

MICHIGAN TRADESMAN

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Volume XV.

GRAND RAPIDS, WEDNESDAY, AUGUST 3, 1898.

Number 776

Look at This Picture and Then at That



I was once a prosperous merchant, but, like hundreds of other merchants, I was a poor collector. I was afraid that I would offend my customers if I insisted on the prompt settlement of accounts. My present condition is the result. To be sure, I have had the experience, but I cannot buy new goods with that, neither can I pay the jobbers I owe with that commodity. Merchants, profit by my sad experience and collect your past due accounts promptly. If you cannot collect them yourselves, hand them over to an agency which has the necessary machinery and requisite experience to undertake the work successfully.

Our friend on the right says: I am, and always have been, prosperous. My credit is good. I always discount my bills. My profits are not represented by a lot of worthless book accounts. I insist on prompt settlements. I make friends and increase my business by so doing. If a customer fails to pay his account when due, I hand it to the Michigan Mercantile Agency for collection; they do the rest. Merchants, take my advice and employ the Michigan Mercantile Agency to collect your past due accounts.



WRIGHT • BROS.,
Hardware and Stoves.

F. M. Storms,

Plainwell, Mich.,

Sturgis, Mich., May 27, 1898.

Dear Sir—In reply to yours of 26th would say that we gave the Mercantile Agency about \$600 worth of old accounts, mostly outlawed, some of them being twelve years old, thinking we would never hear from the company or from our claims, as we had put them in the hands of other agencies without avail, but, to our surprise, it has collected about \$400 and is in a fair way to collect the balance. We are more than pleased with its methods, as we considered as lost what it has collected.

You enquire if we do not think we are injuring our firm by placing our accounts in the hands of such an agency. In reply we would say that we do not give it the accounts we consider good. They are the ones we had counted as lost, and I presume it is the same case with you. We lost their trade when we gave them credit; and our experience is that these same people, who have not purchased anything of us for years, come and buy now, as they have paid their indebtedness and do not have to dodge us now. We also find it to be an incentive to our other trade to adjust their accounts more frequently in order to avoid receiving "notices."

This agency has done all it agreed to do for us and more, too. Should you employ it we think you would be as well pleased as we are. If you have some old sores on your books it will be a relief to get even with these old sharpers, who do not care how much they may worry you.

Yours,

WRIGHT BROS.

We have dozens of letters from bankers, insurance agents and merchants in all lines of trade which are equally as favorable as the letter from Wright Bros., any or all of which we can exhibit to any prospective subscriber on application.

We candidly believe we have the best and most efficient collection system ever devised, and gladly court investigation and solicit an opportunity to explain our methods to any one who has accounts which he has been unable to collect.

Our system draws like a plaster and brings out the cash in the most unexpected manner and under the most discouraging circumstances. The skillful physician always acts on the theory that so long as there is life there is hope. We act on the same theory and can present tangible evidence of surprising results anywhere this side of the graveyard.

If you are anxious to realize on your uncollectible accounts, and wish to fortify yourself against further losses from that cause, call on or address

MICHIGAN MERCANTILE AGENCY, 1102 Majestic Bldg, Detroit, Mich.



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.

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.

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

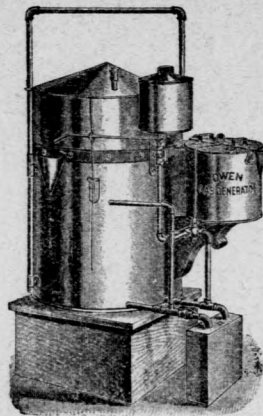
NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

Bulk works at Grand Rapids, Muskegon, Manistee, Cadillac, Big Rapids, 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.



**THE OWEN
ACETYLENE GAS GENERATOR**

Benzonia, June 15, 1898.

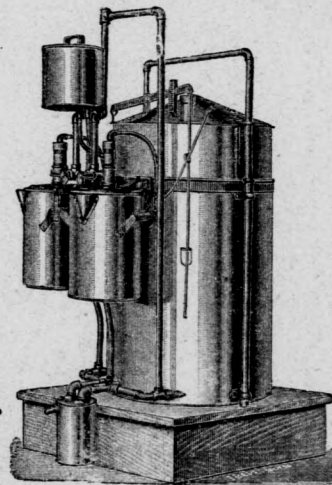
Geo. F. Owen & Co.,
Gentlemen—The Acetylene Gas Generator lately put into our store by you is ALL RIGHT. We never before have had our store lighted, except by "Old Sol," and we think we now have, without doubt, the best-illuminated store in Benzonia county, and would not part with our 30-light machine for six times its cost if we could not replace it. The insurance company cheerfully granted permission to use it. Hoping you may make a financial success of it, we remain,
CASE MERCANTILE CO.

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

Most Economical

Fire Underwriters' Endorsement of Safety.

Advantages of **Double Generator** and many other interesting features of the **Kopf Acetylene Gas Machine**, wherein it excels freely given you if you will drop us a postal.



M. B. Wheeler Electric Co., Mfrs.
Grand Rapids, Michigan.

Show Room at No. 99 Ottawa St.

MONEY IN IT

It pays any dealer to have the reputation 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 of particular people, keep the Seymour Cracker. Made by

National Biscuit Company,
Grand Rapids, Mich.

MICHIGAN TRADESMAN

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GRAND RAPIDS, WEDNESDAY, AUGUST 3, 1898.

Number 776

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdcomb 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. Ltd.

Private Credit Advances
Collections and
Commercial
Litigation

GRAND RAPIDS, MICH.

L. J. STEVENSON, MANAGER AND NOTARY.
R. J. CLELAND, ATTORNEY.

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.....	\$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 Sweet's Hotel, Grand Rapids, Mich., on Thursday and Friday, Aug. 11 and 12. 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 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.

WESTERN BUYERS.

Why They Reappeared in Full Force This Season.

The "fall opening" in the furniture market is a thing of the past, although buyers will continue to drop in for another month yet and even into September and October. The opening has been a gratifying success, with a larger number of buyers in attendance than for any previous opening in the history of the city as a market. They came from all directions and all distances, the representatives of the trade in the Far West being side by side with those from the Atlantic Coast and the Gulf of Mexico. In addition to the American trade, London, Mexico and Canadian cities were represented. The buying was on a scale and with a freedom that recalled old times before the boom of '92 broke. Especially was this true of the Western visitors, those from the great corn and wheat states. It was the sudden disappearance of the Western buyers from the market in the spring of '93 that warned the manufacturers of trouble ahead. They had been among the city's best customers and had been as regular in their visits as the seasons, but in the spring of '93 they failed to appear. The hard times had struck the West, and, instead of coming to market to place carload orders, they remained at home to buy samples by mail. The western buyers were missed until a year ago, when they began coming again. More came last January than for the previous July opening, and this year they are back in full force and some of the best orders that have been booked are from that quarter. The substantial crops and high crop prices gave the farmers a surplus last year and the crops this year will make the Western people rich. They have bought very little furniture in recent years and what has been bought has been mostly cheap stuff, but this year the indications point to a great revival in the furniture trade.

The South has never been represented to any extent in this market. This is due largely to the fact that the Southern trade has been calling for a style of furniture which went out of fashion in these parts about ten years ago. The South has been calling for walnut, but the Southern taste has begun to swing into the Northern line. It is beginning to take oak and maple and birch, and an unusually large number of buyers from beyond the Mason and Dixon Line have been here this season.

The opening brought several side lines into the market for the inspection of the buyers, and if the side lines develop in number and variety as have the foreign exhibits of furniture, this city will not have merely a furniture exposition, but it will be a house furnishing affair. Among the side lines were shown statuary, china, vases, onyx goods and draperies. Coffins were not exhibited, although many furniture dealers in the country are also undertakers neither were carpets displayed. At the January opening several lines of carpets were shown, but for

some reason they did not return this season.

The success of the opening, followed, as it doubtless will be, by duplicate and mail orders as the fall retail trade develops, insures busy factories in this city until midwinter at least. This means that mechanics and artisans will be given employment in larger numbers than in recent years. The wages are still low, but, as some of the manufacturers have found it necessary to advertise for help, the labor market does not seem over supplied and better wages will naturally follow. The busy factories will supplement the good crops enjoyed by the farmers to give business a boom this fall.

Eight Michigan Banks on the Roll of Honor.

The New York Financier has published its eighth annual "roll of honor" of National banks that have surplus and undivided profits to an amount equal to or exceeding the capital stock of the 3,617 National banks in the country. Only 346 are on the roll of honor list, and of these eight are in Michigan. The Michigan roll, with percentage of surplus and capital stock, is as follows:

- Saginaw—Second National, 149.02.
- Lapeer—First National, 125.78.
- Kalamazoo—Michigan National, 118.62.
- Kalamazoo—First National, 116.27.
- Marshall—First National, 113.71.
- Ishpeming—National, 109.48.
- Charlotte—Merchants' National, 103.79.
- Ypsilanti—First National, 100.81.

None of the Grand Rapids National banks are on this list, nor are the Detroit banks represented. The Old National, according to the July statement, has about 24 per cent.; the National City, 21½; Grand Rapids National, 27½; Fourth National, 17½, and the Fifth National, 5 per cent. The Grand Rapids National banks are all near the end of their charter limit, and it is probable there will not be any very elaborate sugaring off when the time comes for their reorganization. One of the reasons that the banks do not make a better showing is due, undoubtedly, to over capitalization and undue competition, and the hard times of the past four years has also had something to do with it. A comparison with the reports of 1894 will show that the banks have remained at just about a standstill. The reports of July 18, 1894, showed surplus and undivided earnings of \$499,842.10, while the aggregate in the reports of July 14, 1898, was \$501,749.53. Perhaps, when everything is considered, the comparison may be looked upon as fairly satisfactory. The ensuing years will doubtless produce better results.

John A. Tinholt, the Muskegon druggist, was in town Wednesday on his way home from Colon, whither he went with the remains of Wm. Elliott, of Muskegon. He was very enthusiastic over the manner in which the funeral arrangements were conducted by Frank S. Cummings, the Centerville undertaker, whom he regards as an artist in his profession.

Some Problems Which Confront the Dry Goods Trade.

Written for the TRADESMAN.

It is an old-time saying that there is no friendship in trade, and it is true in many respects. Real downright selfishness sways men, irrespective of clique or clan in the business world, and no law is really violated except the moral. There is in all this procedure a reflex action very hurtful to all concerned. Nothing will cause the uprising of our merchants so quickly and so uniformly as the traveling merchant's fire and flood and blood and thunder style of advertising his shopworn wares, as he periodically appears in all towns where he can find a footing. Yet these are not the only disorderly elements in the midst of our daily commerce. Watch the daily ads. of some stores in every town or city and you will find the same character of advertising—not by the Arabic merchantman, but over the signatures of some of your own townsmen. They read like a fairy tale. The Monday washing is no sooner on the line than the mother or daughter is off to find the "pot of gold at the end of the rainbow," only to have their hope of glittering bargains change to disappointment. The penny-a-card hooks and eyes, the 2 cent cotton or calico, the 15 cent an ounce perfume, the \$2 shoe for 75 cents—all are delusions. The result of bankrupt and assignees, sales is that the people become dissatisfied, which soon grows into distrust and from distrust to unsettled confidence. Hence we have the stigma resting upon merchants in general. "Who can tell where to place confidence?"

The underlying principle and object of any merchant is not glory, but to make money—honest, legitimate money—and every sensible mind knows this; and until all merchants realize the force of Lincoln's trite saying, "You can fool all of the people some of the time and some of the people all the time, but not all the people all the time," and settle down upon the basis of truthful advertising, so long you will serve to engender discords and discontent among the trading fraternity. The system is injurious because it is educating the people falsely to expect worth for a worthless price, hence the merchant who is aiming to get a uniformly honest margin on his goods is confronted with the evils arising from the other and must spend much time and care to explain away the erroneous impressions made by such advertising.

My advice to merchants is: Get upon the true principle of doing business; cease to see white black and black white; inspire everybody with real confidence by your business methods; let the people understand that real worth is worth a price; get from under the delusion that the wisdom or cunning you are employing is not comprehended by the masses, for it is. Once the public know beyond a peradventure that chicanery is dead to the world, the business of the world will be easier done. Let the great underlying principle of right prevail and all these difficulties will pass away! **RETAILER.**

Dry Goods

What of the Future of the Shirt Waist?
Written for the TRADESMAN.

Some few years ago when plush was the favorite and fashionable material for covering photograph albums and parlor furniture, when there were plush cloaks and plush clocks, plush dresses and plush picture frames, as well as plush toilet cases and table scarfs, when those who could not procure entire garments of the coveted material appeased the aesthetic hunger of their souls with cuffs and vest fronts and folds and points and panels of plush, a famous writer spoke of that happy time as the Plush Age.

We have seen the passing of plush. It has not gone entirely out of use, but the high tide of its favor is long since over. It has lapsed into almost the position it held before its period of short but glorious popularity. It is now like a hundred other fabrics—used only for a few purposes for which its peculiar qualities make it fitting.

These fin de siècle years through which we are now passing might well be called the Age of the Shirt Waist. Less than a decade ago, when shirt waists first made their appearance, who could foresee that their manufacture would become a regular industry, that they would be offered for sale almost as commonly as coffee and sugar and that during a considerable portion of the year this waist, with its accompanying skirt, would be the form of feminine costume most generally worn? Who could know that the shirt waist would be of snowiest white and of duskiest sable and of all shades and combinations of shades? And the variety in fabrics has been as great as in colors. Cotton and linen and wool and silk, in their many varied forms, have all been brought into service. And it has been worn by the old and the young, the high and the low. It is not too good for the pauper nor too poor for the princess. Some one has summed up its wide range of utility by saying that the shirt waist has been worn on all occasions except by the bride at her wedding and by the corpse at a funeral. And even this range of exception is perhaps too wide. Who knows but some bonny bride has lisped her long-enduring vows clad in a delightfully fresh white or pink or blue shirt waist, and who can say that the same garb has not been worn by some poor mortal being laid in her final resting place?

Has it come to stay? We doubt whether the supreme oracle Fashion herself can reply. There are certain fixed stars in the firmament of apparel. The skirt and the plain waist, the jacket and the wrapper are, like trousers and overcoats on the masculine side, permanent and abiding. Is the shirt waist destined to become one of these? Then there are certain comets, like the polonaise and the pelisse, the long basque, the bustle and the overskirt, the chignon, which make their sudden appearance at irregular intervals, are seen for a time and then disappear in some remote corner of fashionable space, the time of whose reappearance baffles all calculation. Is the shirt waist one of these?

From an aesthetic point of view the shirt waist is an intensifier. It makes the dainty woman more dainty still. The slovenly woman looks more "sloppy" in it. It makes the thin woman seem thinner and the fat woman more voluminous.

A modern writer has discoursed de-

lightfully on the philosophy of clothes, maintaining that there not only is such a philosophy, but that it is a vital and a most important one. Such being the case, there is doubtless some profound reason for this so remarkable phenomenon of the shirt waist. Its chief merit is its availability. But when has availability ever been the shibboleth of permanent favor in any style of feminine apparel! The inconvenient, the uncomfortable, the lacking in availability, even the ugly, have endured, while the comfortable, the sensible, the fitting and the beautiful have passed away. Availability never has been the standard in the woman's world, but is it becoming the criterion of popularity and does that account for the shirt waist? Surely, it has no beauty in itself to commend it; nor does it confer this greatly-to-be-desired quality upon its wearers. The pretty woman is still pretty in it, but the effect on the great body of plain women is to enhance plainness into positive ugliness. The shirt waist costume at its best estate lacks the elegance of an entire gown of one material. As to expounding the why of the shirt waist, we must conclude that nearness of vision destroys correctness of perspective, and makes present opinion valueless. Some Sartorial philosopher of the future will explain it. He will be able to say just why it made its appearance when it did, why it had not come before, the cause of its widespread and long-continued adoption. If it has come to stay, he will tell why it remains. If it must needs vanish from our sight, he will explain why it vanishes, and if particularly astute, he may be able to predict when it will appear again. QUILLO.

The Dry Goods Market.

Staple Cottons—There is said to be a better business in almost all lines of staple cottons. Some very fair sized purchases are now being made, and all well-known tickets are steady and strong in price.

Prints and Ginghams—Fancy calicoes are steady and prices are without change. This report will also cover indigo blue prints, blacks, whites and grays. Dress styles are in fairly good request for re-orders; domestics and other woven patterned napped goods are steady and without change. There is no change to report in the Fall River market for print cloths, though the market is very firm in the face of the proposed plans for curtailment of production. The demand for regulars continues quiet, and business in odd goods is moderate.

Dress Goods—There is a much more cheerful tone to the dress goods market this week, and jobbers generally express the opinion that within, probably, the next ten days, a great change will come over the conditions of the dress goods market, and that all lines of trade will feel the impulse of new life in their business. Why the trade has been so stagnant for the past few weeks is more or less of a mystery; for, theoretically, the conditions are all that could be wished for excellent business, yet nearly every branch of the textile trade has been exceptionally quiet. There seems to be a change taking place, however, and while the present business is confined largely to the jobbing trade and importers, agents for the domestic mills feel quite positive that their part of the trade is on the eve of a considerably increased activity.

Woolens—The woolen goods trade continues to improve slowly as the time at which new lightweight lines are to be opened approaches. Improvement used in this sense is a purely relative term, and the present business is only slightly more active than the extreme dullness existing heretofore. The outlook for the new season is discouraging to buyer and seller alike, and especially so to the latter, because of the big advance he is obliged to pay upon the raw material.

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.



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.

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
GLOVES
BLANKETS

HOSIERY
MITTENS
COMFORTS, ETC.

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

WOMEN BUYERS.

Some of the Requisites to Success in That Field.

Women who buy for the great retail shops are at the top of the ladder in their business. The little cash girls look upon them with awe, the saleswomen admire or envy them, the members of the firm take counsel with them and the drummers and wholesale dealers bow down before them. There is not a dry goods house in New York City that does not intrust a large share of its buying to women. In some as many as ten or twelve are employed for that purpose, buying all manner of things from tooth brushes to imported gowns.

"The woman buyer is not a new woman," remarked the manager of a large New York store. "There were always women who bought millinery and notions and things of that sort for their own little shops, and when the stores grew into such enormous businesses as they have come to be the women grew with them. They bought at first the kind of thing which it had been their province to handle under certain limitations and conditions. When a woman showed her ability to do more the chance was given to her to do it.

"In our business we employ more women than men as buyers. No, not for the sake of economy, but because we think them better suited to the work. A woman buyer gets almost as much pay as a man who does the same kind of work. Some of them make as much as \$8,000 and \$10,000 a year."

"I like my work better than anything else I can think of!" exclaimed the woman who is probably the largest buyer in the country and the only one in the store in which she is employed. She has the exclusive control of seven departments, which is more than any one man has, and her purchases include such various articles as jewelry, toilet articles, silverware, leather bags, cutlery, optical goods, fans, picture frames and parasols.

In addition to her duties as buyer she has personal oversight of about 100 employes and sees that her goods are arranged in the most attractive manner on the counters and in the windows.

"I began my work as a window dresser," she explained, "and I always take great pride in having a neat and attractive display.

"I have never regretted going into business. I was well educated and could have taught school, but I chose this instead. It is far more interesting. Oh, yes, there is no end of variety in it, and no limit to the work either, but you can work hard without feeling it when you enjoy a thing. I like to see, to handle and to buy pretty things. I go abroad with carte blanche to buy for my departments, and I have been fortunate in never getting loaded up with stock that wouldn't sell. I go to France, Germany, Switzerland, Austria and England for my goods. You see, that gives me a 'tour.' I could get almost everything in Paris or London, but we like to go to the source of manufacture—one gets better prices and greater variety.

"Now, I don't want to boast, but I think there are few buyers, men or women, who have bought as extensively as I have, who have been able to get their goods worked off so well. I don't think I am given to taking many risks, and yet am not afraid to go in pretty steep on anything that I am assured in my own opinion is going to be a good seller. I am not a timid buyer, neither am I a plunger.

"The plungers have had a bad time this year. They are usually on a tidal wave of success or in the ebb of failure. The 'golden mean' occurs rarely in their lexicon or experience. Some houses take pride in the fact that their buyers are not afraid of a good thing—that is, as long as it all ends well; but when losses result, the plunger is admonished, and if they continue, she loses her prestige and her job."

"I have been a bold buyer," confided a troubled-looking woman to the writer. "I have been called a plunger, but I almost always come out well until this season. It promised to be a great year

for trimmings, and I determined to go beyond anyone in the city in that line of goods. I bought the best of everything I could find here and abroad—well, the season didn't pan out as I and most folks thought it would. I got stuck—I have to own up to it. The firm has been 'decent' about it, but I wouldn't like to risk such luck again in spite of the fact that since I have been with them I have made some bold ventures that turned out beyond anyone's expectations. I would rather buy in that way and lose something now and then than to peg away in a rut all the time—only one must not go too far. I believe a lot in luck, and mine is pretty good on the whole."

From the plunger the reporter turned to an extremely conservative buyer.

"I have been highly commended by my firm for my careful buying," she said.

"Of course, I have to keep a good stock of staple goods on hand, but I get only a few novelties at a time. I don't like to have them about so long that they get to looking shop-worn, and if they sell readily one can easily get a new supply.

"When I first took up this work I thought about it all the time, day and night. I had been a saleswoman and I didn't want to undertake this, but the firm insisted, and when I had consented, I lost sleep for fear of getting bad bargains. I still worry a good deal, but nothing like that any more. I have introduced several features into my work which have proved quite helpful. One of these is a 'callbook.'

"I have one of these books placed in each of my departments, and whenever a customer calls for anything that we do not have in stock the saleswoman puts it down in the book. In the evening I collect the books, look them over and order accordingly.

"Notions are the hardest things to manage. It does not matter if one is out of dress goods, but it gives you a bad name to be out of any sort of notions that may be called for. Now, about trimmings: I look ahead in regard to them just as far as I can and try to make up my mind what line to follow. I think satin folds will be the thing this coming season. Why? Because braids have been worn to death, and satin folds are so different that I believe they will meet with great favor. I am going to buy them.

"No, I do not go abroad for any of my buying. I think one can do just as well here. I give up my mornings to the drummers, having certain ones set apart for certain lines of goods. Then in the afternoon I go to the different houses and factories where we buy, some in the city and some outside. I usually look over everything in the different places first to get a good idea of the market. Then I go over it more carefully and make my selection.

"I set my own profits on my goods, but I have to look out not to get the price above my neighbor's. I often send out half a dozen times a day to see what things are selling for in other stores, and if one of my rivals has a mark-down sale, down my prices have to come."

A bright young woman who sailed for France last week went to buy underclothing, children's garments and lingerie.

"You are not afraid of your French goods being boycotted?" she was asked just before she started.

"No," she replied with a smile, "I don't think there will be any prejudice against French underwear. The reason we buy that is on account of the hand work. As far as designs go, the American manufacture is just as desirable, but you can't get hand work in this country without paying exorbitant prices for it.

"My friend who is going with me is going to buy French millinery and she doesn't expect to buy any less because of the scare there has been about its being boycotted. The war will have to last longer and the French become more obnoxious before we can get along without Parisian models in headgear. We shall have about a month in Paris and a

run over to London and combine a good time with business."

But even with a salary of several thousand dollars a year, trips to Europe and an annual vacation of from four to six weeks, life is not all "beer and skittles" for the woman buyer. No one among the thousands of employes of the store works harder. In almost all cases the buyer has graduated from humbler service. She dares never to relax her vigilance, her judgment must be always keen and accurate, and all her faculties alert. Mentally and physically she must have great endurance. Her responsibilities are enormous. A false step may cost her firm thousands of dollars and ruin her reputation in the business world. If a woman maintains her success as a buyer you may be sure that she deserves it.

Probable Curtailment in Output of Print Cloth.

Fall River, Aug. 2.—The committee in charge of the contemplated shut-down of cotton mills announces that more names have recently been added to the list of mills that will agree to curtail, and the committee will definitely know by the end of this week just what to expect. There seems to be no difference of opinion that the depression in the print cloth business is due to overproduction.

