

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XVI.

GRAND RAPIDS, WEDNESDAY, JULY 12, 1899.

Number 825

Decorated English Teapots

Pretty,
Useful
and
Practical

An Everyday
Necessity
In the Kitchen



OUR POPULAR ASSORTMENT

1-12 doz. No. 1-1½ pint.....	\$4 00	\$0 33
1-12 doz. No. 5-2 pint.....	4 50	35
1-12 doz. No. 9-2½ pint.....	5 00	42
1-12 doz. No. 2-1½ pint.....	4 50	35
1-12 doz. No. 6-2 pint.....	5 00	42
1-12 doz. No. 10-2¼ pint.....	6 00	50
1-12 doz. No. 3-1½ pint.....	5 00	42
1-12 doz. No. 7-2 pint.....	5 50	40
1-12 doz. No. 11-2½ pint.....	6 00	50
1-12 doz. No. 4-1½ pint.....	5 00	42
1-12 doz. No. 8-2 pint.....	6 00	50
1-12 doz. No. 12-2½ pint.....	6 50	54
One dozen in package.....	\$5 27	
Less 10 per cent.....	4 75	
Package extra 25 cents.....	5 00	

Warranted Absolutely Fireproof

Bright
Attractive
Enamel
Decorations

A Sample
Package will
More than Please You

We sell to
dealers only

Burley & Torrell

42-44 Lake Street,
Chicago.

On account of the rush in our Cigar Department, we have had no time to write a change of advertisement for this issue. Watch this space next week.



Phelps, Brace & Co.

The largest cigar dealers in the Middle West.

F. E. BUSHMAN, Manager.

MICA AXLE GREASE

has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a common saying that "Only one-half as much Mica is required for satisfactory lubrication as of any other axle grease," so that Mica is not only the best axle grease on the market but the most economical as well. Ask your dealer to show you Mica in the new white and blue tin packages.

ILLUMINATING AND LUBRICATING OILS

**WATER WHITE HEADLIGHT OIL IS THE
STANDARD THE WORLD OVER**

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

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.**

Epps'
Cocoa

Epps'
Cocoa

GRATEFUL COMFORTING

Distinguished Everywhere

for

Delicacy of Flavor,

Superior Quality

and

Nutritive Properties.

Specially Grateful and

Comforting to the

Nervous and Dyspeptic.

Sold in Half-Pound Tins Only.

Prepared by

JAMES EPPS & CO., Ltd.,

Homœopathic Chemists, London,

England.

BREAKFAST SUPPER

Epps'
Cocoa

Epps'
Cocoa

Economy



System

What you charge fills big books; but what you forget to charge represents a constant loss and can never fill one book, your pocketbook. Therefore, we ask you to investigate

The Egly Autographic Register Systems,

by which, through a manifold system, you can not forget to charge things sold. Satisfactory Store and Time-saving Systems for store checks, factory orders, requisitions, shipping bills, or any business requiring a copy. Enquiries and orders attended to by

L. A. ELY,

Sales Agent, Alma, Mich.

Local Salesman:
S. K. BOLLES, 39 Monroe Street, 3rd Floor.

Dwight's Cleaned Currants

If you want nice, fresh, new stock, buy Dwight's. If you want cheap trash, don't look for it in our packages. All Grand Rapids jobbers sell them.

**Wolverine Spice Co.,
Grand Rapids.**

Prompt Shipment

Those of you who have been doing business with us for years have probably noticed that we fill your orders a great deal more promptly than we used to. Those who are new customers are pleased to find that we are so prompt.

This is not because we are doing less business than formerly— we are doing more and more every year—but because we realize that when people order goods they want them and want them quickly.

Therefore we are making a special effort to give every order, small or large, immediate attention and prompt shipment.

Let us have yours.

Valley City Milling Co.,

Grand Rapids, Mich.

Sole Manufacturers of "LILY WHITE,"
"The flour the best cooks use."

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, JULY 12, 1899.

