business.

Kent City—E. O'Connor will shortly open a meat market in his store building.

Adrian—Schultz & Gray have purchased the Vowels & Smith grocery stock.

Houghton—Jas. Groggan has purchased the meat business of W. F. Miller.

Hardwood—The Monona Cedar Co. is succeeded by the Monona Lumber & Cedar Co.

L'Anse—H. J. Ingersoll has removed his grocery and hardware stock to Houghton.

Durand—A. B. Covey has purchased the blacksmith and wagon shop of Robinson & Bigsby.

Hamburg—Burton Royce succeeds Royce & Rollison in general trade and the drug business.

Kalamazoo—Gold & Wells succeed Gold & Galligan in the drug and watch repairing business.

Detroit—Lareau Bros. have purchased the grocery stock of W. H. Chevalier at 1499 Russell street.

Marine City—Edward Reid succeeds Peter Sicher in the confectionery and ice cream business.

Battle Creek—John E. Linihan has sold his drug stock at 8 West Main street to Burton N. Beedon.

Stanton—E. F. Tidd has purchased the confectionery stock and news stand of Harry Hempstead.

Saginaw—Ellen C. (Mrs. W. E.) Robey succeeds Mitts & Robey in the boot and shoe business.

Jackson—Drake & Morehouse have embarked in the grocery business at 707 South Blackstone street.

Bronson—C. J. Keyes will occupy one of the new stores in the Rudd & Powers block with a grocery stock.

Knot Maul—Lee & Blumberg, general dealers, have dissolved partnership, F. W. Blumberg succeeding.

Deerfield—Geo. Fredericks is closing out his hardware business, preparatory to removing to Hamlet, Ohio.

Jackson—Markham & McDonald, dealers in men's furnishing goods and trunks, have dissolved partnership.

Fremont—Gibson & Wilcox, furniture dealers and undertakers, have dissolved partnership, C. M. Gibson succeeding.

Hancock—The retail clerks at this place are undertaking to bring about the uniform closing of stores at 8 o'clock p. m.

Negaunee—Davidson & Bloch, bazaar dealers, have dissolved partnership. The business will be continued by Jacob Davidson.

New Era—Martin Vanderveen has sold his general stock to H. W. Reid, who will continue the business at the same location.

Ludington—W. B. Cota suffered the loss of his grocery stock and store building by fire on July 10. The insurance was only partial.

Durand—F. E. McCollom has resigned his position as head salesman in the dry goods and grocery store of Obert Bros. and removed to Greenville, where he has taken the position as manager of a department store.

Davison—A. Austin, of Bancroft, has purchased the hardware stock of I. T. Hurd, and will continue the business at the same location.

Reed City—Wm. Goehrend & Co. have sold their meat business to Upp Bros. and will devote their entire attention to their implement business.

St. Louis—Whittaker & Buck have purchased the grocery stock of Chas. E. Throop and will consolidate it with their bazaar stock and remove to a larger store building.

Cedar Springs—Fred Hubbard has embarked in the banking business under the style of the Cedar Springs Exchange Bank. Herbert W. Wheeler will act as Cashier.

Saginaw—S. H. Knox, of Buffalo, has embarked in the bazaar business on Genesee avenue. Mr. Knox is the owner of similar stores in thirteen cities in the United States and Canada.

Grand Haven—The partnership existing between D. O. Watson and J. M. Walsh, who conduct a dry goods store under the style of Walsh & Co., will be dissolved by limitation on Aug. 10.

Big Rapids—The copartnership existing between C. D. Crandell and E. P. Clark, under the style of the Big Rapids Produce Co., has been dissolved. E. P. Clark will continue the business.

Dexter—P. Sloan & Co. have leased the building formerly occupied by C. L. Bowman with his meat market and will remove their stock of boots, shoes and groceries into same as soon as it can be remodeled.

Bay City—The People's House Furnishing Co. has been organized by Jas. A. Lee, Guy E. Marsh and H. H. Norrington for the purpose of conducting the house furnishing goods business in the Norrington block.

Hudson—Fred G. Friend has sold his interest in the general stock of Wright & Friend to his partner, who will continue the business under the style of Orvin J. Wright. Mr. Friend will shortly engage in the shoe business at Albion.

Petoskey—Chas. W. Fallas, of Cedar Springs, has purchased one-third interest in the book business of Coburn & Harner, who have, in company with Mr. Fallas, purchased the Farnsworth pharmacy. The style of the firm will be Coburn, Harner & Fallas.

Red Jacket—The F. J. Hargrave Co., which has been carrying on a general merchandise and banking business at Ewen and Matchwood since 1889, has closed its store at Ewen and removed the stock to this place, where it will engage in a general merchandise business.

Ypsilanti—Weinmann & Mathews will embark in the drug business Aug. 1. Mr. Weinmann has been engaged in the drug business with E. R. Beal, and Mr. Mathews was formerly in the drug store of Morford & Hyzer, but has recently been traveling salesman for the Michigan Drug Co., of Detroit.

Lenox—The Macomb County Savings Bank was organized here last Saturday, with a capital of \$25,000. Officers were elected as follows: President, J. E. Weter; Vice President, Andrew Simmons; Cashier, M. W. Davis; Attorney, O. C. Lungerhausen. The bank will be in operation within two months.

Manufacturing Matters.

Detroit—The Dearing Water Tube Boiler Co. has been incorporated under the same style.

Cheboygan—The band saw in the plant of the Cheboygan Lumber Co. has been in operation about a month and the company is well pleased with it.

Mikado—The Michigan Cheese Co. sold the output of the Mikado cheese factory at 8½ cents per pound.

Sault Ste. Marie—A new industry has been established in the Soo in the form of a woolen mill, which is now in successful operation by G. J. Griffith and A. E. Cullis under the style of Griffith & Cullis.

Alpena—J. C. Walker is building a veneer factory at this place. The building is 30x60 feet, with an engine and boiler house adjoining the factory building. The machinery is being placed in the factory.

Lexington—The Lexington Creamery Co. has secured the services of J. J. Obiemacher, of Sandusky, Ohio, a graduate of the Columbus, Ohio, dairy school, to conduct the dairy department of its establishment.

Manistee—The Babcock Lumber Co.'s mill is shut down at present and probably will not start until shingles are doing better. In the meantime the company's docks and sheds are pretty well filled with all grades and it can care for its transient trade without any great trouble.

Holland—The Walsh-De Roo Milling Co. has shipped nine barrels of flour and nine barrels of meal to the Cuban sufferers, in accordance with a proposition made last spring to the farmers of this vicinity to the effect that it would grind free all wheat and corn contributed for that purpose.

Menominee—The S. K. Martin Lumber Co. refused to pay taxes on lumber at this place in the amount of \$2,174. The city thereupon sued for recovery, and levied on lumber piled on the dock of Forster & Burns. That firm replevined the lumber, and the suit in replevin came on for trial before Judge Stone, of the Circuit Court, at Menominee. The court sustained the tax, and held that the replevin would not exempt the lumber from being held for tax purposes. Judgment was given the city for the full amount of the tax.

Detroit—Detroit's business men, merchants and manufacturers rejoice at the prospects of an early termination of the war. Most of them look for a great trade revival to follow. The steamboat lines and grain, ore and lumber carriers have been seriously affected by the war, and even with its termination they can not see much chance of an improvement this season unless it be in grain shipments. The stove manufacturers, the paint producers and those interested in such products as are made in Detroit are making preparations for the expected stimulus in trade.

Perry—About a year ago the Lamb Knit Goods Co., of Col'on, began suit in the Shiawassee Circuit Court against the Lamb Glove and Mitten Co. of this place. The complainant claimed, in substance, that it had the exclusive right to use the name "Lamb" as a part of the name of a corporation engaged in the knitting business; that it had also the exclusive right to use the word "Lamb knit" as descriptive of knit goods, as "Lamb goods, or Lamb knit goods;" that it had the exclusive right to make goods with the peculiar stitch commonly known as "rack ribbed or rick rack work." It asked for an injunction, restraining the Lamb Glove and Mitten Co. from using that corporate name; also to restrain it from selling its goods as "Lamb goods, or Lamb knit goods;" also to restrain it from making goods in the rack ribbed stitch. The testimony in the case covered something like 400 pages of type written matter. On July 14 Judge Smith rendered a decision, dismissing the bill and taxing the costs to the complainant.

BACKS DOWN.

The Prussing Vinegar Co. Leaves the Trade in the Lurch.

Lansing, July 19—Kindly allow the writer space in your columns upon a subject that is of vital interest to the grocery houses in Michigan, both wholesale and retail, and which is often met with in the enforcement of our food statutes. I refer to the custom of selling goods under a guarantee that the same are pure and comply with food regulations. It has now come to be pretty well understood that a guarantee of this nature, either from the manufacturer or from the jobber, is not a valid excuse for a retailer when his goods are found wrong, but it is almost universally urged as a proof of good faith shown in the transaction when a guarantee has been exacted.

The Department has had some experience with these guarantees and finds that, as a rule, the parties making them do not live up to them, but when they find their trade in trouble, hasten to leave the State and permit their customers to fight it out for themselves.

Some time ago, an agent of the Prussing Vinegar Co. sold several consignments of vinegar in the city of Grand Rapids under a guarantee that the goods were up to the standard of the Michigan law and a further guarantee to assume the defense of any prosecutions that might be started under the pure food law. We are informed that this guarantee was given all purchasers. These vinegars were found upon examination not to comply with the law and cases were begun against the Grand Rapids jobbers who had been selling these goods, protected, as they supposed, by these guarantees.

Under recent date, Andrew P. Callahan, of the Prussing Vinegar Co., writes his attorney in Grand Rapids that he will not defend the Grand Rapids jobbers excepting in the first case started. Allow me to quote a paragraph from his letter:

"We will contest the Worden case, but can not do so as early as the date you set, the 4th of July, because your letter has just been received and there is not enough time to get the testimony together. We will not contest any other cases and we will not pay any other fines for any other parties. We do not propose that Mr. Grosvenor shall reach us through the jobbers. If he wants to make a fight with the jobbers, let him settle his case with them. We have done our full duty when we received back all the vinegar we had shipped and agreed to refrain from shipping any more of any kind, and agree to prosecute one test case to the Supreme Court. If this can not be done, we will drop the whole litigation and let Mr. Grosvenor fight it out with the citizens of Michigan. We have not made one dollar of profit in the State during the last three years and we do not think that the trade there during the next three will amount to the cost of prosecuting this one case."

Now, Mr. Editor, I think the contents of this letter prove conclusively that at the time the agent was soliciting orders and authorized to give this guarantee, Mr. Callahan, at least, had no idea that any prosecutions would ever result, and could not have had a well-defined intention to live up to the guarantees. Since his Michigan trade appears to have been unprofitable, by what method of reasoning can you arrive at the conviction that this guarantee was given in good faith? Not infrequently do we find this condition of affairs exist. Sales are made with all kinds of promises attached to assume the defense of the purchasers if any trouble results, when the seller has no intention whatever to stand behind his agreement. We are compelled to look upon some guarantees of this kind with suspicion.

Let dealers beware of these ready-made agreements, made for the purpose of selling goods and with no idea of the maker being called upon to fulfill them.

ELLIOT O. GROSVENOR,
State Food Commissioner.

Woman's inhumanity to man makes countless thousands die old bachelors.

Grand Rapids Gossip

The Grocery Market.

Sugar—The Trust is from day to day renewing its guaranty of the market against lower prices, this lasting for thirty days. There seems no reason to expect any advance, either, and in all probability the market will remain steady for several weeks. The raw market is slightly off, by about $\frac{1}{8}$ ¢, and sales are now being made at the decline. The consumptive demand is only fair. The Arbuckle refinery is getting under way, although it is not yet in full operation. It is reported that this refinery will sell sugar in packages, these packages being put up in crates. This will be better for all concerned, from the manufacturer to the consumer, being particularly advantageous for the retailer.

Tea—There is absolutely no sign of weakening and the market in Japan is unchanged. The low grades of the new Japan teas will rule at much higher prices than last year. The higher grades are the same. There has been no change in prices during the past week, and none is expected during the next few months. It is practically settled that prices will be no lower in any event.

Coffee—There is nothing in the situation to raise expectations of better markets on Brazil coffees. The crop of the season ending July 1 shows about 11,000,000 bags Rio and Santos coffees, being about 3,000,000 bags larger than the crop of the preceding year. This makes a good sized surplus in the market, which is not likely to be taken out even if the coming crop is lighter than expected. However, the prospect for the coming crop is good at the present.

Canned Goods—There are varying reports regarding tomatoes, some holding that the market is weaker and some that it is stronger. There isn't much doubt that prices have been shaded considerably in the past week, although no one wants to quote lower figures. The actual situation seems to be that the apparent approach of the close of the war has caused a weakening, because there is little prospect of further Government demand. In view of this the trade is disposed to await developments before making further decisive moves. The same may be said of salmon, which has been bolstered by Government demands, and any cessation in that demand causes holders to wait. The action of the Western Packers' Association is awaited by the trade, and until the outcome of the conditions which now control is known there will be no change. Sardines are unchanged. The outcome of the American Sardine Co.'s efforts to control the market is unknown. The company has filed its articles of incorporation, giving Bangor, Me., as its headquarters, with \$3,000,000 capital. It is reported that some canners who joined the combine are hard to get into line, and that all is not running smoothly in consequence. Meanwhile, there is little fishing being done, and prices on all stocks remain firm at quotations. Vegetables are quiet. In fact, the situation in the market is such that no changes are expected for some weeks yet. Not until the actual output is known can jobbers make prices. Canners are apparently indifferent, not even sending samples. Short crops are reported from practically all canning centers, but how extensive this may be can not yet be told with accuracy. The lobster pack is over, and is the smallest in years.

Almost no stock is coming forward. Prices are very firm, but demand is light and conditions favor the holder.

Dried Fruits—Reports from the West coast show a better feeling in prunes and in some other lines of dried fruits, notably in apricots. There will be as few fruits dried this year as possible in the regions of canneries. The high opening prices for canned fruits induce a smaller drying output, and this argues for higher prices in dried fruits. All reports from the fruit crop of the coast indicate that the prices of dried fruits can not be as low the coming season as last year. The exception, if any, to this general statement is raisins. In this line the State promises to raise more and a better crop of raisins this year than ever before. The producers are attempting to form a growers' association that will control the output of the State and prevent a demoralization of prices. Reports show that their efforts thus far have been very successful. That they will be a strong factor in the market is generally believed.

Syrups and Molasses—Compound syrup is moving in a small way, and prices show no further decline. It is believed that prices have about reached bottom. Very little is doing in sugar syrup. Molasses is in about the same position as syrup, being in small demand at unchanged prices.

The Grain Market.

The wheat market has shown more animation during the past week. The receipts of new wheat have not come up to the expectations, which is due to the high prices paid in May, and now farmers are loth to sell at the going prices, notwithstanding the outlook is splendid for a large crop of spring wheat. The outlook is also excellent for a large crop in the foreign wheat producing countries. During the last crop year (from July 1, 1897, to July 1, 1898), we exported about 238,000,000 bushels in wheat and flour (flour reduced to wheat,) but we can not expect to repeat this during the next crop year. The exports were fair during the week and, with the light receipts, the visible decreased 2,065,000 bushels, leaving the amount in sight 10,461,000 bushels, against 15,321,000 bushels at the corresponding date last year. The visible is now the smallest in years. Our harvest has been completed in good shape and we hear of no complaints of small yields.

Owing to the hot and dry weather, corn has made quite an advance and the short sellers are forcing prices up to cover their short sales. Should the hot and dry weather continue, the market will rule higher. The most complaints come from Ohio, Indiana, Michigan and Illinois. Our State does not grow much corn, but the crop was very good last year; in fact, was so large that the farmers had plenty and did not have to buy. The present outlook is not flattering.

The present condition of the oat crop is not encouraging and it looks now as though higher prices would prevail.

The receipts of grain are increasing, having been 46 cars of wheat, 23 cars of corn and 6 cars of oats during the week.

Local millers are paying 70¢ for both old and new wheat. The new wheat is very nice and dry and the difference is obliterated. C. G. A. VOIGT.

H. Tuniss has opened a grocery store at the corner of Shamrock street and Grandville avenue. The Olney & Judson Grocer Co. furnished the stock.

The Produce Market.

Apples—Red Astrachans, small in size, command 75¢ per bu. Duchess, larger in size, fetch \$1 per bu. Benoni from the South are held at \$3.50 per bbl.

Bananas—The high price on fancy bananas made a few weeks ago could not hold, and figures are again back to the old point. The top notch for a fancy bunch fit for shipment is \$2.25. The demand is active, with better receipts at ports of the Gulf.

Beets—15¢ per doz. bunches.

Blackberries—\$1.25 per crate of 16 qts. for home grown. The price will probably go lower before the end of the week.

Butter—The market continues to strengthen, on account of the drought. Local dealers hold separator creamery at 17¢ and choice dairy at 14¢@15¢, although the latter is very scarce and hard to get.

Cabbage—Home grown is in plentiful supply at 60¢@65¢ per doz.

Celery—20¢ per bunch.

Carrots—12½¢ per doz. bunches.

Cauliflower—\$1.25 per doz. heads for Illinois stock.

Cherries—Red are in better demand, due to the fact that the crop is nearly at an end, commanding 75¢@\$1 per bu. White are entirely out of market. Black are in active demand, fetching \$1.25 for sour and \$1.75 for sweet.

Cocoanuts—4¢@5¢.

Corn—Green, 15¢ per doz. ears.

Cucumbers—The price has declined to 30¢ per doz., due to the increased receipts.

Eggs—Local dealers pay careful shippers who send their eggs in regularly 9½¢ on track, holding case count at 10½¢ and candled at 11½¢.

Gooseberries—Slow sale at 50¢@60¢ per crate of 16 qts.

Green Onions—12¢ per doz., according to size.

Green Peas—\$1 per bu. for home grown Marrowfats, which are very scarce and hard to get.

Honey—Fine new comb commands 12¢@13¢.

Lemons—The hot weather has caused an increased demand for lemons, and the market has responded. Some very fancy California fruit is on the market, with an advance in price. From \$4.50 to \$5 are the figures for California stock, and a half dollar higher is obtained for fancy Messina fruit. The market is fairly well stocked. The tendency is toward a still higher range of prices.

Lettuce—30¢@40¢ per bu. for head.

Muskmelons—Little Gems command 75¢ per basket of about 20. Osage fetch \$1.25 per crate of a dozen.

Onions—Home grown are now in market, commanding \$1 per bu.

Oranges—Seedlings show a little better feeling, being quoted at 25¢ better than last figures. The movement is good, and supplies are ample, the quality being first class.

Peaches—Alexanders will begin to come in next week. The crop is reported to be large, in which case the price will probably be low.

Pop Corn—50¢ per bu.

Potatoes—Home grown stock is in heavy demand on the basis of 65¢@75¢ per bu.

Radishes—10¢ per doz. bunches.

Raspberries—Black fetch 60¢@75¢ per 16 qt. case. Red command \$1.10 for 12 qt. and \$1.25 for 16 qt. case.

Tomatoes—60¢@70¢ per 4 basket crate.

Wax Beans—\$1 per bu.

Watermelons—18¢@20¢ apiece for choice Georgia stock, which is scarce.

The Morning Market.

There has been on the whole an increase in the average business of the market during the week, although the variations from day to day are decidedly pronounced. Monday morning was especially dull, indicating that the most prominent factor in furnishing the supplies are those who allow Sunday to make an interruption in their work, instead of finding it necessary to bring the more on account of having the more

time at their disposal caused by lack of a Sunday morning market. During some parts of the season the latter influence seems to predominate and the Monday markets are among the largest; but just now the spirit of Sunday observance seems to be more in evidence.

While the effects of the continued dry weather and the frost of ten days ago would seem to be elements tending to strengthen prices, both seem to be so local that the influence was confined to comparatively few articles and was felt for only a day or so. The general tendency for the week has been to lower quotations on the majority of products, as might be expected at the season.

Prospects are favorable for the opening of the large fruit season earlier this year than the average, although not so early, fortunately, as two years ago. Early apples are now on sale and peaches promise to put in an appearance in the course of a week or two. There is no question of an abundance of both these fruits, as well as of pears and plums.

It is curious that, while the majority of fruit and produce growers in Western Michigan have been reaping excellent harvests of returns from their sales, there is a large class of them who complain that they can get but little more than the net cost of preparing for market and selling. It is to be noted, however, that the ones who complain the most in this regard are those who are striving hardest to find a more profitable outlet than that afforded at the home markets. Those who are obtaining the best average returns are the ones who most steadily offer their wares in season, and out of season if they can. The disposal of the product of the smallest market garden is a matter which requires much experience and the skill of as constant practice and acquaintance in the market as possible. The successful producer builds up his trade the same as any merchant, makes it as constant as he can and so is always ready to turn the penny when the penny is to be turned. But those who are always striving to get only the largest profits, to sell only when the market is at its best or to search for something better elsewhere will find that their opportunity is taken by the ones whose attention is the more constant.

The trial of the case brought against the Prussing Vinegar Co. by the State Food Commissioner, in which the Worden Grocer Co. is the nominal defendant, has been set for July 26 in the Kent Circuit Court. Both sides have made extensive preparations for the trial of the case, and Mr. Callahan, proprietor of the Prussing Vinegar Co., insists that he will take the matter to the Supreme Court in case the Circuit Court verdict is an adverse one. This is very generally regarded as a bluff on his part, in view of the fact that he has retired from the State and refuses to stand back of the jobbers whom he guaranteed to protect in case of trouble.

Henry J. Vinkemulder and Ed. M. Smith, dealers in fruits and produce at Grand Rapids and Cedar Springs, respectively, visited the Buffalo market last week and formed a number of pleasant business acquaintances.

W. Schuiling has engaged in the grocery business at 850 East Fulton street. The stock was furnished by the Olney & Judson Grocer Co.

Gillies New York Teas at old prices while they hold out. Phone Visner, 800.

Getting the People

Practical Advertising Methods Pursued by a Flint Merchant.

I attack my subject with borrowed words: "Trying to do business without advertising is like winking in the dark—you know what you are doing, but nobody else does." Religion is a matter of faith, so is advertising. You keep the commandments, go to church, pay your debts and expect, through decency and enterprise in right directions, to receive your reward in Heaven, if not in Michigan. You patronize the newspapers, buy postage stamps, lick and apply them to letters and circulars, daub fences with instructions to call on you—and you are bright and ingenious in your ways of attracting public attention; but when all is done, the only thing in either religion or advertising that you are certain about is the expense account. We dare not die without religion, and we can not live without advertising.

Before I attempt to advance ideas, born of experience in retail ruts, to my brothers in the retail business and tell how I bait my own hook to catch Genesee county 'suckers,' I will prescribe advertising medicine for the jobber and his gentlemanly partners—the traveling men. The dose will be homeopathic, consequently harmless, yet I hope will leave the impression you have been treated, if only with little pills.

The jobber at home can usually be found in a rear office—carpeted, upholstered, electric-lighted and inaccessible to the average modest bucolic purchaser, whose country-cut, knee-baggy pants contrast uncomfortably with the creased-leg variety worn by the line of ushers and book-keepers, the gauntlet which he tremulously runs before he reaches him whose garment hem he would touch. The hearty handshake and the pleasant "Good day" are just as valuable an advertisement for the city merchant as for the country one, and the most successful and agreeable in both cases. Learn the trick of limbering up, not only to your trade but to your help. "Familiarity breeds contempt," but is not half so prolific as iceberg formality or snippy snobism. The jobber should personally see his trade oftener, both in his place of business and theirs. A little country ozone will benefit him and a run out there will take him out of his ruts and show him his customer's ruts, out of which he may pilot him, to their mutual advantage. A personal look at your customer's stock and surroundings will furnish more correct information than Dun or Bradstreet. Something will tell you whether your customer is prospering or retrograding. You will see for yourself whether he is at his post commanding the situation by good, intelligent work, or has grown yachty, fishy or horsey. Make yourself more accessible by putting your office in front—and your pretty typewriters in the rear. (Some country merchants are weak and wish to avoid temptations at home and abroad.)

Advertise yourself through your travelers by putting more confidence in them, and trusting them with that special 2½ or 5 per cent. you have kept up your sleeve for the last six months, fearing they would fire it into the first customer they met. They won't do anything of the kind. They know their bread and butter depends on the money they make for you, and they love their babies as well as you do yours, and lost jobs means hungry babies. They do

want that extra ammunition to meet emergencies, with which the traveler's pathway is beautifully ornamented, and he grows in grace and wisdom by these tokens country merchants kindly administer—when they know enough.