There is held here a stock of nearly 2,000,000 pieces of goods. Even if the present demand for goods would use up the production of the mills, there is that quantity to prevent any marked advance to the selling price of goods.

The talk of pooling goods has disappeared. The promoters of the proposition find that they are met by manufacturers who have few or no goods on hand, and who do not take kindly to the curtailment plan, preferring to keep machinery in operation so as to be in a position to supply customers and to profit by any improvement in price.

The last word is said to be the most dangerous. Show this to your wife.

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.

THE CHOPPER MAKES CHIPS

but none of them find their way into our **GROUND SPICES**, which are guaranteed to be pure, under a cash forfeit of \$1,000.

The Purity of our Spices is on a par with the Strength of our **BAKING POWDER**, which is recognized as standard wherever used.

If you are not handling these lines, you are invited to communicate with the manufacturers,

NORTHROP, ROBINSON & CARRIER,
LANSING, MICHIGAN.



FOLDING PAPER BOXES

Printed and plain for **Patent Medicines, Extracts, Cereals, Crackers and Sweet Goods,**

Candy, Cough Drops, Tobacco Clippings, Condition Powders, Etc. Bottle and Box Labels and Cigar Box Labels our specialties. Ask or write us for prices

GRAND RAPIDS PAPER BOX CO.

PHONE 850. 81, 83 AND 85 CAMPAU ST., GRAND RAPIDS, MICH.

When in need of goods for Advertising purposes, write

HENRY M. GILLETT

MANUFACTURERS' AGENT

92 MONROE STREET. OPPOSITE MORTON HOUSE GRAND RAPIDS, MICH.

STATE AGENT REGENT MANUFACTURING CO., CHICAGO.

Around the State

Movements of Merchants.

Lansing—L. S. Hudson has engaged in the drug business at 235 Washington avenue, south.

Detroit—Clarence Chrysler succeeds Christopher Chrysler & Son in the grocery business.

Detroit—Miss Alice Davis has purchased the millinery stock of Mrs. Frances Russell.

Laurium—The John Strand & Sundin Co., grocers, has dissolved, John Strand succeeding.

Hartford—Helen Codman has sold her boot and shoe and furnishing goods stock to V. E. Manley.

St. Ignace—M. D. Murray's new building is now completed and is occupied by his meat market and grocery stock.

Negaunee—John Mitchell, whose grocery stock was recently destroyed by fire, will shortly re-engage in the same line of trade.

Onaway—Chris. Miller has purchased the stock of hardware belonging to J. M. Clark and removed the same to his store building.

Fremont—Chas. E. Fellows, of Lyons, N. Y., has leased the fruit evaporator of Jos. Gerber and will utilize 500 bushels of apples per day.

Mt. Clemens—Gerlach & Houghton succeed Ameis, Gerlach & Houghton in the agricultural implement, wagon and harness business.

Belleville—P. W. Felt has purchased a store building and will remove his drug stock into same as soon as it can be refitted for his use.

Benton Harbor—A. L. Smith has sold his furniture stock to Gus. Schaub, of St. Joseph, who will continue the business at the same location.

Allegan—C. P. O'Brien and G. L. Shipman, representing Ware & O'Brien of Kalamazoo, have opened a line of boots and shoes at this place.

Dexter—L. L. James has purchased the interest of his partner, Edward H. Croarkin, in the clothing business and will continue the business in his own name.

Carson City—C. Lightstone has leased a store building at Otsego and will close out his dry goods stock and remove his clothing and shoe stock to that place about Sept. 1.

Shelby—H. W. Ried has moved his grocery stock from New Era to Shelby and will occupy the store in the Hedges building formerly occupied by the Griffin grocery.

Port Huron—Wilbur Sylvester, who for several years has been prescription clerk in the drug store of Ed. J. Rodgers, has engaged in the drug business on his own account.

Ovid—C. E. Jillson has purchased the corner building of Jas. Woodworth, occupied by the E. E. Cowan Clothing Co., and will occupy same with his dry goods stock about Sept. 1.

Otsego—Albert Knoblock has purchased Frank Fairfield's interest in the meat business of the firm of Knoblock & Fairfield, and the firm will hereafter be known as Knoblock & Son.

Adrian—R. A. Garrison, of Marine City, and H. W. Glover, of Detroit, have purchased Harry E. Cook's stock of dry goods and notions. They will add a line of carpets and curtains. Mr. Cook will remove to Coldwater to assume a responsible position with the Coldwater Cement Co., in which he is largely interested.

Bronson—Coward & Monroe are increasing their facilities for conducting the produce business by the erection of a building to be used for cleaning and elevating grain to the bins, which they have leased of the railroad company.

Cassopolis—J. L. Thomas and Peter Nycwander, both of whom have been employed in the grocery store of G. C. Underhill & Co., have formed a copartnership and engaged in the grocery and crockery business on their own account.

Belleville—A bank will shortly be established at this place. Temporary quarters will be secured for the present, and, if the business proves a success, a bank building will be erected in the fall. Harry S. German is interested in the enterprise.

St. Johns—James Oliver McQuiston, who for several years has been book-keeper for John Hicks, dealer in dry goods, and who operates a grain elevator, has resigned his position to accept the cashiership of the South Lyon Banking Co. at South Lyons.

Petoskey—Frank Baldwin and Charles Edwards, of Hillsdale, have decided to put in a cold storage and a wood and coal yard at this place. Mr. Baldwin is cashier of the freight department of the Lake Shore Railroad, at Hillsdale, while Mr. Edwards is a farmer residing near the same place.

Detroit—Several months ago the Tradesman stated that Lyon Bros. & Co. had retired from the wholesale hosiery business, which was correct. The business was continued, however, under another name, that of the Lyon Bros. Hosiery Co., which is located at 96 Jefferson avenue. The Tradesman makes this statement in justice to the new house, which claims to have suffered the loss of some trade through the publication above referred to.

Manufacturing Matters.

Breckenridge—The new elevator of C. Hopkins & Co. is completed and in operation.

Drenthe—The Drenthe Creamery Co. paid a semi-annual dividend last week of 25 per cent.

Corunna—Jarvis & Harrington, flouring mill operators at this place, have erected a branch mill at Durand.

Holland—The Holland Furniture Co. has completed an addition to its factory building, 90x100 feet in dimensions and four stories high.

Lewiston—The Michelson & Hanson Lumber Co. has voluntarily increased the wages of its employes in mills and camps 10 per cent.

Caro—C. E. Mudge has purchased the brick and tile machinery formerly owned by J. B. Thompson and engaged in the brick manufacturing business.

Flint—The Wm. A. Paterson Co. is erecting a large two-story brick block to be used as a factory building in the manufacture of carriages and road carts.

Petoskey—C. A. Sams and H. A. Piester have formed a copartnership and engaged in the manufacture of flavoring extracts, proprietary medicines and pharmaceuticals.

Shaftsbury—W. H. Payne, of Bancroft, has bought J. G. March's wheat house and elevator. He will put in a gasoline engine and a bean cleaner, and make other improvements.

Richmond—McCrea & Swadling, of Walworth, N. Y., have purchased the fruit evaporator here and will enlarge its capacity to 400 or 500 bushels of apples per day, employing from twenty-five to thirty hands.

Flint—George C. Wilson, of this city, and W. F. Pape, of St. Louis, Mo., are organizing a stock company in this city for the manufacture of buggy stops and buggy gearings. The organization will have a capital stock of \$100,000.

Stromach—The Union Salt & Lumber Co.'s mill has been shut down for the past week or so, owing to a lack of logs, and probably will not be in operation again until about the middle of August, as the logs are coming very slowly.

Lansing—The plant of the Michigan Wheel Co. was bid in at foreclosure sale last week by the Capitol Investment, Building & Loan Association, the mortgagees, whose claim amounted to \$16,300. It was struck off on a bid of \$10,000.

Holland—The Walsh De Roo Milling Co. has established a business branch at Allegan and will build an elevator on land between the Lake Shore house and the C. & W. M. round house. Wheat, corn, oats and other grains and potatoes, apples and other produce will be bought.

Grand Ledge—Louis Lonier, one of the proprietors of the Grand Ledge flouring mills, has invented a machine for the manufacture of pretzels. The inventor claims that the output of five of his machines would be sufficient to supply the pretzel trade of the United States.

Saginaw—Isaac Beringer has sold the timber on 16,000 acres of land in Presque Isle county to a gentleman named Mitchell, who has been operating a mill in Huron county, and he will move his mill to some point on the tract and cut up the timber, which consists of cedar, hemlock and hardwood.

Manistee—The bark trade has been more than ordinarily active this season. For the past two or three years the tanneries have been running light and have not been buying nearly as much bark as usual. They have allowed their stocks to get low so that now they are beginning to stock up again when there is good trade in view.

Grand Marais—Morse & Schneider, the mercantile and lumbering firm in Alger county, have filed two chattel mortgages in favor of their creditors to Enos Petitfren as trustee. The liabilities are \$26,000, principally to Detroit firms and National Bank of Marquette and Preston of Detroit. The firm also owned the Grand Marais Exchange Bank, but all depositors were paid off before the firm went into liquidation.

Manistee—The first installment of the Buckley & Douglas logs, which are being brought from Ford River, was delivered at Portage Lake last Saturday. There was about 1,000,000 feet on the raft in tow of the tug Temple Emery, which was about eight days on the way, delivering the raft without losing a log. There is about 15,000,000 feet in all to come, about 1,000,000 feet being cedar, the balance good white pine.

Escanaba—It is stated that work on the erection of the large wood-working factory at this place will soon begin. The principal men of the company are M. H. and C. D. Ritzweller and Jacob Kahn. These were all recently at Escanaba and with them was G. K. Albee, architect at Neenah, who will draw up plans for the buildings. The plant will consist of the factory proper, a large frame building three stories high, twelve large dry kilns, two large warehouses, a sawmill, and engine and boiler buildings, the last of brick. All the machinery has been ordered. The factory will turn out tubs, pails and other wooden goods, using 10,000,000 feet of lumber yearly. Between 300 and 400 hands will be employed.

The Grain Market.

As is usual at this time of the year, the wheat market was neglected, especially as the bear news was very prolific. The fine weather, good yields and light demand all tended to depress the market. Even the small decrease in the visible did not stem the weak feeling and prices sagged slightly, although with the present low prices it is much harder to depress the market than it was when wheat was 15c per bushel higher. The exports were fair, but the receipts were also large and had not the millers and the country elevators been well stocked up the visible would have been much larger. However, from now on we think the visible will increase instead of decrease, and it will be some time ere the burden will be heavy, especially when we find that we have only 9,000,000 bushels, or 1¼ bushels per capita in sight.

Corn, owing to the dry weather, is firmer. The local rains came rather late and were too light and, as stated, prices advance steadily. Oats are very short and prices are likely to advance.

The receipts of grain during the month of July were of a diminutive character, being 197 cars of wheat, 66 cars of corn and 37 cars of oats, while the receipts during the week were 66 cars of wheat, 12 cars of corn and 6 cars of oats. Owing to one mill being shut down, the receipts for the month are lower than they would have otherwise been. The receipts for the season were very fair. Millers are paying 61c for wheat.

C. G. A. VOIGT.

Butter Accumulating in Montreal.

From the Montreal Trade Bulletin.

There is more butter in this city than many people even in the trade have any idea of, the total quantity in cold storage and in warehouses being between 30,000 and 35,000 packages, a smaller proportion of same being American than at this time last year. Of course, a large portion of this butter is held on English account to be shipped out later, some of which will probably not go out before September, parties on the other side not having as good refrigerator facilities as we have. At this time last year there was about 40,000 packages in store here.

More Peaches To Be Marketed Here Than Ever Before.

Grand Rapids, Aug. 2.—I have made quite a careful estimate of the peach crop of Kent County for 1898, and am of the opinion that it will not be a full crop, estimating all the trees of bearing age, but I think there will be more peaches marketed here than ever before, as the number of trees has increased enormously. The quality should be good, but will be subject to weather conditions. We are very much in need of rain now, and should this condition continue, the crop must suffer.

ROBERT D. GRAHAM.

Evidently an Impostor.

"I don't believe that he was ever at Klondike."
"Why? He told a straight story."
"Yes. But he tried to borrow a dollar from me and did not offer any mining stock as security."

Wifely Ways.

"Is your wife getting you ready for the front?"
"You bet she is—even all of my pockets are rifled."

The bible does not promise it, but there is no doubt but that the Lord will forgive all the lies a man tells when he is in love.

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

Grand Rapids Gossip

The Grocery Market.

Sugar—There is a steady demand for refined grades and the oversold list of the refiners has been increased. Prices are unchanged. Mail advices from Louisiana indicate favorable growing weather recently, with the cane crop almost laid by, mostly in good condition. The season is said to have been especially favorable for cane, with moisture and warmth enough to make it grow rapidly. Conditions abroad were generally favorable as to the weather.

Teas—Japanese holders have advanced their quotations on the second pickings, but whether the advance will meet with a reciprocity movement in this country remains to be seen. The market is quiet, with little stock moving.

Coffee—There is no change in the market, the crop in sight being almost, if not quite, as large as a year ago, while the coming crop is estimated by many as being as large as the crop just harvested. If these reports prove true, this means a comparatively low market all the coming year.

Rice—The sales movement for July was in excess of the movement during July last year, although it was less than the movement for June and May. Stocks, as compared with the supply for corresponding period last year, are about equal. The supply in first hands is estimated at 15,000 bags. It looks as if the season would go out with only normal supplies on hand. It is said that from 6,000 to 8,000 bags of rice have been shipped recently to Cuba and Porto Rico, and that there will be a further considerable call from those markets in the future.

Canned Goods—Spot tomatoes are $2\frac{1}{2}c$ lower, due to the nearness to the coming of the new pack and the prospects of a large crop and pack. No futures are selling. Spot corn is selling fairly well in a small way, at unchanged prices. No futures are offered. Peas are not selling, and prices are unchanged. The packers of string beans, by reason of the short first crop, were unable to deliver all their future orders, and for that reason are carrying some orders over to the second crop. Prices are $5@10c$ higher than last year. Peaches are selling only in small lots, no large lots being on hand. Prices seem to be getting gradually higher. Advices from the Coast say there is sure to be an advance soon. California canned peaches are probably very good property at ruling prices.

Dried Fruits—Apricots will be unusually scarce and are bound to rule high. Future prunes will rule high, with large sizes scarce. There will be practically no 30's, very few 40's, and 50's will have to be considered the large size. Spot peaches are moving out in a small way and stocks are light. All business done is in small lots, at unchanged prices. Nothing is doing in currants and the market is easy. Raisins are selling very well and the cheaper grades are getting cleaned up. Better grades bring full prices. Holders decline to shade. Apples are bound to be scarce and high, on account of a short crop in New York and the Southwest.

Syrup—Compound syrup shows no change over the advance noted last week, but the market is firm and the demand good. No further advance is likely, however, unless glucose advances further. Stocks are ample. There is

not much demand for sugar syrup, stocks of which seem more ample.

Cheese—Cheese is not unduly high, even at the recent advance, although a little higher than last year. The demand for cheese is very good, as it always is at this season. No change is expected in the near future, although the market is firm.

Provisions—Provisions are strong and some lines are $\frac{1}{2}c$ higher than a week ago. The generally large demand is the cause of the advance. All smoked meats are selling very well. Lard stays down because the make is very large. No decline is likely, however, a slight advance in sympathy with other provisions being more likely than a decline. The market will hold its own in all probability.

Fish—There has been no actual advance in salmon, but the feeling is strong and a higher range of values is looked for, based on the fact that August and September are the months of heaviest consumption. The new pack of low-grade salmon will not be available until November or December. Spot stocks of low-grade salmon are light. The mackerel market is in very good shape, there being a good demand and steadily-advancing prices. Cod is selling very well, and the quality is good. Prices are unchanged. Lake fish are moving nicely at unchanged prices. Sardines are practically unchanged. Three-quarter mustards are getting very scarce and the price has advanced about 10c per case.

Hides, Tallow and Wool.

There is a small take off of hides in Michigan. Light stock is more plentiful and the demand is fully up to the supply. The general hide market does not change, asking prices being $\frac{1}{4}@\frac{1}{2}c$ above the selling price.

Tallow is slow and sluggish, with some call from soapers who wish to purchase at a still lower price than seems to be ruling. There is a good supply of old stock, which low prices do not move.

Wool is again a selling commodity in the East. Sales last week were up to last January sales. Manufacturers are looking for some wool, but find no soft spots; in fact, our market is really higher in the selling price, especially so on fine. London sales closed 5 per cent. higher all around, while fine was advanced $2\frac{1}{2}c$ from previous sales, with no demand from this side and little salable offering for our needs. On the other hand, manufacturers seem to have a good supply from what they carried over, so that they are running full time and no spindles idle. The future is bright for wool. Wm. T. Hess.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at the Tradesman office Tuesday evening, the final report of the Picnic Committee was received and accepted. No business of importance was transacted, aside from perfecting the final arrangements of the annual event which takes place Thursday.

John F. Hartmann has erected a store building, 22x38 feet in dimensions, at the corner of Third and Fremont streets and will shortly open a new grocery store at that location, having purchased his stock of the Worden Grocer Co. Mr. Hartmann proposes to adopt the cash plan altogether.

H. E. Beasley has engaged in the grocery business at Ithaca. The Lemon & Wheeler Company furnished the stock.

The Produce Market.

Apples—Eating varieties, such as Astrachans and Duchess, command \$1.75 per bbl., and cooking varieties fetch \$1.25.

Beets—10c per doz. bunches.

Blackberries—80c per crate of 16 qts. for home grown. The late rains will have a marked effect in the size of berry, both home grown and wild.

Butter—The market is in very good shape, there being a good, steady demand. The dry weather which has prevailed all over the country has greatly curtailed the make by injuring the pasturage. The demand for milk for ice cream, etc., is also having its effect, and these causes have made the market advance 1c per pound. The butter arriving now is of fair quality for the season, which always shows effects of heat. Factory creamery is held at 18c and fancy dairy at 15@16c.

Cabbage—Home grown is in ample supply at 45@50c per doz. Chicago stock fetches \$1.25 per crate of 30 to 50 heads.

Celery—15c per bunch.

Carrots—10c per doz. bunches.

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

Cocoanuts—4@5c.

Corn—Green, 15c per doz. ears. The stock is still so poor that dealers do not undertake to ship it to outside points, although the demand is active, especially from the resort towns.

Cucumbers—The price has declined to 20c per doz., due to the increased receipts.

Eggs—The hot wave has played havoc with eggs, so far as quality is concerned, and not much improvement in this respect is expected before the end of the month. Handlers are taking in stock on the basis of value, holding carefully candled stock at 11c and choice candled at 12c.

Green Onions—10c per doz., according to size.

Green Peas—75c per bu. for home grown Marrowfats, which are very scarce, on account of the drought.

Honey—Fine new comb commands 12@13c.

Lemons—Fancy Messinas are advanced to \$5.50@6 per box and prices on the entire line are very firm. The demand is excellent, the weather favoring a large movement.

Lettuce—50@60c per bu. for head.

Muskmelons—Indiana Cantaloups fetch 75c per doz. Little Gems command 60c per basket of about 20. Osage fetch \$1 per crate of a dozen.

Onions—Home grown command 90c per bu.

Oranges—There are still good supplies of fruit on hand and prices are firm, with fair movement.

Peaches—Alexanders are coming in like a deluge, but as they literally "rot on sight," growers are realizing only 25@40c for the crop. Early Rivers, which are a trifle better in quality and can be shipped short distances, command 40@50c. Each succeeding variety will be better from now on.

Pears—Small Michigan command 50@75c per bu. Marys fetch 75c@\$1, but do not stand up well enough for shipping purposes.

Plums—Wild Goose from Indiana command \$1 per crate. Michigan varieties will begin to come in about Aug. 10. The crop is the largest ever known in this vicinity.

Pop Corn—50c per bu.

Potatoes—Home grown stock is in ample supply at 45@50c.

Radishes—10c per doz. bunches.

Tomatoes—Home grown command \$1.50 per bu., but the price will gradually drop to a lower level.

Wax Beans—75c per bu. and scarce at that.

Watermelons—14@20c for choice Missouri stock, which is in ample supply.

The Morning Market.

While in general the management of the market seems to operate with little friction, there are some evidences of a lack of thoroughness which are made manifest by a copious rain. It had been observable for some time that the sur-

face of the roadways were being converted into fine powder to an undue degree, but this fact excited little attention until the powder was transformed into mud, producing a quantity which is a great disappointment to those who fondly hoped that the hard rolled driveways would be permanent. With the exercise of proper care on the part of the management this hope would have been justified, although the work would have been attended with a little expense, but only such as the conditions fully justified. It was only necessary to keep the driveways properly sprinkled during the dry weather to prevent the pulverization of the dust. It is singular that this matter seems to have failed to engage the attention of the market authorities until a rain should develop an unqualified mudhole, and it remains to be seen whether steps will be taken to prevent a recurrence and intensification of the annoyance, to be alternated with the scarcely less disagreeable affliction of dust during the dry seasons. While the rain shows pretty accurate grading and fair surface drainage, a few places seem to have settled so that considerable ponds are retained, which should have the attention of the repair department if there is such an institution.

It is surprising to see how little effect a rain seems to have upon the market attendance. Of course, decrease in the number of grocers and gardeners, but not to an extent to prevent a lively business after a night of heavy rain. This is on account of the necessity of marketing what is prepared to prevent its loss, and then as there is likely to be nearly as much buying as ever, those who do venture have the better chance.

The feature of the week has been the heavy offerings of early peaches. These have been in unusual profusion for so early in the season. Prices have been moderate, but sales have been sufficiently easy to show that there is money in the hands of consumers to warrant the use of an unusual quantity of the more delicate fruits. Apples are making a fair show, although greatly overshadowed by the peaches. Small fruits are becoming scarce, indicating that the season is going to end rather early for them. Tomatoes are beginning to be offered in small quantities and command, as yet, rather fancy prices. Vegetables are in great variety and seem to find a steady, healthy sale at prices which, on the average, seem low to the sellers yet yield reasonably profitable returns.

J. Geo. Lehman and a party of friends made a fishing excursion to Pine Island Lake Monday. Mr. Lehman succeeded in landing several fish, but the feature which interested him the most was a bite—on one arm—inflicted by the business end of a bumble bee. The arm has swelled to twice its usual size and its owner is receiving the condolences of his friends, all of whom insist on his trying a favorite recipe or formula for the relief of the injured member.

Heman G. Barlow (Olney & Judson Grocer Co.) has returned to his desk—a monster new one, by the way—after a fortnight's trip around Lake Huron and Lake Superior.

Sumner M. Wells (Clark-Jewell-Wells Co.) has returned from a month's outing on the banks of Crystal Lake.

A. D. Beardsley has opened a grocery store at Owosso. The Worden Grocer Co. furnished the stock.

Woman's World

Wherein We Are Martyrs to Our Neighbors.

Time and time again I have been tempted to exclaim, lucky Eve, who had no neighbors! What a happy, care-free, comfortable sort of a time she must have had! Nobody to notice whether her clothes were in the fashion, nobody to watch what she bought in the market, no observant eye taking in her wash line, no listening ear to overhear every time she had a spat with her husband and spanked the baby!

Why, do you know, we are simply slaves to our neighbors? They regulate our going outs and coming ins and run us into extravagance and debt, and we spend time and money and health and temper and bring on nervous prostration doing what we think they expect of us and not what we want to do ourselves. It is they who are responsible for half our miseries and mistakes. We may be as brave as Julius Caesar or Mr. Hobson about everything else, but we are abject cowards before the opinions of our neighbors. We may think thus and so, and every dictate of common sense and reason may point to our following a certain course, but it is weighed in the balance and found wanting if Mrs. Smith across the way, and Mrs. Jones around the corner, and Mrs. Brown next door hold contrary views. And the queerest part of it is that individually we may think those ladies chumps who don't know enough to come in out of the rain, but that has nothing to do with the case, and doesn't give us the nerve to go along and do as we please, independent of their approbation.