Number 825

THE MERCANTILE AGENCY

Established 1841.
R. G. DUN & CO.
 Widdicomb Bld'g, Grand Rapids, Mich.
 Books arranged with trade classification of names.
 Collections made everywhere. Write for particulars.
L. P. WITZLEBEN, Manager.

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

The Preferred Bankers Life Assurance Company of Detroit, Mich.

Annual Statement, Dec. 31, 1898.
 Commenced Business Sept. 1, 1893.

Insurance in Force.....	\$3,299,000 00
Ledger Assets.....	45,734 79
Ledger Liabilities.....	21 68
Losses Adjusted and Unpaid.....	None
Total Death Losses Paid to Date.....	51,061 00
Total Guarantee Deposits Paid to Beneficiaries.....	1,030 00
Death Losses Paid During the Year.....	11,000 00
Death Rate for the Year.....	3 64

FRANK E. ROBSON, President.
TRUMAN B. GOODSPEED, Secretary.

Commercial Credit Co.
 Private Draft Advances
 Collections and Commercial Litigation
 GRAND RAPIDS, MICH.

Try our Drafts
 on slow debtors.

Take a Receipt for Everything

It may save you a thousand dollars, or a lawsuit, or a customer.
 We make City Package Receipts to order; also keep plain ones in stock. Send for samples.
BARLOW BROS.,
GRAND RAPIDS, MICHIGAN.

**OLDEST
 MOST RELIABLE
 ALWAYS ONE PRICE**

Wholesale Clothing Manufacturers in the city of ROCHESTER, N. Y. are KOLB & SON. Only house making strictly all wool Kersey Overcoats, guaranteed, at \$5.
 Mail orders will receive prompt attention. Write our Michigan representative, Wm. Connor, Box 346, Marshall, Mich., to call upon you, or meet him at Sweet's Hotel, Grand Rapids, July 20 to 31 inclusive. Customers' expenses allowed. Prices, quality and fit guaranteed.

Tradesman Coupons
 Save Trouble.
 Save Money.
 Save Time.

IMPORTANT FEATURES.

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Comparative Condition of Local Banks

A consolidated statement of the condition of the banks, as shown by the statements published under the call of June 30, makes the loans and discounts carried by the National banks \$6,766,627.71, as against \$6,200,996.77 July 14, 1898. The State banks carried \$2,584,792.25 and the trust companies \$284,683.52. The State banks and trust companies were passed July 14, 1898, but the statistics obtained from the banks direct at the time made the loans and discounts \$2,190,450.18 in the State banks and \$268,450.45 in the trust companies. The total loans and discounts June 30 were \$9,636,103.48, against \$9,019,469.22 on February 4, \$8,659,897.40 July 14, 1898, and \$7,366,433.10 July 23, 1897.

The stocks, bonds and mortgages were \$417,864.62 by the National banks, \$2,253,887.66 by the State banks and \$418,731.63 by the trust companies, a total of \$3,090,483.91, compared with \$366,336.54, \$2,073,552.43 and \$429,765.17, a total of \$2,869,654.14 on July 14, 1898, \$3,244,632.58 February 4 last and \$2,321,470.17 July 23, 1897.

The National banks carry \$397,705 in Government bonds and have \$244,770 in circulation, compared with \$462,870 and \$239,240 on February 4, \$356,930 and \$200,280 July 14, 1898, and \$387,080 and \$200,100 July 23, 1897.

The real estate and furniture holdings of the National banks aggregate \$291,657.92, State banks \$126,324.25 and trust companies \$86,519.35, a total of \$504,501.52. The total December 1 last was \$520,057.25, May 5, 1898, \$405,971.93 and July 23, 1897, \$379,683.34.

Due from banks the National banks had \$1,201,901.41, State \$636,447.24 and trust companies \$184,570.47, a total of \$2,022,919.12. The total February 4 was \$2,819,952.77, which included a special deposit of about \$600,000 in one of the institutions; May 5, 1898, \$2,030,124.23, and July 23, 1897, \$2,614,478.91.