This suggestion is born of experience acquired by agents telling us next trip after a turn-down because of price. "They have that special now, but the house had not given it to them before." It is another case of locking the stable after the horse has been stolen. Some houses do advertise by putting the right kind of boys on the road and putting the right kind of instruction into those boys, employing the kind that don't shoot it off in the wrong place or at the wrong time. It is easier to put plenty of rubber into travelers' general instructions than recover a lot of lost trade scattered because your customer's order book has become a sealed volume to you. Your traveler strikes the low prices before you do, because his pathway is crossed by missionaries from other towns. You first learn of it through them; they are your hunters, with your guns and ammunition, and are on the runway and can bag the game if you will only let them shoot. Country merchants may lie and bulldoze about quotations, but their race is short, and you will classify them properly when you place them alongside of the class that always report shortages and never report overs. The crime in both cases is petty larceny. The value of putting confidence in your roadman appears again in adjustment cases, covering those shorts and overs, warranties and other complaints that they, being acquainted with the personal peculiarities of your trade and being on the ground, can best pass judgment on—better than you or your office force to whom you may refer the matter and who have only before them the meager explanations offered by order-book or mail. When your traveler looks one of us in the eye he should be able to decide whether we are lying or not.

A preacher occupies a delicate position in life, but he has a snap compared with the traveler who is trying to please the house and the customer—it is another case of trying to serve two masters.

I am unable, by lack of ability and experience, to suggest anything to my jobbing friends except as I have been made to see it; and I have learned that it is much sweeter and more natural to direct my mail-orders to those houses who are cordial and approachable, who are ready to acknowledge that their system is not perfect, who give their travelers credit for possessing sense enough to straighten out the little crooks.

I confess the correspondent for a jobbing house requires much godliness and must be the possessor of a remarkably healthy liver and good digestion. But if you want the best kind of advertising, hire one and don't mind the price.

Steam, electricity and the traveling agent, the three greatest commercial mediums known to man, began their usefulness about the same time, and the memory of some dealers reaches back far enough to confirm me in my statement that in the early forties the sphere of each was narrow. The old-time merchant planned to go once or twice a year via team, lake and canal to New York, and what a !!! time our grandfathers had among the red lights of that city, and what they saw and what they did would make poor Sunday School reading. But these trips are memories and are replaced by a hoard of useful and use-

less agents. You can tell a first-tripper as easily as you can tell a young robin fresh tumbled from its nest. Don't kill them—they will make birds when their bodies grow to match their mouths! Of course, they can't fly; they simply think they can because their parents did. They don't realize that it takes time to grow wing-feathers, and experience to use them, nor does the young robin-agent realize what a comical figure he cuts among the older birds, but they are generally a well-bred variety and he quickly develops both sense and feathers and learns to pick up just as many and as fat worms as the older ones.

I speak from my heart when I say the traveling agent is the greatest up-to-date advertising medium and the most correct one. You can reach through him the widest and most beneficial advertising results with only the outlay of intelligence, courtesy and kindness. He is not selected in reference to his stupidity, and he can read us like an open book. Flying as he does from town to town, we are to him a panorama of curiosity. They are good diplomats, so don't often resent insults, but they take our measure and bide their time to get even. They want our business for the profits, but they have no respect for unbusinesslike men or methods.

All the judges that sit on our cases are not located at the Home Offices; they hold court on the road. They don't want to be bribed by invitations to smoke, wine and dine, but will appreciate it more if we will dispatch matters faster, letting them catch the next train out of town and head off that long hotel bill. You meet your trade at the front door and invite them to call again—meet the traveler there, and treat him just as considerately. The poorest of them is able to teach you something. I don't care how long you have been in trade nor how smart you are, they come fresh primed with new prices and new goods you haven't seen. Cultivate them, so that the specialties, the good things, the only things we make easy money on, will come to you before they do to your competitor. This will happen if your handshake and welcome are what they ought to be. The pleased agent tells the next

one about you, and you are advertised as a good one to call on, or as a bad one to keep away from; so read your paper after he has gone, and don't run after that light of 8x10 glass while your clerks are chewing gum. With the traveler drop that air of seeming to know everything. You don't; there is such a variety of goods to buy, and many of them are bought so rarely and

POOR ECONOMY

It is poor economy to handle cheap flour. It is never reliable. You cannot guarantee it. You do not know whether it will make good bread or not. If it should not make good bread—and poor flour never does—your customer will be displeased and avoid you afterwards. You can guarantee...

"Lily White" Flour

We authorize you to do so. It makes good bread every time. One sack sold to-day will bring customers for two sacks later on. Order some NOW.

Valley City Milling Co.
Grand Rapids, Mich.

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel.

The Michigan Mercantile Agency

Special Reports.

Law and Collections.

Represented in every city and county in the United States and Canada.

Main Office: Room 1102 Majestic Building, Detroit, Mich.

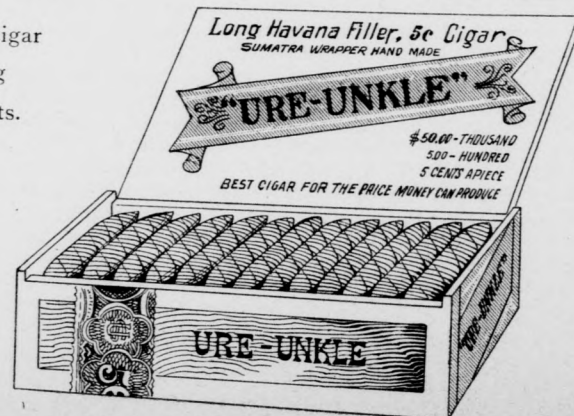
Personal service given all claims. Judgments obtained without expense to subscribers

URE UNKLE

A 10 cent cigar
retailing
for 5 cents.

MICHIGAN
CIGAR
Co.,

BIG RAPIDS,
MICH.



in such small quantities, that you must take the agent into your confidence as adviser and friend. These boys are wonderfully human and will do right and not "do" you if you are not narrow and suspicious. So if you want a good advertisement throughout the State, impress the traveler with your business qualifications and not with your conceit and crabbedness. They will "give it to you" in big type if you win their favor, but they will do a lot of thinking and no advertising if you do not deserve it.

I will now suggest advertising methods to the retailer. It has been dinned into you from boyhood, "He that by the plow would thrive himself must either hold or drive." You must get to the store early in the morning and stay all day. When the cares of life multiply and the task becomes irksome and your time is not wholly your customer's, sell out, for an army of young men are on your trail, hungry, ambitious and zealous. It is another illustration of the survival of the fittest. Clerks are not "guideless wonders" and you must stand at every corner of the track and urge them to greater speed. "Absent treatment" may kill some diseases, but it cultivates competition.

Nothing I encourage more in my competitors than politics, summer cottages, horse racing, extreme religion and extreme cussedness—in fact, anything but constantly meeting the trade we are both seeking for. The oftener he misses them the oftener I will get a chance to advertise myself, my prices and my goods.

I grant it is a demerit grind, but it is the only stroke that wins the race. The successful advertisers of the age are like successful pugilists, who aim their blows at one spot and deliver but few wild ones. "Jones pays the freight" sold thousands of scales and sent Jones to Congress. "You touch the button and we do the rest" brought "Kodak Eastman" a fortune and extended his business to Europe. "Mrs. Winslow's Soothing Syrup" has saved you fathers many an all-night walk because your wives bought a bottle to still the baby—something she would not have done but for those four words appearing before her a thousand times. Other advertising artists have won wealth and fame by winning a trademark, by simply selecting a striking word or sentence and fixing it in the minds of the people, by having it appear in every field of literature and every farm field; they have decorated the millionaire's city horseblock and the banker's country pigpen; entered every field of literature, from the yellow covered kind your boy hides in the haymow to grandfather's family bible, so reverently read by him every Sunday morning. True, their field is broad and ours narrow, but if we don't reap so large a crop we don't pay so much for seed and plowing. Remember about the little farm well tilled.

I know most about my own work in advertising, and must ask your kind indulgence if I quote myself; in fact, I must stop for lack of ammunition. I realize I am growing old and, like other old men, I like to talk over with my friends the medicine that has cured my bunions and biliousness and recommend the same to my afflicted neighbor.

I have had most direct benefit by a peculiar sign I issued some years ago and it has become my trade mark. It is this: "G. W. Hubbard sells hardware and implements, but not farmers' notes." I ring the changes just as often as I can. On oil cans it reads: "G. W. H. sold me this oil, but he does not

sell farmers' notes." The same on varnish cans, farm tools and everything having a broad enough surface on which to put it.

The preacher has a donation once a year; the retail hardware man can have one every day of the year if he will write for or accept all the advertising matter the manufacturers will gratis him. If you are not lazy yourself, and will organize your clerks during dull days and dull seasons into a corps of circular folders and stamp lickens, you will fill baskets with the fruit of your economy and foresight. Then see that it is run into the country instead of into the cellar. Hire men, not boys, to put up your signs and distribute your literature. Once a year I have two of my best men employed twelve days arranging and distributing advertising matter on twelve of the leading roads out of the city of Flint. They take teams, ladders, wood signs, etc., and do effective work at a season of the year when they would be less profitably employed in the store. By this means I am doing a class of work less ambitious competitors will not take the pains to do. The sowing is broad and is bound in time to ripen into a harvest. Very little the majority of us acquire in this life without hard work; nothing that we can do pays better than this if not done spasmodically. Getting a ton of it and running it down cellar is like keeping your seed corn astride the old drying pole until planting season is past—good enough seed, but it won't sprout on a pole.

Write your newspaper advertisements so peculiarly that people will subscribe for the paper on account of the amusement you furnish them rather than for the wisdom they may possibly gather from reading the editorial column. Crack it into them in this shape: "I offer a great amount of Methodist hardware for a small amount of Presbyterian money." (You can alter the denominations to suit the religion of the town.) Owning newspaper space and using it as the average advertiser does is the poorest medium employed according to the money it costs. Not one busy man in a dozen has a second attack of enthusiasm on the subject. The merchant buys the space, writes one or two good advertisements, becomes busy and doesn't think of it again until next July, when his skate and bob sleigh advertisements stare him in the face; or in the February issue he reads about his wonderful lawn mowers and fly screens.

I don't care to create a row with any of my good newspaper friends, who may think my statement of facts will tend to reduce the size and number of their loaves and fishes. The fault lies in ourselves, not the papers; the medium is good, backed by patrons who are systematic, but is of little use as the work is usually conducted. If you are personally too busy, select from your help the brightest one in your employ who is best adapted to this work, give him full power to act and instruct the others to assist. It will occupy them profitably many idle hours and will make better men of them, for while you have been economizing for yourself you have been instructing them in the same line, and there is no better one. You have a place in your store for the boys' hats, coats and bicycles—create one for all that valuable printed matter, and see that it is kept there clean and orderly, to be used dull days when you can rest your help from gossip, smoking and

story-telling and educate them in the higher art of stamp-licking.

I have tried the plan for years and am delighted with the hearty co-operation, and the best thoughts in this work frequently come to me from my clerks. I think one of the most important things I can say before closing is how to advertise ourselves to our competitors. The smaller the town the smaller the business, the smaller our souls, the bigger the hair-pulling match and the smaller the profits. Nine times out of ten our competitor is just as good a fellow as we are, and God intended he should have his full share of the fruits of the one vineyard we are both tilling. You can't ever raise yourself by pulling him down and every uncomfortable thing you say about him only tips the teeter his way. Don't be so ready to believe everything customers say about him. Remember, "A dog that will fetch a bone will carry a bone;" and these customers are cunning enough to try and make a feeling in order to lower prices. If circumstances compel you to speak of your competitor, speak only good of him, especially in the presence of your clerks and customers. They will catch the spirit and harmony will dwell where discord sought a foothold. There are money and manliness in it. Forget, when you meet him on neutral grounds, that you are in a contest. The best thing we can say about lawyers is that, while they skin us, they never skin each other.

Artemus Ward became famous through his lecture on "Babes in the Woods." It was a two hours' talk, but not one mention did he make of either babes or woods. I want to be famous as a practical advertising methods, and, Ward-like, have skated all around the subject as it would ordinarily be considered, and brought out points that I

regard more important than little details, and which I trust will lead up to larger profits than the discussion of those details, which is wholly a matter of personal taste and ability. Our home environments are so different that hints helpful to a dealer catering to a community stocked with Irish would poison off the Dutch element, and so I have thrown out hints to the jobber, the traveler and the retailer, suggesting along these lines ideas to each that, if heeded, may lighten the burdens of life; and perhaps my offering will have the merit of antagonizing some one to the extent of starting a discussion out of which will come benefits, if not from the paper itself.

GEO. W. HUBBARD.

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.
The Oldest and
Largest Manufacturers of



**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

on this Continent.

No Chemicals are used in their manufactures.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.

Dorchester, Mass.

FURNITURE WATCHES SILVERWARE

HENRY M. GILLET

MANUFACTURERS' AGENTS

92 MONROE STREET. Opposite Morton House. GRAND RAPIDS, MICH.

STATE AGENT REGENT M'F'G CO., CHICAGO.

CLOCKS ADVERTISING SPECIALTIES PICTURES

FIRE PROOF ASPHALT PAINT AND VARNISH

We are offering to the trade the genuine article, and at a price that all can reach. Our paints are suitable for any use where a nice raven black is required. Contains no Coal Tar, and will not crack, blister or peel. Sold in quantities to suit purchasers.

H. M. REYNOLDS & SON, Grand Rapids, Mich.

Detroit Office foot of First Street.

Everything in the Plumbing Line

Everything in the Heating Line

Be it Steam, Hot Water or Hot Air. Mantels, Grates and Tiling. Galvanized Work of Every Description. Largest Concern in the State.

WEATHERLY & PULTE, 99 Pearl St., Grand Rapids



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 arrears 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, - - - JULY 20, 1898.

INCREASE IN MILITARY FORCE.

There are few thinking people who will not admit that the lessons of the present war have pointed unmistakably to the necessity for some increase in the size of the standing army. This does not mean that we should maintain an army of such size as would place us on the same footing as the great military nations of Europe. No such immense military force is required to render our boundaries safe from attack. It is evident, however, that an army which was considered adequate when the population numbered 40,000,000 can not be considered sufficient now that we have double that number of people. A reasonable limit to our standing army would be 50,000 men, a good proportion of which should be heavy artillery, to properly garrison the many new seacoast forts and batteries which have been built and are now in course of building. The army should be maintained on the three-battalion system, without, in time of peace, skeletonizing the third battalion, as the existing army bill provides.

It will be realized at once, however, that a regular army which may serve all the purposes of peace will prove entirely inadequate to meet the demands of war. Should it become necessary to attack Havana, we will require at least 100,000 men. We already have equipped, or have in process of being equipped, a sufficient force to meet all prospective needs of the present war; but were our quarrel with a more formidable and better prepared country than Spain, we would have been in serious straits while getting our volunteers into some sort of condition for service. A reasonable regard for the country's safety demands the inauguration of some sort of National reserve, both for the army and navy, which on the outbreak of war will permit the immediate strengthening of the army by a large body of men well trained and fully armed and equipped.

The organized militia force of the country affords a convenient nucleus for a suitable reserve. It is true that in its former shape, as it was prior to the outbreak of hostilities, it was not in such condition as a proper reserve force should have been; but it was infinitely superior to a mere volunteer force without training or equipment. The delay in organizing the first batch of volunteers called for, which were furnished almost altogether from the National Guard, was due mainly to the inability of the Government to furnish equipment. Ow-

ing to the short-sighted policy followed for so many years by Congress, there was no surplus supply of either arms or equipment for war purposes.

The National Guard of the future must, therefore, be organized strictly on a uniform basis throughout the country. The size of companies, battalions and regiments must be made to conform to the regular army standard. The General Government should see that the National Guard is properly equipped; that its members are supplied with weapons of the latest make and of uniform pattern with those supplied to the regular army. These troops should be kept in a state of constant preparation to respond at once to any call to arms for use either within or without the borders of the country.

A reserve will also be needed for the navy, in addition to a considerable permanent increase in its personnel. It will be absolutely necessary to maintain a very much larger fleet of warships in commission than has heretofore been found necessary. This will necessitate an increased number of officers and men, which will have to be supplied, in the case of the officers, from appointments from among the best material temporarily absorbed during the present war, and for the future by increasing the size of the classes at Annapolis and shortening the term at that institution.

Some policy of a permanent sort with respect to the military strength of the country must be adopted, as it is evident that for the future we can no longer rely on the good fortune which has kept us out of international difficulties in the past.

As the United States is in a fair way to be respected on the seas, we may some day have a United States Transatlantic line of steamers good enough for Americans to travel on, and on which passengers would be protected and humanely treated in case of accident.

The officers and crew of the *Bourgogne* were politeness itself until the ship commenced to sink. Subsequently, when they commenced to fight and strike women, their conduct was what the politest nation on earth would call a little ungentlemanly.

General Toral wants to go back to Spain with his colors flying and the bands playing, so that he can tell the Spanish people that he generously paroled Shafter's army. It is a question of head or no head with Toral.

The English papers appear to be as much delighted at the exhibitions of American gunnery and valor as if we were genuine Britons. Still even a forty-second cousin who can be useful to you can arouse lots of affection.

Terms of surrender are dead easy. Having failed in laying down the law, General Toral laid down his arms and the surrender was complete.

A rat in a trap has no business making terms of surrender. To get out alive is satisfaction and happiness for the rat.

Spain wants to float a loan; but it seems she has not a reliable bottom of any sort fit to float anything with.

Spain has given up the National pastime of bull fights and is thinking seriously of Yankee fights.

War heroes who are made by war correspondents last until a second edition comes out.

MARCHING ON TO A NEW ERA.

To be in the world and not of it is an impossibility for a country with a vast population full of activity and enterprise like ours. The American people, producing a large surplus of many important articles, have the greatest need to find reliable and ever enlarging markets for them. To do this requires not only extensive commercial intercourse with other countries, but, in addition, facilities for getting all the advantage possible out of that communication.

Heretofore, for many years, the American people have been so engrossed with the development of their own country and its resources that they have left the trade with foreign countries to take care of itself. If foreigners wanted our grain, petroleum, meats, cotton, timber and other products, they came with their own ships and carried away their purchases. We have no merchant ships, and we have no commercial travelers swarming in foreign countries selling American wares. On the contrary, foreign commercial drummers and agents are seen everywhere in the United States selling foreign products. Thus the whole world is getting rich out of the American people, who are constantly paying away their wealth, not only for foreign products and in foreign travel, but for foreign service.

The day will come when it will not be so easy to make fortunes in this great republic as it has been. The country is rapidly filling up with foreigners who have been brought up to practice extreme economies and to make the most of every advantage. These foreigners are fast rising to prominence in commerce and industries of all sorts. They can subsist well where the American, brought up to the old-time methods of extravagance and waste, would starve.

With all this, the time is coming when the cream of the rich resources of this country will have been skimmed. In fact, even at this moment, the great western section of the Union has been pretty well exploited and already thousands of adventurous souls are looking out for new enterprises. If the war with Spain shall offer them desired opportunities, they will be eagerly embraced.

The American people have never opposed the acquisition of new territory. Mr. Jefferson stretched almost to the breaking point his constitutional powers when he bought Louisiana, a territory larger than the original thirteen States, and appearing on the map to-day in the sixteen States into which it was carved. There was no serious opposition to the purchase at the time and to-day its wisdom and value can not be enough praised. In 1819, when Florida was secured from Spain, there was no popular objection. The annexation of Texas was received with general favor, and the acquisition of a vast territory, as a result of the Mexican war, has fully justified itself in the enormous treasures poured out by California, Nevada, New Mexico, Utah, Arizona and the portion of Colorado secured then. The purchase of Alaska elicited considerable ridicule at the time it was completed, but to-day it is considered a wise consummation.

If the American people were interrogated on the subject, they would say that the National territory has not increased any too rapidly for the good of the population and the welfare of the country, and they will be just as willing as ever they were to accept more.

A question which will arise is as to

the wisdom of acquiring territory in another hemisphere. There are two nations that have never ceased, when opportunity offered, to enlarge their dominions, but their plans and policies are wholly unlike. One of them is Great Britain, which owns islands and continental possessions in every zone and quarter of our globe. The other is Russia, which has acquired a vast empire in Europe and Asia, but all the territory of which is contiguous and conterminous. Its parts are not separated by seas nor continents, but form one vast expanse of land, embracing in its limits peoples of many races and languages.

It has been suggested that the United States, in acquiring territory, should confine itself to the continental policy; that is, it should in time absorb all the land of the Western Hemisphere, but should carefully abstain from making aggression upon Europe, Asia and Africa. It has been held that the Monroe doctrine in its last analysis means this.

The absorption and acquirement of control over the Western Hemisphere could only be accomplished by holding to a fixed determination to that end for a very long period, perhaps for centuries. Such constancy of purpose in a nation is only possible where the government is not alternately controlled by rival and opposing political parties, each fighting, without regard to results, against the course or policy of the other. A government like that of Russia can remain constant to a fixed purpose and plan banded down from one to all the balance of a long line of rulers, each devoting himself to the work of helping on the final consummation.

Nothing of the sort is possible in this country. The famous Monroe doctrine itself has, through party jealousies and prejudice, time and again fallen into disuse, if not disfavor. Nor is it likely that the American people will for any great length of time remain united on any principle of public policy. What one party may advocate the other is sure to oppose, and, therefore, it is not likely there will be any fixed National policy. The American people are too fickle to have any special distinctive and distinguishing National doctrine, but they are more apt to be carried away by the impulses, passions and conditions operating at some particular moment. Therefore, if possessions in Asia are among the consequences of the war with Spain, the people will want to hold onto them.

The Russian statesmen have suggested the possibility of a time when the whole of Europe and Asia will be under Russian control, while the Western Hemisphere will be dominated by the great republic of North America. This might be a possibility if the American people could be brought under the same sort of subjection to a dominant will and idea, as is the case in Russia. This, however, is so contrary to the genius and spirit of the American people that any such result is impossible, so that when they shall launch out on a regular career of foreign conquest and colonization, they will, in all probability, adopt the English idea, one vastly more full of peril and difficulty than is the Russian. Any policy of conquest and aggression upon the dominions of other nations is sure to create very radical changes, not only in the political conditions at home, but in relations abroad.

The man who can not forget his politics long enough to remember his country should never try to do anything in the memory line but remember the Maine.

MILITARY HEROES.

All men join in admiration and praise of those of their fellows who have illustrated human nature by the exhibition of heroic traits. The stand of the Spartan band at Thermopylae, the charge of the light brigade at Balaklava, of Pickett's division at Gettysburg, and other like displays of supreme courage and devotion live in history, not because of their immediate military effect or strategic importance, but because men rejoice in such conclusive demonstrations of the nobility of their kind. This is a very different feeling from that disposition which gives force to the adage that "Nothing succeeds like success." The whole brood of politic flatterers is irresistibly attracted to the standard of the conqueror who has honors to bestow and whose protection affords a complete security. The impulse to monumentalize the deeds of those who have fallen at the post of duty is of a more unselfish sort.

It is a saying that men accord the highest rewards to their destroyers, the great soldiers of their time, and next those who entertain and amuse them. But this saying will not stand analysis if it is taken literally; for the advancement and emolument which the successful general enjoys are given to him by those whom he is supposed to have served, his own countrymen. Cicero, in his oration in defense of Murena, whose claims to the consulship had been derided by Cato and others, notwithstanding his brilliant military record, did not hesitate to affirm that "the highest dignity attaches to those who have achieved prestige by military renown, since everything that pertains to empire and the condition of the State is supposed to be defended and made secure by them," and, he adds, "theirs is the highest usefulness, because by their counsel and the danger they incur we are safe in the enjoyment both of the commonwealth and of our own private property." He recurs to this point again and again. "There are two arts," he says, "which can place men in the most exalted degree of dignity—one is that of the military commander, the other is that of the good speaker. For by the latter the ornaments of peace are preserved, while by the former the dangers of war are repelled." There are, he goes on to say, certain traits of excellence, such as justice, good faith, modesty, temperance, which deserve consideration; but when war befalls a people, everything is accounted below the soldier's prowess and the general's skill. Then the most popular orator must stand back as if he were of no more account than a disagreeable or verbose speaker, for the rough soldier, when anything must be done by force, is the idol of the day—"horridus miles amator."