What makes everyone of us who can rake and scrape the money go away from our comfortable homes in summer to some deadly dull resort, where we eat stale fruit and canned vegetables and hang up for six or eight weeks in a room no bigger than a cupboard? Do we expect to enjoy it? Not on our life. Nobody who has ever tried it once expects to enjoy it. The summer exodus is half the time an excursion solely for the benefit of our neighbors. They expect us to go, and if we don't they speculate about it and wonder over why we didn't, and we lack the moral courage to stand it.

In the same way they are responsible for the way we build our houses. The money that would have bought a roomy lot on an unpretentious thoroughfare goes for a strip on the avenue, where we wedge in between people whom we fondly believe to be fashionable, and we plaster the front of the house over with jim-cracks that we have to go across the street to see, even if we have to scrimp on the conveniences in the back to pay for them. Even the furniture is bought on the same unselfish plan, and we load the parlor down with ornaments, no matter how many comforts we lack in the kitchen. It is all done for our neighbors.

There's no telling the trouble that this awe of our neighbors' opinions causes. If they would go off where nobody knew them, half of the poor young couples you know who get married could start out in a sensible and reasonable way, with a little cottage and plain furniture and the girl doing her own cooking, and they would be happy and comfortable, and get along. But they haven't the courage to do that at home, and so they have a fine wedding, and

the girl's people are put on half rations for the next six months to pay for a silly white satin gown. They go to housekeeping in a house that is gorgeous with empire furniture, bought on the installment plan, and life resolves itself into one prolonged struggle to head off the bill collector. They didn't want to do it. They knew better. They were simply victims to our common dread of what people will say about us.

It is this same feeling that is at the bottom of the domestic problem. There are so many women wanting work, and they are so awfully particular what kind of work it is. I think I know personally a couple of millions of girls who are preparing themselves to be artists and illustrators and prima donnas, and not a single one who is qualifying for a good cook. If you advertise in the paper for typewriter or stenographer or clerk you will have to hire a policeman to protect you from the horde of girls who will apply for the position, and they will take almost anything you offer. But if you want a good cook or housemaid or a trusty nurse you will have to get out and hustle around to find one who will languidly condescend to come and try you and see if she likes you. If you take the lot of the average maid in a good family, where she gets good wages, a nice room and the best of food, it is infinitely more comfortable and lucrative than that of the illy paid girl who clerks in a store, who must be on her feet all day, and whose scant wages will pay for only the poorest subsistence. It is nothing but the absurd idea that clerking is more respectable than cooking that keeps many a girl behind the counter instead of before the cooking stove.

Another way in which we are martyrs to our neighbors' opinions is in wearing mourning. Every doctor will tell you that the custom is almost suicidal and that just as soon as a woman puts it on he begins to get ready to treat her for some nervous malady. When death comes into our homes and robs us of our loved ones, it is hard enough to bear, God knows, without adding anything else to it in the way of gloom. How worse than useless it seems, when the heart is bowed down and the world saddened, to shut out every ray of sunshine with heavy veils and make one's frock a perpetual reminder of loss from which one can not escape. How gloomy the house looks when only black robed figures flit about, seeming to keep the grief always before one, the wound always open. Men hate mourning gowns on their womankind; the women themselves tell you that they shrink in horror from it; that it makes them depressed, nervous, ill, but because other people will think it queer if they don't they shroud themselves in funereal crape, no matter if it is at the risk of health and life.

So it goes, and in neither life nor death do we dare to consult our own tastes or convenience. We must do what our neighbors think, not what we think. If our particular set have a Paderewski fad, we must pretend that we adore classical music, whether we can tell "Yankee Doodle" from "Tannhauser" or not. If a popular subscription is being gotten up, we must put our names down, no matter if we are in debt to the butcher and behind with the rent. We couldn't run the risk of having our neighbors think us stingy, you know. If we entertain we must have things far beyond our usual simple style of living. We wouldn't dare

to have the neighbors go away and say that Mrs. Smith had only three potted palms and two punch bowls, while Mrs. Jones had six. We must do what the neighbors expect of us, even although we go in debt for six months and break a blood vessel in the attempt.

I confess there are times when I think that if we could emancipate ourselves from this bugaboo of what our neighbors say, we should have solved the great problem of comfortable living. We would be able to do what we pleased without explanation or apologies or fibs. We should be able to enjoy simple things, and, above, all, we would be able to love our neighbor as ourselves, when she no longer was either critic or mentor, but just a simple, human woman, as glad to get rid of us and in as much dread of our opinion as we were of hers. DOROTHY DIX.

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How Capricious Fortune Came in a Fiery Ordeal.

J. A. Foote in the American Druggist.

In no sense could the "Black Street Pharmacy" be regarded as a beautiful, or even pretty, drug store. Poverty and lack of means were written in every line of the cheap white fixtures; in the scanty assortment of labeled shelf-bottles "all thinly scattered to make up a show," and in the meagre stock shown in the three lonesome-looking showcases that dotted the long bare counter. Yet in the eyes of one person it was beautiful. James Brown, Ph. G., loved his store with the same unselfish affection that a fond father gives an erring son who has caused him pain and trouble.

To his store and business James Brown had given the best years of his life and the priceless treasures of youth, hope and ambition. In return, the store had given him thinning locks, wrinkled brows, anxiety, and, at last, poverty.

Perhaps these things came into his mind to-night; but if they did they were again quickly banished. He had loved his store always; he loved it more than ever to-night. True it had brought him care and worry, but had it not also brought him happiness? And like the exiled patriot yearning toward his native land, he loved the poor little store, not for what it was, but for what it should have been, for what he dreamed it might have become.

What ruins speak more eloquently of pitiable misery than the shattered remains of the castles we rear in the land of imagination? To-night James Brown stood amidst the ruins of the bright-hued hopes he had builded, and mocking reality only served to show him how beautiful were his cherished ambitions. He saw himself at the head of his class on graduation day; he listened to the applause that greeted him when he was awarded his prizes, and he heard again the voices of his friends telling him that he was a lucky fellow and that he would succeed. And then there came before him the sweet face that had stirred him to exert himself, the one who had come with him to the little store when he first took possession of it, the one who had cheered him in his successes and consoled him in his losses.

"God bless her!" he involuntarily said.

It was her presence that had made the store so dear to him. When he first commenced business he got along very well. He had hopes of buying the place and enlarging it. He began to put money in his interest account at the bank and his hopes were coming to pass. But then a change came. The big department stores and the cutters made inroads on his trade and some of the physicians commenced to use tablets and to dispense their own medicines. His customers dropped away gradually and he was no longer able to keep up his stock. Matters went from bad to worse. He worked with all his energy to revive his failing business, but to no purpose. Care and worry began to tell on him, and now no one would recognize in this man with bowed shoulders and haggard cheeks the James Brown of a few years ago.

He had struggled against misfortune as long as he could. To-morrow would see the end of it, for Morgan & Co., the wholesale druggists, intended to levy on his stock for debt. This night would be his last night upon earth; he looked upon his store for the last time. At supper he yearned to kiss his wife and children good-bye, but he feared to do so lest they should suspect his purpose. He intended to deceive them as he would deceive the world. They would be happy; they would not want for food after his death, and no one would know that he was a suicide. Long ago he had carefully laid his plans for this crisis. His insurance of \$10,000 would support his family, his stock would satisfy the claim of Morgan & Co. Aconite was sure and left no trace. "Heart disease," the coroner would say.

He laughed softly to himself and looked at his watch. It was 10 o'clock;

the hour had arrived. Carefully he pulled down the blinds and counted the money in the drawer. It was a very small sum. He locked the door and then worked for a while on his books. Having finished his entries, he calmly and deliberately took a bottle labeled Tr. Aconit. Rad. from the shelf and procured a graduate. A look of disappointment crossed his face. The bottle was empty. He searched for the fluid extract, but found that container empty also. In his search he found some fluid extract of cannabis indica. "This will answer the purpose," he said, and he poured a quantity in the graduate and regarded the green fluid with a critical eye. He raised it to his lips and suddenly set it down again. There was a sharp peal of the night bell.

He unlocked the door and let his customer in. It was a man who wanted a bottle of colic cure. "Big fire uptown," said the customer as he was leaving. "Where is it?" asked the druggist.

"Up to old Morgan's, the wholesale druggist. His house is afire. Well, he can afford to build a new one, I guess. Good night!"

"Yes, he can afford it," said Brown bitterly.

He looked out upon the street before locking the door again. A misty rain was falling, and the eastern sky was reddened with the murky glare of the burning dwelling. He gazed on the dismal scene for a moment and then walked behind the prescription case and emptied the graduate of poison with one draught. After rinsing his mouth with water, he carefully washed the graduate and replaced the bottle of poison in its usual position on the shelf. Then he seated himself at his desk and awaited the action of the narcotic.

After a while a peculiar feeling of beatitude and exhilaration seized him. The familiar outlines of the store disappeared and he was surrounded by undulating, irradant shapes of countless beautiful tints and colors that changed with kaleidoscopic rapidity. Their motion, slow at first, gradually quickened and produced a preternaturally sweet music that increased in loudness with the rapidity of the changes of color. Quicker and quicker flashed the colors and louder and louder waxed the harmony, until at last, with a flash of color and a crash of music, he felt his soul separate from his body and soar away into space.

Everything now was dark and a terrible silence prevailed. In the distance there was a vast light and he felt himself borne on toward it with an irresistible impulse. For hours he sped on with frightful velocity and at last he stood in the glare of a vast pillar of fire that reached from the earth to far above the skies. At the base of the pillar there were thousands of men, who screamed and shouted and dashed toward the flames and then retreated when the destroying element touched them. They were trying to reach a figure that stood in the centre of the fiery pillar, and none had the courage to brave the flames. As he looked he knew that the figure they would gain was Success, the thing that he himself had tried to claim when he was mortal. But now he was a spirit and the flames could not harm him and he could grasp Success with scarce an effort. He laughed at the puny efforts of the crowd and dashed into the midst of the pillar of fire. Clasp the fair-haired goddess to his breast, he soared away again into the oceans of darkness and limitless space, where the cries of the baffled mortals could not pursue him.

* * *

He was still in darkness, but the feeling of exhilaration and ambition that had possessed him was now succeeded by an enervating numbness and weariness. He heard tones of familiar voices, but his benumbed faculties could not grasp the meaning of the words that were spoken. With a painful mental effort he tried to comprehend his situation. Then he recognized the voice of his wife.

"Is he out of danger, doctor?" she asked.

A man's voice answered her, but he

could not understand what was said; the voice seemed to be getting farther and farther away until it was lost entirely.

It was many days before he could realize what had occurred. When his wife and his nurses spoke of his bravery he could not understand what they meant; but gradually he gleaned from their remarks the story of the night's happenings, and also learned that they had no knowledge of his attempted suicide.

Either on account of some deterioration of the drug he had taken or some physical idiosyncrasy in himself, the poison only served to stimulate him into a half-frenzied state of "hasbeesh" intoxication. In this condition he had gone to the fire, dashed into the burning building and reached the young daughter of Mr. Morgan, who stood at a window screaming for aid. What they could not understand was that, after seizing her in his arms, he had jumped from the window instead of descending on the ladder that had been reared for him. He was badly burned and his arm was broken from his daring leap. The newspapers spoke in extravagant praise of his bravery, "which was all the more

to be commended," they said, "from the circumstance that the father of the child whom Mr. Brown rescued had a mortgage on Mr. Brown's stock which was to have been foreclosed on the day succeeding the fire." But the mortgage was never foreclosed. Mr. Morgan not only declared the obligation cancelled, but he also bought the stock at a figure far in excess of its value, and afterwards installed James Brown in a responsible position in the wholesale house of Morgan & Co.

Capricious fortune, that had so long deserted him, seemed to have come to him in the fiery ordeal of the night when he plotted his own destruction, and to-day one of the largest drug corporations in the Western States is the Morgan & Brown Co.

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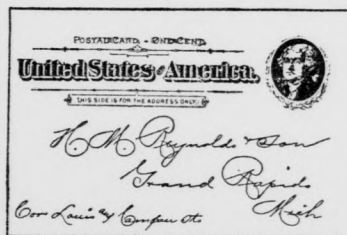
"I suppose you get a lot of honeymoon couples billing and cooing around here?" asked the inquisitive stranger of the landlord of our favorite week-end seclusion.

"Well, ye-es," replied the man of experience, "plenty of cooing. I manage the rest."

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E. A. STOWE, EDITOR.

WEDNESDAY, . . . AUGUST 3, 1898.

THE COTTON GOODS TRADE.

In a recent issue the Chicago Tribune reviews editorially the depression in the cotton goods trade of the New England States and seeks to explain the causes and suggest remedies. The Tribune admits that the depression does not extend to the South; but, on the contrary, the relative cheapness of manufacturing cost in the South is one of the powerful contributing factors in the trouble affecting the New England mills.

While giving due weight to successful Southern competition, our Chicago contemporary points out that New England depression is not entirely due to that cause. Lack of enterprise on the part of manufacturers in pushing trade with foreign countries is said to be one of the causes, as through this lack of enterprise American manufacturers lose much trade that they should properly control.

This country does not export cotton goods to the extent that it should. Our production has outstripped the country's ability to consume; hence, unless we look abroad for a market, we must suffer the evils of over-production. As we produce the raw material, there is no reason why we should not compete successfully with all comers and secure the lion's share of the foreign demand for cotton goods. That we have not secured the share of the foreign demand for cotton goods to which we are entitled is unfortunately well known. Take, for instance, the Latin-American countries to the south of us. Although nearer to us, and maintaining the most friendly relations with us, these countries, nevertheless, persist in purchasing by far the greater share of the goods they consume, whether cotton goods or other commodities, from European countries. Take the republic of Colombia as an example. In 1893 the exports of the four principal countries trading with Colombia were as follows: France, \$7,394,000; Germany, \$1,315,000; Great Britain, \$4,908,000; the United States, \$3,156,000. Of the British trade, more than one-half (\$2,700,000) was in cotton goods, while that of the United States was only \$301,600—and this, in spite of the fact that it requires only nine days for our steamers to reach the principal Colombian port from New York, against fifteen from Liverpool and eighteen from Germany.

The reason for this anomalous condition of things is not due to prejudice against us or our goods, but to the fact

that American merchants and manufacturers do not take the proper steps to cater to the Latin-American trade. Our New England manufacturers take no steps to manufacture especially for the South American trade. They do not turn out such patterns as are desired by the trade there, nor are the goods packed in the way that meets the special needs of the markets whose trade we desire. European merchants are careful to look after all these points, and, as a result, they secure the trade even in cotton goods, for the manufacture of which they must buy the raw material of us.

Our victory over Spain will open up to us new markets and, consequently, will afford our cotton manufacturers an opportunity to make money; but there is no reason why they should not capture the lion's share of the Latin-American trade if they only take the proper steps to secure it by producing such goods as the trade demands and putting the goods up in suitable packages. The attempt to educate foreign countries to admire our tastes in goods and packages is sure to prove a dismal failure. Our European competitors are wise enough not to make such an experiment, and, consequently, they capture the trade.

MEXICO'S PROSPERITY.

While we have been enjoying a phenomenal export trade during the past year, owing to our unprecedented shipment of foodstuffs to all parts of the world, we have not been alone among American countries in this kind of prosperity. Our next door neighbor to the south, Mexico, according to official figures just published, has also been reaping a rich export harvest.

The total sales by Mexico to outsiders during its past fiscal year reached \$112,000,000, in round numbers, while the imports were about \$80,000,000 in value. This leaves the balance of trade in Mexico's favor at \$32,000,000, or over 16 per cent. of her total foreign trade. The notable point about this balance is that it is \$22,000,000 larger than the excess of the preceding year. This indicates a growth of foreign trade almost as great in proportion to the whole volume as that observed in the United States. It means certainly a developing importance of Mexican trade and points to agricultural and industrial activity.

It is unfortunate that our people, and especially our Congress, do not seem to appreciate how Mexico is steadily developing in a commercial way. We are not making that effort through reciprocity or otherwise that might give us large increase of trade south of the Rio Grande. It will be matter for astonishment that last year our exports to Mexico actually decreased in value compared with the preceding year. Of the \$80,000,000 worth of imports into Mexico last year, our share was only about \$20,000,000, when it ought to have been three times that amount.

Blanco may blow as long as there is breath in his body, but a town in which dog's meat is becoming a rarity as well as a luxury is in a bad way and could not muster much strength to repel a vigorous assault.

There are some surprises for our troops in Porto Rico, notably good roads. The majority of our forces are not used to such luxuries at home.

A man with trust on the brain is distrusted by everybody.

OUR RECEPTION IN PORTO RICO.

The experiences of our army and navy at Guanica and Ponce, if the action of the inhabitants of those places is a criterion for judging the island sentiment, would indicate that Porto Rico is a ripe apple waiting to fall into the American lap. The scenes at Ponce were almost as inspiring as those at Santiago when the Spanish flag came down, notwithstanding the dissimilarity.

The city of Ponce is nearly as large as Santiago. It is a place of commercial importance and its population is possibly representative of the best elements to be found on the island. To have captured such a place with its inhabitants hostile toward us and aided by a strong and determined garrison would have given General Miles all he could do with the force at his command at the time of the surrender. To have captured it without losing a man or firing a shot is remarkable as showing that the sentiment there is strongly anti-Spanish, and indeed pro-American, in spite of the fact that no rebellion has been in progress in the island.

It is easy to believe, as the reports say, that there is a much higher order of citizenship and intelligence in Porto Rico than in Cuba. People who have been always under the flag of Spain who can yet meet American invaders with a brass band and cheer the Stars and Stripes testify to an intelligent appreciation of the difference between Spanish and American sovereignty and what the latter will mean for them in the way of peace and prosperity. The mayor of the city appears to have voiced this recognition of the meaning of the coming of the Americans. And yet Porto Rico has been about the best governed of any of the Spanish colonies. Still the burdens have been heavy and revolution has only been avoided because the island failed to offer the physical opportunities and advantages for conducting a desultory or guerilla war to be found in Cuba. It was always possible for Spain easily to put down a rebellion.

There may yet be a stubborn resistance at different points by the Spanish troops in the island, but it is almost certain that no assistance will be given them by the native inhabitants and that conquest will be comparatively easy. We cannot but the more think that we are obtaining a valuable possession in Porto Rico, not only by reason of its strategic value, but on account of the character of its population and its splendid commercial promise. People who can appreciate the coming of the flag of freedom are largely prepared to meet the responsibilities of self-government.

GENERAL TRADE SITUATION.

As the beginning of the war with Spain seemed to have little effect on the stock market conditions, probably by reason of its effects being discounted beforehand, so its probable ending is as devoid of material effect. Indeed, at no recent time has the market shown as little variation for a period of six weeks as in the last week, and that while the most sensational conditions were imminent. There has been a steady though slight strengthening of values, the variation being less than a dollar per share on the average. One of the most potent factors in the past in stock speculation has been rumors of political complications and "war clouds," but the present experience seems likely to deprive that

factor of much of its potency in the future.

General trade continues to manifest unexpected activity for the season. Closing for repairs has been made as short as possible and work, in anticipation of a heavy fall demand, is being pushed energetically. While there has been some talk of a probable lessening of railway traffic, based on the assumption that so long as a period of unusual activity must be followed by a reaction, as a matter of fact indications seem to favor a continuance of the present movement. There is an unusually heavy crop of wheat to be moved, with prospects favorable for corn and an unsupplied demand, which gives assurance of a market on the other side. This would seem to be sufficient, with the other favoring conditions, to warrant the expectation of a heavy traffic for a considerable time to come.

The downward movement of wheat and other grains, which has characterized the past few weeks since the Leiter collapse, appears to have reached its level and the last day or two has scored an advance. Foreign demand continues to keep up a heavy export, and a little conservatism in selling on the part of farmers, who seem to be able to wait, is enough to turn the scale when the proper level is reached. Export of wheat for the month exceeds that of the corresponding time last year by about 25 per cent., and corn in somewhat less proportion.

The characteristic feature of the iron and steel manufacture is the unexpectedly larger booking of orders. Summer repairs have been cut as short as possible and most works are again in operation.

The near ending of the war, with the consequent political changes, brings prospect of the arrival of Cuban and other West Indian trade on a scale not known under the old conditions. Already steamship lines are projected for Cuba and the new colony of Porto Rico, and manufacturers of sugarmaking machinery, etc., in Pittsburg and elsewhere are turning their attention in that direction. It is certain that the new order will bring a material trade impetus in that direction, while the restoration of Eastern trade following the interruptions of the war will exert a still greater general influence.

For the month of July the volume of business in progress throughout the country is considerably in excess of any corresponding month on record. Accounts of retail trade, especially in the West, are almost universally encouraging, and urgency of dealers to obtain stocks earlier than were expected is a common feature.

The Chicago dailies have had to raise the price of their papers. Cut-throat business was tried long enough to demonstrate that it doesn't pay. Every now and then some fellow has to cut that kind of a wisdom tooth.

Spaniards think Miles ought to have landed where he promised to land, after they had taken the trouble to defend the place.

Most of the "Remember-the-Maine" poetry is of such nature as to make people wish to forget the Maine.

For subduing hungry Spaniards, the American army ration is mightier than the sword.

Spain wants the earth, but does not know how to fight for it.

QUESTIONS AS TO ALLIANCE.

The sudden and notable drawing together in a sort of mutual sympathy, since the outbreak of the war between the United States and Spain, of Great Britain and the United States, is the most remarkable circumstance that has been brought into existence by the war.

This curious expression of international sympathy was primarily the result of a sort of foreboding that the war with a European nation, and the conquest and occupation of that nation's East and West Indian possessions, would project the United States into the world's arena as one of the great powers to be reckoned with, and necessitate a readjustment of the European balance of national power.

In such a case, new combinations and new alliances would be formed, and these would be accomplished on the basis of mutual and common interest among the nations so combining. It was some such idea that seemed to draw the two great English-speaking powers together and may, in the course of time, effect some such alliance, but it will only be under the stress of extreme pressure of peril.

Alliances between nations are not made from considerations of generous sentiment, but of selfish advantage. In this connection, a story is told about the purchase of Alaska from Russia immediately after the close of the Civil War. It was then that Russia, unsolicited, and, to the general public at least, unexpected, offered to sell to this country all her possessions in North America.

Alaska was then a territory as little known and less esteemed than were the Philippines by the general public a year ago. The negotiations were conducted by Secretary Seward, and the transfer was made after some opposition by Congress. It was thought that the country was sterile; that it would never have any value, and that to pay \$7,500,000 for it was pure extravagance. Most of the country is in the Arctic zone, and, prior to the rich discoveries of gold there, the country was considered well-nigh worthless, although it has some strategic value from a military point of view.

The story in connection with the purchase of Alaska is that it was to reimburse the Czar's government for fitting out a fleet at the opening of the Civil War to be used in behalf of the United States in case they got into a war with France or Great Britain or with both. There is said to be this basis for the story. At the opening of the Civil War, a Russian fleet did cruise in American waters and there was left no doubt what-

ever as to the sympathies of the Czar with the Northern government. There was a large sympathy in England with the Southern people, the English political economists holding the idea that, if the Southern States should secure their divorcement from the Union, England would enjoy special advantages in getting cotton and striking a deadly blow at the cotton industry in the Northern States.

Whether there was any secret treaty between the United States and Russia cannot be stated, but the existence of such a convention is much to be doubted. Russian statesmanship is extremely sagacious and farseeing. For many reasons there has long been antagonism between Russia and Great Britain, and the possibility of interference by England in favor of the Southern States in 1861 might well have aroused Russia to show a preference for the other side. This expression on the part of Russia for the Northern States was made much of in Washington and throughout the part of the Union represented at the capital.

It looks as if, in the course of time, Russia and Great Britain may come to blows for supremacy in the Far East. Should the United States become established as a military power in Asia, by reason of holding possessions in the Philippine, Ladrones and Caroline archipelagoes, there will have to be some readjustment of international relations. The United States and Japan will be new and powerful factors in the settling of the problem.

Spaniards can own their stores and plantations in Cuba the same as other men, provided they keep within the law. They may do this in the United States and hold office, too, if they adopt its citizenship. The same applies to Cubans. What are Americans in Cuba for if not for business?

Senators who think the indemnity Spain must give the United States should be fixed according to her ability to pay are lawyers, of course. A good lawyer will not make his fee bigger than the property possessions of his client.