The cash and cash items in the National banks were \$620,992.39, State banks \$328,055.66, trust companies \$14,554.46, a total of \$963,602.11; February 4 \$1,083,541.33, May 5, 1898, \$993,959.51 and July 23, 1897, \$955,780.71.

Total quick assets June 30 were \$2,986,521.23, February 4 \$3,902,494.10,

May 5, 1898, \$2,994,083.74 and July 23, 1897, \$3,570,259.62.

The surplus and undivided profits accounts, deducting the dividends declared, show National banks \$521,065.93, State banks \$161,018.85 and trust companies \$120,555.04, a total of \$868,639.82; February 4, \$792,132.87; May 5, 1898, before dividends had been paid, \$849,975.13 and July 23, 1897, \$762,530.85. Since July 23, 1897, the National banks have increased approximately \$43,000, the State banks \$27,000 and the trust companies \$3,000. The highest point ever reached by the undivided profits account was \$883,338.39, May 4, 1893, before the dividends of that year had been taken out. They are higher now than in any previous July.

The commercial deposits in the National banks June 30 were \$2,138,109.77 and State banks \$1,498,796.62, a total of \$3,636,906.39; February 4 \$3,820,798.84; May 5, 1898, \$3,510,414.14; July 23, 1897, \$2,653,602.51.

The certificates of deposits in the National banks June 30 were \$3,268,660.16, savings deposits in State banks \$3,782,084.28, a total of \$7,050,853.44; February 4 \$6,898,882.79; May 5, 1898, \$6,360,782.64; July 23, 1897, \$5,504,994.78.

The National banks carry \$1,151,039.10 in bank balances in outside banks, and the State banks \$10,154.81, a total of \$1,161,793.91; February 4, \$1,237,562.64; May 5, 1898, \$1,083,264.57; July 23, 1897, \$1,140,223.88.

The total deposits June 30 were National banks \$6,688,216.65, State \$5,303,532.54, trust companies \$602,501.84, a total of \$12,594,251.03; February 4 \$13,286,722.93; July 14, 1898, as ascertained by private canvass, the State banks not being called, \$11,825,620.06; July 23, 1897, \$10,140,931.02.

The bank statements speak very well for themselves as indicating an improved condition of affairs in the commercial world. The loans and discounts show a gain of \$619,000 and since February 4, and at the present time, surpass all previous records. There has been a decrease of nearly \$700,000 in the total deposits since February 4, but large amounts of money have been withdrawn for use in business and to move the crops.

The election of Amos S. Musselman to the presidency of the Grand Rapids Board of Trade is a worthy honor, worthily bestowed. While Mr. Musselman has never aspired to political office or public recognition, he has invariably thrown the weight of his influence and cast the power of his example with every movement having for its object the improvement of the city—socially, morally and materially. Fertile in resources, persistent in urging the adoption of his plans and successful in making others see things as he sees them, Mr. Musselman's administration can not fail to redound to his credit and to the permanent benefit and advancement of every interest which the Board espouses during the term of his generalship.

The Grain Market.

Wheat has been rather dull and lifeless the last few days. The speculators were holding off for the Government crop report, which came in yesterday and was 65.6 against 67.3 for June for winter wheat, and 91.7 against 91.4 in June for spring wheat, which is considered about an even set-off. As the receipts in the Northwest are still of large dimensions, our visible showed an increase of 422,000, against a decrease of 2,185,000 bushels the corresponding week last year, and the visible to-day is 21,500,000 bushels larger than one year ago. These are all bear factors.

Wheat harvest is now in full force and the threshing will soon show what the harvest will be. The Secretary of State reports about a 15,000,000 bushel yield. Think he has it too high, as he claims an average of 8 bushels per acre. Of 1,906,000 acres of wheat sowed 18 per cent. was plowed up, which would leave the actual acreage cut about 1,565,200 acres, which would give us about 12,500,000 bushels to harvest. We hear farmers complain about the wet weather we have had doing damage to wheat, as some began spreading in the ear. Had this kind of weather continued for another day wheat in this section would have been ruined.