Such things were said naturally enough in a State which had grown great by war, and which rarely ever knew the repose of a general peace. But it is true in the United States to-day, as it was in Rome in the time of Caesar and Cicero, that oratory and all the accomplishments of statesmanship "pale their ineffectual fires" before the glory of the warrior's renown. All the elected Republican Presidents since the war of secession served in the armies of the Union—Grant, Hayes, Garfield, Harrison, McKinley. Arthur may be mentioned as an exception, but he was elected only to the vice-presidency. Before the war, Andrew Jackson, William Henry Harrison and Zachary Taylor all

owed their preferment to military successes. Washington is hardly to be placed in the same category, for while it is true that he achieved pre-eminence as a soldier, it is also true that his countrymen had had opportunities to discover his exceptional capacity from the discharge of the duties of the presidency at a time when the successful administration of that office demanded the highest qualifications of intellect and of character. Taylor and Grant were nominated to the presidency because they were popular military heroes, and for no other reason. Neither of them had ever had anything to do with politics before they were named for the highest office within the gift of the people. It is a remarkable fact that Wellington, "the iron duke," was the only famous English soldier of modern times who was ever put at the head of a civil administration. He represented his government at the diplomatic congress at Verona and was afterwards a member of the Cabinet before he was made Premier in 1828; but his civil career, as a whole, was brief and not particularly distinguished, and it is to his credit that before his advancement to the premiership he had himself declared his entire unfitness for any civil office. Military heroes are much more available for political purposes in the United States, not because soldiers are more admired here than in Great Britain, but because the highest offices in that country are not directly within the gift of the people.

It is just now a question whether party men will so far follow usage in this country as to select their candidates for the presidency in 1900 from a list of distinguished sailors and soldiers. So far the navy has made rather the better showing; but, when occasion serves, heroes ashore will no doubt come to the front fast enough. The men before Santiago have already displayed the utmost courage and fortitude, and events may yet show that some among their leaders possess a high order of military genius. Dewey sounded the first note high at Manila, and so far the war has been fought at a lofty pitch of heroism on both sides. The soldiers and sailors of Spain have exhibited a courage in keeping with the glorious traditions of the great days gone by. In the old monarchy, as in the young republic, sentiments of honor, of chivalry and of patriotic devotion still nerve men to dare and to suffer as nobly as of yore, although this is called pre-eminently a commercial age.

It was Hamilton Fish, Secretary of State in Grant's administration, and grandfather of the young man who was killed in Cuba, who may be said to have originated the line of conduct concerning Spain and Cuba which this Government has followed for the past thirty years, and the causes which have made us go to war were clearly set forth by him in a series of state papers nearly a generation ago.

The superstitious Spanish sailors say that fate was against them at Manila and Santiago. History will say that they were up against United States gunboats, as well as fate.

It will be necessary for the annexing agent to tie a great many islands to the United States to keep them from becoming lost.

Where a man will spend his vacation depends upon when he gets it and how much money he has to turn loose.

AMERICAN GUNNERS.

An attempt has been made to create a belief that the excellent shooting done on the American warships was by British gunners, secured at fabulous salaries.

Nothing could be more ridiculous than such a statement. Every person who has paid any attention to marksmanship, whether with small arms or heavy guns, knows that the ability to hit the target is partly the result of practice and partly of a sort of special aptness possessed by some individuals.

While the science of gunnery is based on mathematics, the crack marksman may be wholly ignorant of the nature of the trajectory described by the shot in its flight, or of the uses of the ballistic pendulum, or of the chemical composition of gunpowder or other explosives; but he may be able to put his bullet or cannon ball with the greatest precision just where it is wanted in the target.

In the same way the game of billiards may be resolved into its elements of geometry and projectiles; but it is much to be doubted if some of the best players ever take notice of the fact that the angle of incidence is equal to the angle of reflection. The boy who "plumps the middle man from taw" in a game of marbles unconsciously deals with forces and motions that may be discussed in scientific dissertations; but all he knows of it is that his eye measures the distance and the muscles of his hand and arm communicate to his "china" or "crystal" force enough to hit the "man" in the "ring." It is much the same with the billiard player and, in an analogous way, with the gunner. No man can attain excellence in any one of these pursuits unless he possess a sort of special faculty or talent for it and the man who can excel in one could in all probability become proficient in the others.

The American people are extremely apt in all such exercises. As to marksmanship their experience with firearms from early youth is most favorable to the attainment of skill and quickness in shooting. It was truly astonishing in the Civil War how soon boys from the farms and boys from the towns acquired skill and precision with cannon. They met and successfully contended with the regular artillery of the army in all the engagements of that war.

American boys are naturally qualified to be the best marksmen in the world and they need no lessons from Europeans. The gunners of the United States navy have always in every war made excellent records and it is intensely ridiculous to suppose that the phenomenal shooting that destroyed two Spanish war fleets was done by foreigners and not by our own boys.

It is a curious instance of the irony of history that at the close of the first great naval battle between the United States and Spain in the waters of the New World there should have been left battered and stranded upon the Cuban coast a great war vessel named in honor of the discoverer whom Ferdinand and Isabella sent out to find that very island and this huge destined hemisphere. And should it prove possible, as Commodore Schley believes it is, to save the Cristobal Colon and to add her to the United States navy as a retributive namesake of the sunken Maine the coincidence would be doubly strange.

Blanco ought to see the uniform of Miles. He would then die of envy, and save the expense of killing him.

For a year a wholesale house in San Francisco has experimented with the plan of closing its place of business each day from 12 to 1 o'clock, during which hour all the employees obtain their noonday meal. The arrangement was found to have many advantages over the old way of permitting the clerks to go to luncheon by relays, and it has so commended itself to other wholesalers there that a movement is on foot to make the plan general. In most of the large houses the first relay goes to lunch at 11 o'clock, and generally it is well on into the afternoon before the last of the clerks get a chance to get away from their work for the midday meal. The managers of the houses say that the working forces of the stores are demoralized for at least, say three hours each day on account of the lunch hour system now in vogue. With the proposed system the stores would be closed for an hour every day, but during business hours all hands would be ready for service, making less friction in the transaction of business and securing greater attention to customers.

To those whose duty or pleasure calls them into the busy thoroughfares of large cities and whose ears are assailed with the shocking expressions with which many of the passers-by delight to garnish their language Japan should be a terrestrial paradise—for the Japanese never utter an oath. As a matter of fact the reason for this is that there is no word in the Japanese language which is equivalent to an oath. Even the vast number of foreigners who have gone to that country during the last ten years and the thousands of new words added to the language have not in the least affected the Japanese in swearing. In this respect the Japanese stand alone, for all other inhabitants of the earth can use pretty strong language when for example on getting out of bed they step on a tack with its "business end up."

The skill and devotion to duty displayed by the American surgeons at the front have prevented death and amputation in numerous cases where one or the other seemed inevitable. It is said that some operations bordering upon the marvelous have been performed by the surgeons in front of Santiago and the small percentage of deaths recorded is proof of the fact that this branch of the service has been up to the very highest standard of excellence.

"Is America right in going to war with Spain?" was the question before a rural debating society recently. It was a remarkable debate. Those who took the side of Spain soon retired from the ball and enquired the way to the hospital. The coroner traveled five miles to attend the meeting and, being tired out when he arrived, sat on several of the Spanish partisans for three hours.

Hawaii offers a chance for a Yankee to start a factory for making gas burner lava tips, where lava is plentiful and costs nothing. This is merely a tip.

If American guns had not been trained on them so accurately, some of the ships of Cervera's fleet might have been saved for training ships.

A Nebraska man wants to be governor of the Canary Islands. He must be a bird, as a politician, in his own estimation.

Unconditional surrender has come to be a motto of the United States.

Shoes and Leather

When She Buys Her Shoes.

The young woman of the period does not look at paper soles and pointed toes any more when she goes to get shod. She curls her lip at the feminine creature who asks for lasts too narrow and heels too high, and then, in stentorian tones, demands samples of merchandise for boys—stiff, stout, high-laced boots, and, in the glove department, youths' sizes, in their regulation styles. As the set which dominates the fashions in America have, through choice, set the lead, it so happens that every woman in and out of "society" is buying broad-toed footgear with projecting wooden soles—a cut that would suggest the Holland sabot to our foremothers. But our foremothers simpered and winced, and went in for swoons and vinaigrettes, and we of this generation at least keep the men in sight with our seven league boots, sensible dress and good comradeship.

So the girls are buying the shoes of half-grown boys and saving money thereby, because women's toilet accessories are always more expensive than those of boys. Fancy wearing "pumps" of patent leather to do the service of slippers, if you please; the difference is just about \$5 in price and the vogue is on the side of the boy's shoe. Thick gloves which conceal all digital taper, Alpine hats for walking and bicycling, stiff shirt bosoms, umbrellas tight-rolled and men's neckties dictate the mode of woman's dress for the present and coming seasons—and a feminine woman is not the less so because of this sensible and most convenient fashion.

The Overstocking Evil.

It is a question worthy of the retailer's speculation whether too much or too little stock in the store is the grosser evil. Certain it is that the dealer may have ample capital with which to conduct his business and to take all discounts, and yet if he buys too heavily he will get overstocked and all manner of hardships will naturally arise. Bills fall due; lots of stock is on hand, but no money with which to discount bills. The discount must be lost and a little extension of time is necessary. The former loses the dealer money, and the latter affects his credit. So much for the evil for overstocking. It is now equally certain that understocking often causes disappointment to customers by reason of the dealer's being short of a size or style, and after a few failures of that kind the purchasers gain the impression that the dealer's stock is run down, so that it is not surprising if the trade switches off to some other store where a more complete assortment is found. The inference is justifiable, therefore, that a dealer should buy his shoes according to his capital and in a way consistent with an assured outlet for them.

Proper Treatment for the Feet of Soldiers.

A good many soldier boys who fitted themselves for experiences in Cuba have been induced by their well-meaning but ignorant friends to purchase a lot of refined sulphur for wear in their boots, by way of a preventive against yellow fever.

Good, clean wheat flour would be quite as effective, so far as warding off the yellow-jack goes, and would do very much less harm in the boots of an in-

fantryman. Any woman knows, or ought to know, that the best part of a warrior's strength lies in his feet. Long, rapid marches have won almost as many battles as steady courage and good marksmanship; therefore, it behooves sweet-hearts and wives to frown on the sulphur superstition, and, before sending their country's defenders to the front, take some of the following precautions: Just suggest to your brave, good man to buy his boots close in the heel and broad in the toe. If his feet are in a state of tender irritation, as the feet of city dwellers are apt to become just at the advent of spring, persuade him to let you poultice the particularly sensitive spots for a couple of nights in succession.

A little flaxseed meal, in which boiling water and a bit of sweet cream is stirred, makes the proper poultice. It must be tied onto the feet while quite warm and kept there all night. The way it draws inflammation out of tender reddened joints is a wonder. This is the proper treatment for soft corns and bunions, but not for hard corns until they have been skillfully cut. Then, if any soreness is left, a poultice will quiet the pain in short order.

Minor Shoe Notes.

The Blucher cut shoe for men's wear is taking well and lots of them, especially in the better grade of footwear, will be worn this fall.

The shoe dealer who puts a 79 cent shoe and a \$7 shoe into the same show window at the same time has much to learn about the art of window dressing.

The circular seam, making once more the pieced vamp, is seen again in the fall samples of men's shoes and is very likely to become popular.

It may not be generally known that there are plants in the East whose sole business it is to try out the oil from scraps of leather. This indicates that in leather nothing is wasted but the constant attempts to raise the price.

A new idea in fine shoe making is to have the manufacturer's and the retailer's names appear together on the top facing of the shoe. In these days of sharp competition it is a question, however, if this will come into general use.

Retailers will do well to carefully plan for a largely increased trade this fall. There never was a time when so many new shoe stores were starting up as at the present time. They keep on coming to the front all through the hot days of summer, which would indicate that many men believe that the present is a good time to invest their money. It is a sign of the times and it behooves dealers to prepare now for the increased trade ahead of them.

Shopping by Mail Not Satisfactory.

Speaking of shopping by mail, a woman writer in the Commercial Advertiser says:

"It is a cool and convenient way to buy things, but some shops are too conscientious. I sent to town from the Adirondacks last summer for a pair of bicycle boots. I wore them for walking. My usual shoe number is 3A. So to make sure that I would have peace and comfort I ordered 4A. My letter took a day and a night to get to New York, and the shoes took two days and a night to travel to the mountains. With them came a polite letter from the shop saying that, to avoid any possible discomfort which the boots might cause me, they had taken the precaution to send me 5A. It was late in the season, and I needed the boots to scale a mountain or two, so I wore them. The toes turned up, of course, and Ned suggested that I attach chains from them to my belt, as they did in medieval days. They would have made splendid snow shoes, but we didn't have any snow last September, so I was not exactly overjoyed with my purchase by mail. It is a convenient way, I admit, when the shops do not assume a paternal attitude."

Boots, Shoes and Rubbers

We make the best-wearing line of Shoes on the market. We carry a full line of Jobbing Goods made by the best manufacturers.

When you want Rubbers, buy the Boston Rubber Shoe Co.'s line, as they beat all the others for wear and style. We are selling agents.

See our lines for Fall before placing your orders.

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

"Remember the Name"

WALES GOODYEAR

The best RUBBERS on earth for general wear and shape. Place your orders for them with us, avoiding the rush and advance in price later in the season.

Herold=Bertsch Shoe Co., 5 and 7 Pearl St., Grand Rapids, Mich.

State Agents for Wales-Goodyear and Connecticut Rubbers.

Bike Junior

Boys' Brown Canvas Bicycle Bals,
Grip Sole = = = = = 80c
Youths' Brown Canvas Bicycle
Bals, Grip Sole = = = = = 60c

Seasonable Saleable

Also a full line of RICE & HUTCHINS' celebrated cycle shoes.
They are Leaders.

Michigan Shoe Co., Detroit, Mich.

OLD COLONY RUBBERS



FINE JERSEY BUCKLE ARCTIC, in up-to-date last, net \$1.06 per pair.

Send for a sample pair and be convinced that they are seconds IN NAME ONLY.

HIRTH, KRAUSE & CO., GRAND RAPIDS, MICH.

War Man's Golden Opportunity to Assert Himself.

Written for the TRADESMAN.

The present era has been called with at least a certain degree of justice, the Woman's Age. At no time in the history of the human race has she made so great and varied achievements in the fine and industrial arts, in literature, in the professions, as in this latter half of the present century. She has occupied so many of the fields once held exclusively by men, her presence in large numbers in wage-earning avocations is so important a factor in economic questions, working at lower wages she has often so entirely crowded out the former masculine tenants of the same positions, that many a thoughtful mind looking at the seemingly inevitable trend of affairs, has questioned whether the new-gained privileges and powers are unmixed blessings. Why were the shoulders of man broad and his arms brawny if some slender woman must supply both herself and him with the means of life? With the opportunity to make her own way in the world, was there inevitably associated the necessity of providing for others as well? Were men in general, or even any considerable proportion of men, to become lazy incompetents, leaving the responsibilities of the home, the church, and even the workshop and counting-house, upon the shoulders of their less muscular but more energetic wives and sisters? Or was there to be a great body of men able and willing to work, but whose places were filled by women who would do the same work a little better for a little less money? And these were not mere pessimistic croakings. Far-sighted and clear-headed observers were wondering just where the New Woman would bring up, and how far behind her natural companion, man, would be left. For she had successfully assumed many of his former duties, while, by some seeming failure in the law of compensation, he was utterly unable or unwilling to take any of hers.

Indeed, what was left him for his very own? She had even braved the dangers and exposures of the Klondike and must needs share with him the buried Arctic treasures.

Thus things stood a few short months ago. But behold a transformation! As with magic wand the blooded hand of War has wrought a change. Are these of the same kind of creature who but yesterday could not hold his own on the contested ground of industry? A few weeks and quiet unknown men have world-wide fame, the pampered pets of wealth and aristocracy are Rough Riders, humble, commonplace boys are bronzed heroes. The present conflict means more than the liberty of an oppressed people. It is the opportunity of a sex, a sex crowded out, eclipsed, surpassed, outrun on its own well-beaten track. Man, civilized man, has found his natural monopoly. He has been quick to see his opportunity and make the most of it. And woman, be it said to her everlasting credit, has not sought to intrude. It is true she has done what she could. She has tried to alleviate the inevitable suffering, to soften the horrors of the terrible enterprise in every possible way; but she has not tried to run the enterprise. She has realized intuitively that her work is auxiliary in its character. When it comes to placing mines, planting batteries, pointing rifles, working artillery, or even forced marching and sleeping on the bare ground, woman, be she ever so self-re-

liant, ever so capable, ever so new, is not "in it." We are thankful she has the sense to know she is not "in it."

And it is safe to assume that the sex which has been so quickly roused to perform such deeds of valor will not soon again lapse into apathy nor forget its responsibilities. And this will be a recompense for the loss and misery and devastation. It is one of the most promising rainbows on the gloom laden cloud of war.

QUILLO.

Woman's Fetish of Getting Ready for Everything.

What a delight it would add to woman's many other charms if, for once in a way, she would do something right off-hand and spontaneous without stopping to get ready! This miserable old fetish of getting ready for everything is always the shadow over her sun, the kill-joy of pleasure, the thief that steals away a thousand delightful opportunities for little pleasures. No woman can ever heed the poet's admonition to catch pleasure as it flies. She must get ready, and, alas! by the time we are all fixed and ready to welcome joy to our house, how seldom is he waiting and knocking at the door.

In his delightful story of "Margaret Ogilvy," Barrie tells how long it took his mother to get ready to go on a journey. Even if it was only for a few days and a matter of twenty miles, she must clean the house from top to bottom, put away treasures, and overlook keepsakes as if it were for the last time. We smiled as we read of the simple old Scotch woman, but how many of us are much wiser? If someone suggests a little outing for a day or two—something unexpected and unprepared for—we are aghast at the idea. "Why, I'm not ready," we cry, and we look enviously at the men who can throw a few things in a grip, and start off to the ends of the earth at five minutes' notice. In reality it is just as possible for a woman, if we only thought so, for the secret of comfortable traveling is to learn what to leave at home.

This mania of women for wearing themselves out in getting ready to enjoy themselves is absurdly illustrated in the average woman who is preparing to go off on her summer outing. Ostensibly and avowedly she is run down in health and needs rest and a change. She prepares for the rest by weeks of slaving over the machine, making ruffles and tucks and heaven knows what, at such an expense of nerve-wrecking labor as leaves us wondering if any holiday is worth buying at such a price. And after all our sewing and fitting and fretting and worrying it is love's labor lost, for there is always some other woman who has more frocks and more ruffles and tucks and has gotten readier than we.

There is a world of suggestion, physically as well as financially, in the old story of the woman who said she could afford to get ready to go off to a summer resort and stay at home, or she could go without getting ready, but she couldn't do both.

If, as the old proverb says, there is more pleasure in anticipation than realization it is largely because we have so spent ourselves in getting ready we have no strength left to enjoy anything. If we are going to have company we wear ourselves out so in getting ready for them that when they do come we are too tired to enjoy any conversation no matter how brilliant. If we are going on a trip we have exhausted ourselves so in putting things away and making unnecessary clothes and getting ready that we are in no mood to see attractions in anything but a rest cure, and so we get harm from the change instead of good. And so it goes through life. Happy those who are strong enough minded to emancipate themselves from the superstition that they must get ready for everything and who are always ready to seize every pleasure as it comes.

A woman is never really happy when she starts on a trip unless she can think of something she has forgotten.

Bootblacking Supplies at Wholesale.

From the New York Sun.

A business that has sprung up in New York in recent years is that of bootblack supplies. It owes its origin to the growth of the city, the multiplication of bootblack stands and the introduction and extensive use of colored shoes. There are now a number of concerns, small but complete establishments, devoted to this business, that supply everything a bootblack requires, and his requirements are greater than they formerly were.

At one place there are kept on hand sixty-five varieties of shoe blacking or polish, for shoes of all kinds and colors, including blackings and polishes in boxes and bottles, and imported blackings as well as domestic, and waterproof blacking and oil. There are sold here cans for oil and for water; blacking pans, the small round pans made to hold a larger quantity of blacking than would be contained in a blacking box; brushes of all kinds, including daubers, dust brushes and blacking brushes and whisk brooms and shoestrings of various kinds and colors.

Some of these establishments send out supply-wagons, which regularly make the rounds of their customers at bootblack stands all over the city and supply their wants, whatever they may be, on the spot.

Serviceable Army Shoes.

The sole of the modern army shoe is made of oak leather of the best quality, and of extra thickness. The heel is constructed of the same material. The counters and rands are also of oak leather. The stitching is not now done by hand, as was ordinarily the case, as the machines which do this work have reached to such a degree of perfection that hand work is no longer desirable. The soles are sewed through and through and fastened to the uppers in the securest manner possible. On looking at samples of these army shoes the impression is gained that there is a lot of wear in them, and that they also ought to be comfortable as well as durable. The toes are practically as wide as the foot itself, and there is no cap or tip whatever.

Shoes Made From Paper.

A French chemist, more as a scientific experiment than a commercial enterprise, has made a shoe out of paper which can scarcely be distinguished from a patent leather. It has a high gloss, is waterproof and, considering the material, quite durable. It is so thin that it makes the wearer's foot seem one or two sizes smaller than an ordinary shoe. The maker says that it could be worn indoors, but is not strong enough for street wear.

The wisdom of a woman who is vain of her beauty is equal to that of a man who is vain of his brains.

EVERY DEALER

can please customers and guarantee them Perfect Foot Comfort by selling PEDACURA (Flint's Original Foot Powder). Shaken in the stocking it will relieve burning, stinging and perspiring feet, cure soft corns and keep the feet as sweet and healthy as an infant's. PEDACURA has been sold for eight years and is superior to all other foot powders. Largest package, Retail for 25 cents; \$1.75 per doz. of jobbers. Dealers in Michigan supplied by Hirth, Krause & Co., Grand Rapids, Mich. Mfd. only by

PEDA-CURA CO., Chicago.

We have . .

A line of Men's and Women's Medium Priced Shoes that are Money Winners. The most of them sold at Bill Price. We are still making the Men's Heavy Shoes in Oil Grain and Satin; also carry Snedcor & Hatha way's Shoes at Factory Price in Men's, Boys' and Youths'. Lycoming and Keystone Rubbers are the best. See our Salesmen or send mail orders.

GEO. H. REEDER & CO.,
19 S. Ionia St., Grand Rapids, Mich.

A HEAVY LOAD



Is carried by the merchant when he undertakes to handle the credit transactions of his establishment by means of pass books or other equally antiquated methods. The strain is immediately lessened, however, when he adopts the Coupon Book System and places his credit transactions on a cash basis. We make four kinds of Coupon Books and cheerfully send samples free on application.

TRADESMAN COMPANY,
GRAND RAPIDS.

We Have Some Bargains

In goods left over from spring stock. If you wish to sort up on anything in tans or light weight goods, write us.

OUR FALL STOCK is now complete. It is up to date in style and quality and is worth your attention. We want to sell every retailer who appreciates good goods. Let us hear from you.

The Rodgers Shoe Co., Toledo, Ohio.

Fruits and Produce.

English Method for the Preservation of Eggs.

From the London Grocer.

On Thursday a company assembled in the warehouse of Mr. Charles A. Christiansen at 26 Bernard street, Leith, to witness the sealing of several new sections of the "British Egg Storage Patent," in which over 50,000 eggs had been placed, and are to remain for about five months. Mr. Christiansen explained privately that since about 1780 the practice has been to preserve eggs in pickle; and latterly various other methods have been adopted. After seven years' study of the subject, he had invented and patented the apparatus which had just been filled with eggs. He had come to the conclusion that the egg contained within itself the elements for its own preservation, and that so long as the yolk is not allowed to come into contact with air, decay would not set in. This object he proposed to accomplish by keeping the yolk constantly immersed in the albumen. Were the yolk to touch the shell, which is porous and admits air, it would be contaminated. It is, he says, well known that the yolk has a tendency to rise in the albumen, and, if an egg is allowed to remain at rest for a certain time, the yolk will come to the top, and very soon afterwards bacteria develop, and the whole egg rots. Part of Mr. Christiansen's invention, therefore, consists of turning the eggs so that the yolk is kept continually rising in the center of the albumen, but never reaches the surface. If the egg, standing upright, were wholly inverted, the air-cell at the top would have to plough its way from one end of the egg to the other; and there was, consequently, the risk of contamination. Accordingly, the eggs are only turned to the extent of an inclination of about forty-five degrees from the upright—that is to say, from an angle of forty-five degrees on one side to the same angle on the other, or ninety degrees in all, at one turn. The eggs are placed upright in perforated trays, each of which contains a hundred. The trays are stacked in a frame, with about three inches between them. They are hung upon pivots, and are kept in position by wheel-work at the side of the frame. A couple of turns of a handle attached to the wheel will suffice to turn the trays from the one angle to the other. It is claimed that over 23,000 eggs can be so turned in half a minute, or one million eggs in an hour. The temperature of the chamber should not be higher than 45 deg., but on Thursday the warehouse was as high as 55 deg., which was explained by the presence of the company. Part of the invention consists of a method of "viewing" the eggs before they are sent out, to ascertain if there are any bad ones among them. For that purpose an arrangement of black screens is made in front of an open door, and a tray of eggs is suspended in it. The "viewer" looks outwards, and can, it is asserted, at once detect a bad egg by its dark color. The whole 120 are viewed at once. Mr. Christiansen said that most of them were aware that he made a test last year with 6,000 eggs. He held in his hands certificates from several gentlemen, bankers, merchants, grocers, and private people, who had tested the eggs. The eggs were put in on March 5, 1897, and were taken out in the end of December. He had no complaints as to the quality of the eggs. Out of the 6,000 eggs there were too really rotten, and if he had had the collecting of them, he believed there would not have been a single egg destroyed. He was now making a final test of over 50,000 eggs. Provost Bennett said he had tested eggs which had been preserved in the patent apparatus. He got from Mr. Christiansen, a month ago, four eggs which had been in the apparatus for fourteen months. He had the eggs boiled, and the two which he ate were as fresh as he would wish to have them. Dr. Donald (Leith) said that he had a dozen eggs sent to him at the end of last July by Mr. Christiansen.