It does not appear that Germany has been asked to say how much or how little the United States shall receive from Spain in the way of cash indemnity, and little things like islands and ports that may be useful some day.

It costs over four thousand dollars per day to feed Spanish prisoners that have been invited to dine with us.

WE WILL RETALIATE.

The German government forbids the importation into the empire of American food products for the alleged reason that they threaten the health of the people. For instance, our hog products are excluded on the ground that they contain trichinae. Careful investigations by our consuls have failed to find any case of Germans contracting disease through the use of American meat. On the contrary they have traced every case of that character to diseased home products. Notwithstanding that investigation even by its own experts has failed to substantiate the charge that there is danger of contracting trichinosis from the use of American hog products, Germany persists in excluding them. It has also sought to place an embargo on our fruit, on the ground that it is infected with scale, although an examination of this disease in German orchards has thus far shown it to be of native origin. The exclusion of American products on sanitary and precautionary grounds is simply for the purpose of shutting out American competition in answer to the demands of the German agriculturists, especially the large landed proprietors, who are a power in politics.

This sanitary pretense game is one others can play at, and the Washington Government proposes to take a hand in it. In Germany the livelihood of a large number of people depends on toy making. The United States is a large customer for German toys; in fact, it absorbs about all the surplus production. The chemists of the Agricultural Department are now engaged in analyzing the paints and colorings on all toys imported to this country from Germany, with a view to ascertaining whether or not they contain poisonous matter, which it is believed they do. If the analysis shows that the toys are dangerous for children to handle, their further importation will be prohibited.

The climate of Porto Rico is much superior to that of Cuba. Indeed it is, at its worst, very similar to that of New York in July, seldom exceeding 97 degrees, and sinking to 68 at night. Even at the hottest it is not vexed with much humidity, the air being kept generally free of moisture by the prevailing northeast wind. Porto Ricans are more sensible about accepting weather conditions than we are in our hot days. They act on the belief that they will do more work in the course of the year if they do none at all when the sun is fiercest, so for three hours in the middle of the days when the thermometer is highest they cease all work. Even at other

hours, those most favorable for labor, they go about the struggle for life in a leisurely manner. As little energy as the Cubans have, by our standards, the Porto Ricans have less. This is shown in the lack of energy they display in their periodic attempts to free themselves from Spanish rule. They have attempted this often, but always have given up after a struggle which would only have encouraged the Cubans. Among the white natives there is the large number of 25,000 who are not of Spanish descent, and among these it is interesting to note that the rebellious feelings against Spain are aroused more by social than political wrongs.

Those glowing Klondike stories that reach us by way of the upper coast cities are strongly suggestive of an effort to create a fresh outfitting boom. Seattle, particularly, is straining suspiciously hard in the effort to spread the Klondike fever anew. The victims of the original boom, many of whom are said to be returning in poverty, may have some outstanding personal accounts to settle with the persons who got their cash and lured them to destruction. On the other hand, we have an encouraging sign of the times in the report that the famous Comstock mine is likely to be pumped out and that comprehensive work will begin in the old wealth-producer. It will be an expensive undertaking, but many experts believe the mine is wonderfully rich in the low levels. One good feature about the undertaking will be an awakening of interest in many other good mines that have been inoperative for several years.

The war with Spain has done the monacle glass dudes of New York an abundance of good. It has lodged in their weak brains an idea that "Americwa is the right sort of nation, don't yer know!"

American soup kitchens will be opened up in Cuba to feed the hungry natives who love liberty. If it should happen that they do not love bean soup, there will be another rebellion.

There is a vast difference between the liberty of the press and the black-guard impudence of yellow journalism.

The hungry people of Cuba were hungry before their Spanish masters blew up the Maine. They are still hungry.

When Cervera was bottled up, Schley regarded him as a dose that should be well shaken before taken.

The war is knocking the bull fight out of Spain. It gives the bull a rest.



Increase Your Business by Selling

"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.

Shoes and Leather

How the Department Stores Sell Shoes Cheap.

A retail shoe dealer has asked us the question, "How do the department stores sell well-known \$3 and \$4 shoes for \$1.97?"

Here is the way one department house conducted its sale:

Siegel, Cooper & Co., of New York, recently advertised the W. L. Douglas \$3 Brockton shoes at \$1.95. The public know that these shoes retail at \$3, and accordingly believed that they would get good values. People don't understand shoe materials very well, but they know prices, and \$1.95 was a taking price.

The salesmen started in on a Thursday with 2,100 pairs. One aisle was reserved for their bargain sale, and two tables at one end were filled with the shoes. The customers began to swoop down on them early in the day, and in the middle of the afternoon some of the sizes were broken. The aisle was crowded with men, women and boys, ordering, snatching and trying on shoes, and evincing every sign of the genuine dry goods bargain distemper. They had to wait their turn a good while to secure a salesman's attendance, and those who preferred to wait on themselves fought for places at the tables where scores of pairs of shoes were piled, and customers hauling them out.

The sale was a decided success. It had been, of course, extensively advertised in the newspapers. The Douglas shoes were in the windows with Siegel, Cooper & Co.'s regular stock. The latter bore price tags; the Douglas shoes did not.

The bargain stock included ox blood shades in large quantity, and coin, London, Yale and opera toes. As far as could be learned there were no bulldog toes. The shoes were shapely, although the styles were mostly passe, and once in a while some slight abrasion or other defect could be discovered on close examination. It was evidently a case of sacrifice of old and somewhat shopworn shoes by the Douglas Co. in order to keep their stocks fresh and clean. It was the opinion of the salesmen that, notwithstanding the low price, the dry goods firm made a fair profit per pair on the shoes. Most of them, it is said, are over three years old, having weathered seven seasons.

The Douglas Company are raising their grade and price. Henceforth they will sell \$3.50 shoes. There is a pronounced difference between these and their \$3 shoes—better material and workmanship, and more attention paid to details. The old styles in \$3 shoes were collected from all their stores and sent to the factory at Brockton, whence they were sent to Siegel, Cooper & Co. The Douglas people retained the up-to-date \$3 styles, but will close them out promptly, and next season only \$3.50 shoes will be sold at Douglas stores.

Another instance of this kind occurred at the dry goods store of R. H. White & Co., Boston. Their customers and the public in general were pretty familiar with their standard \$3 shoes. One day the firm surprised their friends by offering their ordinary \$3 shoes for \$2. The public took hold and cleared out the stock in short order. It seems that a dealer had countermanded an order given to a prominent Lynn manufacturer, and the latter had the shoes on his hands, offered them at a very low price, and White & Co. promptly took

advantage of it, particularly as they were counterparts of their own styles.

Those dealers whose trade is such that price is the main consideration should have an occasional bargain to win new trade and convince their old customers that they are not falling behind in the race. They will let it be known among the manufacturers that they are always open for propositions on odd lots of shoes. They will not be afraid of large quantities, if the prices are below competition, for it should be an easy matter for dealers in non-competing territory to co-operate in disposing of a lot that has been bought to advantage. The department houses in large cities hear of a "good thing" quicker, generally, than the regular trade, because they have the capital, sales force and advertising space to warrant them in taking hold of it. The dealers who are understood to be open to these offers will naturally be approached. Then there are many lots that make good trade winners that can be picked up at the auction houses.

Of course, the first thing to be considered will be the desirability of offering bargains. Will it not hurt the regular business? We think not, unless the business is established upon such a plane that the dealer is known as a leader of shoe styles and in his shop quality is first and foremost while price modestly sits in the back seat. A name for and trade in high grades is the shoe dealer's paradise, but the majority of retailers who sell shoes exclusively have many a worry over their lack of customers and the tendency to follow the trail of the bargain. Consequently, it without indiscriminate and purposeless price-cutting they can offer some line so low as to focus the public eye upon them, it holds their old friends and wins new ones.

Compete, but Do Not Oppose.

"Competition is the life of trade." The merchant who promotes a healthy rivalry and honorable competition will find it so.

Opposition is rank poison to legitimate business. The merchant who wastes his time clubbing his neighbors and digging pitfalls for them will find it so; he will eventually fall into his own trap.

Competition and opposition are easily confounded.

Competition is an honest man's means.

Opposition is a two-edged sword likely to draw blood on the reckless handler. Competition, be it ever so sharp, is tempered with fair play.

Opposition arouses passion, puts a premium on trickery, and degrades business.

Competition brings improvement and activity.

Opposition suggests any old scheme to injure an opponent.

Competition makes friends.

Opposition destroys friendship and makes enemies.

Competition nourishes profits.

Opposition kills them.

Competition means friendly rivalry, with honor and mutual success.

Opposition means unfriendly strife and hostility, without success to either party.

The benefits of competition are world wide.

The evils of opposition are just as widely distributed.

You pay your money and take your choice.

Opinion Based on Experience.

Bookkeeper—This man has always paid cash and now wants to open an account. Shall I accommodate him?

Manager—Certainly not.

Bookkeeper—And this man has had an account and now pays cash.

Manager—Never trust him again.

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.



Your Best Defense

Against all competition is to sell the goods of the

Boston Rubber Shoe Co.

The Rubbers with the best reputation for excellence in the country. A complete stock—all styles, widths and sizes—now or any time.

MICHIGAN SHOE COMPANY, Detroit, Mich.



HEROLD-BERTSCH SHOE CO.

MANUFACTURERS
AND JOBBERS OF

GOOD SHOES

AGENTS FOR

WALES-GOODYEAR AND CONNECTICUT RUBBERS

GRAND RAPIDS FELT AND KNIT BOOTS.
BIG LINE OF LUMBERMEN'S SOCKS.

5 AND 7 PEARL ST.,

GRAND RAPIDS, 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.

Are the Feet Growing Larger?

From the Syracuse Standard.

There is one line of goods that a woman clerk can not sell as well as a man. There is no use to dispute the fact, one woman can not sell footwear to another. Although some shoe stores do employ a woman, it is often because her services are slightly cheaper and she can attend well enough to the children's trade. But as for waiting on the women patrons, that is in the majority of cases out of the question.

The reason is just this. There is no part of her wardrobe over which the average woman is more fastidious than over her shoes. A man will cater to her fancies and her whims; another woman won't; not even if she's paid a salary for so doing. Nor is there any point upon which a woman is more susceptible to flattery than in regard to her feet. The man who sells her shoes knows at just what juncture to interpolate a well turned compliment upon her trim ankle or her high arched instep, or if perchance there is not the slightest foundation for any such remark and her shoe happens to be anything but fairylike in size, he comforts her with the assurance that there are many larger feet than hers and really the boot which he is showing her makes her foot look only half its size. At any rate the successful clerk is always blind to any natural defects in the feet of his customers and is quite sure to discover some good points or in a final extremity imagine them if they do not exist.

"There is a clever trick of the shoe trade," remarked a shoe clerk the other day. It consists in marking the shoes in ciphers, so that a customer can not tell the size she is buying. You see a woman with a 4-E foot will come in here and ask for a 3-B shoe, and if we should offer her a shoe marked the larger size she wouldn't have it even as a gift. So we simply pay no attention to the size a customer asks for. We look at her foot, gauge it at a glance and get her a shoe that fits it. Then we call that shoe any size that we see she has set her heart on having. Generally it is a size or two less than what she wears. Oh, yes, to be sure we have to do some fibbing, in fact, we do a lot of it. But I don't think the recording angel lays it up against a shoe clerk, for by protecting humanity against their own vanity he saves them a lot of suffering."

It is an interesting fact observed by shoe dealers and manufacturers, that the feet of American women have grown several sizes larger within the past two or three years. Ones and twos are no longer kept in stock, for no Cinderella can be found whom they will fit. A number five is the size most generally worn and there are many of the eight, eight and one-half and even nine sold. What would our dainty grandmothers have said to such pedal extremities! Seven used to be the horrifying limit which the largest woman was ever guilty of requiring. But the times have changed. With plenty of outdoor exercise and improved physical health women are on their feet more than they were once able to be. As a result, their feet have grown larger. Wheeling, too, is responsible for some of the increase in size, the constant exercise of pedaling tending to broaden the ball of the foot.

Cannot Stop Work to Receipt for a Legacy.

A lawyer had come all the way from California to pay a \$10,000 legacy over to Uncle Jerry Hopefield, who had lived all his life in a little town in Ohio, and after breakfast two or three of us were invited to go along and witness the transfer. When we reached the house, Uncle Jerry was tightening up the hoops on the rain barrel, while his wife had gone to see a sick neighbor. They had been fully identified the day before as the proper parties, and now the lawyer said:

"Well, Uncle Jerry, I want to hand you that money and get a receipt and be off this morning."

"I'm kinder busy just now," said the old man, as he stopped hammering for a moment.

"Yes, but I have \$10,000 here for you. I don't believe there's a man in the world who wouldn't stop work long enough to sign a receipt for such a fortune."

"Mebbe not, but it looks like rain, and I want to git this bar'l fixed right away. Can't you come over in about an hour?"

"Look here, man, but did you ever see \$10,000 in all your life?" asked the lawyer, as he opened the satchel and displayed a package of new greenbacks.

"No, I never did," replied Uncle Jerry, as he pounded away.

"Did you ever have a thousand dollars of your own?"

"Lands, no!"

"Never had a hundred all at once, did you?"

"Never. Durn that hoop, but it don't want to go on!"

"I must ask you to get this business over as soon as possible," continued the lawyer, as the old man kept at his work. "But it's going to rain."

"Yes, but here's your money."

"And I've got to get this bar'l fixed."

It won't take over ten minutes to fix up our business. Run along and fetch your wife."

"See here," said Uncle Jerry, as he laid down his hammer and wiped the back of his neck, Mariar has gone over to Blodgett's to be gone an hour. Before she went she said I must tinker up this rain bar'l."

"But can't you stop your tinkering to accept \$10,000 in cold cash!" exclaimed the lawyer in indignant tones.

"Yes, yes, I kin stop work; but what about Mariar?"

"Well, what about her?"

"Why, she'd come home expectin' this bar'l to be all tinkered up, and if she found it wasn't, them \$10,000 wouldn't hold her no more'n a tow string would hold a hoss. She'd jest shove me clean down among the cabbages and jump on the bar'l with both feet and squash it all to squash, and fur the next week I'd hev to walk around on tiptoe and eat my meals in the woodshed."

No Need For the Minister.

Here is a queer story from the wilds of Oklahoma about a Methodist preacher. While the latter was returning home one evening he had the misfortune to fall into an abandoned well.

For some time his cries for assistance brought no response, but at length Alkali Ike chanced to pass by on his homeward way after an evening of pleasure at the Blue Ruin fortune parlors.

"Help! Help!" cried the clergyman in a hollow voice.

"Who's that?" demanded Ike in return.

"It is I, Rev. Jenks."

"That's so? Wal, whur are you, anyhow, an' what's the trouble?"

"I am down in Bill Gaw's old well, and—"

"Any danger of drownin'?"

"No the well is almost dry. But I—"

"Huh!" broke in Ike, who entertained a grudge against the minister. "Stay thar, then! We don't particularly need you till next Sunday."

It Looked Suspicious.

They were now driving in the mellow twilight and their engagement was yet in its infancy.

"Darling," he said, "you are sure that I am the first and only man whose lips have ever come in contact with yours?"

"Of course I am, dearest," she replied. "You do not doubt my word, do you?"

"No, no sweetheart," he answered; "I love you too devotedly for that. But when I put my arm around you a moment ago and you made a grab for the lines, I couldn't help thinking you possessed wonderful intuition."

Quite a Drop.

Molly—Mary is engaged to Lord Ded-broke.

Dolly—Was it a case of falling in love on his part?

Molly—Yes, indeed! He wanted half a million at first, but finally fell to one hundred thousand.

Generous people are beginning to understand that it is better to withhold charity than to give it where its distribution will cause disputes and trouble.

When a young lady hems a handkerchief for a wealthy bachelor, she probably sews that she may reap.

EVERY DEALER

can please customers and guarantee them Perfect Foot Comfort by selling **PEDA-CURA** (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. **PEDA-CURA** 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.

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.



SPAIN WILL SETTLE

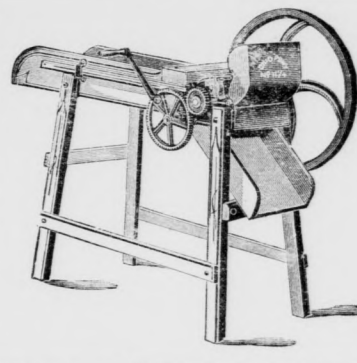
Dwight's Liquid Bluing never settles.

Manufactured by

The Wolverine Spice Co.,
Grand Rapids, Mich.

THE "OHIO" PONY CUTTER

This Cutter is for hand use only, and is a strong, light-running machine. It is adapted to cutting hay, straw and corn fodder, and is suitable for parties keeping from one to four or five animals. There is only one size, and is made so it can be knocked down and packed for shipment; thus securing lower freight rate; has 1 1/4 inch knife, and by very simple changes makes four lengths of cut. This is only one of the Ohio family of Feed and Ensilage Cutters and Shredders. A good agent wanted in every locality in Michigan where we are not represented. Write to-day for complete Catalogue and prices to dealers.



ADAMS & HART, Selling Agents "OHIO" Cutters and Shredders. Grand Rapids.

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.

Fruits and Produce.

Wherein the Dealer and Maker Can Co-operate.

Man-on-the-Street in N. Y. Produce Review.

A Warren street butter merchant recently took me down cellar to see some moldy butter that had come in this week, and which in some respects differed from anything that I had ever examined. The first tub brought out of the box was stripped and showed a very strongly developed case of mold. It began close to the top, and a strip some six or eight inches wide ran all around the tub. To all appearances the tub had been well soaked, as it was very wet when the butter was dumped out, and a good quality of parchment paper had been used, but the mold, which was plainly seen on the outside of the tub, fairly covered the inside, and it had gone through the paper and about one quarter inch into the butter. The butter was spoiled for best trade, and the seller remarked that he would probably have to sell it to either the packing or bakers' trade. On inquiry, I found that the shipment contained some packages that were in even a worse condition, but that part of the butter was as clean and handsome as a picture. I then examined the tub carefully, and found it to be a poor factory made tub, in the manufacture of which very unsuitable wood had undoubtedly been used. The rims to the cover were broken in several cases, side hoops were gone and parts of the bottom had slipped out. It was apparent to all who saw the butter that the fault was mainly, if not entirely, with the tub.

The next tub turned out was from another shipment. There was absolutely nothing on the outside to indicate the presence of mold—it was clean and bright. On the inside a considerable growth of mold had already developed, and it was quite thick upon the butter. It was more difficult to trace the exact cause of the trouble here, as the tub seemed to be well made. However, the presence of the mold indicated that something was wrong either with the tub or the place in which it was stored previous to shipment.

Then I was shown another tub of butter, which, on stripping and boring, showed a development of mold in the butter itself. This seemed so strange to me that I made rather a critical examination. The appearance at first was that of white spots or patches, which soon became darker in color, and finally became a dark blue. The surface of the butter had lost its life and glossy appearance and looked dead, and it had a sort of musty smell. I asked the receiver to account for that condition, and his explanation was that the cream in the vat had undoubtedly become old and covered with white mold. This was not noticed by the buttermaker and he had stirred it up and churned, producing an article that had in it the seeds of death. The receiver said that it was not the first lot that had come to his store in that way, and he was quite positive as to the cause of the trouble.

* * *

"I want to show you something that I cannot explain, but which is a very curious thing," said a receiver the other day. "Here is a shipment of fourteen tubs of creamery butter. It is one of the fine makes and has something of a reputation. When it came in a few days ago I examined three tubs. The first two were fancy, but the next was almost grease. I looked the butter over carefully to see whether some mistake had been made, but no, there were no distinguishing marks on the tubs; it was put up in creamery style and the whole appearance of the butter was handsome. Well, I sent for Mr. Healy, the inspector, and he found six tubs in the lot that scored 96 points; the other eight tubs he graded creamery fourths. I cannot imagine what happened to the butter unless the maker was trying an experiment." We bored the butter, and I took a small bite, sufficient at least to show the rankest flavor that ever went into my mouth. The taste lasted for

hours and was not removed until I ate a juicy peach. I can't describe the flavor. It was oily and nasty, and I know of no place to put such stuff except the rendering kettle. If experiments are tried or accidents happen, the buttermaker should mark every package that is not right. If the receiver had happened to get three of the good tubs on the first showing, he would have classed the butter as fancy, and sold it and made returns to the shipper as such. The trouble that would follow might be very serious.

* * *

It is most gratifying to butter dealers to see with what eagerness the majority of creamery buttermakers seek knowledge pertaining to their profession. This eagerness or willingness on the part of buttermakers to improve the quality of their product is certainly bound to prove beneficial to them as time goes on. While speaking of buttermakers and their work a dealer said last Friday: "Come in here and I will show you a mark of butter that four weeks ago graded as thirds; this lot I think will score under Mr. Healy's inspection a good first. As soon as we began to receive these goods, I saw at once that the buttermaker needed considerable coaching before he would be able to turn out fancy butter, and being anxious to retain the creamery, I have, since then, been endeavoring to help the buttermaker to improve his work. I began by having Mr. Healy score the butter; then I would write to the buttermaker explaining wherein his goods were faulty and suggesting such remedies as I deemed were necessary for improvement. He took kindly to my suggestions and is now doing nicely and I believe he will be making extras before a great while. As you can see, he still packs his butter poorly, but I have arranged with a creamery located a few miles from him, and which is also shipping to us, to allow their buttermaker, who is an artist in his work, to go over and give this man a few lessons in packing."

This is an excellent way to educate buttermakers who are not well up in their work, but it is difficult to always find a fancy buttermaker close enough by to give these lessons. But if buttermakers are anxious to learn, they can get many valuable pointers from their dealers if they will only ask for them.

* * *

Another case that came to my notice last week, but just the opposite from the one cited, was where a commission merchant had written to a creamery whose product he was handling, stating that goods were not put up to standard and therefore impossible to sell at top prices. He also offered some suggestions for the buttermaker's guidance. The creamery replied that if their butter couldn't be sold to wire them at once, as they knew parties that could sell it.

The merchant replied to this letter, and, after stating that there was no difficulty in disposing of the goods at a price, said that he had always believed that it was the province of a commission merchant to point out to his shippers wherein their goods were faulty, in order to improve the quality of them, and thereby realize a greater profit.

The butter from this creamery continues to come to him, so he thinks his efforts for advancement have not been in vain. It is surprising, in these enlightened days of keen competition and small profits, that there should be any creamery managers or secretaries who cannot see the folly of totally ignoring the advice of their dealers in preparing their butter for the market. Such a course is sure to result disastrously to all those who follow it, sooner or later.

Never despise a suggestion. The most ignorant person in the world may have an idea that will benefit you in your business, if you will keep your ears open and listen.

There are some people so peaceable they would permit the devil to inherit the earth for fear he would raise hell if they resisted him.

ESTABLISHED 1886.

F. CUTLER & SONS

BUTTER, EGGS AND POULTRY.

For cash prices F. O. B. your station. Write us at IONIA, MICH.

Consignments solicited directly to our house, 874 Washington Street, NEW YORK. Our Eastern Connection enables us to realize our shipper's full market value for any stock received at either place.

REFERENCES:

State Savings Bank, Ionia, and the Commercial Agencies.

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.

SEEDS

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

YOUR ORDERS SOLICITED.

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

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.

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.

Butter Wanted

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

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

Ship your BUTTER AND EGGS to

N. WOHLFELDER & CO.

WHOLESALE GROCERS.

399-401-403 High Street, E., - DETROIT, MICHIGAN.

Remarkable Growth of the Orange Industry.