Exports from the coast have not been as large as expected and probably will not be in the near future. It might also be mentioned that the present wheat crop will not be in condition for milling purposes for at least three to four weeks, while last year it could be used as it came from the thresher, so the millers will have to get old wheat yet to run on.

Corn has receded some in price, owing to the notion of the speculators in that article, and the weather seems to be more favorable to corn, which also has effect on prices.

Oats have been steady, owing to the rather poor condition of the growing crop.

Rye keeps up exceedingly well under the conditions, as our crop and also the foreign rye crops are in first-class condition.

No change in the milling condition. The demand for old wheat flour is very strong and prices are steady. Mill feed has advanced \$1 per ton all around and the mills not only here but all over the State are behind in their orders.

Wheat and other grain receipts were rather small, being 43 cars of wheat, 3 cars of corn and 7 cars of oats.

Millers are paying 70c for old wheat.
 C. G. A. VOIGT.

A minute piece of steel was drawn from the eye of a man in New York the other day by the use of a powerful magnet, the newly-invented device for performing such operations. Dr. Parker, who used the instrument, says the piece of steel was imbedded in such a way that its removal by other means would have been impossible. The sight of the eye will probably be saved, although the patient will be in the hospital some time, owing to the strain on the eyeball before the steel began to yield to the magnet's attraction.

Dry Goods

The Dry Goods Market.

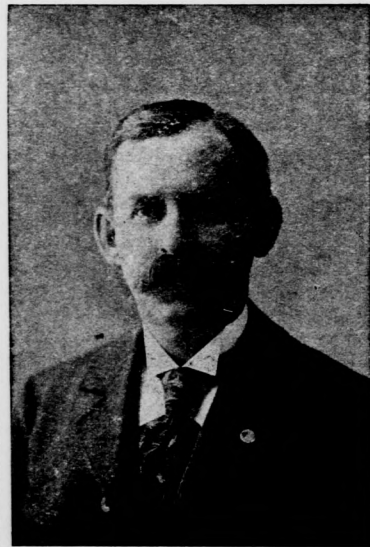
Staple Cottons—There have been a number of bids recorded for goods at prices a trifle lower than regular quotations, but these have been rejected without ceremony. The mills are not in a condition to be obliged to accept anything lower than the market prices. On the other hand it is often difficult for the exporters to secure the goods wanted at any price on account of the well-sold-up condition of the market. Even where there has been a sixteenth of a cent more offered, it has not always brought about the desired results. There is no likelihood of any change in the conditions in the staple cotton market until the last of the month. Ducks are steady, with a moderate demand. Bleached cottons continue to be ordered in small quantities for immediate or nearby consumption, with the market still firm for medium and fine grades, but low grades are slightly unsteady. The cause of the unsteadiness noticed in some cottons is the prospect of a large cotton crop, which promises to be as large or larger than the famous crop of '98, which was the largest ever known. Lower prices on this account would not be a sign of weakening of the market, but merely that it costs less to manufacture cotton goods. Denims are rather irregular, with the demand small. Business in other coarse colored cottons is quiet.

Prints—Printed fabrics have shown a light business this week, in common with other textiles, both in spot business and mail orders. Dark fancy calicoes have eased up considerably, the largest buyers having finished their purchases. Staple lines are suffering a reaction for the same cause. Next week should see a much better business than that of the past two weeks. Prices are firm throughout and there are a good many enquirers for staple and fancy prints for their business. The business in prints for fall shows larger sales for the large and bold patterns, wide stripes and figures.

Underwear—The light weights are now sold up completely, and there are no more to be had for this season. Mills will go upon heavy-weights very soon and many of them are very well supplied with orders for these heavy-weights now, enough in several cases to keep them running, they say, for a long time, and in one or two cases enough to keep them busy for the entire season. Whether these are orders that will "stick" or not remains to be seen.