Six of them he tested himself, and the other six, unknown to Mr. Christiansen, he sent to London for the purpose of being tested bacteriologically. He received a report upon the analysis of those eggs to the effect that there was not the least sign of decay in them. He had handed the report to Mr. Christiansen. The six eggs which he tested himself he found to be quite wholesome, and with no sign of decay about them. At the request of Mr. Christiansen the visitors selected eggs, initialed them, and replaced them. The trays were then sealed by means of tapes placed over the frames in such a way that the turning of the frames may be accomplished, but the trays can not be removed. They are to be unsealed about five months hence, and then those who have marked eggs are to have them handed to them, in order that they may test them in any way they please.

Rapid Growth of the American Sardine Industry.

Previous to 1868 no American sardines were packed. That year the small herring from which sardines are made was discovered on the Maine coast, but early packers found difficulty in disposing of their product, because of the impossibility of ridding the fish of the strong oil, which rendered them unpalatable. For seven years packers struggled with this problem. In 1875 it was overcome, and 200 cases, containing 20,000 cans, were packed and met a ready sale.

From that time progress was rapid. From 1880 to 1885 the most progress was made. In 1886 there were twenty factories at Easton, six at Lubec, two at Robinson and others at Jonesport, Bar Harbor, Brookline, South West Harbor, Lamoine and Millbridge. The increase seemed likely to cause complete destruction of the fish, and the Legislature passed a law suspending fishing operations between Dec. 15 and April 15. Under the influence of the increase of supplies prices declined, and cases which at first sold for \$12 have averaged for the past three years at \$3.

To overcome this decline, if possible, a combination of packers was formed in 1896 under the style of the Maine Sardine Company. But packers who signed the agreement failed to keep their promises. The pack was short, only 500,000 cases, compared with 700,000 the year before, and prices went up. Under the influence of better prices packers felt that they could fight their battles individually better, and declined to go into the combine. Last year discouraging conditions prevailed again, and the present syndicate, controlling all the factories except those owned by one New York firm, was formed. The Legislature passed a law compelling the packing of better fish and shortening the season, making it from May 10 to Nov. 10, trying in this way to overcome the tendency to over-supply.

Since the syndicate has been formed a short pack seems probable. It is almost impossible to secure a sufficient supply of the grade of fish required by law, and all the conditions which broke the trust two years ago are present now. No predictions as to the coming pack can be made, but the indications now are that it will be much less than last year. No firm can see any lower prices in sight, and practically all admit that an advance is probable.

Sardines are much more generally used now than ever before, and large quantities are handled by New York firms every year. They are sent from New York to every part of the country. There is little export trade, but domestic consumption is steadily increasing. Only the best goods are desired, and good stock commands good prices.

He Walked.

Fat Citizen—You're a pretty small chap to be runnin' an elevator, ain't you, bub?

The Small Chap.—Yes, I guess I be. They hired me 'cause the darned rope broke so many times with the heavier elevator boys.

And the fat man walked down stairs.

Butter Wanted

Cash F. O. B. Cars, carload lots or less. Prices quoted on application.

H. N. RANDALL PRODUCE CO., Tekonsha, Mich.

HARRIS & FRUTCHEY

Only Exclusive Wholesale BUTTER and EGG House in Detroit. Have every facility for handling large or small quantities. Will buy on track at your station Butter in sugar barrels, crocks or tubs. Also fresh gathered Eggs.

G. N. Rapp & Co.

General Commission Merchants

56 W. Market St.,

Buffalo, N. Y.

Eggs are advancing rapidly.

We can do you some good on Peaches, Plums and small fruits of all kinds.

We solicit consignments of Butter, Eggs, Poultry, Beans and Produce generally, assuring prompt sales and immediate returns. We are a branch of the Grand Rapids house of the same name, which has been established eleven years. We refer Michigan shippers to the Fourth National Bank, Grand Rapids Savings Bank and Michigan Tradesman, all of which are familiar with our standing and acquainted with our methods and will cheerfully answer any enquiries which may be made in regard to us.

Hot Weather and Flies Will Make Butter Short

The Increasing Trade for Fancy Butter, with Light Receipts, Will Advance Prices.

Gentlemen: No doubt many of you who have been receiving our quotations regularly have noticed all the season that Philadelphia has been the highest Butter market in the United States, and it is a wonder that you do not take advantage of it and ship here. It reminds us of the story of the fellow who lived in a small place and who used to stutter a little when he lived in the small town. After a time he moved to a large city, and a friend met him on the street and he stuttered so that his friend could scarcely understand him. He asked him why it was he stuttered so much more in the city than he did in the little country village, and he said: "You know it is a d—m sight bigger place," and in consequence he had to stutter more. That is the way with many creameries and shippers in general. They ship to New York and Chicago, thinking they are so much larger places. The villages we speak of may have a few hundred more population, but Philadelphia contains many good old solid merchants who have handled Butter, Eggs and Poultry from their boyhood days, who are solid financially, reliable and trustworthy. We have a million and a half people to feed every day who want Fancy Butter, Eggs and Poultry, have the money to buy them and will pay good prices. That is the reason Philadelphia leads the procession.

Think the matter over, read our "Official" market report and send us your shipments. We will honor your drafts and make you sales that will compare with the best of them.

Yours very truly,

W. R. Brice & Co.,
Philadelphia, Pa.

REFERENCES

Corn Exchange National Bank, Philadelphia.
W. D. Hayes, Cashier Hastings National Bank, Hastings, Mich.
Fourth National Bank, Grand Rapids, Mich.
D. C. Oakes, Banker, Coopersville, Mich.

How the Cuban Fruit Trade Can be Built Up.

From the Florida Times-Union.

Among the things of which but pleasant memories remain to the natives of Cuba may be counted the fruit industry, that was once a thriving business that the native planters fondly believed was theirs forever and a day. A change came over the spirit of their dream when the Americans decided to try their hands at raising oranges and pineapples, and the dream has been changing ever since, until to-day the Cubans and Spaniards of Cuba would be glad to see some chance of getting back even a small remnant of their former prosperous fruit trade. How it came to pass that the fruit trade of Cuba passed from the islanders into the hands of the American growers is told by a produce merchant who lived in the fruit district for many years, and, in fact, until the loss of the fruit trade to the island forced him to leave.

"When we shall have won Cuba," said this man, "the Cuban fruit trade will be once more a part of the industrial life of Cuba. The conditions of soil and climate are perfect for the cultivation of fruit like the orange and the pineapple, but the people are quite unequal to the task of taking advantage of these conditions. It is not quite fair to call the natives of Cuba lazy. Shiftlessness or carelessness more aptly describes their state. They always choose the easiest way of accomplishing an end, and leave the rest to Providence.

"Now, fruit like oranges and pineapples requires the most careful handling from the time it is picked until it is offered for sale in the markets. How do the Cubans gather and market this fruit—or, rather, how did they, for the market is theirs no longer? To get the fruit from the trees the Cuban or Spanish planter shook the tree or knocked the fruit down with a long pole. It reached the ground bruised by the fall and battered by the rap from the pole. Considering that the fruit was picked for a journey of thousands of miles, it will be seen that it began its market life seriously handicapped for competition with the carefully picked fruit of the American planter.

"The next step was to transport the fruit to the town to be packed for shipment. This was done by mules. The oranges or pineapples were bundled into the panniers or saddlebags, and away went the mule over the rough country roads, jolting the fruit in the saddlebags and making sad havoc with the cargo. When the destination was reached, instead of carefully lifting the burden from the mule's back and depositing it tenderly on the ground, the mule driver dragged it off in the roughest way and threw it down in the nearest corner of the storehouse. The next man threw his consignment of fruit on the top of the other, and so they were piled up without the slightest regard to the consequences to the fruit.

"Next we come to the packing process. I have seen the men stand several feet away from the barrels or hampers in which the fruit is to be packed, and actually throw it into the mouth of the receptacle, hit or miss, and in either event adding to the bruises that the poor fruit had received. When the barrel was full the lid had to be got on, and if it didn't quite fit a little physical force would make it. Have you seen an obstreperous trunk lid forced to close by being sat upon? Well, that is actually what I have seen done with the oranges and pineapples that were shipped from Cuba to this country. After the box or barrel was packed the next thing was to roll it down to the steamer. No care was taken to carry it gingerly. If a barrel it was rolled down the gangplank and thrown into the hold of the vessel. If a box it was carried down, if that way of getting it there was the easier, and then dropped on top of the others.

"The inevitable result of all this rough treatment was that the fruit had become rotten for the most part when it arrived in America, and half of it was wasted. It is not to be supposed that this sort of thing could continue. American planters decided that they could

beat the Cubans at fruit growing. They tried it, and the Cubans speedily found that there was no longer a market for their rotting oranges."

The Passing of Dairy Butter.

A striking feature of the butter trade, especially in Pennsylvania, but more or less in all dairy sections, is the rapid retrogression of dairy butter—the butter made by farmers in their own homes—in the favor of grocers and consumers.

Dairy butter at present can not bring within from 3 to 5 cents per pound as much as average creamery butter. The quality of this butter is often not such as to commend it to dealers who want a first-class, uniform article throughout the year.

While it is possible to produce just as good butter in a private dairy as in a creamery, yet, as a matter of fact, all who have given the subject any thought and observation must acknowledge that, as a rule, creamery butter is of better quality than average dairy butter. The reason is quite evident: in a great many home dairies the work is carried on, as work is in too many other departments of the farm, in a somewhat careless manner and without that care and attention which are given to milk and cream in the creamery. The home dairy facilities are not always adequate, and the result is that the butter is not uniform in color, salting or flavor. In summer it is soft and greasy, containing a good deal of buttermilk, which could not be removed because of the high temperature at which the butter was churned, and which soon made the butter strong. In winter the butter is likely to be crumbly, because the cream is allowed to freeze. Through a better education of buttermakers and because of improved machinery, the quality of creamery butter is constantly improving. Now, there is not the same degree of improvement in dairy butter, consequently, the difference between the price of creamery butter and that of dairy butter becomes continually greater. And, as one old dealer in dairy goods said, the daughter of the American farmer is not so good a buttermaker as her mother was, because she will not take the necessary pains.

A large part of this poor butter is sold to the huckster who makes weekly visits to collect such farm produce as he can handle. The butter is wrapped in a cloth and put in a box containing, perhaps, salt pork, vegetables and other things which tend to give the peculiar flavor for which the huckster butter is noted. After the butter becomes the property of the huckster it is taken to town, where it is picked over and the best culled out by each buyer, until it is all disposed of for what it will bring. A large number of grocers who are selling country butter consider it an unsatisfactory article to handle, because it is so irregular in quality. Some must have it, however, to supply a certain demand. When the gross selling price of creamery butter gets down to 13 cents it will be readily seen that dairy butter can not pay the cost of its production.

MUSKEGON SUNDAY TRAINS

G. R. & I. trains are now running between Grand Rapids and Muskegon every Sunday. Leave Union Station 9 a. m., returning, leave Muskegon 6:35 p. m. An inexpensive Sunday outing.

50 CENTS ROUND TRIP.

Cure for Insomnia.

Jags—What's good for insomnia, doctor?

Doctor—How long have you been troubled with it?

"Oh, I haven't got it at all, but my wife has. Sometimes she doesn't get to sleep until two or three o'clock in the morning."

"Well, I'd advise you to try going home earlier."

Love may be blind, but the neighbors generally have their eyes open.

Ship your BUTTER AND EGGS to

R. HIRT, Jr., Detroit, Mich.

34 and 36 Market Street,
435-437-439 Winder Street.

Cold Storage and Freezing House in connection.

Capacity 75 carloads. Correspondence solicited.

N. WOHLFELDER & CO., WHOLESALE GROCERS AND COMMISSION MERCHANTS

399-403 HIGH ST., EAST SIDE,
DETROIT, MICH.

We want your shipments of Eggs, Butter and Cheese and will make liberal advances on same to reliable parties.

Ship us your

BERRIES

etc., and get highest prices and quick returns.

We still want your

BUTTER AND EGGS

for cash at your station. Write us before shipping elsewhere.

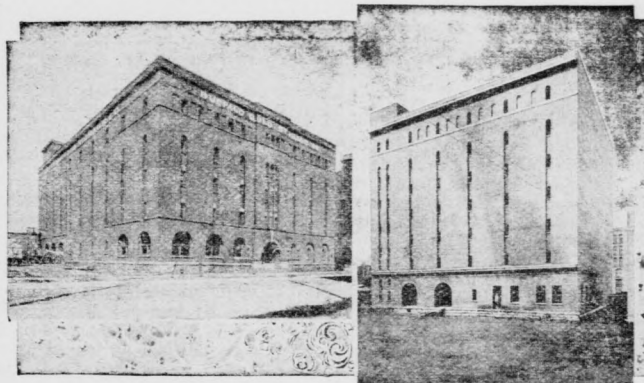
HERMANN C. NAUMANN & CO., Detroit, Mich.

Main Office, 33 Woodbridge St., W.

Branch Store, 353 Russell Street.

Buffalo Cold Storage Co., Buffalo, N. Y.

D. E. Knowlton, Pres. and Gen'l Mgr.



Warehouse "A"

Capacity 600,000 cubic feet.

Exclusively
Butter and Eggs

Rates Reasonable.

Low Insurance.

Liberal Advances.

Warehouse "B"

Capacity 500,000 cubic feet.

Poultry, Cheese, Fruit
and Miscellaneous
Storage.

Don't try experiments. Store where you know your goods will be properly cared for.

Correspondence Solicited.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, July 16—Everybody is trying to keep cool and visiting merchants are all making straight for the seashore to feel the reviving influence of the ocean breezes. A good many of them are here and they are going to do a lot of purchasing, too, if appearances count for anything. The victory in Cuba comes just in time for fall trade, speaking from perhaps a mercenary point of view, and the chances are that we shall have one of the best autumns we have seen for many years. Jobbers generally report a good trade and some of them have almost as much as they can do to get the floors clear in time for closing.

Coffee is one of the staples not particularly active, but the general feeling is one of more confidence than was exhibited last week. Prices are held firmly and full quotations were paid in practically every instance. Very little has been done in a speculative way and the street seems to be enjoying a holiday. Rio No. 7 is held steady at 6½c. In store and afloat the stock aggregates 894,068 bags, against 715,623 bags at the same time last year. Mild West India sorts of coffee are steady, the better grades being mostly sought for. As desirable sorts are not plentiful, the rates continue firm.

Raw sugars are firm. Refiners seem to be willing to take large supplies, but importers are not rushing to fill orders on the present basis and evidently anticipate something better farther on. Refined sugars are showing more activity, but orders, while numerous, are for small lots. Of course, as long as prices are guaranteed for 30 days, there is no inducement to carry a larger stock than necessary.

The tea market is steady. The demand is light and orders are simply for sorting-up purposes. Quotations are firmly held and the outlook is not bad. Fine to choicest Formosas are within the range of 30@45c, the latter, of course, for superior sorts.

Out-of-town buyers have been free operators in the rice market during the week and the demand is fully up to the average of other years at this time. Stocks in jobbers' hands are thought to be rather light and the market may be called firm. The incoming crop promises to be excellent, although rather late. From foreign countries advices are strong.

The spice market is firm. Pepper is meeting with a better request than anything else, but the whole line shows more strength and orders have been of very respectable proportions during the week. Quotations are firmly adhered to.

Molasses is dull, extremely so. Perhaps this is to be expected at this season, however, so no disappointment is felt. The demand is almost nil and prices are at so low an ebb that the goods are almost given away. Stocks are not excessive, however, and dealers appear to be of good cheer. Good to prime New Orleans centrifugal, 16@25c; open-kettle, 20@32c. Syrups are steady, but transactions are on a limited scale and all hands are waiting for the season to "move along." Prime to fancy sugar, 16@20c.

It is said that the deliveries of canned goods on the Atlantic coast will not be half as great as the amount sold. New York peas, Delaware peaches, California apricots—all are failures. A big lot of lobster was sunk in the steamer and prices are high. The volume of trade generally is as large as at any time in summer and prices are firm all along the line. No. 3 spot tomatoes, 97½c@ \$1.05.

Lemons are higher and the demand is sufficient to keep the market closely cleaned up. Valencia oranges are doing well, but California oranges lack animation. Sicily lemons are worth from \$3.75@5 per box, as to size and quality.

Dried fruits are very quiet, both for foreign and domestic. Evaporated apples are moving slowly with jobbers at about 9½c. Raisins are very quiet.

Pea and medium beans are in better request and rates are stronger. Choice pea, \$1.17½@1.20; choice medium, \$1.20@1.22½; choice red kidney, \$1.20@1.25.

Strictly fancy Western creamery butter is readily disposed of at 17c and perhaps in exceptional cases a fraction more has been obtained. From New York State have come quite liberal receipts and for the best 16½c is the rate. Western imitation creamery extras, 14c; firsts, 12½@13c. Western factory butter shows up better and the market is decidedly in better shape than last week. Extras, 12½@13c.

In cheese, the quality of arrivals is excellent and altogether the market is better than last week. Large size full cream, colored fancy, 7½c for State; small size, 7½c.

Receipts of eggs are not large and the market is firm; that is, for the best goods. There is any quantity of stock here that will not grade up to the mark and such goes for what it will fetch. Fancy Michigan eggs are worth 14@14½c. Western fresh gathered, loss off, 14c.

New Route to Chicago.

Commencing May 15, 1898, a through car line will be established between Chicago and Grand Rapids, operated by the Grand Trunk Railway system and the Grand Rapids & Indiana Railway, via Vicksburg.

Trains will arrive at and depart from Dearborn station, Chicago. This station is on Polk street, between State and Clark streets, is only three blocks south of the postoffice, and near the downtown business and hotel districts. Other railroads using this station are the Atchison, Topeka & Santa Fe, Wabash, Chicago & Eastern Illinois, Chicago, Indianapolis & Louisville, and Erie. No transfer will, therefore, be necessary for passengers to or from the above mentioned lines.

Important stations on this through car line between Chicago and Grand Rapids are Valparaiso, South Bend, Mishawaka, Ind., Cassopolis, Macellus, Schoolcraft, Vicksburg, Kalamazoo and Plainwell, Mich.

The equipment used in providing this service will consist of new standard vestibuled day coaches. Pullman buffet parlor cars and the latest designs of Pullman wide vestibuled, gaslighted, twelve section drawing room sleeping cars. It is believed that the character of this equipment and the convenience of the schedules will be such as to merit a liberal patronage by the traveling public.

The following is a condensed schedule:

	Daily.
Lv Grand Rapids.....	7:10am 2:10pm 11:35pm
Ar Chicago.....	2:00pm 9:10pm 6:30am
Lv Chicago.....	3:02pm 11:45pm
Ar Grand Rapids.....	9:30pm 7:25am

C. L. LOCKWOOD,
General Passenger and Ticket Agent.

An exchange gives some information as to the origin of the word "Dago" as applied to dark-colored Europeans in America, saying: "We owe the word 'Dago' to the Spaniard, whose language furnished this slang name for the men of the Mediterranean countries who came to the United States. One of the most familiar names borne by Spaniards is 'Diego.' It serves nearly as well as John in this country as a typical name for a boy or man. English sailors long ago came to know Spaniards as 'Dagoes,' because 'Dago' was about as near as they could handily come to 'Diego,' which sounds like 'De-aye-go' in Spanish. It was not for jolly seamen to discriminate too closely between Spaniards and Portuguese, or even between the Spanish and the Italians. All of these nationalities looked much alike and the general sound of the language they spoke was similar. So they were all 'Dagoes,' for seafaring purposes, and from the coast the nickname followed the immigrants from Mediterranean countries to whatever part of the United States they made their way."

A man laughs when he is amused; a woman laughs when she thinks other people think she ought to laugh.

SEEDS NEW POTATOES, NEW DRY ONIONS, WATERMELONS, LEMONS, EARLY VEGETABLES.

YOUR ORDERS SOLICITED.

MOSELEY BROS., 26-28-30-32 OTTAWA ST., GRAND RAPIDS, MICH.

SEEDS The best are the cheapest and these we can always supply.

ALFRED J. BROWN SEED CO.

24 and 26 North Division Street,

Grand Rapids, Mich.

Georgia Peaches

Very fine Albertus. Prices good. Flavor VERY good. Michigan Peaches not far hence. Watermelons, Cherries, Raspberries, Lemons, Oranges and Bananas.

Home grown New Potatoes, Cabbage, Beets, Peas, Celery, Green Onions, Radishes, Cucumbers, Spinach, Asparagus, Pie Plant, New Dry Onions, Turnips, Carrots, Squash, Wax Beans, Tomatoes.

BUNTING & CO., Jobbers, Grand Rapids, Mich.

HARVEY P. MILLER.

EVERETT P. TEASDALE.

MILLER & TEASDALE CO.

WHOLESALE BROKERAGE AND COMMISSION.

FRUITS, NUTS, PRODUCE
WATERMELONS

835 NORTH THIRD ST.,
830 NORTH FOURTH ST.,

ST. LOUIS, MO.

Watermelons
Raspberries
Cucumbers
Egg Plant Tomatoes
Celery Squash
New Potatoes
New Cabbage
New Onions

Peaches and Plums will soon be here. Your best interests will be served if you write us at once about your needs.

You can not place your orders for anything in the above list to better advantage than with the
Vinkemulder Company,
Grand Rapids.

New

Pack

We are now offering our 1898 pack of Canned Goods for future delivery. Compare our new prices with prices of spot stock and you will buy.

MUSSELMAN GROCER CO.,
GRAND RAPIDS, MICH.

Canned

Goods

House That Berries Built.

Hazleton, Pa., July 16—One of the handsomest double blocks of houses in the Diamond Addition of this city belongs to a woman who by the death of her husband was left penniless with three small children, all girls. The block was built and paid for entirely by the sale of huckleberries picked on the mountains about Hazleton by the widow and her three daughters during the last eight years.

The huckleberry crop returns between \$35,000 and \$40,000 to the families of coal miners at and in the vicinity of Hazleton every season. The season lasts about two months. The berry pickers are chiefly the wives and children of the Hungarian miners and Italian laborers. Early every morning during the berry season every avenue leading to the mountains is thronged with picturesque parties laden with baskets, boxes, pails and receptacles of every kind and hurrying to favorite berry patches. Between the hours of 10 and 11 in the forenoon the berry pickers begin to come in from the hills, every vessel filled to overflowing with the wild fruit. The first picking of the day is ready to be delivered to the dealers, who, to expedite the business, meet the pickers with wagons at convenient points, where the berries are purchased and paid for in cash on the spot. The average price is 5 cents a quart, although for the early blues, the variety that ripens first, 8 and 10 cents a quart is paid.

After delivering their first pick the women and children hurry back to the mountains. Neither the fatigue of the forenoon's work nor the heat of the mid-day sun—and a huckleberry barren is a sweltering, stifling spot almost without a parallel—has a deterring effect on the pickers. They think only of how many berries it is possible for them to get in to market for the day. Frequently it happens that miners are working on short time at this season, and the moment they are released from their toil underground they hasten to the huckleberry grounds to help.