From the New York Commercial.
Auction sales of oranges from the Mediterranean were of frequent occurrence in New York City early in the present century, but no separate mention of oranges in the schedules of imports appeared until 1855, when their value is given as \$476,694. During the four years that the fruit was separately scheduled the imports varied from that amount to \$753,695, in 1860. From 1862 to 1882, inclusive, orange imports amounted to \$3,010,662. That was the maximum, and was followed by a decline, which reached its lowest point in 1894. The great freezes of 1894 and 1895 were promptly followed by largely increased importations, which probably reached their maximum in 1897, when a value of \$3,341,646 was reached. The following table shows the average annual imports of oranges by decades, from 1860 to 1890:

Decade ending	Values
1860	\$ 625,024
1870	481,941
1880	2,298,447
1891-1897	2,954,408

The annual imports from 1891 to 1897, inclusive, were as follows:

1891	\$2,330,127
1892	1,210,080
1893	1,096,277
1894	1,111,059
1895	1,997,515
1896	2,694,155
1897	3,341,646

The sour orange is supposed to have been introduced to Florida soon after the settlement of St. Augustine, in 1565. The species found a congenial home, and was soon widely scattered throughout the peninsula. The sweet orange was undoubtedly introduced at a later date, and being easily propagated, both by seed and buds, was generally distributed throughout the settled portions before the beginning of the present century. Commercial orange culture, as now practiced, did not begin until after the acquisition of Florida by the United States, and was at first confined to such eligible sites as existed along navigable water, which afforded transportation for the fruit.

After the close of the late war the industry grew with wonderful rapidity, as railroads and steamboats made possible the shipment of the fruit for longer distances. In the season of 1886-87 over 1,000,000 boxes were marketed, and by 1894-5 the annual crop amounted to over 5,000,000 boxes. Since 1894-95 shipments have been comparatively insignificant, but with favorable seasons may be expected to reach 1,000,000 boxes by the year 1900. A considerable production of oranges was developed in a limited district in Southern Louisiana previous to 1886, but since the freeze of that year the crop of that district has been of little commercial importance. In California the orange was planted in the mission gardens at an early date, the first orchard being planted at San Gabriel in 1804. An orchard was planted at Los Angeles by Don Louis Vignes in 1834, and General Bidwell reported that in 1845 the three largest orange orchards there were those of Wolfskill, Carpenter and Vignes.

The present era of commercial orange growing in California dates from the foundation of the Riverside colony in 1872. After the adaptability of the Bahis, two trees of which were sent to Riverside by William Saunders, of the Department of Agriculture, in 1873, was demonstrated, it soon became, as it continues to be, the leading fruit district. Oranges are grown commercially in several portions of the State, but chiefly in Southern California. It is estimated that the crop now being marketed from that State will exceed 3,500,000 boxes. Oranges are also commercially grown in Arizona, shipments aggregating 149 carloads having been made from Phoenix in a single week of December, 1897.

Erie County Apple Orchards Rapidly Degenerating.

Correspondence Country Gentleman.

The apples are going. In fact, so far as I have been able to examine the or-

chards in this vicinity, they are about gone already. It is too bad, for most trees set a fair crop, and with proper effort to rid them of well-known enemies they would have made a good return. It is too early to say what the apple crop will bring this fall and winter, but it is plainly time to make effort to save the fruit or to cut the trees down and have the use of the ground for field crops; for old-fashioned methods "go" there yet for the most part, and it is going to be a very exceptional year, like 1896, one of half a lifetime, when the apple orchards produce paying crops again.

The nurserymen who depend at all on apple trees are in despair, for the demand for them is now very small, in spite of the fact that orchards are getting old and feeble, often beyond recovery, and there are no new ones of account. One of the best nurserymen in this vicinity reports that he was obliged to burn all the second-grade trees that were offered for sale last fall and spring, and that the firsts did not all sell. Fruit-tree nurseries are being driven in to the culture of ornamental trees and plants in order to exist.

I stopped the other day under an apple tree, a Greening I think it was, and joined the owner in a sad survey of the condition it was in. On the ground, almost as if piled up by hand, lay a bushel of apples, from the size of a pigeon's egg down. They would have made half a dozen bushels if they had grown to full size. The tree was young, thrifty, low-topped, and spreading, and it stood in a fence row in the open, just the handiest spot possible for an easy experiment in spraying.

From the fallen crop of another tree near by I took a dozen apples at random and cut them open for private dissection. Every one of them showed evidence of the work of the codlin moth, and some contained one or more small worms. There was in a few of them some appearance of decay that I could not trace to worms, though there was no general appearance outwardly of fungus. The semicircular wound characteristic of the curculio was found more than once, but there was no track of worm under it.

I was surprised to note that none of the routes of the worm of the codlin moth had begun at the blossom end of the apples examined. The middle point from blossom to stem seemed to be the favorite starting place. Often it was difficult to find the wound from the outside, but on cutting the apple open it was easy to trace the minute line at the surface. Two things became apparent from this examination: The apples might have been saved by spraying; but if the attack is not generally at the blossom end of the apple, which always stands upward on the young apple, ready to receive falling liquids, there is need of a very thorough and somewhat copious use of spray to reach the egg of the moth.

The farming public is not a convert to spraying. Talk to almost any man whose orchards are now strewn with fallen apples, and he will listen to nothing of the sort. He is bound not to be convinced that it amounts to anything, and is usually ready with a report of some experiment of the sort that failed to save the apples. The State and general government are aiming at the old farmer too low. Literature is still "book larin" to him. Let them select or plant in conspicuous places orchards or single trees—best of all, trees of kinds that have refused to bear of late—and then, by proper care of them, raise good crops alongside the unfruitful orchards that have been left to themselves. This would force conviction where tons of literature would make no impression.

The Government Apple Report.

The Government apple report says the outlook is very discouraging; that of the fourteen apple-growing states eleven report a lower average of condition than at a corresponding date last year.

There are two things in this life for which a man is never prepared—twins,

RUNNING A CREAMERY

Is like running a commission house. Your patrons have to have confidence in your ability to make Fancy Butter, so that your goods will sell at top and by so doing the creamerymen can pay good prices for cream. The same is true in the commission business. The creameryman has to have confidence in the ability of the commission merchant to handle his goods promptly to advantage.

Our experience as Commission Merchants covers a period of forty-eight years. Our facilities and ability to handle Butter, Eggs and Poultry are second to none in the trade, and we solicit your shipments on these conditions and feel sure the results will prove to our mutual advantage.

Yours very truly,

W. R. BRICE & CO, Philadelphia.

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.

- Peaches Plums
- Watermelons
- Cucumbers
- Egg Plant Tomatoes
- Celery Squash
- New Potatoes
- New Cabbage
- New Onions

PEACHES and PLUMS are here. Your best interests will be served if you write us at once about your needs. Send us your address and we will put you on our mailing list.

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

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.

Reports from the Michigan Fruit Belt.

It affords the Tradesman much pleasure to be able to present to its readers detailed reports from five of the counties in the fruit belt of Western Michigan, setting forth the present condition of the peach crop as follows:

BERRIEN COUNTY.

Roland Morrill, Benton Harbor: Replying to your favor, would say that I think the peach crop of Berrien county will equal in quantity and quality the crop of 1896, which was thought to be very large. Conditions are very favorable now, and unless long continued rains should set in, which is hardly probable, we can expect good size and color and good shipping quality.

ALLEGAN COUNTY.

E. C. Reid, Allegan: I have your letter asking what conclusion I have come as to the peach crop of Allegan county, its quality and quantity. I beg to say to you that present indications are that the quality of the crop will never have been surpassed. Nothing but continued drouth is likely to prevent this consummation. In quantity the crop will be very nearly or quite an average, for it is necessary in very many cases for the growers to thin the fruit on the trees. It is a little difficult to convey a proper impression as to what an "average" peach crop is, for the yield is so variable year by year. It is sufficient, though, to have it understood that there will be thousands of bushels of peaches in Allegan county—an ample supply for the market, as marketing is done these days.

KENT COUNTY.

H. J. Vinkemulder, Grand Rapids: Replying to your favor of recent date, enquiring what conclusion I have reached as to the peach crop of Kent county, would say: From personal investigation and what information I have been able to get by talking with fruit growers, I should judge that we shall have a very good crop of peaches and that the quality of the fruit will be fine. The trees are not as heavily loaded as they were in 1896, but the large number of young trees in bearing this year leads me to believe that we shall see more and better fruit than we had two years ago, which was the year of the big crop. We shall also have a large crop of plums, pears and grapes. All fruits are suffering more or less from drouth at the present time, but if we get rain now within a reasonable time, I can see no reason why we shall not have the largest fruit season on record.

VAN BUREN COUNTY.

Hon. C. J. Monroe, South Haven: Apples are about half a crop, the larger portion being summer and fall fruit. Summer and fall is about two-thirds, and winter about one-third. Peaches are a good half crop, being estimated by many at two-thirds of a crop. Many young orchards just coming into bearing will probably crowd the latter estimate. Cultivation and thinning are quite thorough, so that the quality will average better than in former years. Pears and grapes are about an average. Old orchards are not so full, but many new ones more than make up.

OCEANA COUNTY.

Hon. Fred J. Russell, Hart: On the trees I think Oceana county has about one-third of a crop of peaches, as compared with the crop of 1896. I should say that, owing to the increased number of trees old enough to bear, we may have half as many as that year. The quality is very good. The early ones

have already begun to move. Oceana county has a good crop of plums, with apples running about one-third of the 1896 crop. They do not run so largely to winter fruit as that year.

Let Preservatives Alone.

From the New York Produce Trade Review.

Some months ago we looked into the question of the use of boracic acid preservatives in butter, and became fully convinced that it would be very unwise for the buttermakers of this country to introduce any foreign matter into their product in order to give the butter keeping properties which it did not possess in itself. Later developments have not lessened the deepness of this conviction, nor furnished the slightest ground upon which we might modify our position.

For home use there is certainly no need of preservatives. The adoption of the freezer method of holding butter by all the large cold storage warehouses of the country gives sufficient guarantee that the right kind of butter put away in June and July will come out in good useful condition any time before the first of January. That is certainly long enough to carry any article of the delicate character of butter. And with the gradual change to winter dairying in so many sections it is more than likely that fresh butter will hereafter be plentiful enough to make a longer holding of the summer goods unprofitable. If preservatives were used in the stock intended for home consumption that fact would soon become known, and the cry of adulteration would menace the trade at once. Just what effect it would have on the demand cannot be anticipated, but it is far too serious a matter to experiment with. So long as nineteenth, twentieth, or more, of the butter made in this country is consumed at home it is essential to study the means of constant enlargement of our outlets rather than to close a single channel.

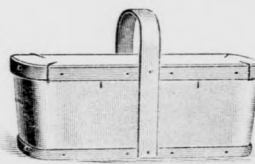
The necessity for a preservative in the butter intended for export does not appear from any investigation that either private shippers or the United States Government have made. On the contrary there is an almost universal demand from abroad for a pure article. At the present time the Dairy Department at Washington is making weekly shipments of butter from several of the Western creameries and we understand that these goods are kept free from the slightest suspicion of boracic acid. The regular exporters at New York are doing practically nothing just now, owing to the poor condition of the English markets; but if there was a margin so that they could do business they would demand from the receivers here a guarantee of purity, which would accompany the invoices of goods to the other side. We have kept aware of the discussions and prosecutions in parts of England, and note the fact that there is such a wide diversity of views regarding the boracic acid treatment of butter that no definite understanding has been reached as yet. At the same time the drift of the arguments as brought out in the magistrates' courts is toward a more restricted use of the preservatives, if not an entire abandonment of their use. The firm stand that Denmark has taken against preservatives is an object lesson to the buttermakers of this country, and one which we will do well to follow.

Peach Crop Short in Delaware and Maryland.

N. P. Husted, the nurseryman of Lowell, has just returned from an extensive tour of Delaware and Maryland, and says that he knows from personal observation that the peach crop there is nearly a complete failure, and that the crop in New Jersey will be very light. The same may be said of other localities he visited. He was greatly surprised to learn that the growers in this vicinity were thinning their trees. Mr. Husted is of the opinion that, on account of the small crop throughout the country, our people should receive a good price for their fruit.



Give me a chance to bid for your butter.
I pay cash on track your station.
Yours for butter,
E. M. SMITH, Cedar Springs, Mich.



**St. Joe
Fruit
Packages**

all kinds and sizes. Prices right in quantities to suit. Our Grape Basket, as in past seasons, is unexcelled.



Our Fancy Creamery Butter

in our Air Tight Packages is always clean and saleable; a great trade winner.

MAYNARD & REED, Grand Rapids.

**G. N. Rapp & Co.
General Commission Merchants**

56 W. Market St.,

Buffalo, N. Y.

Do not be deceived by unreliable concerns and promises; we will advance you liberally on your shipments. Write for our daily price list and instructions for shipping all perishable fruits to insure good condition on arrival.

PEACHES AND MELONS

BETTER AND CHEAPER.

Lemons, Oranges and Bananas.

Home Grown New Potatoes, Cabbage, Celery, Green Onions, Radishes, Cucumbers, Pie Plant, New Dry Onions, Turnips, Carrot, Squash, Wax Beans, Tomatoes.

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



BUTTER ON SHINGLES

Some grocers sell, and the quick spoiling of the butter is blamed to the grocer. Our new packages, PARCHMENT-LINED, ODORLESS, PERFECT, ALL SIZES, delight dealers and customers and cost less than shingles. Leading grocers will send stamp for free sample.

GEM FIBRE PACKAGE CO., Detroit.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.
Special Correspondence.

New York, July 30.—As summer advances it becomes more and more evident that the fall trade will be of extremely large proportions among jobbers in this city. The Merchants' Association is to be credited with a good deal of this trade, yet there is not the support there which should be given to the organization. It has run behind several thousand dollars and the directors have made good the deficiency. It would seem that every merchant in the city would be glad to spend the \$25 per year it costs to belong to this Association; but, of course, the directors can't stand everything and if more cordial support is not given it, the Association will wind up its affairs at the close of the year and thus make New York once more the butt of ridicule for Kalamazoo and Kokomo and Kankakee.

The coffee market during the week has remained, to all intents and purposes, practically unchanged. Interior dealers show a little more interest, but so far their demands have been of a character that shows they want only enough for sorting-up purposes. Rio No. 7 is quotable as last week at 6c. The stock here and afloat aggregates 894,841 bags, against 700,848 at the same time last year. The supply at present, as compared with last year, shows less difference almost every week. Mild coffees are held at full values, and the general feeling is one of confidence. Good Cucuta is firm at 9c.

Raw sugars are dull. Refined show very little animation and jobbers say there is plenty of room for improvement. Refiners also say matters are slow. No changes have occurred, and the 30 day guarantee is again extended.

Tea stocks generally were so largely augmented just before the tariff went into operation that there has been very little doing since. Orders have come simply for the wants of every day, but quietude generally prevails.

Holders of rice show no great anxiety to part with their stocks, and seem to think they will see better times within a month. Buyers, on the other hand, are equally unconcerned, and seem to give no heed to the morrow. Prices are practically unchanged. Prime to choice Southern, 6½@6¾c.

Continued firmness characterizes the spice market and buyers are paying full rates all around. Nutmegs and pepper have been extremely firm, a shipment of the former having been made for the Continent. Singapore pepper, 9½@9¾c; Zanzibar cloves, 8¼@8½c.

Absolutely lifeless is the only adjective that will describe the molasses market. Supplies are not large, and holders seem to think they will soon see a change in the condition of things. If not, they might as well hang up their fiddle. Trade is always dull, of course, at this time.

In syrups, the volume of business is not large, but prices are quite firm, and, as supplies are not excessive, holders are quite well satisfied with the outlook. Good to prime sugar syrups, 14@17c.

In canned goods, everything points to one of the best markets we have had for a decade. One large dealer says he believes we shall see higher prices than we have had for twenty years. This may not take place, but the indications are that purchases of canned goods at present prices will be all right and the buyer will make no mistake in laying in liberal supplies. Everything seems to be short, and this, in connection with good business conditions, makes for higher rates all around.

So much fresh fruits of other varieties has been received that the demand for lemons and oranges has been rather light. Lemons, however, are steady and the weather has been favorable for good sales.

The dried fruit market is slow. The yield of apricots promises to be so light that prices must inevitably appreciate.

The butter market is firm, and for a long time has not shown as much

strength as at this writing. Extra Western creamery fetches 18½c; firsts, 17@17½c; seconds, 16@17c; Western imitation creamery extras, 15@16c; firsts, 13½@14c; Western factory, June extras, 14c; firsts, 13½c. For current make the range is 12@13½c.

The hot weather has demoralized large lots of cheese, and the general situation is not altogether encouraging. Large fancy colored full cream is worth 7@7¼c.

Fancy Northern Ohio and Michigan eggs which are really up to standard requirements fetch 14@15c. The market is rather slow, except for strictly fresh eggs, which become scarcer every day. The loss on nearly all arrivals this weather is very heavy. About 4,800 cases were received on Friday.

Choice Marrow beans are worth \$1.60; choice pea, \$1.32½@1.35. California Lima beans are strong and it is said that \$2.20 has been refused.

In a recent letter, I noted the opinion of Deputy Collector Chas. H. Treat, that commission merchants were not amenable to the new revenue law taxing "commercial brokers." Since then, however, Washington officials have rendered a decision in the matter to the effect that commission merchants are held as "commercial brokers" and must therefore pay the 20 tax. President James Rowland announced to the members of the Mercantile Exchange the final decision of the Government, and explained how the tax could be paid with the least amount of trouble. Most of the merchants are taking a philosophical view of the matter, and are sending their checks over to Deputy Collector Treat. The commission merchants of New York have never protested against paying a tax to meet war expenses—they are too patriotic for that—but they have looked upon the decision as very strange that would class them as brokers.

Rice as a Money Crop.

From the Plaquemines Protector.

There is one crop which bids fair to be the most profitable under existing conditions, and that is the rice crop—a good many years—for reasons easily explained. Statistics show that the United States has only grown about one-fourth of the rice she consumes, and of late years, barely one-eighth. One reason is that this crop can only be grown in a small portion of about four States, to-wit: North and South Carolina, Georgia and Louisiana. In the second place, the low import duty on rice for many years past made it easy for China, Japan and other rice growing countries to invade our markets and sell the article at such low prices as to make it unprofitable for our planters to compete with them. Now the conditions are changed. Our last Congress put a duty equal to 34 cents per bushel on rough rice. This, with the freight charges from foreign countries, will give our planters a protection equal to 50 cents per bushel, and just as long as this duty remains in force our rice planters may gather a rich harvest.

Fruit Flavors From Rancid Butter.

Chemists who make "pure fruit syrups" for flavoring ice cream soda water have discovered a use for deviled butter. Rancid butter is distilled with alcohol and sulphuric acid, and the result is ethy butrate. This substance has a very strong pineapple odor, and when dyed an attractive yellow with aniline coloring, it is ready for the glass of soda. Rancid butter, sulphuric acid, and gas-tar waste, rendered effervescent by marble dust, do not suggest a highly refreshing combination, from a hygienic point of view. There are plenty of genuine fruit syrups made in this country, but the facility of adulteration and imitation should make every one careful in selecting them.

Love needs no definition. Men and women loved long before dictionaries were discovered.

The trouble with love's young dream is that it too often turns out to be a nightmare.

WISDOM IN FOOD SELECTION

Scarcely a day passes that the editorial department of this journal is not confronted with fresh proof that those responsible for the catering for the family table rely largely upon the guidance of the hygienic writer. The grave importance of the proper selection of food products is becoming deeply impressed upon the housekeeper. The labor, time, and space in its columns which the American Journal of Health constantly devotes to the subject of food selection receive, we find, the fullest appreciation from its readers; and it is our own thorough consciousness of this fact, joined to our own keen appreciation of the responsibility devolving upon the hygienic press, that urges us to unrelaxed effort to afford the most thorough information. Good health and pure food are almost synonymous terms; no man, woman or child ever was or ever will be healthy if they are careless about the food they eat. They need, too, a constant reminder of this truth.

And as the public perpetually needs this reminder, we perpetually investigate on its behalf, and have just concluded our examination into the claims of **Robinson's Cider Vinegar**, offered by Robinson's Cider & Vinegar Company, of Benton Harbor, Mich. As in every similar instance, our mode of ascertaining the facts about this product has included the tests which we have repeatedly referred to in previous articles. We have thus secured a result which leaves no uncertainty, and are able to report that this product is distinguished by the highest percentage of nutritive quality, that it is notably pure, and can be used with entire satisfaction.

Such is the verdict we pronounce for the benefit of the readers of the American Journal of Health, whom we are so frequently obliged to warn against inferior food products of all kinds. **Robinson's Cider Vinegar** is an article eminently desirable for the most careful and conscientious housekeeper's use; we have demonstrated this fact so unmistakably in the course of our examination that we desire to impress it on all who read this article. The separation of the food products which, by reason of their excellence, should be kept permanently upon the housekeeper's list from those which should be avoided is the hygienist's task. In performing it, he is aided by skillful analysts and the scientific knowledge which comes from training and long, practical experience. When this task is performed he publishes the facts he has discovered—he instantly and impartially either condemns or endorses, according to the facts. Purity which has been proved, wholesomeness that cannot be doubted, the nutrition that can be derived from its use are all qualities found in a marked degree in **Robinson's Cider Vinegar**.

When we can say so much after a food product has undergone analysis in our test kitchens at the hands of scientific experts, and everything has been done to render its examination thorough, **Robinson's Cider Vinegar** has received the strongest endorsement it is in the hygienist's or the physician's power to bestow.

—A. W. Gray, M. D., in American Journal of Health.

AS OTHERS SEE US.

How the Continental Nations Regard Americans.

Written for the TRADESMAN.

There are no pleasanter experiences, when traveling abroad, than to meet the different nationalities, and learn their impressions of everything in general, and America in particular.

The other day, when I was in Lucerne, I met a Russian lady from St. Petersburg. I afterwards learned that she belonged to a noted family of that gay capital, but she certainly was nothing to look at. She was short, she was stout, she was plain in features and blunt in manners, yet she spoke five languages fluently and could keep a host of people spellbound with her rendering of classical music, especially her own nation's. She had traveled extensively and held distinct notions of people, books and things which she was not loath to express.

To my eager enquiry about the Czar and Czarina she quickly replied:

"So you are very much interested in our Emperor and Empress. It is very strange. All Americans are. Now, we do not care one thing about them, and do not pay any attention to what they do. I have not seen the Emperor in several years, and never the Empress."

"But you would not dare to say such things in your own country, would you?" I added.

"No, not on the street, but we do much talking in our own rooms."

"Well you must come to America," I volunteered. "You could say what you pleased there. Would you not like to make a visit in the United States? You have visited so many strange lands, I should think you would enjoy something as radically different as my country. Do you not think you will make a visit there some day?"

"No."

"Truly, but why not?"

"Because there is no poetry in America."

"I do not see it in that light."

"Well, it is just this way. A man in America makes very much money. He comes to Europe and buys a picture, a very good picture. He takes it home and builds a room in his house for it. Then he invites his friends to a grand banquet at his house and takes his friends into the room to see his picture. He himself exclaims at once, 'Is that not magnificent! By golly, I paid a million dollars for that bit of canvass and color.' Now we think we can have a little poetry in our lives and still live in cottages."

This reminds me of a story which the Germans love to tell to the American visitor. An American can get through a gallery or museum a little sooner than the swiftest. He simply hires a guide by the day who shows him the sights. In a gallery he walks as rapidly as possible and simply glances this way or that way as he passes through the various rooms and halls. If the guide attempts to turn aside and point out to him a something in particular—a gem in painting, or a masterpiece in sculpture—he enquires, "What is the matter?"

"But, Monsieur, this is the Venus de Milo!"

"So, seems to me I have heard that name, but I am not sure. Good, isn't it. We must be getting along. How much of this kind of stuff must we wade through, anyway? You know I must get to my hotel at 12 o'clock

promptly, so as to be sure of a good lunch."

The Dresdeners say that an American went to the Zwinger one day. Of course, he was conducted at once to Raphael's immortal Sistine Madonna. The picture is eight feet long and six feet wide and with its deep gilt frame nearly covers one side of the room. There is no other picture in this room, simply Haenel's excellent bust of the artist on the opposite side facing it. About the sides of the room are arranged benches, upholstered in red plush. Here the visitors sit, sometimes by the hour, trying to absorb some of the transcendent beauties of the picture. No word is said except in a silent whisper. Men, women and children enter the room on tiptoes and with bated breath, as if in the presence of death. Without hesitancy the aforesaid American entered, erect, unabashed, with firm step as though the world was his and who could question his possession. Did he not get his suit of clothes made at the best tailors in London? Was not his linen immaculate and his shoes the latest style? The guide simply waved his hand toward the picture and stood aside, for he had already announced the name before entering the door. The visitor looked a moment and then spoke up in clear accents:

"So that's the picture I heard them speak so much about. 'Taint a bad job, is it? Wouldn't mind having a picture like that myself."