Carpets—The general condition of the carpet trade thus far this season has shown a decided improvement in the volume of business over the year preceding for the corresponding period. Some large mills last year sold a very large amount of goods on which there was no profit, as they were obliged to meet the slaughter prices of the South auctions. This year, however, with prices higher, some of the mills report larger sales than last year. This shows that the situation has very materially improved, especially in tapestry and velvet carpets. The outlook for the future from all standpoints is good. The retailers to-day are more cheerful and have placed orders earlier and in larger amounts, as the general prosperity has warranted them in anticipating requirements. In tapestries lots of patterns are out. Some patterns are sold so far ahead that it will take some time to catch up. It usually takes four weeks

to turn out a print of tapestry, as this includes eighty rolls. The most active sellers are the different shades of reds, greens, Persians and Delft effects, in both velvets and tapestries. Ingrains are selling more freely. Some agents who are still on the road are sending in some nice orders, which, with the advance on tapestries and velvets, will place ingrains in a stronger position for both initial and duplicate orders. The advance applies on the duplicate orders mainly, as the trade have placed orders early this season to insure themselves very largely. Some mills have already enough orders to last them for some time, and are not urging customers to place orders, as they believe that each week strengthens the situation on all lines.



I will be at Sweet's Hotel Thursday and Friday, July 13 and 14, with **John G. Miller & Co.'s** full sample line of

Men's and Boys' Clothing

including all the latest things in Overcoatings, Suitings, Etc. All expenses allowed customers.

S. T. BOWEN.

Before You Buy

Get our prices on
Muslin Flags
Bunting Flags
Flag Poles
Seat Shades
Large Umbrellas
Lawn Swings

Chas. A. Coye,
 11 Pearl Street,
 Grand Rapids, Mich.



10 cents

Is all you have to ask for those extra fine jersey ribbed Bathing Trunks we are now offering. Your choice of colors, Grey or Ecu. Perhaps you have calls for Bathing Suits. We have them to retail at the following prices:

Ladies'	\$2.25 to \$5.00
Misses'	1.25 to 2.00
Men's	.50 to 3.00
Boys'	.50 to .75

VOIGT, HERPOLSHEIMER & CO.,
 Wholesale Dry Goods, Grand Rapids, Mich.

Goods for Fall!

Now that the sale of summer goods is about over, it would be well to look up your stock of Fall and Winter goods. We have our sample line open and are in a position to take your orders for fall delivery. We have a complete line of Underwear in Ladies', Gents' and Children's. Our prices are right. Give us your orders and we will guarantee satisfaction.

P STEKETEE & SONS,
 GRAND RAPIDS, MICH.

Sunlight at Night!

Queer, isn't it?

The Sunlight Gas Lamp



PAT'D MAY 10, 1899.

Does the work at all times and all the time. One quart of gasolene makes a 100 candle-power light burn from 15 to 20 hours. Wind will not blow it out nor make it smoke.

No torches to hold in lighting. Turn it down and it burns all day, consuming one tablespoonful of oil; turn it up and your room is flooded with light.

No escaping gas to scent the room and make you sick. No flicker. No smoke. A pure, white light like

Sunlight

One burner equals four kerosene lamps at one-fifth the cost.

We guarantee what we say or no sale. Maybe you've seen the other kind—the cheap kind. Remember, PRICE ALWAYS INDICATES QUALITY.

This Lamp Has Been Approved by the Board of Underwriters.

Specially adapted for Stores, Churches and Residences. Local agents wanted in every City, Town and Village in the State.

MICHIGAN LIGHT CO., 23 Pearl Street, Grand Rapids.

REPRESENTATIVE RETAILERS.

Emmet R. White, General Dealer at Alanson.

Forty-five years ago a farmer's boy was born in the State of New York. His parents were above the ordinary class by birth and education. They were far from wealthy, but, with a heritage of good health and strength to battle with life, they pressed forward, confident of success. With this prenatal heritage, this example of energy saw the first light of life.