The Italian women and children are the most apt and skillful huckleberry pickers. An Italian woman can pick easily forty quarts a day, which is equivalent to \$2 earned. These women have on an average three children old enough to be pickers, who will add as much more to the day's income. Every Italian picker comes from the picking bearing a box of berries on her head and carrying a large pail or basket full in each hand. The stranger might wonder at the large number of little whiffet dogs that always accompany the huckleberry pickers to the patches. These dogs are an important item in the equipment of the pickers. Their duty is to hunt out and kill the rattlesnakes and copperheads that abound where the berries are. They seem to delight in hunting the snakes, and to be well aware of the deadly nature of the reptiles. This is manifest from the wariness with which they govern themselves when confronted by a rattler, and the skill with which they flank and seize the reptile from behind, always by the neck. The dogs, however, can not guard the pickers against the hornets and yellow jackets that seem to favor the berry grounds for their nesting places, and these insects frequently force pickers to leave particularly choice spots by their hot and painful attacks. The earnings of the Hungarian and Italian families at picking huckleberries in this part of the coal region will range from \$100 to \$200 during the season, according to the number and skill of the pickers. It is estimated that they will pick and sell between 600,000 and 700,000 quarts at Hazleton alone this season.

How Canadians Pack Butter.

Consul Loton S. Hunt, in a report to the State Department, tells of the method of the packing and marking of butter from Canada to the dealers in Manchester and other large cities in England:

Weekly consignments of creamery butter are being exported from this district at present to commission brokers in Manchester and other English cities.

The butter is being put up in new pine boxes, nearly square and lined with oiled paper, each box containing 56 pounds. The boxes are constructed about three-fourths of an inch wider all around at the top (which is screwed on), in order to permit the contents being easily shaken therefrom by the consignees, who weigh nothing but the butter. The weight of the contents of the lightest box in each consignment is taken as the average weight per box of the whole. Thus, great care is necessary in order that the full quantity shall be packed therein. Coverings of bagging opened at the top and gathered with a stout string are made for each box, to keep the packages perfectly clean for ultimate distribution.

English dealers are insisting upon every particular of the foregoing details being carried out. In pursuance of recent legislation, boxes are all marked with the name of the maker and the number of the factory; and the bagging is marked with the initials of the maker, government number and country of production.

Where Claims Should Be Made.

From the American Hatter.

Manufacturers and jobbers and others shipping goods are often put to considerable trouble and loss through claims from their customers for shortage or damage to goods. The common law is that after a bill of goods is shipped and bill rendered the goods are the property of the purchaser, and any loss or damage is at his risk. Sometimes through ignorance or a desire to evade payment the customer takes it upon himself to deduct the loss from his bill, and leaves the shipper the option of allowing the deduction or fighting the transportation company, in which latter case he must obtain the affidavit of the customer that the goods were received in bad condition, and the affidavit of his own shipping clerk that they were shipped in good order. The mode of procedure should be just the reverse. The party receiving the goods should examine them at once, check them off, and, if found short or damaged, the transportation company should be notified and inspection of the cases or packages made. An affidavit should be required from the order and shipping clerk of the consignor and turned in to the transportation company by the consignee. All of this work can easily be done by the consignee, and in most cases the matter can be quickly adjusted, as the transportation company naturally favors the consignee, who can say to them if this loss is not adjusted to his satisfaction he will in future order his goods shipped by some other line. It is safe to say that no dealer is disposed to put the loss on the consignor, and if he honestly believes that it is the fault of the transportation company, and in most cases it will be shown that the goods have been tampered with en route, he is disposed to collect the loss or damage from them.

If the above facts were thoroughly known we believe in most cases the consignee would put himself to the trouble to collect from the transportation company. In any event, by a strict construction of the law, the consignee can not collect from the consignor, but, of course, no seller wishes to get into any unpleasant controversy with his customer.

Stamped His Store Accounts.

There was at least one conscientious, although ignorant, bill collector in Americus, Ga., who was determined to comply with the revenue law as he understood it. Starting forth upon his monthly round with a big batch of store accounts, he likewise took along a goodly supply of the little red 2 cent postage stamps, and whenever a bill was paid he solemnly stuck a stamp beneath his signature. It cost him a couple of silver dollars unnecessarily, but his debtors were just that much ahead on postage, as it was easy to remove the stamps and use them otherwise.

The man who seeks your friendship has a motive in view; the woman who does so has two or three of them.

All Grocers

who desire to give their customers the best Vinegar on the market, will buy

LEROUX'S PURE CIDER VINEGAR

"Red Star Brand." A trial order will convince you of the merits of these goods, and a guarantee bond goes to every purchaser protecting him in the sale of our vinegar.

THE LEROUX CIDER & VINEGAR CO., Producers, Toledo, Ohio.



The Only Package

That can secure the biggest profits to the grocer. One trial of our Creamery Butter guarantees the constant use of it. Write us.

MAYNARD & REED, Grand Rapids, Mich.



PROFIT SAVER

without Changing its Color. Contains no Salicylic acid. Affords dealer good profit selling at 25 cents.

J. L. CONGDON & CO., PENTWATER, MICH.



J. WILLARD LANSING.
BURGE D. CATLIN.

LANSING & CATLIN

44 W. Market Street
103 Michigan Street
BUFFALO, N. Y.

WHOLESALE DEALERS IN EGGS

Our recent hot weather has lessened the production of Eggs; demand for them has increased, being firm at the advance, selling now at 13c. Ship us your Eggs, and write for any information you may want.

MEMBERS BUFFALO PRODUCE EXCHANGE

Bean, Coward & Chaddock

WHOLESALE FRUIT AND PRODUCE COMMISSION MERCHANTS

Butter, Eggs, Apples, Potatoes and Small Fruits

CAR LOTS OUR SPECIALTY.

MICHIGAN REFERENCES:

Traverse City State Bank.
Shelby Bank, Shelby, Mich.
M. Oberlin, Bingham, Mich.

Peoples Bank, Buffalo.
Bank of Batavia, Batavia, N. Y.
Any Mercantile Agency.
Any large Wholesale Produce Merchant in New England States.

The Food Commissioner

has begun an aggressive crusade against cheap vinegars which are not up to the legal standard. It will be well for the retail trade to prepare for the wrath to come by putting in goods of recognized purity and strength, and we beg leave to call the attention of the trade to the fact that

Robinson's Cider Vinegar

is always up to the standard established by the Legislature and that it is guaranteed not to contain any deleterious acids or anything that is not produced from the apple. One hundred dollars in cash stands back of this guaranty. Ask your jobber for Robinson's vinegar and insist on having no other. If your jobber will not get it for you, order direct from the manufacturer,

ROBINSON CIDER & VINEGAR CO., Benton Harbor, Mich.

PRINTING FOR PRODUCE DEALERS

Tradesman Company
Grand Rapids.

Woman's World

Difficulty of Getting Along With Women With Ways.

It seems to me that human nature is never so near sanctification and downright imbecility as when we excuse some perfectly inexcusable thing by saying: "Oh, well, it is just her way." The very phrase has become a kind of barricade behind which the guerillas of society hide while they bombard a defenseless world with their ill nature and malignity and selfishness and general disagreeableness.

That is strange enough, goodness knows, but not half so strange as that the excuse should pass as valid. Nobody calls them down and demands to know what right they may have to have "ways," anyhow. Instead we meekly submit, while they go on walking roughshod over our pet susceptibilities and making a doormat out of our tenderest feelings.

The worst thing about the woman with "ways" is her goodness. That's her cleverness and where she gets in her work. You could protect yourself against her if she were only bad, but you can't quarantine against a person possessed of all the cardinal virtues simply because she happens to be as irritating as a blister. Yet the thorough-going selfishness and unintentional cruelties a good woman with "ways" will inflict on her fellow creatures would make a hardened criminal turn pale and shudder with horror.

I suppose there isn't anybody who hasn't at some time or other lived in the house with her, and gone on trips with her, and afterwards, when we recalled what we had suffered at her hands, we could only account for our submission on the grounds that we were hypnotized and that she was a kind of Svengali in petticoats. One of the chief offenders among the women with "ways" is the woman who is always bound to have everything. Of course, with any one else it would be the most culpable selfishness, but we excuse it in her as being her peculiar "way." She must have the first cup of coffee and the tidbits of everything. She preempts the easiest chair by the window while you sit humbly in a dark corner on a stool, she always gets the window seat in the cars and rides facing the horses in a carriage.

You may be paying the same at a hotel or boarding-house, but it doesn't matter. The servants leave you waiting without spoon or fork, while they fly to the kitchen to cook an especial dish for her. Even the haughty Pullman car conductor trembles at her bidding. It is no use for him to tell her that he hasn't a lower berth left. She stands calmly in the aisle and says she never slept in an upper berth and never will and intends to have the middle lower, on the right hand side, and she gets it. He may have to move a sick woman and a crying baby for her, but that doesn't disturb her. She simply pities the other woman for being a poor weak creature who didn't know any better.

Then there is the woman who professes to be our friend. She is a good woman and, of course, we know she doesn't mean anything unkind. It is just her "way" that makes her say when we meet, "Why, what in the world is the matter with you? You look as sallow as a pumpkin. Have you seen the doctor? You are perfectly ghastly. Perhaps, though, it is that dress. Green is so try-

ing to people with poor complexions. Is that your new hat? Um-er-er yes, it is rather pretty, but don't you think it is a little too young? I always think it is such a mistake for people to try to dress young after they begin to break and get gray hair, don't you?" and so on and on, every word a stab in our pleasure in our new things. You can't resent it. You must smile and smile and keep her on your visiting list, simply because nobody has yet had the courage to organize an effectual boycott against a woman with "ways."

Another woman with "ways," who is a terror and a nuisance is the one who can't refrain from giving you advice. It's all very well for her to say that she has your good at heart and is only moved by affection to try to put her finger in your pie. It's wearing, nevertheless; and moreover, you don't want it. The minute she takes a seat in your house you can feel her eyes boring into everything, spying out the spots on the carpet and the dust under the sofa. "What!" she cries, "don't you take up your carpets in the summer? Of all the thriftless, extravagant waste—goodness gracious, look at the way that child is eating! Do you mean to say, Maria, that you let a child that is not yet 6 years old eat figs? No wonder your eldest daughter got pneumonia and died and that your son is in Cuba suffering right this minute from the heat and like as not will get shot. It does beat all that the Lord will send children to people who haven't got enough sense to—good land! Is that your husband smoking in the parlor? Don't you know it will ruin the curtains?" etc. And it doesn't once occur to her that she is gratuitously meddling with what doesn't concern her. Oh, dear, no! She expects such impertinent interference to be excused on the grounds of its being her "way."

Then there's your mother-in-law's "way." You want to be friends with her and you appreciate all her good points. When she is about a thousand miles off so you can get a good focus on her virtues, so to speak, you can give her the credit that is her due. You could even love her at closer range if it wasn't for her "ways." But why, you ask yourself, should she always speak of your husband as "poor John," and treat him with a pitying tenderness as of one who is afflicted beyond his deserts? She is always bemoaning that he, too, has to work so hard, and she looks volumes when you buy a new frock, and makes you feel you have done a mean thing in taking in a poor, unsuspecting man and marrying him and making a slave of him. Of course, she doesn't mean it all. It's just her "way," and there isn't any offense set down in the criminal code you couldn't forgive easier.

There are lots of women whose "way" it is to exaggerate. Just let them hear any one idly wonder how such and such a young man can afford to dress so well or how it happened such and such a girl was at such and such a place, and it is enough. By the time they have gotten through with it, it is a scandal that wrecks a life and convulses the town, and it seems a pretty poor excuse to say that nobody should take it seriously, because it is just her "way" to always represent things in a dramatic and startling light.

There are other women who apologize for continued fretting by saying it is their "way." Nothing ever suits them and they keep their houses and their families in a continual state of turmoil

and there is no peace and rest for the afflicted who are bound to live with them. It must require a mental effort for many a man to be able to recall his wife's good qualities, they are so snowed-under by her "ways." He knows that she is true and kind and loyal and generous-hearted—and he appreciates it when he can get far enough out of earshot to miss her querulous fault-finding with the children and her nagging at the servants and the dressmaker and the garbageman, but when he is with her he can be conscious of nothing but the discomfort. It is said, as a reproach, that many a wife and mother is more appreciated after she is dead than while she lived. It is true, and it is because we do not remember the faults of the dead against the living that many a man has been able to conscientiously erect a reasonably veracious tombstone and sincerely grieve for the wife who was a continual aggravation while living.

As a matter of fact, we have all been bulldozed by people with "ways" long enough. It is time to call a halt and demand that they surrender privileges they were never entitled to. No more masquerading under false pretenses. If they want to be disagreeable and selfish and overbearing and impertinent, let them be shown up in their true colors. It is no excuse to say it is their "way." They haven't any right to any such a way. There are other ways. There are ways of gentle courtesy and forbearance and tenderness and consideration for others and there are women with ways so sweet and winning their mere presence is a joy and a delight. These are the only ways for which there is room. The other ways must go.

DOROTHY DIX.

The American Girl in Business Life.

From the New York Commercial.

If one happens to go over the same route to business daily he soon awakens to the fact that the well-dressed and healthy-looking young women he sees are as much a constant factor in the business thoroughfares as he himself is; and if perchance his business is such that it calls him from point to point in the business world of the city and makes him familiar with the inside forces of other offices than his own, he finds the explanation of this agreeable mixture of the gentler sex among the fixed elements of early morning business-seeking throngs. He finds everywhere in the offices and stores the young lady of the ferryboat and street car, whose presence he has before noted in transit cityward or offward, and a new phase of American civilization dawns upon him. For there is scarcely a branch of American commercial life which has not been invaded and conquered by our American girls.

Woman in business life may be well said to fill a long-felt want, both for the business life and for herself. The office and store have needed her for the civi-

lizing and elevating effect of her presence. For let the humdrum business philosophers say their worst about business being business, and all sex distinctions being forgotten amid the cold facts of the counting room, there never was a man who was worthy of the name who was insensible to the refining presence of gentle, self-poised young womanhood, and who was not more of a gentleman at his desk because at the next desk or in the same room was a member of the other sex, whose natural protector he is. And the girl supplies a long-felt want of her organization by her contact with the business world. She finds discipline there of a character which she much needs.

Hard facts are to be dealt with in a way which eliminates all fiction and trains her to face the realities of life and in a great measure to conquer her own destiny. She learns to distinguish between the good fairies of the nursery tales and the flesh and blood denizens of a matter-of-fact world. She learns to reason hard and to trace cause to effect and effect back to cause, to know good when she sees it and to abhor evil with an instinct that becomes more and more powerful as she grows older and observes over and over again that, after all, it is the truly good who are the truly wise, and that it is he with the lightest conscience who enjoys the earth and the fullness thereof. She learns to penetrate the shallow shams of the surface and to read the deep undercurrents of the lives about her. Superficial finery, external blandishments deceive her less and less, and solid, intrinsic value claims more and more of her esteem, until she rounds out into the full-measured, well-seasoned, hard-headed, but ever soft-hearted and deep-souled American woman.

This discipline does not perish with the generation that has experienced it. It is handed down, and forms a stronger foundation upon which the next generation may build, and it is destined to prove the source of a race which for perfect development in mind and body was never equaled. Colleges have been endowed for our girls, and their education is now as much a matter of course as that of our boys. It is well that so many are able to benefit by the opportunities thus afforded them, and the value of these noble institutions can never be overestimated. But in this college of commercial life a thousand times more of American girls are being educated to a far finer point of mental and physical discipline than ever has been or ever will be possible at Vassar, Smith or Wellesley. Its course is not limited to four years; it runs half a lifetime. It is not bounded by theory, by hazy hypothesis, but by rock-hard practice. It is not drawn in at the hour of recitation and at term-time only; it forms the whole atmosphere of waking existence, and let him who believes that the education received is narrow and shallow compare the results as developed in the lives of the respective subjects. American civilization has everything to hope for and nothing to fear from the American girl in business life.



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To increase your trade? Are you anxious to secure the better patronage of your community? If so, our advice to you is to handle the best line of spices, baking powders and extracts. Of course, we refer to goods manufactured by the leading house in that line in Michigan.

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President, W. C. BROWN, Marquette; Secretary and Treasurer, A. F. WIXSON, Marquette.

GENERAL TRADE SITUATION.

While the confidence which has been steadily growing since the outbreak of hostilities seems to have discounted the influences on stock and financial markets to an extent which makes them indifferent to the most sensationally favorable war news, showing unusual dullness, the week has been one of unexpected general activity for the season of the year. Indeed, the elements of general demand are so numerous that it seems difficult for the usual summer dullness to fairly get a foothold. Reports of foreign trade show that with an unprecedented export of over \$1,200,000,000 our imports amount to only \$616,000,000, or about half as much, thus making us creditor to the rest of the world for that amount. This in itself would be sufficient to give us the most assured financial standing, even while indulging in the somewhat expensive luxury of a foreign war. In this connection it is significant that the reports of British foreign trade show an almost corresponding decrease in exports and increase in imports. This is naturally attributed to the recent high price of breadstuffs and to the dullness in the textile markets.

It is especially significant that iron activity seems to refuse to be affected by the usual season of summer dullness. The output for current weeks exceeds all records prior to November, and yet there is reported a decrease in unsold stocks. The consequence of this condition is that fewer furnaces than ever are shut down for repairs and the work on these is pushed with the utmost expedition on account of the pressure of orders far ahead. With 15,000 tons rails sold last week, the Chicago works have contracts until December 1 or later. The great steel concerns appear to be crowded, both East and West, with structural orders. The plate works in both sections are much behind in deliveries, and at the West the demand for car building is still remarkably large.

As returns and assurances of abundant wheat harvests accumulate the price is forced to yield a few cents, although still high enough to assure healthy returns to the farmers. Export demand continues heavy and gives assurance of the maintenance of a fair basis. While it is somewhat early to predict, the prospect of the corn crop is good in most localities, but there is less yielding in price than in that of the white cereal.

The textile situation shows some slight improvement in both cotton and wool products, although prices of some lines of the latter have been slightly reduced. General demand is better and it looks as though the woolen trade would assume a more satisfactory basis as soon as the price of wool is fairly settled. It

is complained that the undue advance in leather is making the shoe business uncertain, and the fact of lower quotations for hides would seem to indicate that leather must also yield before long.

There is still ample evidence that the volume of business is larger than ever at this season, although from this time on comparisons with 1892 will be with the most active months of a Presidential year. The July clearings thus far show an increase of 11.6 per cent. over last year, and 8.4 per cent. over 1892. Railroad earnings in June, 1892, showed extraordinary gain, but the returns this year are 1 per cent. larger on United States roads only, and 6.9 per cent. larger than last year. Following the unprecedented volume of foreign trade during the last year, it was hardly to be expected that similar gains could be realized, but at New York for two weeks of July the increase in domestic exports is 50 per cent., while the imports, although unusually large last week, have been for two weeks 18.6 per cent. less than last year.

The latest trade returns of Porto Rico are for the year 1896. These, which are just published, amount to \$36,624,120—the largest in the history of the island. The business was very evenly divided as to exports and imports, the excess of less than \$100,000 being on the export side. The United States had a little less than 20 per cent. of the trade. Sugar and coffee constitute the bulk of the exports. With the stars and stripes floating over the island, its commerce will be greatly stimulated and the United States naturally will become the chief beneficiary from the increase.

Conducting the war against Spain is like putting a big iron safe into the window of a fourth story. The men who are guiding the load and pulling at the ropes and risking their lives are doing the best they can; but they can not hope to please the critics who are standing opposite doing nothing and having no knowledge of what ought to be done.

Armies and navies of Spain that have been put up against United States forces are willing enough to surrender. It is the people safe at home in Spain—where American guns are not fired—who say they will never surrender. They are willing to sacrifice any relatives of their wives in the struggle to keep Cuba in slavery.

A Scotch doctor says bicycling is a cure for insanity. It probably diverts the mind from melancholia, and other forms of insanity, by putting wheels in the head of the patient.

It is said there are more blind people among the Spaniards than any other European race. It certainly appears that they are very short-sighted if they can not see their finish.

Possession is the better part of valor. Men must possess courage if they would display it.

The greatest flag raising of the season was the raising of the American flag at Santiago.

The Queen of Honolulu is a Lil Lu; but she is not thrown in with the islands.

Men who are small in the head fear the United States will become too big.

The Washington brigadier general mill is still running overtime.

Why Process Butter Cannot be Regulated in Michigan.

Lansing, July 19.—The writer has noted in some recent issues of the Tradesman communications and editorial comments upon the subject of process butter. Lately there appeared a criticism in the form of a question as to why nothing is being done by the Michigan Dairy and Food Department to control or regulate the sale of process butter under the name of creamery butter. More than a year ago this Department undertook an investigation to ascertain what there was in the reworking of process butter and to study the application of the food laws to this process. After securing an exhaustive report concerning the various methods used in the manufacture of these goods, we submitted the same to chemical authority and found that it was extremely difficult to secure chemical testimony as to the real origin of these process butters. While it is our belief that the sale of process butter should be regulated and controlled, we are satisfied it can not be done upon the ground of its being injurious to health. If it could be positively established that these butters are really injurious, our Michigan food law would cover them, but we have been unable, so far, to find a chemist of competent authority who believes this proposition could be maintained. On the other hand, there is nothing in the Michigan food statutes by which we can reach these goods, with the exception noted. We have submitted the possibilities of proof to the proper legal authorities and are advised that there is nothing in our law to interfere with the sale of process butter unless we can establish that the same is injurious to health. In the writer's judgment there is a growing demand (brought about through the competition forced upon butter by this spurious article) for legislation that will effectually promote distinction between genuine dairy or creamery butter and the renovated article.

Is it not a good time to start a movement looking to the passage of some such act by the next Legislature?

ELLIOT O. GROSVENOR.

Jackson Grocers to Go to Belle Isle.

Jackson, July 18.—The members of the Jackson Retail Grocers' Association are making active preparations for their seventh annual excursion, which is to be given Aug. 11 to Detroit and Belle Isle Park. The active work of arranging for the event is in the hands of a general committee of twelve—N. H. Branch, chairman, J. F. Helmer, H. C. Eddy, M. M. Whitney, C. G. Hill, L. Pelton, B. S. Mosher, D. C. Sauer, W. R. Houghton, H. H. Neesley, Geo. E. Lewis and W. H. Porter. The subcommittees are as follows:

Tickets—W. H. Porter, J. L. Peterman, J. F. Helmer, Geo. E. Lewis and L. Pelton.

Transportation—C. G. Hill, Geo. E. Lewis and J. F. Helmer.

Advertising—W. H. Porter, P. W. Haefner and B. D. Legg.

Music—H. C. Eddy, J. F. Helmer and J. L. Peterman.

Badges—M. M. Whitney, M. Fisher and W. H. Porter.

The indications are that this will be the greatest of all of the excursions that have been given by the Association. Messrs. Branch, Hill, Helmer and Lewis devoted several days to investigating the merits of the different points that had been discussed and, after their report had been made, the general committee decided Belle Isle Park to be the best adapted to care for so large a crowd as the Jackson grocers have on their excursions, which are always looked forward to as the event of the year in this city and vicinity. W. H. PORTER, Sec'y.

Preliminary Excursion to the Saginaws.

Port Huron, July 18.—A delegation of thirty-three grocers, eighteen from Port Huron and fifteen from Sarnia, visited Saginaw last Thursday to make arrangements for a monster excursion to that city on August 14. The trip to Saginaw was made in a parlor car in charge of Ticket Agent Geo. E. Hall, of this city.

On arriving in Saginaw the visitors were met by Mayor Baum and a delegation of grocers, headed by a band. After dinner at the Bancroft House the party were taken to Riverside park and elaborately entertained during the afternoon. No visitor from Port Huron or Sarnia was allowed to part with any of his money. Speeches were made and a royal good time was had.

The grocers arrived home at 9:30 o'clock in the evening, and will work from now until Aug. 14 to make the excursion a success. Yale, Marlette and Brown City will join with Port Huron and Sarnia.

On account of the intense heat last Saturday evening, the meeting of Grand Rapids traveling men was adjourned to Saturday evening, July 30, when final arrangements will be consummated for the annual picnic of the fraternity and the train gate system will be given an exhaustive hearing. Geo. DeHaven, General Passenger Agent of the Heald system, has accepted an invitation to be present on that occasion and present the commendable features of the innovation which has been the cause of so much friction and ill feeling on the part of the traveling public and resulted in so much discrimination against the freight department of the system by traveling men and large shippers who sympathize with the salesmen in the antagonistic position they have assumed on the subject.

Geo. B. Caulfield (Lemon & Wheeler Co.) is putting in a few days at Ottawa Beach. Fish stories of no small dimensions will be in order on his return.