The guide button-holed him at once and led him to the next room.

"I have a friend who can make a magnificent copy of the picture for you. Here he is now."

So he was led up to an old stoop-shouldered, paint-besmeared man, whose easel is in front of Correggio's Holy Night.

"Well, my good man, ken you make me a picture of the Madonna like in the other room."

"I think I can get permission to copy it. What size would you wish?"

"Oh, natural size is all right."

"But we are not allowed to make copies the same dimensions as the originals."

"Oh, I guess you can manage that all right, old man," as he pressed several gold pieces into the hand of the hungry artisan.

The Germans have queer notions of America and the Americans, which is generally gleaned from the newspapers of the Vaterland. Nothing less than an earthquake, blizzard, murder, railroad accident or war is of enough importance to publish. What can the Germans say to be affable to their visitors except to carry on some such conversation as this:

"So you are an American—then you must live in New York?"

"No."

"Chicago, nicht wahr?"

"No, but near there."

"Is that so? Well, I have some friends living in Chicago. You must know them—Herr Schmidt and his family. I have forgotten the name of the street and the number. They say they do not like it there, but they make more money. You had the World's Fair in Chicago. Did you go to it? Did you think it is as good as our Berliner Ausstellung? Some of my friends went to it, but they did not like it much. They say everything costs very much in America, and that they were cheated all the time."

"Your steam cars go very fast. I

would be afraid to ride on them. Are not you afraid you will be killed by one of your big storms sometime?"

Two years ago several delegates from a Berlin church were sent to the Methodist Conference held in Cleveland. On their return they described their experiences to an enthusiastic audience. One of the gentlemen had had the misfortune to be caught in three fires during the two weeks he sojourned in America. He declared that the buildings were carelessly erected—many of them of wood—which made them the best kind of firetraps. Nevertheless, he spent more time in describing the food. No nice coffee and rolls in bed, no luncheon of beer and sandwiches, no coffee in the afternoon. There was meat three times a day, but what kind of meat! A quarter of a pound of German meat was worth more than four pounds of American meat. Their steaks were at least two or three centimeters thick and only cooked a little on each side, and raw inside. And they have Pfahnkuchen, eier-kuchen and all kinds of meat and even potatoes for breakfast. In most of the towns they have wooden sidewalks, which are getting out of order all the time. Now, if a person comes along in the dark and steps into a hole and breaks his leg, the police says to him, 'Haven't you eyes,' and he must go home and lose much time and much money."

The Norwegians say: "We think we like America very much. We have many friends there and they wish not to live in Norway any more. Some of the daughters of our best professors in the University go to America and work in families. They say that the work is easier and they get more money than

they can earn in Norway. We wish freedom in Norway, too, but our country is small. We are like a family. We are trying to wait to grow larger and stronger, and then Sweden shall rule us no longer. We have a hard time, first to belong to Denmark and now to Sweden."

The French are frankness itself: "No, we do not care for the Americans. They are too stiff and cold and we can not get acquainted with them. We like their money, but they do not like us. They do not like our goods any more. We like the American women better. They read, they travel, they know very much, but the men can not talk of anything except business. We call them bluffers, because they do not want to pay their bills. When we wish to collect they tell us to wait until next month and sometimes we have to wait two or three years before we are paid. I do not like the Germans, but they are the most honest people we deal with. When a man fails in business in Germany, he gives up all his property and his wife gives up hers, too, and they begin over again. An American fails and he knows how to keep much money. He builds a fine house and when he knows he must fail he deeds it over to his wife. She keeps her diamonds, her handsome dresses and her fine furniture and keeps on having a good time. Yes, the Americans will beat the Spaniards. Spain has no money and is already worn out with her wars. America has much money and many men and Spain has no chance at all, but all the same I feel sorry for Spain." ZAIDA E. UDELL.

All the world loves a lover—with the odds in favor of the owner of an ice-cream saloon.



FLY BUTTONS

A scientifically compounded, non-cathartic poison, killing flies or ants quickly. 6 thick 3½ 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, ¼ 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

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

Commercial Travelers

Michigan Knights of the Grip.

President, JOHN A. HOFFMAN, Kalamazoo; Secretary, J. C. SAUNDERS, Lansing; Treasurer, CHAS. McNOLTY, Jackson.

Michigan Commercial Travelers' Association.

President, C. C. SNEDEKER, Detroit; Secretary and Treasurer, C. W. ALLEN, Detroit.

United Commercial Travelers of Michigan.

Grand Counselor, J. J. EVANS, Bay City; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, W. S. WEST, Jackson.

Michigan Commercial Travelers' Mutual Accident Association.

President, J. BOYD PANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

Lake Superior Commercial Travelers' Club.

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

AGIN' THE GATES.

Local Travelers Oppose Them As Strongly As Ever.

At the regular meeting of Post E, Michigan Knights of the Grip, held at Sweet's Hotel last Saturday evening, Chairman Wetzell presided.

The first subject introduced was the annual picnic of the organization and, after a full discussion of the situation, L. M. Mills moved that the picnic be held on Saturday, Aug. 27, which was adopted.

B. S. Davenport moved that the picnic be held at Reed's Lake, which was adopted.

Geo. F. Owen stated that he had just returned from the Lake, where he had eaten a picnic supper on one of the boats, temporary tables having been placed on the upper deck for that purpose. This arrangement proved to be such an enjoyable one that he suggested that the same feature be included in the programme for the traveling men's picnic.

Mr. Davenport moved that the Chairman appoint committees on athletics, commissary, entertainment and transportation, which was adopted, and the Chairman subsequently announced the committees as follows:

Athletics—Fred Ephlin, B. S. Davenport, Will Richmond, Harry Winchester, A. D. Baker.

Commissary—J. N. Bradford, Edward Frick, E. D. Wright, Manley Jones, W. R. Foster.

Entertainment—Geo. F. Owen, F. E. Walther, W. S. Burns, Wm. VanLeuven, C. C. Crawford.

Transportation—W. F. Blake, W. P. Townsend, David S. Haugh, J. H. Millar, L. M. Mills.

Capt. Bradford called attention to the fact that the State Fish Commission is seriously hampered in its work this year on account of the cutting down of the appropriation allowed by the Legislature for the prosecution of the work of the commission and moved that every member of Post E use his influence to secure the restoration of the appropriation to the former amount. The matter was carefully discussed and the motion adopted.

Then came the feature of the evening—the discussion of the gate system in use on some of the trains of the C. & W. M. and D., G. R. & W. Railways. The chairman announced that Mr. DeHaven had kindly volunteered to attend the meeting and present the railroad side of the question, and that gentleman thereupon read an exhaustive defense of the gate system, setting forth the several reasons why the gates were placed on the trains and why their retention is deemed desirable. The paper

was moderate in tone and careful in statement and appeared to cover the ground, from the railway standpoint, fully and completely. The Tradesman solicited an opportunity to print the paper entire, but as it subsequently appeared verbatim in the Grand Rapids Herald of July 31, and as the Tradesman makes it an invariable rule never to print anything secondhanded, the publication is necessarily omitted. Mr. DeHaven was accorded a respectful hearing, and, at the conclusion of his paper, offered to answer any questions which might be suggested by those present. Then the fun began. Valda Johnston started the ball rolling by enquiring why the gates were not placed on all the trains, if they were such a grand success, whereupon Mr. DeHaven goodnaturedly admitted that the questioner had "got him the first time." E. P. Dana fired some hot shot, the effect of which was impaired by the stress of feeling on the subject under which the enquirer apparently labored. P. F. Delahunt related the circumstances surrounding the recent death of an infant on a C. & W. M. train, which he attributed solely to the train gates, because the gateman compelled the mother to stand in the hot sun several minutes, during which time the infant received a shock which approximated a sunstroke. Capt. Bradford, with subtle irony, insisted that he liked the train gates, his remarks being substantially as follows:

"I don't know what you fellows are kicking about. I like the gate system and I know others who like it, also. The trains on the northern division of the C. & W. M. appear to be run in utter disregard to the convenience of Michigan traveling men, and when I succeed in catching one of the trains—when it happens to stop for water—and manage to get past the gatekeeper, I frequently find I am the only passenger in the coach. What more do you fellows want, when you have a private car all to yourself?"

Mr. DeHaven appeared to be surprised to learn that the train service is not satisfactory, and asked why the matter had not been brought to his attention before, whereupon Mr. Bradford made the most telling remark of the evening:

"The experience of those who visit your office to register a complaint or ask a question is such that they never go a second time."

Max Mills candidly referred to the former popularity of the Heald system and deplored the fact that the gate innovation has soured the traveling men against the road and made it one of the most unpopular lines in the country, thus depriving it of much of the freight which it would otherwise receive.

Geo. F. Owen, W. R. Foster and others got in some telling blows, which were appreciated by all present, unless it might be the honored guest of the evening.

Mr. DeHaven answered such questions as he was able to answer, parried those which he could not answer, and really appeared to enjoy the controversy, although he was alone against the field. He handled himself splendidly and plainly showed that he is a consummate genius in debate and repartee.

But for the fact that Mr. DeHaven had a prior engagement, the inquisition would probably have been continued until midnight. No resolutions were adopted expressive of the sense of the meeting, because it was plainly noted that such a proceeding was entirely unnecessary, there being no division of

sentiment on the subject among the members of the fraternity. At the conclusion of the meeting, one of the boys, who sells goods in carload lots almost exclusively, asserted: "The train gates are all right. They don't keep passengers off the trains—people must travel, you know—but they are exceedingly effective in diverting freight from the Heald system."

Kalamazoo Opinion of the Train Gates.

Kalamazoo, July 27.—If the Chicago & West Michigan Railway had chosen as its deliberate purpose to annoy and offend the traveling men of Michigan, it could scarcely have done so more successfully than by attaching the odious prison gates to its trains. It is an innovation so foreign to the liberty and independence of American manhood that the traveling public is sure to resent what ought to be considered not much less than an insult to the patrons of this road. One would think that, if dishonesty had been practiced by any of the officials of this road (and this we are told is the reason, or one of the reasons, for the prison gates), common sense as well as justice would have suggested that those who are the guilty parties be the ones subjected to the suspicion, inconvenience and confinement of prison life, but the C. & W. M. Railway takes a new departure in seeking to inflict the penalty on the traveling public instead. It is now only necessary that it should require its patrons to wear the stripes and straight-jacket, when the suggestion that it regards its trains as so many prisons and its patrons as so many thieves and rogues will be complete. It is not so much the appearance and suggestiveness of the prison gates of which I wish to make mention, although that is bad enough, but it is the actual inconvenience and annoyance at which we traveling men are indignant. There is, first, the unkindness which this innovation works to the traveling public in general in boarding the train. Men frequently desire to help their wives and children or friends on the car and find a seat for them, but he who expects any such kindness or politeness from a prison gate train has forgotten that good manners are generally left behind at the entrance of a prison cage. There is, again, the fact that traveling men are obliged to board the train in all kinds of weather, in rain and storm and sleet as well as sunshine. Carrying grips in both hands, we are unable to find shelter under some friendly umbrella. If the C. & W. M. would build train sheds at every depot this difficulty would be avoided, but, as it is, we are compelled to stand in pouring torrent or driving sleet, able to gain entrance only through the one ingress, the prison gate, and even then at that uninviting portal compelled to soak or freeze until our turn shall come for the herdsman gateman to put his brand on us.

It is a fact that traveling men frequently have only just time to catch a train, and these prison gate trains make that not only difficult but even impossible. In order to verify this, I have but to relate an experience of my own, which could be duplicated in the experience of other traveling men: I left Kalamazoo on Monday, July 11, over the G. R. & I. on the 5:40 a. m. train. When we left Kalamazoo the train was on time. We were sidetracked, however, south of Grand Rapids to allow another train to pass, and this made us eight or nine minutes late. The prison gate train on the C. & W. M. was just pulling out on our arrival. I asked the conductor of our train whether he would not be kind enough to hail the engineer of the prison gate train, as I was bound for Grand Haven and desired to reach there as soon as possible. The engineer of the prison gate train heeded the call and stopped his train. Had it not been for the prison gate I could easily have boarded the train; but there I stood before the closed iron gate, the Cerberus whom the road places there to watch the passage having locked the gate and gone inside. I was obliged to go across

the city and take the next D. & M. train, which, by the way, was not a prison gate train.

And here lies the redress which we traveling men have: If the C. & W. M. insists on insulting and inconveniencing us by making its trains into prisons and its conductors into turnkeys, there are other roads which will not do so. And it is for this reason we traveling men are not working in favor of the C. & W. M. Railway and are shipping our goods, wherever possible, over roads which are fairer and more considerate to us.

The C. & W. M. has always been a good road, and we appreciate that; but we can be friendly only to those who are fair to us, and we shall discriminate as much as we have power against any road which works against us by interposing the injustice of the prison gate.

The public ought to catch the hint from the very appearance of the structure that no such favors are to be given or expected there.

Yours against the prison gate trains,
WALTER BAKER,
Representing Hanselman Candy Co.

Gripsack Brigade.

Joseph Triel succeeds O. D. Price as city salesman for the Lemon & Wheeler Company.

It is reported that John Martin (Welt & Redelsbeimer) has about concluded to engage in the dairy and stock business in connection with his work on the road. The report probably originated from the fact that John was negotiating for a fine blooded calf at Lakeview last week.

M. M. Read (E. B. Millar & Co.) leaves the middle of the month for Henderson Harbor, on Lake Ontario, where his family have been spending the heated term in their summer home. Mr. Read will remain at the resort about two weeks, accompanying his family on their return to Ysilitanti.

Lansing Republican: A letter has been received from Mrs. J. J. Bush, who was called to Hornellsville, N. Y., on account of the serious illness of her husband, stating that she expects to bring him home the last of this week. Mr. Bush is suffering from a sunstroke received while driving twenty-seven miles across the country. His horse was fractious and would not endure the carriage top to be raised.

There are a lot of merchants now waking up to the fact that the fall season of 1898 is going to be a warm one for business, and now that peace is in sight all of the timid ones will join the procession and help on the boom.

REMODELED HOTEL BUTLER

Rates, \$1. I. M. BROWN, PROP.
Washington Ave. and Kalamazoo St., LANSING.

HOTEL WHITCOMB

ST. JOSEPH, MICH.
A. VINCENT, Prop.

MANY LAKES AND STREAMS about Whitehall, Mich. Delightful Pastime. Special attention and rates for such parties. Write to Mears Hotel.
Wm. Cherryman, Prop.

\$2 PER DAY. FREE BUS. THE CHARLESTON

Only first-class house in MASON, MICH. Everything new. Every room heated. Large and well-lighted sample rooms. Send your mail care of the Charleston, where the boys stop. CHARLES A. CALDWELL, formerly of Donnelly House, Prop.

AGENTS can make money by selling our **IMPERIAL SINGLE TUBE TIRE**, guaranteed. Send \$3.25 American or U. S. Express order for sample pair Tires, and secure agency. **Imperial Tire Co.**, 79 Lake St., CHICAGO.

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

	Term expires
F. W. R. PERRY, Detroit	Dec. 31, 1898
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1899
GEO. GUNDRUM, Ionia	Dec. 31, 1900
L. E. REYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HEIM, Saginaw	Dec. 31, 1902

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.

President—A. H. WEBBER, Cadillac.
Secretary—CHAS. MANN, Detroit.
Treasurer—JOHN D. MUIR, Grand Rapids.

Pertinent Kick from a Registered Kicker.

Written for the TRADESMAN.

Away back in 1885, the Michigan Legislature passed a law relating to and governing pharmacy, as practiced by the retail druggist, and created the Michigan State Board of Pharmacy, of five members, whose duties were to examine applicants for pharmaceutical honors and attend to ways and means of enforcing the existing law and suggest new ones from their experience and observation.

It was clearly a good and wise act. This was admitted alike by those who, by virtue of their experience, were entitled to enrollment as registered pharmacists, and those who were not.

Since that time the Board has held regular meetings and examined candidates five times each year, and scores of pharmacists have been added to the even then crowded list. The examinations have been made more rigid each year, so that where it was few who formerly failed, it is now a very small percentage of the applicants who pass. And this is as it should be.

The drug journals have been faithful and persistent in urging the higher education of the pharmacist, and have been the means of inciting many struggling novices to greater efforts in the pursuit of knowledge. The Board has appointed a very capable and energetic attorney, who has made many arrests and prosecuted dozens of cases to conviction and fine; but for all this, while the struggling and conscientious pharmacist has been beset on the one hand by the cutter and on the other hand by the department stores who have appropriated line after line that used to be handled exclusively by druggists, there has crept into the ranks of the pharmacist a new evil—the unregistered drug dealer, who, when the law was new and sternly enforced, was unknown. Now as if to emphasize the old saying that "Familiarity breeds contempt," anyone who cares to investigate the matter will find them not only working for registered pharmacists who hire them because they will work for less wages, but they will also be found the sole proprietors and only managers of drug stores. To be sure, this latter class is at present mostly confined to the smaller towns, but it is none the less in competition with the registered men for all that; and, instead of growing less, the evil is steadily increasing and, to a certain extent, with the aid of the wholesale houses who find this class of trade as profitable, and often more so, than that of the regular pharmacist, who is often a close buyer.

It would seem, of course, that the

remedy is easy to find; that a complaint lodged against the offenders with the proper authorities would soon bear fruit, but you know it is an old saying, and a true one, that what is everybody's business is attended to by no one. So it is that the pharmacists who are not in direct competition with this class do not care enough about it to interfere, while those who are, often have business reasons for not making a complaint. The man who dares to run a drug store without conforming to the law, is usually popular in a local way and has nothing to fear from his customers, so that the registered man who wishes to do business with the same people prefers unlawful competition to the wrath of a community who are apt to think all laws are an infringement on their natural rights and would probably refuse to deal with a man who tried to enforce them.

Under these circumstances, it would not be strange if the young pharmacist who had, by dint of much study and in many cases positive hardship, successfully passed the now very rigid examination, and after much search and extensive use of the "Want Columns" had at last found a position at a salary of six to eight dollars per week of seven days; with no future but hard work, and long hours; without much hope of advancement, and none of a bank account, should conclude that his choice of a vocation had been unwise.

KICKER.

The Drug Market.

Opium—Is steady, although the advanced prices are well maintained.

Morphine—Is firm at the late advance and higher prices would not surprise any one.

Quinine—Very firm under large demand. Outside holders with large lots are not shading the prices of the manufacturers.

Antipyrine—The price has been reduced to 35c per oz., on account of the patent having expired.

Lanolin—Has declined to 75c per lb.

Bismuth—Preparations have advanced 10c per lb. This is not on account of the advance in metal, but the result of an agreement among manufacturers to get a profit. They have been selling it at about cost.

Chloral Hydrate—The Government has decided that this article should pay a higher duty, with the result that the price has advanced 40c per lb.

Balsam Copaiba—Is lower, on account of accumulated stock.

Essential Oils—Bergamot has advanced rapidly during the week, on account of small stocks. Anise is very firm. Cassia has advanced.

Linseed Oil—Has again declined, on account of lower prices for seed.

Fortunes from Bananas.

Immense fortunes have been made out of the banana business. Revenues do not accrue alone from the sale of the fruit, for the leaves are used for packing; the juice, being strong in tannin, makes an indelible ink and shoe blacking; the wax found on the under side of the leaves is a valuable article of commerce; manila hemp is made from the stems, and of this hemp are made mats, plaited work and lace handkerchiefs of the finest texture; moreover, the banana is ground into banana flour. The fruit to be sold for dessert is ripened by the dry warmth of flaring gasjets in the storage places in which it is kept, and immense care has to be taken to prevent softening or overripening. The Island of Jamaica yields great crops of this useful and money-making fruit.

Married men do not live longer than single ones—it only seems longer.

The Clerk That Failed.

Some pharmacists are in business for the glory of the thing, but I am in the drug trade merely for the accumulation of Uncle Sam's dollars and leave all the glory to those who prefer it to filthy lucre.

Knowledge is a very good thing, but the faculty of turning it into currency is better. I know a man who has collected recipes and formulas for ten years or more, and he would be better off selling shoe laces, because he is not gifted with the commercial sense of using the information acquired.

My late junior clerk had the peculiarity not uncommon of thinking he knew all about the business after being in it a year or so in a store where a prescription was a curiosity. His materia medica was probably near enough, as he had an idea that Turkey rhubarb oft came from Schieffelin & Co.'s; he was not so well up in chemistry, as the sequel will show.

Two months ago a lady came into my emporium and handed him a simple prescription calling for bicarbonate of potash, citric acid; 2 drams of each in 6 ounces of camphor water. I happened to be eating my lunch, and he started in and filled it his way in short order, and I have no doubt gave it to the lady with all the confidence of a world worn experienced dispenser. The lady, a Mrs. W., had a Maltese terrier dog under one arm, and, as ladies will do, tucked the bottle of medicine up with the dog.

I was startled to hear a terrific screaming, accompanied by the yelping of a dog, and before I could rise from my chair, a most unearthly yell came from outside the store. Rushing out behind the counter, I beheld a lady fainting in a chair and a crowd gathering outside on the sidewalk, and a policeman shortly after pushed his way through the throng carrying a dead dog by its tail, which he brought in and laid upon the floor, explaining that it had been run over by a brewer's wagon. It looked to me like a fancy breed of dachshund. I know different now; it was only a Maltese terrier flattened out.

My junior simply evaporated, and left me busy with smelling salts, sal volatile, etc., which at last revived the poor lady sufficiently to notice the remains of the dog at her feet, also that her jacket and dress were dripping with the mixture, which had burst the bottle and caused the mischief; then—well—the tongue-lashing I received will keep me a bachelor all my life.

After explaining to the policeman that I had not used dynamite nor any other deadly explosive with malice aforethought, and that it was merely an accident, he fetched a cab for the lady, who insisted on taking all that was left of the dog, wrapped up in paper, and at last departed vowing vengeance, amidst the sympathetic cheers and comments of the crowd, who seemed sadly disap-

pointed that I was not arrested. I found the junior clerk had left through the side door, and the next day I received the following letter:

Dear Sir—Am very sorry to have left you so abruptly, but the event of yesterday convinces me that I am not cut out for a business that requires superhuman abilities and cast-iron nerves. I have obtained a position as book-cannasser, which I think will be more suitable to my mental capacity. Wishing you every success, Respectfully yours,
JAMES H.

Mrs. W. has brought an action against me for \$500 damages as compensation for the loss of her dog, a new dress and tailor-made jacket, also, last and not least, shock to her feelings and system generally, and I am now taking bromide regularly and seeking for points on dressmaking, the price of imported Maltese terrier dogs, and what the probable cost should be of the entire upset of a lady's complex susceptibilities when she loses her favorite dog and has her outer wearing apparel ruined.—Edward Swallow in American Druggist.

Gave Her a Check for a Receipt.

A Monroe street physician thinks he is entitled to the prize for the champion absent-minded man. Some weeks ago a woman who lives some miles out of the city called at his office and paid a bill of \$10 for professional services. Monday she came into his office again and asked him if he was always willing to rectify mistakes. Of course he replied that he was, and she thereupon produced the doctor's check for \$10 drawn to her order, all in due form. After thinking hard for a moment, it dawned on the physician that when the woman had paid him on her previous visit he had seized his check book instead of his receipt book. The filing out of the check embraced about the same process as the making out of a receipt, and neither noted the mistake until the woman chanced to examine the paper at her home.

Why Cider Was Not Taxed.

Dealers in cider are rejoicing because that beverage is omitted from the list of taxable articles under the new war tax. Other drinks, such as beer, wine, whisky, gin and rum are subject to the war tax and must bear the revenue stamps. The taxed beverages are all warehoused, whereas cider is not warehoused to any great extent, but the trade is largely direct from producer to consumer. There is no other drink in this country of which the producer is also the consumer to so great an extent.

Novelty in Canned Goods.