At the proper age he was given the education which could be obtained in the common district schools. At the age of 24 he began teaching school. From this time forward, with what little assistance his model parents could give him, he was thrown upon his own resources; but, like many of his illustrious countrymen since, as he grew in years if not in stature, he believed in "expansion," with all its synonyms, and, accepting Horace Greeley's advice to "Go West, young man!" early in the seventies was earning fair wages on a farm in Illinois. Soon after this date, his parents having removed to Northern Michigan, he paid them a visit, and there secured a position as clerk in a general store at Paris, then a thriving village. His parents having settled in Reed City, where also his eldest brother, a physician and druggist, resided, he drifted northward with the family, where we find him about 1884, and with the U. S. Dispensary for his text book, determined to become a druggist himself—or die trying. The writer was with him for a time in that village, and found him an earnest young man, a promising student.

During the winter of 1886-87 there was much excitement about some of the Government lands north of Big Rapids claimed by the G. R. & I. Railroad as grants from the State in consideration of constructing and operating this railroad to the Straits of Mackinaw. The lands in question included some—supposed—pine lands and were therefore outside of the grant to the Railway Co. These lands were, however, offered as homesteads to actual settlers, subject possibly to litigation with the company, at the Reed City Land Office; and those who wished to do so made application there, receiving their certificate for a homestead of 160 acres or less at Government price, and took their chances for a perfect title. My friend White was promptly on hand with the crowd of others who desired a homestead. He had previously walked from Petoskey, the then terminus of the railroad, and selected his 160 acres adjoining the vil-

lage of Alanson, then a mere settlement in the woods, but on the west shore of a navigable stream and in a fairly good agricultural district. Having some knowledge of surveying, Mr. White knew exactly the metes and bounds of the land he had selected. As he entered the Reed City Land Office on that eventful morning, he found it well packed with claimants, many of whom had never seen the lands in question, nor had they any idea of their location; but, being anxious for a homestead, they were taking the first which came to hand. Pushing his way to the table and raising himself as high as possible, Mr. White reached his arm over the heads of several others and, placing his finger upon a quarter section around which all others seemed to be taken, said to the receiver, "That piece is mine!" and, notwithstanding the objections offered, would not remove his finger, but waited for his certificate. At that time many thought he had purchased blindly, but later on they changed their opinion.

April, 1887, saw Mr. White on his farm in Alanson, with ax in hand clearing away a piece of ground for a small house and garden. He found himself the possessor of a good hard-timbered farm with perhaps one hundred large white pines scattered like sentries over it. These "sentries" he thought might sometime furnish him lumber for better buildings; but, being still a bachelor, he was content in his lonely hut. He saw that the few settlers were obliged to go ten or twelve miles to Petoskey for nearly all their supplies, and that medicines were an urgent necessity; so he at once rented a small building near the ground already selected for the future railroad depot, invested about \$200 in drugs and fixtures and commenced business. "Tall oaks from little acorns grow." During the second year of his hermitage he constructed a larger and better residence, and his faithful old mother made that residence look like home indeed.

It was not long before two timber dealers visited him; wandered carelessly over his claim, then asked him to set a price on his pine trees, they to cut and remove them from his land. Yankee-like, instead of answering them, he replied, "Make me an offer." After some delay they did so, and he said to me afterward, "Their generous offer fairly took my breath away, but I soon framed a reply, and said I would think about it and give them an answer the next day. I was afraid to accept their, to me, princely offer too suddenly, fearing they would change their minds. Of course, I accepted their offer, and soon

received my money, with which I was able to increase my lines of merchandise, enlarge my entire stock and do business on a larger scale."

Mr. White is an all-around worker. He asks no employe to do what he himself would not attempt. He is in all things one of the most generous of men—too much so for his own interest. He is slow to anger or to seem to take offense, but when once aroused is invincible. He will coolly reach for an ax-handle to quell a drunken or angry crowd, and those of them who know him best will soon quiet the rest while a few of the more timid retire. For years, at Alanson, he opened accounts with many of his customers, allowing them actually to supply their families with his goods, having no security except good promises, only to find, too late, "man's inhumanity to man." To the writer's actual knowledge he has thus donated a small fortune.