T. Eugene Reynolds, of West Bay City, has entered the employ of Morley Bros. (Saginaw), with the intention of taking a position on the road.

Heman G. Barlow (Olney & Judson Grocer Co.) is taking a trip on the Lakes to Port Arthur and return. He is accompanied by his wife.

The interesting article on page 13, entitled "The Passing of Dairy Butter," should have been credited to the Philadelphia Grocery World.

Sumner M. Wells (Clark-Jewell-Wells Co.) is spending a fortnight with his family on the banks of Crystal Lake, near Frankfort.

H. E. Moseley has engaged in the fruit and produce business at 3 North Ionia street.

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Drugs--Chemicals

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President, GEO. GUNDRUM, Ionia.
Secretary, A. C. SCHUMACHER, Ann Arbor.
Treasurer, HENRY HEIM, Saginaw.

Examination Sessions.

Marquette—Aug. 30 and 31.
Lansing—Nov. 1 and 2.

All meetings will begin at 9 o'clock a. m. except the Star Island meeting, which begins at 8 o'clock p. m.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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The Drug Store Cellar.

Any one who has had occasion to enter many cellars of drug stores will agree with the writer that they are usually anything but inviting places to visit. There are, however, exceptions to this rule, and the cellar that is described here is, in my opinion, one of them. This cellar is not a myth existing only on paper, but is a picture true to the facts.

The cellar is usually regarded by the druggist as a part of the store from which the public must be excluded, so not much care is exercised in keeping it in order. Now, there are many good reasons why this part of the store should be kept in perfect order, and I shall try to give a few here:

1. A neatly-kept cellar shows care and good management on the part of the proprietor.
2. It will prevent mistakes in refilling the shelfware and containers of the store.
3. It gives work for "idle hands to do."
4. It will prevent fires starting in rubbish left carelessly in a corner of the cellar.
5. It establishes methods of order, carefulness and precision in the apprentice, which are not forgotten in his future career as a druggist.
6. A pharmacy, above all places, should answer to the rigid rule, "A place for everything, and everything in its place." Mistakes often occur from not observing this rule.

The early training which I received in this cellar, while the duties seemed laborious and difficult at the time, gave me an experience which has been of much value to me in my work since. The first impression usually lasts in memory, and I shall never forget the first time I saw this cellar. The proprietor said to me on this occasion: "This is to be your own private domain; see how orderly you can keep it. Study carefully the place for every bottle, box, barrel and demijohn; try to keep each article in its proper place." I think this advice had more to do with my working hard to accomplish the end than any other one thing, and if more proprietors were to give kindly advice to the boy, and then give him credit for his work, they would get better service.

The store was located on a corner; the cellar was divided into two rooms, the front one being for a stock room, and the rear one for manufacturing. The front room, which was the larger of the two, had a good board floor, and was arranged as follows: At the foot of the box stairs were shelves for our surplus

stock of patents. On the floor, to the left of these and towards the front of the cellar, were two pieces of timber about 6x14 inches and 16 feet long, on which barrels were laid on their sides; here we kept our alcohol, whisky, port wine and rock candy syrup. Above these barrels were a series of shelves, extending from the patents to the corner of the cellar, on which we kept our extra stock of fluid extracts, tinctures, liniments, etc.; these were arranged alphabetically, each class on separate shelves. Under the front door, at the corner of the store, which was the coolest place in our cellar, we had a cupboard in which we kept our stock of peroxide of hydrogen, concentrated nitrous ether, chloroform, essential oils and sulphuric ether. Under this cupboard we had bins in which our stock of bottled mineral waters was kept, the bottles lying on their sides. Between these bins and the outside cellarway, we had our liquid carbonic gas machine for charging our soda water fountains. On the other side of the cellarway we had a still where our water was distilled for the store, no other kind being used in making our preparations. Near the water still, in the corner of the cellar, we had a large ice-chest, where we kept the jugs with our surplus stocks of syrups for the soda fountain; over the chest we had shelves on which we kept our stock of fruit juices used in making the syrups.

To the left of the ice-chest we had a series of shelves for our stock of roots, leaves, herbs and such chemicals as would keep in paper. On the packages as received from the wholesale houses the labels are usually on the sides of the packages, and when they are piled on one another on a shelf the labels of the under packages are invisible. To overcome this objection we cut pieces of cardboard about four inches by five inches and printed the name of the drug on them; these we put on the end of the packages under the string with which they were tied; when more of these drugs were wanted in the store, the packages were opened, the containers filled, then tied again and the card inserted as before. When the last of the stock in the package was emptied, the cards were placed in a box and kept for the next supply received from our jobber.

To the left of these shelves were bins for our prescription and various other stock bottles which were taken from the cases in which they were shipped and stored here. Under the stairs we had shelves for storing various ointments, vaseline, cosmoline, etc. At the side of the stairs we had shelves for our stock of flavoring extracts, perfumes, etc. In the center of the cellar we had a large table on which we had scales, gas stove and water bath for use in manufacturing. At this table all the goods for the store were unpacked (thus avoiding dirt in the store) and marked with the private cost mark and the selling price in plain figures. The cases were carefully opened with a nail-puller so as not to break the lids, which were tacked on again when the case was empty, and the cases stored in the rear cellar until we had a wagonload, when they were sold. Along the back of the table were bins which had a door in front of each one and a lid or cover on hinges to keep out dust. Each bin was just large enough to hold a barrel, with such materials as epsom salts, glauber salts, bicarbonate of soda, ground flax seed, whiting, etc., which were bought in bar-

rel lots. When the stock of any of these materials was exhausted and the new barrel came in, we took out the empty barrel, removed the head of the new one carefully and put it in the bin. These bins looked very neat in the cellar and kept our materials in a dirt-proof place.

In the rear cellar, which was entered by a door to the right at the foot of the stairs, we did all the grinding, mixing and sieving or any work which would make a dust. The various processes of percolation, maceration and filtration were carried on here. In this cellar we had a rack for our percolators and funnels. We also stored the empty cases and dirt barrels here and all refuse and sweepings were put in the barrels. We also had a sifter and mixer for our tooth-powder, face-powder and like goods. We manufactured a complete line of specialties and had a large sale for the same; these were all prepared, bottled and wrapped in this cellar.

In conclusion, I would add that there are many proprietors who never think of giving the boy any credit for his work, but this was not the case with my employer, for every visitor to our cellar was told that this was the boy's own workshop, and of course the visitor could not help but notice the perfect order in which the place was kept, and give him some encouragement for his good work.—F. C. Weber in American Druggist.

Investigation in Senna Leaves.

During the last two years Indian and Alexandrian sennas have been the subject of histological research by Professor Sayre and Dr. Schneider. These two investigators differed somewhat on essential points in the results obtained, and therefore a further investigation was deemed advisable.

R. H. Denniston in the Pharmaceutical Review has published the results of a further study of these two plants as conducted by himself. He finds that the Alexandrian senna has more than double the number of hairs on the upper leaf surface than the Indian senna; also that the average number of epidermal cells between the hairs on the Alexandrian leaf is three and in the Indian or Tinnevely senna six.

The Drug Market.

Eastern markets are still very dull and there are few changes of importance to note.

Soap Bark—As the season for sale is about over, prices have declined.

Gum Camphor—Is firm but unchanged.

Buchu Leaves—Are very scarce in primary markets and strictly prime green leaf is higher.

Oil Cassia—Is firm and an advance is looked for.

Cod Liver Oil, Norwegian—Will be much higher the coming season.

Opium—Is very firm. Foreign markets show an advancing tendency.

Morphine—Is unchanged.

Quinine—Is firm and higher prices would not surprise any one.

Spices—Are very firm.

Sulphur and Brimstone—Lower prices are looked for soon, as manufacturers are revising their schedules.

Linseed Oil—On account of competition, has declined.

Hydrocyanic Acid as an Antidote to Chloroform.

Hobday (Lancet) believes that hydrocyanic acid stands foremost as an antidote to chloroform poisoning. He reports fifteen cases of recuperation after respiration had actually ceased. As soon as breathing ceased or became dangerous, artificial respiration was resorted to and a full medicinal dose of Scheele's acid placed as rapidly as possible at the back of the throat by means of a graduated drop-tube. When respiration had begun again the ammonia vapor was applied carefully to the nostrils, and in the majority of cases a safe termination was the result. He believes the use of this agent is attended with no more danger than that of strychnine.

Fatal Case of Lead Poisoning.

Dr. Abbot reports in the Boston Medical and Surgical Journal the death of a girl and the severe sickness of her parents caused by the drinking of water which came through a lead pipe around the soldered joints of which the plumber had carelessly allowed a considerable amount of lead filings to remain.

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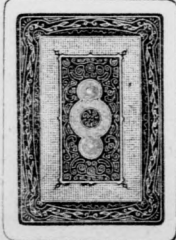
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THE AMERICAN PLAYING CARD CO., KALAMAZOO, MICH.



WHOLESALE PRICE CURRENT.

[illegible]

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 4 00 Frazer's.....75 9 00 IXL Golden, tin boxes 75 9 00 Nica, tin boxes.....75 9 00 Paragon.....55 6 00 BAKING POWDER. Absolute. 1/2 lb cans doz.....45 1 lb cans doz.....85 1 lb can doz.....1 50 Acme. 1/2 lb cans 3 doz.....45 1 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk.....10 Arctic. 6 oz. Eng. Tumblers.....85 El Purity. 1/2 lb cans per doz.....75 1 lb cans per doz.....1 20 1 lb cans per doz.....2 00 Home. 1/2 lb cans 4 doz case.....35 1 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90 JAXON 1/2 lb cans, 4 doz case.....45 1 lb cans, 4 doz case.....85 1 lb cans, 2 doz case.....1 60 Jersey Cream. 1 lb. cans, per doz.....2 00 9 oz. cans, per doz.....1 25 6 oz. cans, per doz.....85 Our Leader. 1/2 lb cans.....45 1 lb cans.....75 1 lb cans.....1 50 Peerless. 1 lb. cans.....85 Queen Flake. 3 oz., 6 doz. case.....2 70 9 oz., 4 doz. case.....3 20 6 oz., 4 doz. case.....4 80 1 lb., 2 doz. case.....4 00 5 lb., 1 doz. case.....9 00 BATH BRICK. American.....70 English.....80 BLUING. CONDENSED PEARL BLUING Small, 3 doz.....40 Large, 2 doz.....75 BROOMS. No. 1 Carpet.....1 90 No. 2 Carpet.....1 75 No. 3 Carpet.....1 50 No. 4 Carpet.....1 15 Parlor Gem.....2 00 Common Whisk.....70 Fancy Whisk.....80 Warehouse.....2 25 CANDLES. 8s.....7 16s.....8 Paraffine.....8 CANNED GOODS. Flanowood Peas. Lakeside Marrowfat.....95 Lakeside E. J.....1 15 Lakeside, Cham. of Eng.....1 20 Lakeside, Gem. Ex. Sifted.....1 45 Extra Sifted Early June.....1 75 CATSUP. Columbia, pints.....2 00 Columbia, 1/2 pints.....1 25 CHEESE. Acme.....8 1/2 Ambory.....8 1/2 Butterfat.....8 Carson City.....8 Emblem.....8 1/2 Gem.....9 Ideal.....8 1/2 Jersey.....8 1/2 Lenawee.....8 Riverside.....8 1/2 Sparta.....8 Springdale.....8 Brick.....11 Edam.....70 Leiden.....17 Limburger.....12 Pineapple.....50 Sap Sago.....17 Chicory. Bulk.....5 Red.....7 CHOCOLATE. Walter Baker & Co.'s German Sweet.....23 Premium.....34 Breakfast Cocos.....45	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, 72 ft. per doz.....80 Jute, 72 ft. per doz.....95 COCOA SHELLS. 20 lb bags.....2 1/2 Less quantity.....3 Pound packages.....4 CREAM TARTAR. 5 and 10 lb. wooden boxes.....30-35 COFFEE. Green. Rio. Fair.....9 Good.....11 Prime.....11 Golden.....12 Peaberry.....13 Santos. Fair.....12 Good.....12 Prime.....14 Peaberry.....15 Mexican and Guatamala. Fair.....15 Good.....16 Fancy.....17 Maracalbo. Prime.....19 Milled.....20 Java. Interior.....19 Private Growth.....20 Mandehling.....21 Mocha. Imitation.....20 Arabian.....22 Roasted. Clark-Jewell-Well's Co.'s Brands Fifth Avenue.....29 Jewell's Arabian Mocha.....24 Wells' Mocha and Java.....24 Wells' Perfection Java.....24 Sengalbo.....21 Breakfast Blend.....18 Valley City Maracalbo.....18 1/2 Ideal Blend.....14 Leader Blend.....12 Package. Below are given New York prices on package coffees, 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 weight of package, also 1/2 c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbuckle.....10 50 Jersey.....9 50 McLaughlin's XXXX.....1 15 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract. Valley City 1/4 gross.....75 Felix 1/4 gross.....1 15 Hummel's foil 1/4 gross.....85 Hummel's tin 1/4 gross.....1 43 CLOTHES PINS. 5 gross boxes.....40 CONDENSED MILK. 4 doz in case.....6 75 Gail Borden Eagle.....6 25 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 35 Dime.....3 35 COUPON BOOKS. Tradesman Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Economic Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Superior Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 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 1,000 books.....17 50	 Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 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.....5 Evaporated 50 lb boxes.....8 California Fruits. Apricots.....2 1/2 Blackberries.....2 1/2 Nectarines.....2 1/2 Peaches.....6 1/2 Pears.....8 Plitted Cherries.....7 1/2 Prunelles.....7 1/2 Raspberries.....7 1/2 California Prunes. 100-120 25 lb boxes.....2 90-100 25 lb boxes.....2 1/2 80-90 25 lb boxes.....2 70-80 25 lb boxes.....2 60-70 25 lb boxes.....2 1/2 50-60 25 lb boxes.....2 1/2 40-50 25 lb boxes.....2 30-40 25 lb boxes.....2 1/2 cent less in 50 lb cases Raisins. London Layers 3 Crown.....1 45 London Layers 4 Crown.....1 55 Dehesias.....1 45 Loose Muscatels 2 Crown.....3 1/2 Loose Muscatels 3 Crown.....4 1/2 Loose Muscatels 4 Crown.....5 1/2 FOREIGN. Currents. Patras bbls.....7 1/2 Vostizias 50 lb cases.....7 1/2 Cleaned, bulk.....8 1/2 Cleaned, packages.....8 1/2 Peel. Citron American 10 lb bx.....12 Lemon American 10 lb bx.....12 Orange American 10 lb bx.....12 Raisins. Ondura 25 lb boxes.....8 Sultana 1 Crown.....2 Sultana 2 Crown.....2 Sultana 3 Crown.....2 1/2 Sultana 4 Crown.....2 Sultana 5 Crown.....2 Sultana 6 Crown.....2 Sultana package.....12 FARINACEOUS GOODS. Farina. 24 1 lb. packages.....1 50 Bulk, per 100 lbs.....3 50 Grits. Walsh-DeRoo Co.'s Brand.  24 2 lb. packages.....2 00 100 lb. kegs.....3 00 200 lb. barrels.....5 75 Hominy. Barrels.....2 50 Flake, 50 lb. drums.....1 00 Beans. Dried Lima.....3 1/2 Medium Hand Picked.....3 1/2 Macaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....1 75 Chester.....2 00 Empire.....3 00 Peas. Green, bu.....95 Split, per lb.....2 1/2 Rolls Oats. Rolled Avena, bbl.....3 60 Monarch, bbl.....3 40 Monarch, 1/2 bbl.....1 80 Monarch, 90 lb sacks.....1 60 Quaker, cases.....3 20 Huron, cases.....1 75 Sago. German.....4 East India.....3 1/2 Tapoca. Flake.....3 1/2 Pearl.....3 1/2 Anchor, 40 lb. pkgs.....5 Wheat. Cracked, bulk.....3 1/2 24 2 lb packages.....2 50	Salt Fish. Cod. Georges cured.....4 Georges genuine.....5 Georges selected.....5 1/2 Strips or bricks.....6 Herring. Holland white hoops, bbl.....2 75 Holland white hoop 1/2 bbl.....1 30 Holland, 1/4 bbl.....1 30 Holland white hoop, keg.....85 Holland white hoop mchs.....85 Norwegian.....2 75 Round 100 lbs.....1 30 Round 40 lbs.....13 Scaled.....13 Flackerel. Mess 100 lbs.....15 00 Mess 40 lbs.....6 30 Mess 10 lbs.....1 65 Mess 8 lbs.....1 35 No. 1 100 lbs.....13 25 No. 1 40 lbs.....5 60 No. 1 10 lbs.....1 48 No. 1 8 lbs.....1 30 No. 2 100 lbs.....8 50 No. 2 40 lbs.....1 00 No. 2 8 lbs.....83 Trout. No. 1 100 lbs.....5 25 No. 1 40 lbs.....2 40 No. 1 10 lbs.....68 No. 1 8 lbs.....57 Whitefish. No. 1.....6 25 No. 2.....5 75 100 lbs.....2 80 40 lbs.....2 60 10 lbs.....78 8 lbs.....61 FLAVORING EXTRACTS.  Jennings'. D. C. Vanilla.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 D. C. Lemon.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 Northrop Brand. Lem. Van.....1 75 2 oz. Taper Panel.....75 3 oz. Taper Panel.....1 35 4 oz. Taper Panel.....1 60 Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon.....2 00 2 oz.....1 20 4 oz.....1 50 Regular Vanilla.....2 00 2 oz.....1 20 4 oz.....1 50 XX Grade Lemon.....2 00 2 oz.....1 20 4 oz.....1 50 XX Grade Vanilla.....2 00 2 oz.....1 20 4 oz.....1 50 FLY PAPER.  Tanglefoot, per box.....30 Tanglefoot, c'se of 10 b's's.....2 55 Tanglefoot, 5 case lots.....2 50 Tanglefoot, 10 case lots.....2 40	GUNPOWDER. Rifle—Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb. cans.....30 1/2 lb. cans.....18 Choke Bore—Dupont's. Kegs.....4 25 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 palls.....35 30 lb palls.....65 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....80 Calabria.....25 Sicily.....14 Root.....10 MINCE MEAT. Ideal, 3 doz. in case.....2 25 MATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 MOLASSES. New Orleans. Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 Half-barrels 2c extra. MUSTARD. Horse Radish, 1 doz.....1 75 Horse Radish, 2 doz.....3 50 Bayle's Celery, 1 doz.....1 75 PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....45 Cob, No. 3.....85 POTASH. 48 cans in case. Babbitt's.....4 00 Penna Salt Co.'s.....3 00 PICKLES. Medium. Barrels, 1,200 count.....5 30 Half bbls, 600 count.....3 00 Small. Barrels, 2,400 count.....6 00 Half bbls, 1,200 count.....3 50 RICE. Domestic. Carolina head.....6 1/2 Carolina No. 1.....5 Carolina No. 2.....4 Broken.....3 1/2 Imported. Japan, No. 1.....6 1/2 Japan, No. 2.....6 Java, fancy head.....6 Java, No. 1.....5 1/2 Table.....5 1/2 SALERATUS. Packed 60 lbs. in box. Church's.....3 30 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 SODIO 60 lb. case \$3.15 SAL SODA. Granulated, bbls.....75 Granulated, 100 lb cases.....90 Lump, bbls.....75 Lump, 145 lb kegs.....85	SEEDS. Anise.....9 Canary, Smyrna.....3 1/2 Caraway.....8 Cardamon, Malabar.....60 Celery.....11 Hemp, Russian.....3 1/2 Mixed Bird.....4 1/2 Mustard, white.....5 Poppy.....10 Rape.....4 1/2 Cuttle Bone.....20 SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43 SALT. Diamond Crystal. Table, cases, 24 3-lb boxes.....1 50 Table, barrels, 100 3 lb bags.....2 75 Table, barrels, 40 7 lb bags.....2 40 Butter, barrels, 280 lb. bulk.....2 25 Butter, barrels, 20 14 lb bags.....2 50 Butter, sacks, 28 lbs.....25 Butter, sacks, 56 lbs.....55 Common Grades. 100 3 lb sacks.....1 90 60 5-lb sacks.....1 75 28 10-lb sacks.....1 60 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.....14 Common. Granulated Fine.....70 Medium Fine.....70 SOAP. JAXON Single box.....2 75 5 box lots, delivered.....2 70 10 box lots, delivered.....2 65 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd.....2 66 Dome.....2 75 Cabinet.....2 20 Savon.....2 50 White Russian.....2 35 White Cloud, laundry.....2 25 White Cloud, toilet.....3 50 Dusky Diamond, 50 6 oz.....2 10 Dusky Diamond, 50 8 oz.....3 00 Blue India, 100 1/2 lb.....3 00 Kirkoline.....3 50 Eos.....2 50 Schulte Soap Co.'s Brand. CLYDESDALE 100 cakes, 75 lbs.....2 80 Single box.....2 80 5 box lots.....2 75 10 box lots.....2 70 25 box lots.....2 60 Allen B. Wrisley's Brands. Old Country, 80 1-lb. bars.....2 75 Good Cheer, 60 1-lb. bars.....3 75 Uno, 100 1/2-lb. bars.....2 50 Doll, 100 10-oz. bars.....2 05 Scouring. Sapollo, kitchen, 3 doz.....2 40 Sapollo, hand, 3 doz.....2 40 SODA. Boxes.....5 1/2 Kegs, English.....4 1/2
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SPICES.

Whole Sifted.	
Allspice	13
Cassia, China in mats	12
Cassia, Batavia in bulk	25
Cassia, Saigon in rolls	32
Cloves, Amboyna	14
Cloves, Zanzibar	12
Mace, Batavia	55
Nutmegs, fancy	60
Nutmegs, No. 1	50
Nutmegs, No. 2	45
Pepper, Singapore, black	11
Pepper, Singapore, white	12
Pepper, shot	12

Pure Ground in Bulk.

Allspice	15
Cassia, Batavia	31
Cassia, Saigon	40
Cloves, Zanzibar	14
Ginger, African	15
Ginger, Cochiti	18
Mace, Batavia	23
Mustard	12
Nutmegs	40
Pepper, Sing., black	12
Pepper, Sing., white	20
Pepper, Cayenne	20
Sage	15

SYRUPS.

Corn.	
Barrels	15
Half bbls.	17
Pure Cane.	
Fair	16
Good	20
Choice	25

STARCH.



Kingsford's Corn.

40 1-lb packages	6
20 1-lb packages	6 1/2

Kingsford's Silver Gloss.

40 1-lb packages	6 1/2
6-lb boxes	7

Diamond.

64 10c packages	5 00
125 5c packages	5 00
32 10c and 64 5c packages	5 00

Common Corn.

20 1-lb. packages	5
40 1-lb. packages	4 1/2

Common Gloss.

1-lb packages	4 1/2
3-lb packages	4 1/2
6-lb packages	4 1/2
40 and 50 lb boxes	3 1/2
Barrels	3

STOVE POLISH.

No. 4, 3 doz in case, gross	4 50
No. 6, 3 doz in case, gross	7 20

SUGAR.

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.

Domino	5 88
Cut Leaf	5 88
Crushed	5 88
Cubes	5 63
Powdered	5 63
XXXX Powdered	5 69
Granulated in bbls.	5 38
Granulated in bags	5 38
Fine Granulated	5 38
Extra Fine Granulated	5 50
Extra Coarse Granulated	5 50
Mould A	5 63
Diamond Confection A	5 38
Confection Standard A	5 25
No. 1	5 00
No. 2	5 00
No. 3	5 00
No. 4	5 00
No. 5	4 94
No. 6	4 88
No. 7	4 81
No. 8	4 75
No. 9	4 63
No. 10	4 63
No. 11	4 60
No. 12	4 44
No. 13	4 44
No. 14	4 38
No. 15	4 31
No. 16	4 25

TOBACCOS.

Cigars.

Clark-Jewell-Wells Co.'s brand.	
New Brick	33 00
H. & P. Drug Co.'s brand.	
Quintette	35 00

G. J. Johnson Cigar Co.'s brand.



S. C. W.

Michigan Cigar Co.'s brand.

Ure Unkle

Ure Unkle

Rube Bros. Co.'s Brands.

Double Eagles, 6 sizes	\$55.00
Gen. Maceo, 5 sizes	\$55.00
Mr. Thomas	35 00
Cuban Hand Made	35 00
Crown Five	35 00
Sir William	35 00
Club Five	35 00
Gen. Grant and Lee	35 00
Little Peggy	35 00
Signal Five	35 00
Knights of Pythias	35 00
Key West Perfects, 2 sz	\$55.00

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.