The London Grocers' Gazette has had submitted to it samples of a brand of roast spring chickens, in tins, and says: Each tin contains one whole chicken, guaranteed not to be more than four months old. The chickens turn out unbroken from the shell, and are of distinctly good flavor, and as they can be retailed at 1s. 6d. per tin with a good margin of profit, they should have a ready sale.

AMERICAN PLAYING CARDS

Best Value for the Money.

Quality and price put together are sure to win, and we have got them. No other line of playing cards offers the inducements that the American does.

Rover Playing Cards are the cheapest enameled card on the market, and at the price are without a competitor. Send for samples and prices.

THE AMERICAN PLAYING CARD CO.,
KALAMAZOO, MICH.



WHOLESALE PRICE CURRENT.

Advanced—	Declined—						
Acidum		Aceticum.....	60¢	3	Conium Mac.....	35¢	50
Benzoinum, German	70¢	Boric.....	15¢	8	Copaiba.....	15¢	25
Carbolicum.....	29¢	Carbonas.....	12¢	14	Cubebe.....	90¢	100
Chloridum.....	12¢	Chloridum.....	12¢	14	Exechthitos.....	100¢	110
Hydrochlor.....	30¢	Ammonia			Erigeron.....	100¢	110
Nitrosum.....	80¢	Aqua, 16 deg.....	40¢	6	Gaultheria.....	150¢	60
Oxalicum.....	12¢	Aqua, 20 deg.....	60¢	8	Geranium, ounce.....	75¢	75
Phosphorium, dil.....	15¢	Carbonas.....	12¢	14	Gossippil, Sem. gal.....	50¢	60
Salicylicum.....	60¢	Chloridum.....	12¢	14	Hedeoma.....	100¢	110
Sulphuricum.....	13¢	Ammonia			Juniper.....	150¢	200
Tannicum.....	125¢	Aqua, 16 deg.....	40¢	6	Lavendula.....	90¢	200
Tartaricum.....	38¢	Aqua, 20 deg.....	60¢	8	Limonia.....	130¢	150
		Carbonas.....	12¢	14	Mentha Piper.....	150¢	160
		Chloridum.....	12¢	14	Mentha Verid.....	100¢	220
		Ammonia			Morruhae, gal.....	110¢	25
		Aqua, 16 deg.....	40¢	6	Myrcia.....	400¢	450
		Aqua, 20 deg.....	60¢	8	Olive.....	75¢	300
		Carbonas.....	12¢	14	Picea Liquida.....	10¢	12
		Chloridum.....	12¢	14	Picea Liquida, gal.....	35¢	35
		Aniline			Ricinia.....	95¢	110
		Black.....	200¢	2	Rosmarini.....	100¢	100
		Brown.....	80¢	100	Rose, ounce.....	650¢	850
		Red.....	45¢	50	Succini.....	40¢	45
		Yellow.....	250¢	300	Sabina.....	90¢	100
		Bacca			Santal.....	250¢	700
		Cubese.....	13¢	15	Sassafras.....	55¢	60
		Juniperus.....	6¢	8	Sinapis, ess., ounce.....	65¢	65
		Xanthoxylum.....	25¢	30	Tiglli.....	170¢	180
		Balsamum			Thyme.....	40¢	50
		Copaiba.....	52¢	53	Thyme, opt.....	160¢	160
		Peru.....	27¢	75	Theobromas.....	15¢	20
		Terabin, Canada.....	15¢	50	Potassium		
		Tolutan.....	50¢	55	Bi Carb.....	15¢	18
		Cortex			Bichromate.....	13¢	15
		Abies, Canadian.....	12¢	18	Bromide.....	50¢	55
		Cassia.....	18¢	12	Carb.....	12¢	15
		Cinch na Flava.....	18¢	12	Chlorate, po. 17@19c.....	16¢	18
		Euonymus atropurp.....	30¢	30	Cyanide.....	35¢	40
		Myrica Cerifera, po.....	20¢	20	Iodide.....	260¢	265
		Prunus Virgini.....	12¢	12	Potassa, Bitart. pure.....	35¢	30
		Quillaia, gr'd.....	12¢	12	Potassa, Bitart. com.....	35¢	30
		Sassafras, po. 18.....	12¢	12	Potass Nitras, opt.....	10¢	11
		Ulmus... po. 15, gr'd.....	15¢	15	Potass Nitras.....	26¢	25
		Extractum			Sulphate po.....	15¢	18
		Glycyrrhiza Glabra.....	24¢	25	Radix		
		Glycyrrhiza, po.....	28¢	30	Aconitum.....	200¢	25
		Hamatox, 15 lb box.....	11¢	12	Althe.....	22¢	25
		Hamatox, 1s.....	13¢	14	Anchusa.....	10¢	12
		Hamatox, 1/2s.....	14¢	15	Arum po.....	25¢	25
		Hamatox, 1/4s.....	16¢	17	Calamus.....	20¢	40
		Ferru			Gentiana.....	12¢	15
		Carbonate Precip.....	15¢	15	Glycyrrhiza.....	16¢	18
		Citrate and Quinia.....	25¢	25	Hydrastis Canaden.....	50¢	50
		Citrate Soluble.....	75¢	75	Hydrastis Can., po.....	50¢	50
		Ferrocyanidum Sol.....	10¢	10	Inula, po.....	18¢	20
		Solut. Chloride.....	15¢	15	Ipecac, po.....	280¢	300
		Sulphate, com'l.....	40¢	40	Iris plox.....	35¢	40
		Sulphate, com'l, by.....	50¢	50	Jalapa, pr.....	25¢	30
		Sulphate, pure.....	7¢	7	Maranta, 1/2s.....	22¢	25
		Flora			Podophyllum, po.....	22¢	25
		Arnica.....	12¢	14	Rhei.....	75¢	100
		Anthemias.....	18¢	25	Rhei, cut.....	125¢	125
		Matricaria.....	30¢	35	Rhei, pv.....	75¢	135
		Folia			Spigelia.....	35¢	38
		Barosma.....	23¢	28	Sanguinaria.....	40¢	45
		Cassia Acutifol, Tin.....	18¢	25	Serpentaria.....	30¢	35
		Cassia Acutifol, Alx.....	25¢	30	Senega.....	40¢	45
		Salvia officialis, 1/4s.....	12¢	20	Similax, officinalis II.....	40¢	45
		and 1/2s.....	12¢	20	Similax, M.....	40¢	45
		Ura Ursi.....	5¢	10	Sella.....	100¢	12
		Gummi			Symplocarpus, Foti.....	25¢	30
		Acacia, 1st picked.....	65¢	65	us, po.....	25¢	30
		Acacia, 2d picked.....	45¢	45	Valeriana, Eng. po. 30.....	15¢	20
		Acacia, 3d.....	35¢	35	Valeriana, German.....	15¢	20
		Acacia, sifted sorts.....	28¢	28	Zingiber s.....	12¢	16
		Acacia, po.....	60¢	80	Zingiber j.....	25¢	27
		Aloe, Barb. po. 18@20.....	12¢	14	Semen		
		Aloe, Cape.....	12¢	12	Anisum.....	13¢	15
		Aloe, Socotri. po. 40.....	12¢	12	Apium (graveleons).....	40¢	45
		Ammoniac.....	55¢	60	Bird, 1s.....	40¢	45
		Assafoetida.....	25¢	28	Carui.....	10¢	12
		Benzoinum.....	50¢	55	Cardamon.....	125¢	175
		Catechu, 1s.....	15¢	15	Coriandrum.....	8¢	10
		Catechu, 1/2s.....	15¢	15	Cannabis Sativa.....	4¢	4 1/2
		Catechu, 1/4s.....	15¢	15	Cydonium.....	75¢	100
		Camphora.....	38¢	42	Chenopodium.....	100¢	12
		Euphorbium, po. 35.....	10¢	10	Dipterix Odorate.....	200¢	220
		Galbanum.....	65¢	70	Feniculum.....	10¢	10
		Gamboge po.....	65¢	70	Fenugreek, po.....	7¢	9
		Gualacum.....	30¢	30	Linl, gr'd.....	3 1/2¢	4 1/2
		Kino.....	30¢	30	Lini, gr'd.....	4¢	4 1/2
		Mastic.....	60¢	60	Lobelia.....	35¢	40
		Myrrh.....	40¢	40	Rapa.....	4 1/2¢	4 1/2
		Opil.....	30¢	30	Sinapis Albu.....	9¢	10
		Shellac.....	25¢	25	Sinapis Nigra.....	11¢	12
		Shellac, bleached.....	40¢	45	Spiritus		
		Tragacanth.....	50¢	80	Frumenti, W. D. Co.....	200¢	250
		Herba			Frumenti, D. F. R.....	200¢	225
		Absinthium, oz. pkg.....	25¢	25	Frumenti.....	125¢	150
		Eupatorium, oz. pkg.....	25¢	25	Juniperis Co. O. T.....	165¢	200
		Lobelia.....	25¢	25	Juniperis Co.....	175¢	350
		Majorum.....	25¢	25	Saacharum N. E.....	190¢	210
		Mentha Pip.....	25¢	25	Spt. Vini Galli.....	175¢	650
		Mentha Vir.....	25¢	25	Vini Oporto.....	125¢	200
		Rue.....	35¢	35	Vini Alba.....	125¢	200
		Tanacetum Voz. pkg.....	25¢	25	Sponges		
		Thymus, V.....	25¢	25	Florida sheeps' wool.....	250¢	275
		Magnesia			Nassau sheeps' wool.....	200¢	200
		Calcined, Pat.....	55¢	60	Velvet extra sheeps'.....	200¢	200
		Carbonate, Pat.....	20¢	22	wool, carriage.....	125¢	125
		Carbonate, K. & M.....	20¢	22	Extra yellow sheeps'.....	100¢	100
		Carbonate, Jennings.....	35¢	36	wool, carriage.....	100¢	100
		Oleum			Grass sheeps' wool.....	100¢	100
		Absinthium.....	350¢	375	carriage.....	75¢	75
		Amygdala, Dulc.....	30¢	50	Hard, for slate use.....	140¢	140
		Amygdala, Amarae.....	800¢	825	Yellow Reef, for.....	140¢	140
		Anisi.....	21¢	20	Slate use.....	140¢	140
		Aurant Cortex.....	225¢	240	Syrups		
		Bergamit.....	300¢	320	Acacia.....	50¢	50
		Cajiputi.....	80¢	85	Aurant Cortex.....	50¢	50
		Caryophylli.....	75¢	80	Zingiber.....	50¢	50
		Cedar.....	35¢	65	Ipecac.....	50¢	50
		Chenopadii.....	27¢	27	Ferri Iod.....	50¢	50
		Cinnamoni.....	160¢	170	Rhei Arom.....	50¢	50
		Cironnelli.....	45¢	50	Smlax Officialis.....	50¢	50
					Senega.....	50¢	50
					Scilla.....	50¢	50

Morphia, S. P. & W.....	255¢	280	Sinapis.....	18	Linseed, pure raw.....	35	38	
Morphia, S. N. Y. Q. & C. Co.....	245¢	270	Sinapis, opt.....	30	Linseed, boiled.....	37	40	
Moschus Canton.....	40	40	Suff, Maccaboy, De.....	34	Nestsfoot, winter str.....	35	70	
Myristica, No. 1.....	65¢	80	Voos.....	11	Spirits Turpentine.....	34	40	
Nux Vomica.....	15¢	18	Suff, Scotch, DeVos.....	11				
Os Sepia.....	15¢	18	Soda Boras.....	9				
Pepsin Saac, H. & P.....	100	100	Soda Boras, po.....	9				
D. Co.....	100	100	Soda et Potass Tart.....	26¢				
Picis Liq. N. N. 1/2 gal.....	200	200	Soda, Carb.....	1 1/2¢				
Picis Liq., quarts.....	100	100	Soda, Bi-Carb.....	3¢				
Picis Liq., pints.....	50	50	Soda, Ash.....	3 1/2¢				
Pil Hydrarg.....	80	80	Soda, Sulphas.....	2¢				
Piper Nigra.....	22	22	Spts. Cologne.....	2				
Piper Alba.....	35	35	Spts. Ether Co.....	50¢				
Plix Burgun.....	7	7	Spt Myrcia Dom.....	9				
Plumbi Acet.....	100	120	Spts. Vini Rect. bbl.....	2				
Pulvis Ipeacac et Opil.....	100	120	Spts. Vini Rect. 1/2 bbl.....	2				
Pyrethrum, boxes II.....	100	120	Spts. Vini Rect. 1/4 bbl.....	2				
& P. D. Co., doz.....	125	125	Spts. Vini Rect. 1/8 gal.....	2				
Pyrethrum, pv.....	25	30	Spts. Vini Rect. 5gal.....	2				
Quassa.....	10	10	Less 5c gal. cash 10 days.....	10				
Quinia, S. P. & W.....	29¢	31	Strychnia, Crystal.....	1 1/2¢				
Quinia, S. German.....	22¢	32	Sulphur, subl.....	3 1/2¢				
Quinia, N. Y.....	22¢	32	Sulphur, Roll.....	3 1/2¢				
Rubia Tinctorum.....	12¢	14	Tamarinds.....	10				
Saccharum Lactis pv.....	18¢	20	Terebenth Venice.....	10				
Salicin.....	300¢	310	Theobroma.....	40¢				
Sanguis Draconis.....	40¢	50	Vanilla.....	900¢				
Sapo, W.....	12¢	14	Zinci Sulph.....	7¢				
Sapo, M.....	10¢	12						
Sapo, G.....	10¢	12	Oils					
Siedltz Mixture.....	20	22	Whale, winter.....	BBL. 70	GAZ. 40			
			Lard, extra.....	40	45	No. 1 Turp Coach.....	1 10¢	1 20
			Lard, No. 1.....	35	40	Extra Turp.....	1 60¢	1 70
						Coach Body.....	2 75¢	3 00
						No. 1 Turp Furn.....	1 00¢	1 10
						Extra Turp Damar.....	1 55¢	1 60
						Jap. Dryer, No. 1 Turp.....	70¢	75

SPICES.

Table listing various spices such as Aniseed, Cassia, Cloves, and Nutmegs with their respective prices.

Pure Ground in Bulk.

Table listing pure ground spices like Cassia, Saigon, Cloves, and Nutmegs in bulk quantities.

SYRUPS.

Table listing different types of syrups such as Corn, Pure Cane, and Choice.

STARCH.



Kingsford's Corn.

Table listing Kingsford's Corn products and their prices.

Kingsford's Silver Gloss.

Table listing Kingsford's Silver Gloss products and their prices.

Diamond.

Table listing Diamond brand products and their prices.

Common Corn.

Table listing common corn products and their prices.

Common Gloss.

Table listing common gloss products and their prices.

STOVE POLISH.



Table listing Enameline stove polish products and their prices.

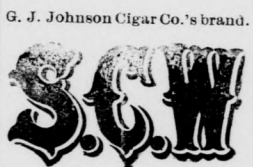
Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point...

SUGAR.

Large table listing various sugar products like Domino, Cut Loaf, Crushed, and different grades of granulated sugar.

TOBACCO.

Table listing tobacco products such as Clark-Jewell-Wells Co.'s brand and H. & P. Drug Co.'s brand.



S. C. W.

Table listing S.C.W. tobacco products and their prices.

Ruhe Bros. Co.'s Brands.

Table listing Ruhe Bros. Co.'s tobacco products and their prices.

TABLE SAUCES.

Table listing various table sauces like Lea & Perrin's, Halford, and Salad Dressing.

VINEGAR.

Table listing different types of vinegars and their prices.

WICKING.

Table listing wicking products and their prices.

Crackers.

Table listing various brands of crackers and their prices.

Butter.

Table listing different brands of butter like Seymour XXX, Family XXX, and Salted XXX.

Soda.

Table listing various soda products and their prices.

Oyster.

Table listing different types of oysters and their prices.

SWEET GOODS—Boxes.

Table listing various sweet goods in boxes like Animals, Bent's Cold Water, Belle Rose, and Coffee Cakes.

Oils.

Table listing different types of oils such as Eocene, XXX W.W. Mich. Hdt, and W.W. Michigan.

Candies.

Stick Candy.

Table listing stick candy products like Standard, Standard H. H., and Standard Twist.

Mixed Candy.

Table listing mixed candy products like Competition, Standard, and Conserve.

Fancy—in Bulk.

Table listing fancy candy in bulk like Lozenges, Choc. Drops, and Gum Drops.

Fancy—in 5 lb. Boxes.

Table listing fancy candy in 5 lb boxes like Lemon Drops, Sour Drops, and Peppermint Drops.

Caramels.

Table listing different types of caramels and their prices.

Fruits.

Oranges.

Table listing different types of oranges and their prices.

Lemons.

Table listing different types of lemons and their prices.

Bananas.

Table listing different types of bananas and their prices.

Foreign Dried Fruits.

Table listing various foreign dried fruits like Figs, Dates, and Nuts.

Nuts.

Table listing different types of nuts like Almonds, Walnuts, and Pecans.

Grains and Feedstuffs.

Wheat.

Table listing different types of wheat and their prices.

Winter Wheat Flour.

Table listing winter wheat flour products like Patents, Second Patent, and Straight.

Spring Wheat Flour.

Table listing spring wheat flour products like Pillsbury's Best and Clark-Jewell-Wells Co.'s Brand.

Meal.

Table listing different types of meal and their prices.

Feed and Millstuffs.

Table listing various feed and millstuffs like Corn, Oats, and Hay.

Fresh Fish.

Table listing different types of fresh fish and their prices.

Oysters in Cans.

Table listing oysters in cans and their prices.

Shell Goods.

Table listing different types of shell goods and their prices.

Provisions.

Swift & Company quote as follows:

Barreled Pork.

Table listing barreled pork products like Mess, Back, and Clear back.

Dry Salt Meats.

Table listing dry salt meat products like Bellies, Briskets, and Extra shorts.

Smoked Meats.

Table listing smoked meat products like Hams, Bacon, and Bologna.

Lards. In Tierces.

Table listing different types of lards and their prices.

Sausages.

Table listing different types of sausages and their prices.

Beef.

Table listing different types of beef and their prices.

Pigs' Feet.

Table listing pig's feet products and their prices.

Tripe.

Table listing different types of tripe and their prices.

Casings.

Table listing different types of casings and their prices.

Butterine.

Table listing different types of butterine and their prices.

Canned Meats.

Table listing various canned meat products and their prices.

Fresh Meats.

Table listing various fresh meat products and their prices.

Hides and Pelts.

Table listing various hides and pelts and their prices.

Wool.

Table listing different types of wool and their prices.

Crockery and Glassware.

AKRON STONWARE.

Table listing various stonware products like Butters, Milkpans, and Steppans.

Jugs.

Table listing different types of jugs and their prices.

Tomato Jugs.

Table listing tomato jugs and their prices.

Preserve Jars and Covers.

Table listing various preserve jars and covers and their prices.

Sealing Wax.

Table listing sealing wax products and their prices.

LAMP BURNERS.

Table listing different types of lamp burners and their prices.

First Quality.

Table listing first quality products and their prices.

XXX Flint.

Table listing XXX flint products and their prices.

CHIMNEYS—Pearl Top.

Table listing pearl top chimneys and their prices.

La Bastie.

Table listing La Bastie products and their prices.

Electric.

Table listing electric products and their prices.

OIL CANS.

Table listing various oil cans and their prices.

Pump Cans.

Table listing pump cans and their prices.

LANTERNS.

Table listing various lanterns and their prices.

LANTERN GLOBES.

Table listing lantern globes and their prices.

LAMP WICKS.

Table listing different types of lamp wicks and their prices.

Hardware

Importance of Displaying Goods.

Too much stress cannot be laid upon the effectiveness of clever show cards and carefully arranged interior and window displays in the selling of goods. While we do not believe that they sell more goods than competent clerks, yet there is reason to believe that there are great possibilities in them which are not always fully realized. One often observes and experiences the truth of this statement when going into stores which make it a point to display effective show cards, exhibit the goods to the best advantage and dress the windows properly, each of which is the natural complement of the other and finishes off its general appearance. According to and varying with their intelligence, most people are quick to discern and appreciate the exercise of ingenuity in the arrangement of the store. They often show their appreciation in a tangible way which is gratifying both to the merchant's personal pride and to his bank account.

To excite admiration by a mere prettiness in some little decorative effect is not exactly what the ambitious merchant is striving for; he does not want people to walk into his store and look about them in wonder and surprise as at a free tight rope performance; and yet that is just what they will undoubtedly do if he does not carry out his artistic ideas so completely that in a subtle but decided way the merits and individuality of the goods are brought to people's notice. By all means, then, the love of the picturesque ought not to preclude the opportunity for an adroit reference to prices, utility and attractiveness—as the case may be—of his wares. What will be the best plan is to combine the charm of ornamentality in interior and window displays with a serious effort to show the goods in the most attractive manner possible.

This may seem an easy thing to do, yet we do not observe that it is put into execution as often as it might be. Window dressers either think of and dispose the goods and decorations in the window with a view wholly to ornamental effect and allow their ideas of the artistic to bring that characteristic to the fore too prominently for the benefit of the goods, or else they go to another extreme in which the goods are displayed alone without any effort at adornment, either of which is detrimental to the sale of the goods. In the former case people admire the embellishments and lose sight of the main feature, which is the goods themselves, and in the latter instance the goods alone appear uninteresting without sufficient individuality to attract any great amount of attention and thus with no distinguishing characteristics they are passed unnoticed.

Judgment, then, should be exercised in preventing either unfortunate contingency which we have just described. This particularly applies to hardware, which does not readily lend itself to artistic, ornamental effects and which requires some embellishment to relieve its rather sombre dullness and bring out its best points. Beyond a doubt brilliant colors in draperies will do this most effectively. They should be renewed as soon as they grow dingy, either by washing or purchase of others. To sum it all up in a few words, the chief object of window and interior displays is to sell all goods possible by attracting attention to them. Individuality must

be obtained over other displays in order to do this. A man must not be afraid of a little outlay to secure an originality which will accrue to the benefit of the store. This desire to draw customers by an honest and ingenious method is both laudable and admirable if carried out honestly and conscientiously. I most cases it is better to mention prices, but we do not believe that any extravagant and exaggerated statements should be made under any circumstances.—Hardware Reporter.

Some Hardships Which Must be Endured at Home.

"Are there any greater hardships than those endured by our brave boys at the front?" asked the speaker.

"Well, I don't know," replied the demure little woman in the back of the hall, rising. "Were you ever in a house where four boys between to and 16 caught the martial spirit, mounted guard eight times a day, and made it a point to charge on the cook at least twice? Did you ever note the enthusiasm with which four boys can enter into the spirit of military operations and patrol the front of the house, insisting upon the countersign when callers arrive?"

"Madam," broke in the speaker, "I assure you, I—"

"Did you ever come home from a shopping tour," she persisted, "and find the baby in the guard house, yelling itself hoarse, while four boys held a council of war to decide whether it should be shot or hung?"

"As I was about to say, madam—"

"Did you ever return from a short call at a neighbor's to find the front door barricaded and gimlet holes bored in the hardwood panels in order that the approach of the enemy might be easily detected?"

"Madam, I concede—"

"Did you ever have your front porch mined and the mine exploded just as you were welcoming a maiden aunt who is expected to leave you quite a little money, even although it is well known that she has an antipathy to children and never has quite forgiven you for having so many?"

"There can be no question—"

"Did you ever have a new sheet torn up to make hospital bandages and three yards of colored silk cut up into signal flags? Did you ever have a flower garden ruined because it was deemed necessary to throw up fortifications where the flowers happened to be? Did you ever have a whole new clothesline cut up into short pieces that could be used to securely bind prisoners of war? Did you ever have your barn carried by assault, one of your horses so frightened that it was four days before it was safe to drive him, and your coachman tripped up and thrown down a flight of stairs because he foolishly attempted to check the invading force? Did you ever—"

"Madam," broke in the speaker at last, "I never did. If I had, I wouldn't have spoken as I did. I now publicly concede that the sufferings in the field really amount to nothing compared with what this war has brought upon some of those who have to remain at home."

An Aristocratic Term.

"I understand she has had an attack of nervous prostration."

"Oh, dear, no; not at all."