In 1895 Mr. White erected a store for himself in Alanson. It is built of wood, 25x70 feet on the ground, two stories in height, with a one-story addition, 20x36, on one side, which is now used as the postoffice, Mr. White being the postmaster. The second story of the store is a well-finished public hall, which has a fine stage with movable wings and drop curtains for theaters, exhibitions, etc. His store is fitted up with every modern convenience, and has basement cellars and large store rooms attached in the rear. Store, dwelling and post-office are all connected by telephone with each other, and with Grand Rapids and the outside world. Mr. White has held the office of postmaster twice at least—once under President Harrison and now under President McKinley. As may be inferred, he is a staunch Republican. He is also Justice of the Peace and holds several other minor town offices. He owns two good farms, both within sight of his store, and a steamboat landing, which is within sight of his dwelling. He is a man universally liked and has few, if any, enemies.

FRANK A. HOWIG.

New Prices

on Bicycle Sundries

Dealers of Michigan are requested to drop us a card asking for our July 1st discount sheet on Bicycle Sundries, Supplies, etc. Right Goods, Low Prices and Prompt Shipments will continue to be our motto. Dealers who are not next to us on wheels and sundries are invited to correspond.

ADAMS & HART,
12 W. Bridge St.,
Grand Rapids, Mich.
Wholesale Bicycles and Sundries.

YARNALL INSTITUTE

NORTHVILLE, MICH.
FOR THE
CURE OF

Alcoholism or Drunkenness

Established over seven years.
Permanent and reliable. Remedies positively harmless. Cures positive and permanent. Send for pamphlet and terms to

DR. W. H. YARNALL, Manager
NORTHVILLE, MICH.

MUSKEGON

AND RETURN
Every Sunday
VIA
G. R. & I.

Train leaves Union Station at 9.15 a. m.
Bridge Street 9.22 a. m.
Returning leaves Muskegon 7.15 p. m.

50 cents



IT'S A TROTTER, STANDARD BRED AND REGISTERED
SWEET; RICH. \$35 PER M. SEND MAIL ORDER.

THURLOW WEED CIGAR. \$70.00 per M. TEN CENTS STRAIGHT.

AARON B. GATES, MICHIGAN AGENT STANDARD CIGAR CO., CLEVELAND, OHIO.

**BOUR'S
COFFEES
MAKE BUSINESS**

Bour's Blended Coffees

Beat the world in the two greatest essentials to the retailer—QUALITY and PROFIT. Grocers who use them say that with our brands it's once bought—always used. And we can sell them to pay you a handsome profit. It will pay you to get our samples and prices—that is, if you are in the business to make money. Some exceptional bargains in Teas just now. Write or ask salesman when he calls.

THE J. M. BOUR GO., 129 Jefferson Avenue, Detroit, Mich.
113-115-117 Ontario St., Toledo, Ohio.

Around the State

Movements of Merchants.

Coldwater—A. Y. Dalby, meat dealer, has discontinued business.

Marine City—Smith & Co. have sold their grocery stock to Geo. Chon.

Hartford—Samuel Avery has removed his jewelry stock to South Haven.

Kinde—S. B. Rice has removed his dry goods and grocery stock to Lum.

Moscow—Harold Moore has purchased the harness stock of Lafayette Sigel.

Fowlerville—Straws & Vaughn continue the cigar business of Chas. Straws. Gaylord—W. J. Russell has purchased the drug and grocery stock of Jas. P. Fox.

Ann Arbor—J. B. Gamble succeeds J. A. Herrick in the confectionery business.

Central Lake—Mrs. Laura Hall has purchased the millinery stock of Miss Covey.

Menominee—Felix Vincent has opened a grocery store at 420 Grand avenue.

Howell—Edwin P. Randall, produce dealer, has removed from Fowlerville to this place.

Manistique—Gustafson & Larson have purchased the meat business of E. Thompson.

Big Rapids—John Wiseman has sold an interest in his undertaking business to Frank Merrill.