Malt White Wine, 40 grain	6
Malt White Wine, 80 grain	9
Pure Cider	10
Pure Cider, Leroux	11
Pure Cider, Genesee	11
Pure Cider, Robinson	11

WICKING.

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

Crackers.

The National Biscuit Co. quotes as follows:

Butter.	
Seymour XXX	6
Seymour XXX, 3 lb. carton	6 1/2
Family XXX	6
Family XXX, 3 lb. carton	6 1/2
Salted XXX	6
Salted XXX, 3 lb. carton	6 1/2
Soda.	
Soda XXX	6 1/2
Soda XXX, 3 lb. carton	7
Soda, City	7
Zephyrette	10
Long Island Wafers	11
L. I. Wafers, 1 lb. carton	12
Oyster.	
Square Oyster, XXX	6
Sq. Oys. XXX, 1 lb. carton	7
Fairfax Oyster, XXX	6

SWEET GOODS—Boxes.

Animals	10 1/4
Bent's Cold Water	14
Belle Rose	8
Cocoanut Taffy	12
Coffee Cakes	10
Frosted Honey	12 1/2
Graham Crackers	8
Ginger Snaps, XXX round	7 1/2
Ginger Snaps, XXX city	7 1/2
Gln. Snaps, XXX home made	7 1/2
Gln. Snaps, XXX scalloped	7 1/2
Ginger Gems	8
Imperial	8
Jumbles, Honey	11 1/2
Molasses Cakes	8
Marshmallow	15
Marshmallow Creams	16
Pretzels, hand made	9
Pretzelettes, Little German	7
Sugar Cake	8
Sultanas	12 1/2
Sears' Lunch	7 1/2
Sugar Squares	7 1/2
Vanilla Wafers	14
Pecan Wafers	15 1/2
Mixed Picnic	11 1/2
Cream Jumbles	12
Boston Ginger Nuts	9 1/4
Pineapple Glace	16
Penny Cakes	8 1/2
Marshmallow Walnuts	10 1/2
Belle Isle Picote	10 1/2

Oils.

Barrels.	
Eocene	11 1/4
XXX W.W. Mich. Hdt	8 1/2
W.W. Mich. Hdt	8 1/2
Diamond White	7 1/4
D. S. Gas	8 1/2
Deo. Naphtha	8 1/2
Cylinder	25
Engine	11
No. 1	5 00
No. 2	5 00
No. 3	5 00
No. 4	5 00
No. 5	4 94
No. 6	4 88
No. 7	4 81
No. 8	4 75
No. 9	4 63
No. 10	4 63
No. 11	4 60
No. 12	4 44
No. 13	4 44
No. 14	4 38
No. 15	4 31
No. 16	4 25

Candies.

Stick Candy.

Standard	6 1/4 @ 7
Standard H. H.	6 1/4 @ 7
Standard Twist	6 @ 8
Cut Leaf	6 @ 8 1/2
Jumbo, 32 lb	6 @ 8 1/2
Extra H. H.	6 @ 8 1/2
Boston Cream	6 @ 8 1/2

Mixed Candy.

Competition	6 1/2 @ 7
Standard	6 1/2 @ 7
Conserve	6 1/2 @ 7
Royal	6 1/2 @ 7
Ribbon	6 1/2 @ 7
Broken	6 1/2 @ 7
Cut Leaf	6 1/2 @ 7
English Rock	6 1/2 @ 7
Kindergrants	6 1/2 @ 7
French Cream	6 1/2 @ 7
Dandy Pan	6 1/2 @ 7
Valley Cream	6 1/2 @ 7

Fancy—in Bulk.

Lozenges, plain	8 1/2 @ 9
Lozenges, printed	8 1/2 @ 9
Choc. Drops	8 1/2 @ 9
Choc. Monumentals	8 1/2 @ 9
Gum Drops	8 1/2 @ 9
Moss Drops	8 1/2 @ 9
Sour Drops	8 1/2 @ 9
Imperial	8 1/2 @ 9

Fancy—in 5 lb. Boxes.

Lemon Drops	250
Sour Drops	250
Peppermint Drops	250
Chocolate Drops	250
H. M. Choc. Drops	250
Gum Drops	250
Licorice Drops	250
A. B. Licorice Drops	250
Lozenges, plain	250
Lozenges, printed	250
Imperial	250
Motives	250
Cream Bar	250
Molasses Bar	250
Hand Made Creams	80 @ 1 00
Plain Creams	60 @ 1 00
Decorated Creams	60 @ 1 00
String Rock	250
Burnt Almonds	1 25 @ 60
Wintergreen Berries	250

Caramels.

No. 1 wrapped, 2 lb. boxes	25
No. 1 wrapped, 3 lb. boxes	25
No. 2 wrapped, 2 lb. boxes	25

Fruits.

Oranges.

Medt Sweets	23 00
Late Valencia	23 00

Lemons.

Strictly choice 360s.	24 50
Strictly choice 300s.	24 50
Fancy 360s or 300s	25 00
Ex. Fancy 360s	25 50
Ex. Fancy 300s	25 50

Bananas.

Medium bunches	1 25 @ 1 50
Large bunches	1 75 @ 2 00

Foreign Dried Fruits.

Figs.

Choice, 10 lb boxes	@
Extra choice, 14 lb boxes	@
Fancy, 12 lb boxes	@ 14
Imperial Mikados, 18 lb boxes	@
Pulled, 6 lb boxes	@ 13
Naturals, in bags	@ 6 1/2

Dates.

Fards in 10 lb boxes	@ 8
Fards in 60 lb cases	@ 6
Persians, G. M.'s	@ 5
1b cases, new	@ 6
Sairs, 60 lb cases	@ 4 1/2

Nuts.

Almonds, Tarragona	213
Almonds, Ivaca	213
Almonds, California, soft shelled	213
Brazils new	213
Filberts	213
Walnuts, Grenoble	213
Walnuts, Calif No. 1	210
Walnuts, soft shelled	210
Calif.	210
Table Nuts, fancy	210
Table Nuts, choice	210
Pecans, Med.	210
Pecans, Ex. Large	210
Pecans, Jumbos	210
Hickory Nuts per bu.	210
Ohio, new	210
Cocoanuts, full sacks	210
Fancy, H. P., Suns	210
Fancy, H. P., Flags	210
Choice, H. P., Extras	210
Choice, H. P., Extras, Roasted	5 1/2

Grains and Feedstuffs

Wheat.

Wheat 70

Winter Wheat Flour.

Local Brands.

Patents	5 25
Second Patent	4 75
Straight	4 55
Clear	4 00
Graham	4 50
Buckwheat	4 00
Rye	3 50
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
Ball-Barnhart-Putnam's Brand	
Diamond, 1/2s.	4 50
Diamond, 1/4s.	4 50
Diamond, 1/8s.	4 50
Worden Grocer Co.'s Brand.	
Quaker, 1/2s.	4 55
Quaker, 1/4s.	4 55
Quaker, 1/8s.	4 55

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.

Pillsbury's Best 1/2s.	5 15
Pillsbury's Best 1/4s.	5 05
Pillsbury's Best 1/8s.	4 95
Pillsbury's Best 1/4s paper.	4 95
Pillsbury's Best 1/8s paper.	4 95
Ball-Barnhart-Putnam's Brand.	



DuLuth Imperial, 1/2s.	5 00
DuLuth Imperial, 1/4s.	4 90
DuLuth Imperial, 1/8s.	4 80

Lemon & Wheeler Co.'s Brand.

Gold Medal 1/2s.	4 90
Gold Medal 1/4s.	4 80
Gold Medal 1/8s.	4 70
Parisian, 1/2s.	4 90
Parisian, 1/4s.	4 80
Parisian, 1/8s.	4 70

Oiney & Judson's Brand.

Ceresota, 1/2s.	5 25
Ceresota, 1/4s.	5 15
Ceresota, 1/8s.	5 05
Worden Grocer Co.'s Brand.	
Laurel, 1/2s.	5 25
Laurel, 1/4s.	5 15
Laurel, 1/8s.	5 05

Meal.

Boiled	1 90
Granulated	2 10

Feed and Millstuffs.

St. Car Feed, screened	16 00
No. 1 Corn and Oats	15 00
Unbolted Corn Meal	14 50
Winter Wheat Bran	13 00
Winter Wheat Middlings	14 50
Screenings	15 00

Corn.

Car lots	37
Less than car lots	40

Oats.

Car lots	29
Car lots, clipped	31
Less than car lots	34

Hay.

No. 1 Timothy carlots	9 00
No. 1 Timothy, ton lots	10 00

Fish and Oysters

Fresh Fish.

Per lb.	
Whitefish	8
Trout	8
Black Bass	8
Halibut	15
Ciscoes or Herring	10
Bluefish	10
Live Lobster	16
Boiled Lobster	18
Cod	10
Haddock	8
No. 1 Pickerel	8
Pike	7
Perch	4
Smoked White	8
Red Snapper	8
Cool River Salmon	12
Mackerel	18

Oysters in Cans.

F. H. Counts	40
Shell Goods.	
Oysters, per 100	1 25 @ 1 50
Clams, per 100	1 25 @ 1 50

Provisions.

Swift & Company quote as follows:

Barreled Pork.

Hardware

Special Leaders at Special Prices— Special Sales Days.

The ethics of the hardware business are distinct and recognizable from the ethics of all other businesses and professions, but it takes genuine genius to distinguish them after all.

We in the hardware business are looking eagerly for what others are looking for with no less eagerness, namely, profits. We are not in the business as a matter of recreation or convenience but to make money.

We might dissimulate and say that we are philanthropists, that we are doing business for the benefit of others, but even the 10-year old schoolboy has been taught to look upon such sort of protestation as being of the nature of broad humor and we must forego the employment of the convenient subterfuge to save ourselves from being the objectives of twiddling fingers poised uncertainly on the terminals of impudent noses.

The ethics of our business are the ethics of every other gainful profession or profit-bearing enterprise. Why try to conceal it? The progressive tendency of the times has converted every man, even the evangel, into a money-getter. Why try to make our fellowmen believe what we ourselves do not believe by lifting up the veil of ethics to cloak our real purposes?

The ethics of our business are to get business, just as the ethics of the medical profession or the clerical profession are to get business, and to get business we must make known to our fellows that we have business to do with them.

How can we establish each for himself, a bureau of publicity and promotion that will give notice to the people of the respective communities in which we live that we are in business and want to do business with them, and after that get them to do business with us?

It is possible that the best answer is that the man that can conceive and execute such an enterprise successfully can command a salary exceeding that of the United States President and at once assume a rank of importance that the world's benefactors have never dreamed of for themselves.

But if that is the best answer it is not a satisfactory answer. What we want to know is how best we may use our resources and facilities to command trade and patronage that would not come to us by natural gravitation.

The resources and facilities of the trade are not common and universal. The hardware merchant in villages and small cities does not command the sources of publicity that merchants in larger towns and cities command and hence no general rule of publicity would apply to all localities with equal force.

For illustration, a merchant in the country may place a plow and bag of fertilizer before his store and that will announce to his zone of trade that he has plows and fertilizers for sale and incidentally would imply that he had other staples in the hardware line. But the city merchant would announce himself a freak and also run the risk of getting himself into trouble with the constituted health authorities if he placed on the walk in front of his place of business a plow and a bag of fertilizer. That would not advertise effectively to the city trade that he dealt in kitchen utensils, fishing tackle, screen doors, hammocks and lawn mowers. In short, it wouldn't be anything more than a suggestion that

he was too lazy to take his farm supplies in out of sight.

Special leaders at special prices on anything in a sparsely settled region would be abortive, for the reason that, with trade at its best, the merchant must have normal profits on all goods sold or else he can not do business. Special leaders at special prices on special sales days in large towns and in cities must depend largely on the originality, enterprise and popularity of the merchants making them; a gigantic success in one place might prove a lamentable failure in another although the attractions are identical.

The measure of success that attends a special sale is not determined so much by the price of the article offered for sale as upon the reputation of the house offering it for sale. Let me make this clear: Suppose Jones offers a high-grade lawn mower for \$5, claiming that the regular price is \$9. Ordinarily that kind of an offer, if generously advertised, ought to attract a large trade; but Jones has the reputation of dealing in cheap goods. The public have been drawn to his store by cheap prices, only to learn that his goods are cheap; therefore, his sale of lawn mowers turns out to be a chilling frost. He gets no more trade than he would had he not advertised the special sale price. He has fooled the people once or twice, and that settled it.

Now let Brown advertise a lawn mower worth \$7 for \$5 on a day named and in the season when lawn mowers are in demand. The public know that Brown can be relied upon. He sells a score or more of lawn mowers at \$5 and saves himself from loss. The people believe that what Brown says is true. You catch the idea, of course. Jones made a failure. Brown made a success. Brown sold his mowers at cost and enough other goods to pay interest and running expenses.

Brown succeeded in his undertaking, he advertised himself and added to his sales other goods, purchased by the people who came to buy mowers, which would not have been sold or seen except for the special sale.

Will special sales of special goods out of season attract trade and prove profitable? No. No merchant can ever expect to make money by giving goods away. He must buy to sell to make a profit. If he can not do that, he would better go out of business before the sheriff visits him.

The first condition of business prosperity is confidence—the kind that establishes belief. The merchant must be believed nowadays in order to get trade. The time when people liked to be humbugged and laugh over deceit in trade is a long way past. The early theory of Barnum would not be popular now, as is proved by his opposite method in later life and the excellence of the show that now bears his name and the excellence of the shows of his competitors.

In speaking with a former advertising writer for R. H. Traver on this subject, he said to me a few days ago: "Our aim in advertising is not to win a reputation for printing sharp repartee, which might be our own or borrowed from another, but to state plain truths in a plain way about things to wear. We want our advertisements read at the breakfast table along with other news of the day and commented on by the members of the family. We have special sales—some of them look surprising—but back of every inducement we put out is the

Buckeye Paint & Varnish Co.

PAINT, COLOR AND VARNISH MAKERS

Mixed

Paint

White

Lead



Shingle

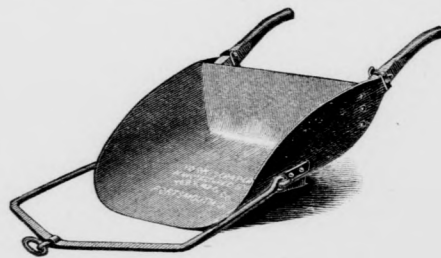
Stains

Wood

Fillers

Sole Mfrs **CRYSTAL ROCK FINISH**, for Interior and Exterior Use
Corner 15th and Lucas Streets, Toledo, Ohio.

Road Scrapers



Write for Prices.

FOSTER, STEVENS & CO.,
GRAND RAPIDS, MICH.

CLARK-RUTKA-JEWELL Co.,

38 & 40 South Ionia St.

Opposite Union Depot.

Complete stock of **HARDWARE, TINWARE, CUTLERY** and everything usually kept in a first-class hardware store.

STRICTLY WHOLESALE

All orders filled promptly at bottom ruling prices. Mail orders solicited.

CLARK-RUTKA-JEWELL CO., Grand Rapids, Mich.

reputation of our house. We make the Traver label the synonym of value. When we say \$15 suits for \$5, we mean that we are offering for sale suits that we ought to sell for \$15 and our patrons know it is so. Some of the suits cost us \$12, but if they would not sell for \$15 this year, they would not sell for it next year. The value of these suits sticks out like a sore on your thumb and, while we lose on the special sale, we always sell hats, furnishing goods and other things for profit enough usually to make the sale save us.

Michell, the man whose success in business is amazing to all other merchants, is positive and outspoken about special sales. Said he: "First, I believe in telling the truth in my advertisements, tell it strongly and offensively, if need be, but nevertheless tell it, and I do it in and out of season. If I find myself loaded up with a line of unsalable goods in any department, I charge them up to loss. My concern about them is to sell them at any price that will not demoralize prices on other goods of like nature. We do cultivate special sales."

J. L. Hudson believes in special sales, but his specials are on a large scale and embrace whole stocks of goods, instead of separate articles.

T. B. Rayl is one of the cleverest individual advertisers in Detroit, having something special for every day and saying special things about it in a specially clever way.

H. C. Weber carries the most genial face of any man in Detroit. He is a firm believer in special sales at special prices on special days, but his hard common sense, coupled with his devotion to established principles in business, leads him to advise scrupulous adherence to truth in advertising such sales.

I gather from my observations, experience and conversations with the trade that special leaders on special days are all right, provided you know how to do it. You must have originality and adapt your sales to the field you have or you can hope to do but little. Having these, use your windows artistically, your newspapers judiciously, and your common sense lavishly, and you can not fail to get good results from "Special Leaders at Special Prices and Special Sales Days."

CHAS. G. JEWETT,

Howell, Mich.

Those Didn't Count.

"Have you taken anything for your trouble?" asked the doctor of a long, lank, hungry-looking man, who complained of being "all run down." "Well, nothing to speak of. I took a couple of bottles of Pinkham's Bitters a week back, and a bottle of Quickem's Invigorator, with a couple of boxes of Curem's Pills, and a lot of quinine and some drops. I've got a porous plaster on my back, and I'm wearing an electric belt, and taking powders four times a day, with a dose or two of salts every other day; excepting for that I'm taking nothing."

To Destroy Ants in Lawns.

A mixture of one tablespoonful of carbon bisulphide with two or three gallons of water has been recommended for this purpose. The mixture should be well agitated and poured into holes six inches deep and twelve inches apart, the holes being immediately filled in with earth. The fumes of the bisulphide permeate throughout the soil and drive away the ants. It must be remembered that the bisulphide is very inflammable.

Kissing is unhealthy—if her father catches you at it.

The Hardware Market.

Trade in a general way keeps up remarkably well, although at this time of the year the disposition among the trade is to be conservative in their buying, and manufacturers are pursuing a waiting tendency and in a general way revising their prices for fall business. At the present time there is no perceptible change in prices, as manufacturers are not disposed to make any advances until they can form a better idea of future trade. It is believed, however, in a general way, that trade in different parts of the country will show a marked increase this fall over previous years. Whether this increase will extend to Michigan or not is a question which at the present time is hard to determine.

Wire Nails—There has been no increased demand for wire nails and consequently large stocks have accumulated in the hands of all manufacturers. They do not, however, seem disposed to make any cut prices in order to move stocks on hand and it is believed that the production will be curtailed and present prices firmly held. Prices remain the same as reported in our last report.

Wire—There has been a lessening in the demand for both barbed and plain wire, which will undoubtedly continue until the fall trade opens up. Prices are firm and it is believed that there will be no change during the coming fall, unless the demand should be great enough to induce a small advance.

Steel Goods—The demand for steel and wooden goods of all kinds has been far beyond the capacity of the manufacturers to supply. Cradles have been very scarce in all parts of the country and it is impossible to pick up any, either in the hands of jobbers or manufacturers.

Rope—There is an impression among the jobbers of cordage that the price on rope has reached its highest mark. If this is the case, it undoubtedly will not be stationary and we may look for a slight decline in the near future.

Window Glass—As all glass factories are now closed down and the stocks on hand are not any larger than is usual at this time of the year, it is believed that prices now ruling will be firmly held. There is no question but that before new glass is made a great scarcity will exist among certain sizes, which will undoubtedly prevent any general rate-cutting being done.

Short Answers.

A traveler recently met a settler near a house in the backwoods, when the following colloquy occurred:

"Whose house?"
"Noggs."
"What's it built of?"
"Logs."
"Any neighbors?"
"Fogs."
"What's the soil?"
"Bogs."
"The climate?"
"Fogs."
"What do you eat?"
"Hogs."
"How do you catch them?"
"Dogs."

In the peach orchards of Southwestern Georgia there is just now maturing one of the most magnificent crops of the luscious fruit that has been known in the history of the State. The probability is that, without accident, it will surpass any Georgia fruit crop heretofore known. The railroads have been figuring on arrangements for the transportation and distribution of this immense amount of peaches. The lowest estimate is that it will require 4,400 cars to move it, while other estimates go all the way up to 2,000 cars, and many of the fruit growers and railroad men believe the latter figure is nearer correct.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&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 50
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$20.....	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; 26 and 28;.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	17
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
NAILS	
Advance over base, on both Steel and Wire.....	1 60
Steel nails, base.....	1 65
Wire nails, base.....	Base 1 65
20 to 60 advance.....	05
10 to 16 advance.....	10
8 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 3/4 advance.....	85
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
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Scotia Bench.....	60
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27.....	10 20
"B" Wood's patent planished, Nos. 25 to 27.....	9 20
Broken packages 1/4c per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35 75
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 75&10
Japanned Tin Ware..... 20&10
Granite Iron Ware..... new list 40&10

HOLLOW WARE

Pots..... 60&1
Kettles..... 60&10
Spiders..... 60&10

HINGES

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

WIRE GOODS

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

LEVELS

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

ROPES

Sisal, 1/4 inch and larger..... 10 1/4
Manilla..... 11 1/4

SQUARES

Steel and Iron..... 70&10
Try and Bevels..... 60
Mitre..... 50

SHEET IRON

	com. smooth.	com.
Nos. 10 to 14.....	\$2 70	\$2 40
Nos. 15 to 17.....	2 70	2 40
Nos. 18 to 21.....	2 80	2 45
Nos. 22 to 24.....	3 00	2 55
Nos. 25 to 26.....	3 10	2 65
No. 27.....	3 20	2 75

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
Onelda Community, Newhouse's..... 50
Onelda 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 05
Barbed Fence, painted..... 1 75

HORSE NAILS

An 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..... 80
Screws, New List..... 85
Casters, Bed and Plate..... 50&10&10
Dampers, American..... 50

METALS—Zinc

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

SOLDER

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

TIN—Melyn Grade

10x14 IC, Charcoal..... \$ 5 75
14x20 IC, Charcoal..... 5 75
20x14 IX, Charcoal..... 7 00
Each additional X on this grade, \$1.25.

TIN—Allaway Grade

10x14 IC, Charcoal..... 4 50
14x20 IC, Charcoal..... 4 50
10x14 IX, Charcoal..... 5 50
14x20 IX, Charcoal..... 5 50
Each additional X on this grade, \$1.50.

ROOFING PLATES

14x20 IC, Charcoal, Dean..... 4 50
14x20 IX, Charcoal, Dean..... 5 50
20x28 IC, Charcoal, Dean..... 9 00
14x20 IC, Charcoal, Allaway Grade..... 4 00
14x20 IX, Charcoal, Allaway Grade..... 5 00
20x28 IC, Charcoal, Allaway Grade..... 8 00
20x28 IX, Charcoal, Allaway Grade..... 10 00

BOILER SIZE TIN PLATE

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

Paris Green Labels

The Paris Green season is at hand and those dealers who break bulk must label their packages according to law. We are prepared to furnish labels which meet the requirements of the law, as follows:

100.....	25 cents.
200.....	40 cents.
500.....	75 cents.
1000.....	\$1 00.

Labels sent postage prepaid where cash accompanies order.

Tradesman Company,
Grand Rapids, Mich.

EFFECT OF WAR ON TRADE.

The traditional policy of non-interference in the affairs of our neighbors which has always characterized the American Government and people, while it indicates a generous recognition of the rights and privileges of others, in its extreme application has operated as an undue hindrance to our proper work of aiding in the advancement of the civilization and enlightened development of the whole world. Pursuing the opposite policy, Great Britain has always been severely criticised by American writers for what has been considered an undue disposition to meddle in any and all affairs on the slightest pretext. And in a review of the history of her foreign policy there is shown enough to warrant all that has been said in this regard. Early English intercourse with other nations was controlled by the most unscrupulous selfishness, and no small degree of this attribute has come down in that same policy to the present day. Yet in spite of all this the greatest factor in modern civilization throughout the whole world has been British trade aggression. It must be remembered that, in the early days of English extension, which are not yet far distant, the degree of civilization in the kingdom itself was very low; and it could scarcely be expected that a higher standard should be raised abroad. As enlightenment progressed at home, more of a humane policy actuated the dealings with colonies and those nations in whose affairs circumstances enabled her to meddle, so that, in spite of such instances as the Chinese opium war and other similar outrages of as recent date, it must be acknowledged that English rule to-day is on the whole of the greatest beneficence to most of the peoples concerned. In India and in Egypt and other parts of Africa comparative tranquility and greatly increased prosperity are the result of what is considered a purely selfish domination, and opportunity is given for the preservation of the better qualities in the civilization of the various countries, with as little interference as possible. Thus, while English politics and English trade have been by no means model missionaries, there is no denying the fact that their work has been effective and that the world is much farther advanced on account of English aggressiveness.