"But the doctor said—"

"I know he did at first, but just as soon as he learned the size of her husband's income he changed his mind and said that she was merely overcome by that tired feeling."

Sure Evidence of Infallibility.

"Is your partner a man of good judgment?" asked an old friend who is in the city on a visit.

"There," was the unctuous answer, "is a man of infallible judgment. He never makes a move without taking my advice."

The marriageable age of woman is anywhere between 16 and death.

Buckeye Paint & Varnish Co.

PAINT, COLOR AND VARNISH MAKERS

Mixed
Paints

White
Lead

Varnishes



Shingle
Stains

Wood
Fillers

Japans

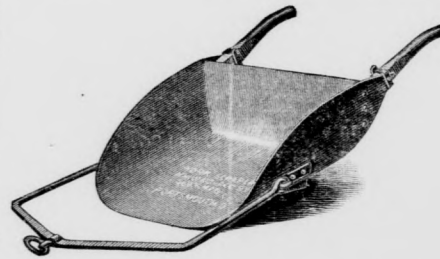
Sole

Manufacturers

CRYSTAL-ROCK FINISH
TOLEDO, OHIO.

For Interior and
Exterior Use

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 every-
thing 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.

Why Commercial Travelers Would Make Good Soldiers.

John A. Lee, of St. Louis, undertook to organize a regiment of commercial travelers, but met with so many obstacles in getting the regiment mustered in that he wrote his local Congressman as follows:

I have a letter to-day from the Secretary of War wherein he says, "The only possible means for you to have mustered into service the organization you refer to would be through a special act of Congress."

I desire to advise you that I have now ready a regiment of splendidly competent and capable men, most of whom have had military training and have been well drilled and schooled, consisting largely of commercial travelers and the sons of commercial travelers and city salesmen. The men will come from the following States: Missouri, Arkansas, Kansas, New York, Massachusetts, Texas, Louisiana, Iowa, Illinois, Indiana, Kentucky, Tennessee, Wisconsin, Ohio, Pennsylvania and Michigan. Most of these States have from one to three companies ready; some, however, have not full companies.

Those who have organized them are commercial men of all politics, but are not push politicians and have no potent political pull. They are, therefore, unable to influence the governors of their States to accept their organizations. The militia has now about all gone and I think that we, fighting commercial travelers, should have a chance; but we want a regiment of our own, under the authority of the National Government and essentially organized from many States. We think we are about as good as rough riders, cowboys or colored citizens—so called "immunes"—and we want Congress to so declare. We want either a cavalry or infantry organization (cavalry preferred) and we are just as immune as any lot of fellows you can ever get together. You can not kill a commercial traveler. He has been in the midst of all great National calamities, floods, forest fires and woman's rights conventions, for years, and still triumphantly lives. Cyclones have tossed and dallied with him, railroads have wrecked him, steamboats have blown up with him, all kinds of diseases from the mumps to yellow fever have assailed him, cheap hotels have tried to ruin his digestion, bartenders and patent medicine manufacturers have endeavored to concoct potions that would down him, but he has lived on and on, smiling at his enemies.

Train robbers, foot pads, train conductors, general passenger agents and Pullman porters have all tried ineffectually to hold him up. He has been sorely afflicted with suits for alimony and breach of promise; his irresistibly optimistic soul has been ground between the upper millstone—his employer—and the nether millstone—his customer—for, lo, these many years, all uncomplainingly. He has carried the banner in parades, made stump speeches, put up his stuff, acted as challenger at the polls, and sergeant-at-arms at conventions, and fought for his political convictions at every election from time of antiquity until the present, without ever getting an office.

He has been snake-bitten, dog-bitten, poisoned, and partially suffocated, through rooming with customers who insisted on blowing out the gas. He has been scalped by ticket-scalpers, licensed-taxed by Populist legislators; has ridden unbroken mules and unbridled bronchos and burros over alleged impassable roads; has navigated unfordable streams with double livery teams, while sitting astride of his sample trunk to keep his feet dry; has chased cannon ball trains and overtaken them, has pumped hand cars many weary miles, has helped "jack up" derailed cabooses, has pried stage-coaches out of mud holes, and still joyously survives.

He has been shot at and clubbed by "bad men from Bitter Creek," and they have not lived to gloat over his remains, but have frequently died as tributes to his inextinguishable vitality and readiness for emergencies. He has crossed the Great American Desert before the

era of irrigation, has been sunstruck in Mexico, frost bitten in Canada, struck by lightning on the summit of the Sierras, chased by Indians in Arizona, has been bitten by tarantulas and Gila monsters in New Mexico, rattlers in Oklahoma, has made gold bug speeches in Nebraska and 16 to 1 speeches in Massachusetts, and still lives to tell the tale, and he tells it well.

He is a veteran in hardships and an immune of immunes, and he now aspires to help bustle the Hidalgoes heavenward or in any more appropriate direction.

He has been the skirmisher of civilization, the picket of commerce, the advance guard of progress, prosperity and development, carrying the glory and fame of his country's industries into all lands. He has, through his courage and activity, been the pioneer of peace, blazing the way for education, comfort, religion and happiness. He has materially helped to make the world better and brighter, the people more homogeneous, existence here more joyful and faith in eternity stronger and more hopeful.

While forging to the front in advancing prosperity, he has always been the rear guard in retreating adversity, when the hosts of financial misfortune have threatened our beloved country, standing like a great rock of strength opposing the armies of discouragement and oppression in times of financial disaster and commercial demoralization.

He may not be able to waltz like a West Pointer or to "toes out and eyes right" like a National guardsman, but he can ride and shoot and fight and suffer and die for his country, and after all it is the soul, the heart, that makes a good soldier, the inspiration imbued with his mother's milk.

Give us, if you can get Congress to do so, a place for our regiment. We can not come under the State calls; we are nomadic and must assemble as did the patriots of old, "from all the country far and wide, the hillside and the plain;" but we will come quickly when the authority is given, and stay as long as our services are required, and then return, if spared, to be again foremost in promoting peace, prosperity and happiness.

Opening a New Store.

When a man is making his debut into the business world as the full-fledged storekeeper, he should be as careful as the social debutante of the first impression which he makes upon the public. From hearsay we infer that the debutante in society makes strenuous efforts to conceal all defects, brings out good points more tellingly by proper and becoming adornment, and in so many words "puts her best foot foremost," in the most engaging manner. By thus impressing people favorably at the beginning of her career, she is able to capture some prize in the market, called the noble ambition of matrimony. The young merchant, then, should model his mercantile venture on somewhat similar lines. He should regard the world as it is, know that it is apt to judge of him entirely by appearances, for no one has a magic wand or sorcerer's art which will enable him to divine intentions which are not put into execution. Customers will expect to see the new store spick and span, and will doubtless exact more perfections in it than they have always obtained in the older, better established firms. They will also be more inclined to look for flaws, magnify mistakes, exaggerate the importance of unfortunate errors and in general assume a more critical attitude toward the young or new aspirant to mercantile honors. The public, en masse, is not given to great leniency, consideration or unselfishness, as a rule, hence it will be disposed to doubt the merchant's ability as a business man till it has tried his mettle. If the merchant is young people will say that he is inexperienced; if he is old they will think he has made a failure somewhere else and is trying to recoup his fortunes at the expense of a long-suffering public. Above all, then, be circumspect and careful in every way at all times, and particularly when opening a new store.

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. S. 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, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 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.....	
Steel nails, base.....	1 55
Wire nails, base.....	1 00
20 to 60 advance.....	Base
10 to 15 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
2 advance.....	45
Finish 3 advance.....	70
Finish 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.....	55
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
Sciota 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 1/2c per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35-
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 10&10
Mason's Solid Cast Steel.....	30c lbs. 70
Blacksmith's Solid Cast Steel Band.....	30c lbs. 0&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.....	50
Screw Eyes.....	30
Hook's.....	80
Gate Hooks and Eyes.....	50
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/4 inch and larger.....	10%
Manilla.....	11%
SQUARES	
Steel and Iron.....	70&10
Try and Bevels.....	60
Mitre.....	50
SHEET IRON	
Nos. 10 to 14.....	com. smooth. 60 1.
Nos. 15 to 17.....	2 70
Nos. 18 to 21.....	2 80
Nos. 22 to 24.....	3 00
Nos. 25 to 26.....	3 10
No. 27.....	3 20
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....	2 75
SAND PAPER	
List acct. 19, '86.....	dis 50
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's.....	70&10
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 05
Barbed Fence, painted.....	1 75
HOSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	30
Coe's Patent, malleable.....	30
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	50
Screws, New List.....	35
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	30
METALS—Zinc	
600 pound casks.....	54
Per pound.....	6 1/2
SOLDER	
1/2@1/2.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.....	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 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.....	9 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.

Human Nature in a Candy Store.

"Say," remarked the sweet young saleslady in the candy store, "did you ever notice the different ways people buy things? Talk about studying human nature! The place to take a post-graduate course is behind the counter in a candy store. Now you might think there could be but one way to buy candy, but there is. Here comes a woman rustling in, all flounces and furbelows and self-importance. She's probably made up her mind just exactly what she is going to buy, but she just takes a look at all the dishes that are set out on the counter. 'These look nice,' she says, taking the biggest marshmallow off of a plate, 'how much are they? No, I don't believe I care for them after all. They are so insipid. How much are these?' (Takes another sample from another dish.) 'Forty cents a pound? How much are these buttercups?' (Tries a few buttercups.) 'Are those caramels flavored with vanilla?' (Samples a couple of caramels.) 'Gracious, I do believe they have got wintergreen in them, and I never could bear that. Give me something to take the taste out of my mouth.' (Annexes a chocolate cream uninvited.) 'Here, let me see some of those crystallized nuts in the case.' (Tries a few.) 'Um-um-um, no, I don't believe they are quite fresh.' (Returns to her first love, and tries the chocolate creams over again.) 'Well, I believe I'll take some chocolates, after all. They are wholesome, and I know of a woman whose cousin's grandchild was poisoned eating some green candy he got off a Christmas tree. You may give me 10 cents' worth, and don't keep me waiting for my change,' and she sails out with the air of having conferred a lasting benefit on the establishment. Now, a man is different. He makes up his mind a block off what he wants, and his only idea is to get it and get out before anybody he knows catches him buying candy; and he stands and looks at the ceiling while you are waiting on him in an abstracted sort of way, that seems to indicate that he is sacrificing himself for somebody, and that he only hopes they are going to realize what he has done for them. Of course that doesn't mean the young men who are in love and who send expensive boxes and baskets of bonbons to their sweethearts. My, but when one starts on that we can see his finish, and sometimes when we girls behind the counter are putting up such a box for some poor young fellow on a little salary, and know that he is going in debt, or worse, for it, because some rich girl has hinted for it or other men send sweets to her, we wonder if she knows—or cares—that he may be wrecking his life about as silly a thing as a box of candy. Then sometimes there is a little bit of pathos in a sale. A hungry little child will come in, hugging a penny in its grimy paw, or a poor old woman with work-hardened hands will stop and untie her handkerchief and take out a nickel, and buy a little pink-striped candy to take to a sick baby, and we will know that she has spent her car fare for it, and will have to toil home all the long, dreary way, that will not be long or tiresome for her, thinking of the flash of joy there will be in the childish face when she opens her bundle. Oh, it all goes by, and you see the sad and the gay and the fun and the folly of life, as you stand behind the counter."

The Era of Men's Rights.

It is one of the hopeful signs of the times that a popular journal has recently

started a 'correspondents' column designed for the exclusive benefit of men. Here they may take their perplexities and troubles and doubts, and find balm and comfort. It almost amounts to a moral awakening, and one can look forward to a time when men will no longer be deprived of that source of advice which women have found so helpful. Every reader recalls how women are counseled to do this and so to make home happy and retain their husband's affection, and it is about time that men were getting some advice on the same lines. Perhaps the day is not far distant when the men's column of the paper will say something like this: Husbands should always meet their wives with a smile when they return from work. Remember that she may have had a hard time with a smoking stove and a crying baby and a cross servant, and needs to be cheered and comforted. There is nothing that brightens a home like a sweet smile on a man's face. Don't get cross if a worried look rests on your wife's face. If your back ached like hers does, and you had as many nerves, you would be in bed with the doctor and a trained nurse. Remember that marriage doesn't necessitate the cessation of all the little attentions you showed her before the wedding. Then you would have danced all night with her, and were ready to murder the man who wanted a turn in a waltz. Don't look like a martyr now because she wants you to go with her to call on a neighbor. Don't forget to make her little gifts now and then. Fewer presents before marriage and more afterwards would raise the average of domestic felicity. Don't go down to the club every night and leave her alone. If she had been seeking solitude she would have entered a convent. Do not expect your wife to take it for granted that you love her. You were never weary of telling her so in your courting days. Mention the matter to her again sometimes. It might still interest her to hear it. Don't scorn her opinions and tell her she doesn't know what she is talking about. She hasn't forgotten the time when you listened to every word she said as if it were incarnate wisdom. Don't raise a row every time you find a button off or anything out of place in the house. Think of how you used to say that your only care in life would be to shield that lily white hand from any labor. Don't forget that cleanliness and neatness are next to godliness and an absolute necessity if you would keep love. Little affection is robust enough to survive slovenliness in man or woman. Above all, don't forget your wife is a woman, and make allowance for human faults and shortcomings. If she had been an angel or a goddess she would never in the world have married you.

Yonie Yonson Tackles the Train Gates Again.

Travarca Caity, July 15—Yo tank aie bane com bae war yust caus aie skal not waiting yo lattar. Aie skal tal yo gude lot: Fallar bae das town com bae war. Aie tank bae maissal battar aie vorkang far tan Dollar mont dan gattang kill bae Spanash or das onder fallar bae nam Yallo Yack. Aie bane rading bae nuse-papar gude lot fallar kackang yust caus grub bane not so gude lake Park Place gavage. Aie tank battar aie skal stae hare an hare drummar fallar swar bae das Wast Mich R. R. Co. Aie tank at bane mor fun. Bae gol! dam fallar as skal managang das R. R. Co. look liak dae don't got som sanse laft. Corse dae mus bane smart bae dar own astamataon. Aie skal tal yo at bane lookang to Sweed mans up trea liak das falars bane ovar astamatad dam salves. Yo bane vantang to com bae Gran Rapad, yo mus lave Travarca Caity bae naight cars an com hom naxt wake; avary tang, yust asept Rasortars don't got som show bae das strake rust das taine yar. Avary fallar bane travalang bae das contry bane shipang gudes bae das G. R. & I. R. R. Co. Dam fallar got gude Horse Sauce; tha skal not tank one mans bane whol tang. Drummar fallar sae of bae skal bane askang favar bae das G. R. & I. or F. & P. M. R. R. Co.,

lake fast cars stoppang som place halpang out travalang mans, hae gattang gude treatment, but C. & W. M. can com to H—la; das failar tallang mae yong womans ba Thompsonville skal bane wantang ta com bai Chicago an skal lake to com on fast cars Agant bae Thompsonville, hae talagraph to gattang ordar bae supitandant hae skal stop cars. Nit, takang too much taime to opan gates; das yong lady mus wate tal elaven two naxt day. Aie skal tank somebody bane takang tumbal bae dam salves sometime; Aie skal tank das fallars got yust bout much sanse an Spanard:

Aie skal close das lattar hopang das Spanards an C. & W. M. R. R. Co. skal bane gattang gude Hors sanse sometime. YONIE YONSON.

Gustave Metzger has purchased the interest of John F. Hartmann in the firm of Hartmann & Metzger, grocers at 346 Fourth street, and will continue the business in his own name at the same location.

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.

CENTRALLY LOCATED DRUG STORE. Doing a good business in the city, for sale. Good reasons for selling. Address I. Frankford, Fire Insurance and Real Estate Agent, Phone 1236, 53 West Bridge Street, Grand Rapids, 667

TO EXCHANGE FOR A STOCK OF GENERAL MERCHANDISE OR SHOE STOCK—GOOD 80-acre farm, all improved, three miles north of Coopersville, Mich. Also a sawmill and edger with 20,000 capacity per day. Address R. D. McNaughton, Coopersville, Mich. 671

FOR SALE—SMALL DRUG STOCK. ADD from \$100 to \$200 and you have a complete stock. Good chance to right party. Address H. G. M., care Michigan Tradesman. 670

FOR EXCHANGE—TWO GOOD LOTS IN CHICAGO, valued at \$1,000 each, free and clear, for a stock of goods, groceries preferred. Mercer & Mather, Grand Rapids, Mich. 669

FOR SALE—DRUG, BOOK AND STATIONERY stock, invoicing \$4,500, and fixtures including \$200, which includes show cases, shelving and bottles. Daily cash sales in 1891, \$24,822, \$30; 1892, \$31; 1893, \$34.65; 1894, \$35.18; 1895, \$21.20, and 1897, \$24.13. Located in manufacturing town. No cut prices. Rent reasonable, \$29 per month. Living rooms in connection. Address No. 668, care Michigan Tradesman. 668

FOR RENT OR SALE—FACTORY AND TWO warehouses, belonging to Michigan Fire Ladder and Engine Company, on D., G. R. & W. R. R., near East street crossing. Call upon or address The Michigan Trust Company. 672

FOR SALE—FURNITURE AND UNDERTAKING business in the most enterprising town in southwestern Michigan. Best location in the city. Address No. 673, care Michigan Tradesman, for particulars. 673

FOR SALE—PATENTS COVERING TRAVIS Adjustable Blackboard Eraser. Also machines and all stock on hand. A rare opportunity for right party. An article upon which 100 per cent. profit may be realized. Must be sold at once. Address Box 222, Clinton, Mich. 675

FOR SALE—STOCK OF CLOTHING AND furnishings in a city of 12,000 and growing fast. Stock will invoice from \$5,000 to \$6,000; nearly all new within a year; doing a good business and trade increasing. Stock, lease and good will will be sold at a bargain if done quickly. This is a rare opportunity to step into a fine business, with a nice, clean, well-selected stock in the best town of its size in Michigan. Address No. 676, care Michigan Tradesman. 676

FOR SALE CHEAP FOR CASH—WELL IMPROVED farm, good buildings, 80 acres choice land, located in Ionia county. J. H. Putnam, Custer, Mich. 663

FOR SALE—A \$10,000 STOCK OF DRY goods; doing a good business. Will take some unincumbered real estate. Address G., Lansing, Mich. 661

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—HARDWARE STOCK INVOICING 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

FOR SALE—STOCK OF DRY GOODS AND groceries. Will sell cheap for cash. Address Box I, 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. 660

FOR SALE—DRUG STORE IN BEST CITY IN Michigan. Average daily sales, \$20; 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 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

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

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

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

BROOMS

FOR SALE—MODERN, WELL-ESTABLISHED and equipped broom factory and good trade. Other business commands our attention. Address No. 554, care Michigan Tradesman. 584

COUNTRY PRODUCE

WANTED—FIRST-CLASS BUTTER FOR retail trade. Cash paid. Correspond with Caulkett & Co., Traverse City, Mich. 381

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. Colver, 103 Washtenaw St. E., Lansing, Mich. 635

MISCELLANEOUS.

WANTED—DRUG CLERK. SOME EXPERI- ence required. Apply J. A. Tinholt, Muskegon, Mich. 674

POSITION WANTED BY A SINGLE MAN. Large experience in general merchandise. Can give good references. Address No. 664, care Michigan Tradesman. 664

FOLDING TABLE



STERLING FURNITURE CO.
GRAND HAVEN, MICH.

A. VAN PUTTEN & CO.
MFRS. OF
BUTTER TUBS
Lard Packages and Handmade Creamery Butter Tubs a specialty.
HOLLAND, MICH.

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
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
Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.
Geo. DeHaven, 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
† 3:30pm	Sag., Det., N. Y. & Boston	† 12:45pm
† 8:30pm Detroit, East and Canada † 6:35am
† 10:45am Mixed to Durand † 3:15pm

WEST
* 8:35am... 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 Port 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..... 12:30pm 9:50pm
Ar. Marquette..... 2:50pm 10:40pm
Ar. Nestoria..... 5:20pm 12:45am
Ar. Duluth..... 8:30am

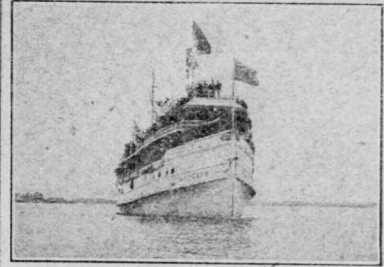
EAST BOUND.
Lv. Duluth..... † 6:30pm
Ar. Nestoria..... † 11:15am 2:45am
Ar. Marquette..... 1:30pm 4:30am
Lv. Sault Ste. Marie..... 3:30pm
Ar. Mackinaw City..... 8:40pm 11:00am
G. W. HEBBARD, Gen. Pass. Agt. Marquette.
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids

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., **Charles B. Hopper,** Gen'l F. & P. Agt. Chicago.

Fans and Picture Cards

We have a large line of new goods in fancy shapes and unique designs, which we are offering at right prices. Samples cheerfully sent on application.

TRADESMAN COMPANY, Grand Rapids.

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.

The President of the United States of America,

To **HENRY KOCH**, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you,

Whereas, it has been represented to us in our Circuit Court of the United States for the District of New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

Now, Therefore, we do strictly command and perpetually enjoin you, the said HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,

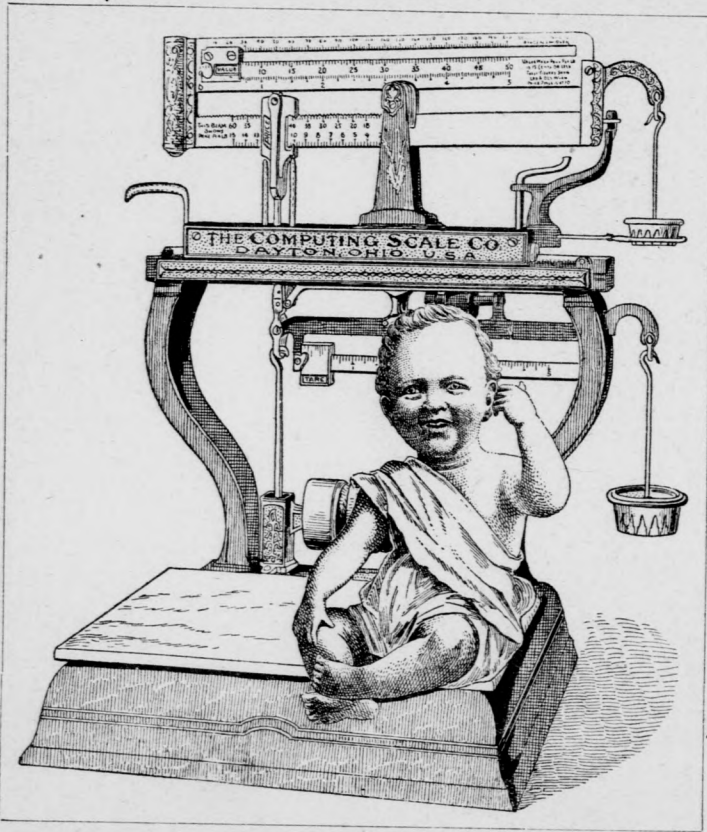
that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

Witness, The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand, eight hundred and ninety-two.

[SEAL] **ROWLAND COX,** Complainant's Solicitor

[SIGNED] **S. D. OLIPHANT,** Clerk

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.

**BOUR'S
COFFEES
MAKE BUSINESS**

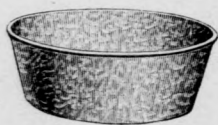
ARE CHEAP COFFEES PROFITABLE?

Better profits and more constant profits come from selling Teas and Coffees as good as **Bour's**. All our coffees are roasted and packed on day of shipment.

THE J. M. BOUR CO., 113-115-117 Ontario Street, TOLEDO, O.
129 Jefferson Ave., DETROIT, Mich.

REMEMBER THE NAME

BLUE AND GRAY ENAMELED WARE



Manufactured expressly for us. We carry a full line at right prices. Every piece guaranteed to be perfect.

Wm. Brummeler & Sons, 260 South Ionia Street,
Grand Rapids, Mich.