But the conservatism of American generosity, while admirable in theory, has operated to deprive us, and the world, of our proper share in this work. Confining our attention to the development of our own civilization and resources, we have neglected opportunities for the building up of foreign trade for the reason that to build up such trade we must interfere in the affairs of the world to the extent necessary to secure markets. We have been willing to sell, but have followed the foolish policy of waiting for our customers to come for their purchases. So, while English politics have prospected and opened abundant markets, we have been content to perfect ourselves in production and dispose of such wares as the world should come after.

At last, circumstances, against our generous impulses and policy, have compelled us reluctantly to meddle with the affairs of others, even to the extent of annexation for political and trade reasons. It has taken us over five years to make up our minds that we would forsake the traditional policy to the extent of accepting the Hawaiian Islands, which were begging to come to

us. And these we should probably have continued to refuse if the needs of the Spanish conflict had not made the annexation imperative.

But in the progress of the Spanish war we are finding ourselves with other and more extensive and important foreign possessions and the question as to what we are going to do with them is becoming a live one. The more the condition and affairs of the Spanish colonies which are coming into our possession through the fortune of war are investigated it is found that of a necessity outside authority must operate to maintain order and permit the development of the power of self-government among the people. Thus, while it has been so often asserted that we do not want Cuba, it begins to look as though we shall be compelled to have her, and that we shall have to face the question of a policy of protection in several of the late possessions of Spain.

It is significant that the demand for the exercise of authority by the United States comes from the leading citizens of the countries concerned. In this demand they are doubtless prompted by two considerations, the lack of the power of self-government among their own number and the recognition of the high attainment of the American people. There could be no other object lesson which would enforce more effectually the proposition that the Latin races must come to be dependent upon the Saxon. The Spanish officers and soldiers are filled with unbounded astonishment at the phenomenal effectiveness of indifferent military equipment under the control of American intelligence, and so it is not strange that, so far as they may be able to appreciate the situation, Spanish colonists should be anxious to become incorporated into our Government.

The most important consequence of the present war promises to be the recognition of the fact that the American people have a part in the enlightenment of the world under the banners of Saxon civilization. The high attainment in mechanical science which we have been quietly and unconsciously gaining is not for us alone—its benefits belong to the world and we must do our part in their extension.

The influence of the present war upon the trade of the world will be almost inconceivable. Nothing could have happened to more effectually advertise the high degree of perfection in American mechanical science and manufactures. Even proud England is compelled to admit that her equipment is not up to date and that there are lessons for her in the performance of the Yankees. With the access to the world's markets which will follow our reluctant policy of extension and the prestige of what has been shown in the present conflict of American scientific and mechanical attainment it will be strange indeed if the next few months or years do not witness a tremendous increase in our foreign trade in every part of the world.

Predictions about the horseless age have been called in. The armies of the world alone absorb an immense number. The price of cavalry and artillery horses in this country has doubled within a few months. Horses are no longer quoted at two dollars. Cavalry horses in New York have risen from \$60 to \$120 and the standard has been slightly lowered as to age and height. The Government, by the way, never buys a horse whose tail is docked or otherwise changed from its natural shape.

PERPLEXING PROBLEM.

A marine or commercial question of more than ordinary interest and importance is about to arise in consequence of the annexation of Hawaii. The point at issue is whether foreign vessels will be allowed in the carrying trade between Hawaiian ports and other ports belonging to the United States.

Put in another form the question is, whether the trade between Hawaii and our mainland is to be regarded as "coastwise?" The American flag covers such trade. Will the British and others now carrying exports and imports from and to Honolulu to and from San Francisco, Seattle and other mainland ports be driven from their trade and none but American vessels be allowed to ply between the Pacific coast and the islands?

If such a conclusion is reached we shall still further irritate the commercial communities of the Old World. As a precedent, it would threaten a large carrying trade by Europeans were we to annex the Philippines, Porto Rico or other islands. Already angered by our selfish trade policies and contemplating and, indeed, practicing retaliation, the Europeans would, in view of such direct inroads or assaults upon their carrying trade, become still more hostile towards us and the more earnestly and, perhaps, successfully seek the formation of international combinations against us of both a political and commercial character.

If we are to take trade away from rivals let us do it fairly and not attempt it by force. It would be a great thing to see the merchant marine of the United States once more of large dimensions, but it should come through the repeal or amendment of our absurd and hurtful navigation laws. The New York Journal of Commerce thinks that, in framing the new laws for the government of Hawaii and other possible remote additions to our National domain, Congress should provide for practically open ports between our colonies and mainland, subject only to our revenue regulations.

It is pointed out that we should find ourselves charged with inconsistency and be accordingly embarrassed if we should object to Germany or Russia closing conquered ports in China or the East to our vessels and yet insist upon excluding their common carriers from the trade between the Pacific coasts and any Asiatic territory we might possess.

If we must enter the international scramble for trade and territory we must relax many of our present regulations. As the Journal of Commerce says, "We can not honorably favor the open door policy abroad before our acquisition of new territory and deliberately repudiate that policy as soon as we have taken possession."

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—STOCK OF DRY GOODS AND groceries. Will sell cheap for cash. Address Box 1, Montgomery, Mich. 656

BRICK STORE FOR RENT—BEST LOCATION in the city. Finished with latest modern fixtures. A grand opportunity for an opening for a general stock. Is located in the richest agricultural country in the State, thirty-five miles away from any large town. Reasonable rent. For further particulars address C. Lightstone, Carson City, Mich. 662

FOR SALE—STOCK OF GENERAL MERCHANDISE. Must be sold. Cost about \$4,000. Bids received until Aug. 9, 1898. Stock may be inspected at Mancelona, Mich. N. C. Weter, Assignee. 658

FOR SALE—FIRST-CLASS MEAT MARKET in hustling town of 1,700 population. Address No. 650, care Michigan Tradesman. 650

FOR SALE—HARDWARE STOCK INVOICE—ing about \$2,200 and building and lot valued at about \$800 in a good live town of 1,500. Country is being rapidly settled with farms. One good factory employing 100 men. Good reasons for selling. The only hardware store in town. Must be cash. Address No. 655, care Michigan Tradesman. 655

ASAP—FIRST-CLASS STOCK OF DRY goods: best town in fruit belt of Michigan; centrally located in village of 1,000 population. Reason for selling, other business. Address Dry Goods, care Michigan Tradesman. 657

FOR SALE—DRUG STORE IN BEST CITY IN Michigan. Average daily sales, \$25; per cent. profits, 50 per cent. Monthly expenses, \$60. These are facts. Investigate. Address No. 659, care Michigan Tradesman. 659

MAKE US AN OFFER. WELL-SITUATED, good-paying wall paper, paint and picture framing business must be sold at once, for cash only. Schwind & Alten, 32 West Bridge St., Grand Rapids, Mich. 654

FOR SALE—ONE 18-FOOT COUNTER, WITH glass doors in front and dust proof doors in the back; also three 6-foot show cases made of bird's-eye maple, all in good condition. Will be sold very cheap. Address J. C. West & Co., Grand Rapids, Mich. 651

FOR RENT OR SALE—A STORE SUITABLE for general merchandise, located in a prosperous village in Berrien county, Mich. Splendid opportunity for a live man to establish a paying business. For particulars address I. W. Allen, St. Joseph, Mich. 649

TO EXCHANGE—GOOD DESIRABLE CITY property for good clean drug stock. Address J. J., 150 South Jefferson St., Battle Creek, Mich. 647

WISH TO CORRESPOND WITH FIRST- class dry goods or shoe man; object, business. Wish also to exchange farming land in Michigan for grocery or millinery stock. Address Lock Box 40, St. Louis, Mich. 646

FOR SALE—ONE SECONDHAND FIVE- barrel oil tank; one double-door safe; one jeweler's safe. H. Leonard & Sons, Grand Rapids, Mich. 643

FOR SALE—GENERAL MERCHANDISE stock in growing town in Southern Michigan. Will bear investigation. Address No. 644, care Michigan Tradesman. 644

BEST LOCATION IN MICHIGAN FOR A cold storage and general produce dealer. Write to the Secretary of the Otsego Improvement Association, Otsego, Mich. 631

WANTED—CLEAN GENERAL STOCK IN growing Michigan town in exchange for cash and 13 acres of land in the suburbs of Grand Rapids which will surely double in value inside of five years. Will sell land at its cash value. No old stock desired. No poor towns need apply. Address No. 633, care Michigan Tradesman. 633

MERCHANTS—DO YOU WISH CASH QUICK for your stock of merchandise, or any part of it? Address John A. Wade, Cadillac, Mich. 628

FOR SALE—A PROSPEROUS DRUG AND grocery stock, invoicing from \$4,000 to \$5,000, consisting of drugs, groceries, school books, wall paper, crockery, paints and oils and notions, in live town Carson City; best town of its size in State; brick store building in best location in town. Outside business averages inside running expenses. Reasons for selling, loss of partner and poor health. Kelley & Cadwell invite inspection. 625

I HAVE SMALL STOCK OF DRUGS AND fixtures in Ionia, taken on mortgage. Will sell cheap for cash or trade for productive real estate. Answer immediately. Will sell soon. W. W. Hunt, Under National City Bank, Grand Rapids. 596

FOR SALE, EXCHANGE OR RENT—LARGE two-story store and residence building in town of 1,000 population in Northern Indiana; stone basement, 120 feet in dimensions. Investigate. Address No. 575, care Michigan Tradesman. 575

TO EXCHANGE—FOR CLOTHING, DRY goods or shoes, very nice well rented Grand Rapids property. Address No. 552, care Michigan Tradesman. 552

TO EXCHANGE—FARMS AND OTHER property for dry goods, clothing and shoes. Address P. Medalie, Mancelona, Mich. 553

WANTED—A PRACTICAL MILL MAN, with \$1,000 capital, to take a one-half or full interest in a stove, heading and planing mill. 3,000 contract, with stock to fill it. All goes. Five years' cut in sight. Side track to mill. Good reasons for selling. Address Stave Mill, care Michigan Tradesman. 546

BROOMS

FOR SALE—MODERN, WELL-ESTABLISHED and equipped broom factory and good trade. Other business commands our attention. Address No. 584, care Michigan Tradesman. 584

COUNTRY PRODUCE

WANTED—FIRST-CLASS BUTTER FOR retail trade. Cash paid. Correspond with Caulkett & Co., Traverse City, Mich. 581

WANTED—1,000 CASES FRESH EGGS, daily. Write for prices. F. W. Brown, Ithaca, Mich. 556

FIREPROOF SAFES

GEO. M. SMITH, NEW AND SECONDHAND safes, wood and brick building mover, 157 Ottawa street, Grand Rapids. 613

SHIRTS.

HAVE YOURS MADE TO YOUR MEASURE. Send for measurement blanks. Frank T. Collier, 103 Washtenaw St. E., Lansing, Mich. 635

MISCELLANEOUS.

WANTED—REGISTERED PHARMACIST, young man. Address Drugs, 106 Postage St., Kalamazoo, Mich. 653

Travelers' Time Tables.

CHICAGO and West Michigan R'y June 19, 1898.

Chicago.

Lv. G. Rapids.....	7:30am	3:40pm	* 2:15am
Ar. Chicago.....	2:10pm	9:05pm	7:30am
Lv. Chicago.....	7:20am	4:15pm	* 8:45pm
Ar. G'd Rapids.....	1:25pm	10:30pm	* 2:15am

Traverse City, Charlevoix and Petoskey.

Lv. G'd Rapids.....	2:15am	8:05am	2:10pm
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Parlor and Sleeping Cars on afternoon and night trains to and from Chicago.

*Every day. Others week days only.

DETROIT, Grand Rapids & Western. June 19, 1898.

Detroit.

Lv. Grand Rapids.....	7:00am	1:35pm	5:35pm
Ar. Detroit.....	11:40am	5:45pm	10:05pm
Lv. Detroit.....	8:00am	1:10pm	6:10pm
Ar. Grand Rapids.....	12:55pm	5:20pm	10:55pm

Saginaw, Alma and Greenville.

Lv. G R 7:00am	4:20pm	Ar. G R 12:20pm	9:30pm
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Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.

GEO. DSHAVEN, General Pass. Agent.

GRAND Trunk Railway System Detroit and Milwaukee Div

(In effect May 15, 1898)

Leave.	EAST.	Arrive.
† 6:45am	Sag., Detroit, Buffalo & N Y	† 9:55pm
† 10:10am	... Detroit and East.	† 5:27pm
† 3:20pm	Sag., Det., N. Y. & Boston.	† 12:45pm
* 8:00pm	... Detroit, East and Canada.	* 6:38am
† 10:45am	... Mixed to Durand.	† 3:15pm

WEST.

* 8:55am	... Gd. Haven and Int. Pts.	* 7:05pm
† 12:53pm	Gd. Haven and Intermediate.	† 3:12pm
† 5:32pm	Gd. Haven and Intermediate.	† 10:05am
* 7:40pm	... Gd. Haven and Chicago.	* 8:15am
† 10:00pm	... Gd. Haven and Mil.	† 6:40am

Eastward—No. 16 has Wagner parlor car. No. 22 parlor car. Westward—No. 11 parlor car. No. 17 Wagner parlor car.

*Daily. †Except Sunday.

E. H. HUGHES, A. G. P. & T. A.
BEN. FLETCHER, Trav. Pass. Agt.,
C. A. JUSTIN, City Pass. Agent.
97 Monroe St. Morton House.

GRAND Rapids & Indiana Railway

Northern Div. Leave Arrive

Trav. C'y, Petoskey & Mack...	* 7:45am	† 5:15pm
Trav. C'y, Petoskey & Mack...	† 2:15pm	† 6:35am
Trav. C'y, Petoskey & Mack...	† 10:50pm	
Cadillac.....	† 5:25pm	† 11:15am

Train leaving at 7:45 a. m. has parlor car, and train leaving at 2:15 p. m. has sleeping car to Mackinaw.

Southern Div. Leave Arrive

Cincinnati.....	† 7:10am	† 8:25pm
Ft. Wayne.....	† 2:10pm	† 2:00pm
Cincinnati.....	* 7:00pm	* 7:25am

7:10 a. m. train has parlor car to Cincinnati.
2:10 p. m. train has parlor car to Fort Wayne.
7:00 p. m. train has sleeping car to Cincinnati.

Chicago Trains.

TO CHICAGO.

Lv. Grand Rapids...	† 7:10am	† 2:10pm	* 11:35pm
Ar. Chicago.....	2:00pm	9:10pm	6:30am

FROM CHICAGO.

Lv. Chicago.....	† 3:02pm	* 11:45pm
Ar. Grand Rapids...	9:30pm	7:25am

Train leaving Grand Rapids 7:10 a. m. has buffet parlor car to Chicago. Train leaving Grand Rapids 11:35 p. m. has coach and Pullman sleeping car to Chicago.

Train leaving Chicago 3:02 p. m. has buffet parlor car to Grand Rapids. Train leaving Chicago 11:45 p. m. has coach and Pullman sleeping car to Grand Rapids.

Muskegon Trains.

GOING WEST.

Lv G'd Rapids.....	† 7:35am	† 1:00pm	† 5:40pm
Ar Muskegon.....	9:00am	2:10pm	7:05pm

GOING EAST.

Lv Muskegon.....	† 8:10am	† 11:45am	† 4:00pm
Ar G'd Rapids.....	9:30am	12:55pm	5:20pm

Sunday trains leave Grand Rapids 9:00 a. m. and 7:00 p. m. Leave Muskegon 8:35 a. m. and 6:35 p. m.

†Except Sunday. *Daily. †Saturday only.

C. L. LOCKWOOD,
Gen'l Passr. and Ticket Agent.
W. C. BLAKE,
Ticket Agent Union Station.

DULUTH, South Shore and Atlantic Railway.

WEST BOUND.

Lv. Grand Rapids (G. R. & L.)	† 11:10pm	† 7:45am
Lv. Mackinaw City.....	7:35am	4:20pm
Ar. St. Ignace.....	9:00am	5:20pm
Ar. Sault Ste. Marie.....	12:20pm	9:50pm
Ar. Marquette.....	2:50pm	10:40pm
Ar. Nestoria.....	5:20pm	12:45am
Ar. Duluth.....	8:30am	

EAST BOUND.

Lv. Duluth.....	† 6:30pm	
Ar. Nestoria.....	† 11:15am	2:45am
Ar. Marquette.....	1:30pm	4:30am
Lv. Sault Ste. Marie.....	3:30pm	
Ar. Mackinaw City.....	8:40pm	11:00am

G. W. HIBBARD, Gen. Pass. Agt. Marquette.
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids

MANISTEE & Northeastern Ry. Best route to Manistee.

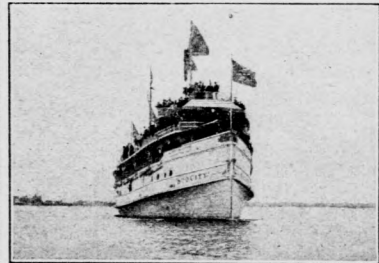
Via C. & W. M. Railway.

Lv. Grand Rapids.....	7:00am	
Ar. Manistee.....	12:05pm	
Lv. Manistee.....	8:30am	4:10pm
Ar. Grand Rapids.....	1:00pm	9:55pm

TRAVEL VIA F. & P. M. R. R.

AND STEAMSHIP LINES
TO ALL POINTS IN MICHIGAN
H. F. MOELLER, A. G. P. A.

HOLLAND & CHICAGO LINE



Operating the elegant and fast steamers "Soo City" and "City of Holland" between Holland and Chicago, connecting at Holland with the C. & W. M. Railway for Grand Rapids and all points east and north.

SUMMER SCHEDULE.

In effect June 25th.

Lv. Holland, daily (except Sunday).....	8:00 p.m.
Lv. Holland, Sunday.....	3:00 p.m.
Lv. Holland, Saturday (special).....	6:30 a.m.
Lv. Chicago, daily (except Fri. and Sat.).....	7:00 p.m.
Lv. Chicago, Friday.....	4:00 p.m.
Lv. Chicago, Saturday.....	9:00 a.m. and 4:00 p.m.

FARE. Single Round

Between Holland and Chicago	\$2.25	\$3.50
Between Grand Rapids and Chicago	3.15	5.00

Berth included.

SPECIAL RATES.

Chicago to Holland and Resorts, Friday and Saturday, leaving Chicago at 4 p. m. one way, \$1.75; round trip, \$2.50. Saturday morning, leaving Chicago and Holland, \$1.00 each way. Above special rates for transportation only.

Office, No. 1 State St., Chicago.
Charles B. Hopper,
Gen'l F. & P. Agt.

LABELS FOR GASOLINE DEALERS



The Law of 1889.

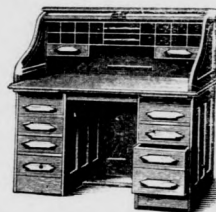
Every druggist, grocer or other person who shall sell and deliver at retail any gasoline, benzine or naphtha without having the true name thereof and the words "explosive when mixed with air" plainly printed upon a label securely attached to the can, bottle or other vessel containing the same shall be punished by a fine not exceeding one hundred dollars.

We are prepared to furnish labels which enable dealers to comply with this law, on the following basis:

1 M.....	75c
5 M.....	50c per M
10 M.....	40c per M
20 M.....	35c per M
50 M.....	30c per M

Tradesman Company,
Grand Rapids, Mich.

ONLY \$13.75



This Desk, 30 inches wide; 50 inches deep; 50 inches high. Made of selected oak, of choice grain, and beautifully finished. Has every convenience for filing private papers for handy reference. Workmanship high grade in every particular. By closing the roll top the entire desk, including each drawer, is locked automatically. We would recommend dealers to sell the above desk at \$18 to \$20. Our wholesale price to you is \$13.75. Our large catalogue containing full line mailed on receipt of 4 one-cent stamps.

ADDRESS IN FULL.

THE WHOLESALE FURNITURE COMPANY, Grand Rapids, Mich.

WORLD'S BEST

S.C.W.

50. CIGAR. ALL JOBBERS AND
G. J. JOHNSON CIGAR CO.
GRAND RAPIDS, MICH.

A Big Lift In Business

Are our **FREIGHT ELEVATORS** of any capacity. Our **SCALE TRUCK** is an 800-lb scale combined with the regular warehouse truck. We also make Engines, Boilers, Smokestacks, Iron and Brass Castings, Steel Culvert Pipe and General Machine Work.

Repairs done in any part of the state. Reach us any hour, day or night, by long distance phone.

Lansing Boiler & Engine Works, Lansing, Mich.

RELIABILITY

is a quality some newspapers have lost sight of in these days of "yellow" journalism. They care little for truth and a great deal for temporary sensation.

It is not so with THE CHICAGO RECORD.

The success of THE RECORD rests upon its reliability.

It prints the news—all the news—and tells the truth about it.

It is the only American newspaper outside New York city that has its own exclusive dispatch boat service and its own staff correspondents and artists at the front in both hemispheres.

It is the best illustrated daily newspaper in the world.

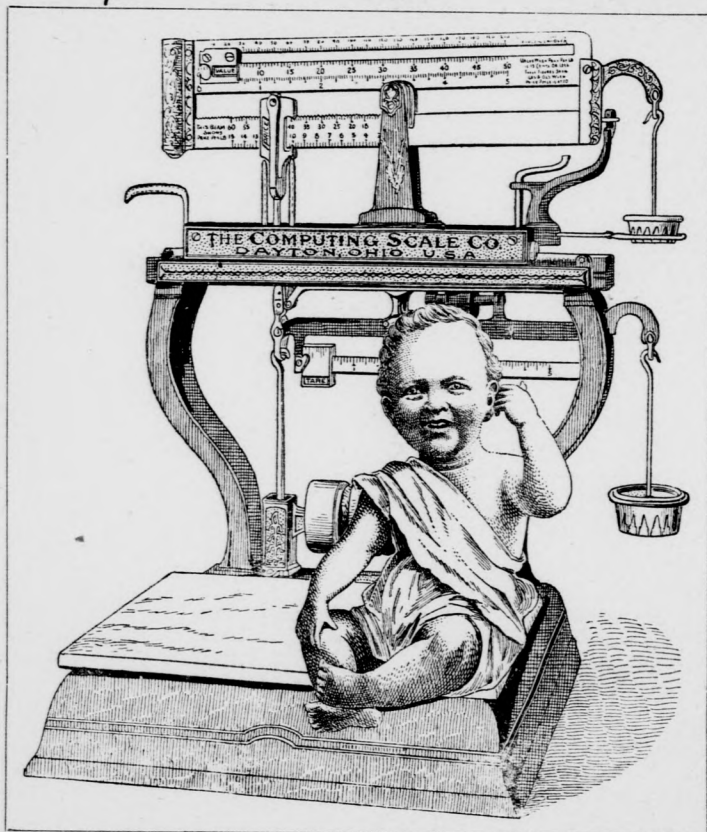
Its war news service is unapproachably the best.

Says the Urbana (Ill.) Daily Courier:

"We read the war news in the other papers, then we turn to THE CHICAGO RECORD to see how much of it is true."

Sold by newsdealers everywhere and subscriptions received by all postmasters. Address THE CHICAGO RECORD, 181 Madison street, Chicago.

Brings Gladness to the Home



Brings prosperity to the Merchants. It saves the pennies and dimes by checking overweights and giving correct values. It is a safe, paying investment, because it actually saves many dollars annually.

Until the **Money Weight System** was invented, no merchant ever dreamed how much he was losing by the use of the old pound and ounce scales.

The **Money Weight System** has been a blessing and merchants do not hesitate to endorse it.

Yours for success,

The Computing Scale Co.,
Dayton, Ohio.



TANGLEFOOT

Sealed Sticky Fly Paper

ONE OF THE MOST PROFITABLE THINGS YOU SELL.

Popular aversion to flies is growing, and Fly Destroyers are coming into greater use. Of all means for their destruction Tanglefoot is the most practical and the best on account of its greater efficacy, cleanliness, endurance and cheapness. This is why the sale of Tanglefoot increases yearly.

To increase your sales of Tanglefoot let your customers see it in actual use in your store, in the Holder; They will follow your example. Every customer to whom you sell a box of Tanglefoot will remember it with pleasure every day of the summer.



YOUR
WHOLESALE
SELLS
TANGLEFOOT.

PRICE, 30 CENTS A BOX.—\$2.55 A CASE.

BOUR'S
COFFEES
MAKE BUSINESS

Our blended

San Marto

Is famous and pays grocers a good profit when retailed at 25c.

"Royal Duchess" "Hillside"

are Java and Mocha popular brands.

All our coffees are roasted and packed on day of shipment.

The J. M. Bour Co.,

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