Flushing—A. P. Davis & Co. have sold their hardware and implement stock to James B. French.

Vermontville—Leroy Snell has opened a store for the sale of baked goods, vegetables and confectionery.

Fowlerville—S. Thurlow Blackmer succeeds Blackmer & Minto in the clothing, hat and cap business.

Olivet—E. V. Abell & Co., formerly engaged in the bazaar business at Three Rivers, have moved to this place.

St. Joseph—L. Lurie has established a branch of his Boston store at Bridgman, with David Jones in charge.

Charlotte—The grocery firm of Mikesell & Hageman has been dissolved by mutual consent, Mr. Hageman retiring from the business.

Detroit—W. C. Clark, A. E. Johnson and G. H. Harrington have incorporated the W. E. Clark Coal Co. The capital stock is \$5,000.

Saline—S. H. Maher has sold his hardware stock to John McKinnon and Mr. Jerry, who will continue the business at the same location.

Inlay City—Swan & Bohm, dealers in groceries and notions, have dissolved partnership. Each will continue in the same line of trade in his own name.

Negaunee—The store building formerly occupied by M. E. Joyce will be refitted by Steel & Mills, of Niles, who intend to put in a stock of dry goods.

Zeeland—Mrs. J. Pruijn has taken charge of the restaurant and confectionery business formerly conducted by her son, E. J. Pruijn, and will conduct same in her own name.

Kalamazoo—A. M. Starr, of Grand Rapids, has purchased the bazaar stock of O. A. Fanckboner, at 128 East Main street, and will continue the business at the same location.

Menominee—John Peterson, shoe dealer at 2311 Broadway, and August Larson, of this city, have formed a partnership under the style of J. Peterson & Co. and opened a men's furnishing goods store at 2315 Broadway, known as the Golden Rule store. S. G. Swanson is manager of the business.

Hillsdale—The store building in which was formerly located the drug stock of C. S. French is being refitted and will be occupied by the dry goods stock of A. J. Dingman.

Ann Arbor—The grocery firm of Miller & Smith has been dissolved. Mr. Miller has formed a copartnership with Clarimon L. Pray and the business will be continued under the style of Miller & Pray.

Cadillac—H. N. Nilson, of Big Rapids, and E. E. Stone, of Bay City, have formed a copartnership and will engage in the dry goods business at this place Sept. 1 in a new brick now in process of construction.

Muskegon—Paul Ostholm, who for some time has conducted a grocery store at 84 Third street, is closing out his stock, having accepted the position of State agent of the Commonwealth Provident Association, of Philadelphia.

Wayland—Geo. H. Henika, who has been engaged in the furniture trade at this place since 1861, has sold his stock and store building to G. A. Truax & Son, who will remove their stock to the building just purchased and combine the two.

Mesick—L. J. Tripp has completed his new store building and has removed his stock of general merchandise into same. He is erecting an addition at the rear of the building to be used as a store room, making the total length of the building 120 feet.

Fremont—W. W. Pearson has retired from the firm of Pearson Bros. & Co. and engaged in the clothing and men's furnishing goods business in the new block on the opposite side of the street. The older establishment will be continued by Chas. Pearson and Walter Reber under the style of Pearson & Reber.

Copemish—C. R. Bunker, who has been engaged in general trade here for nearly ten years, has sold his stock to the Case Mercantile Co., which has removed it to Benzonia and consolidated it with its general stock at that place. Mr. Bunker is compelled to retire from business on account of a threatened attack of tuberculosis and will seek a new location somewhere on the Pacific coast.

Lansing—Sarah M. Dayton has commenced suit by declaration against Jacob Stahl and W. S. Holmes for \$30,000 damages growing out of the seizure and sale of a wholesale stock of millinery goods. The disposition of this stock has kept the Ingham Circuit Court busy for the past three years, and the Supreme Court has also taken a hand in it. Mrs. Dayton alleges that no accounting was made.

Kalamazoo—A new clothing and men's furnishing goods firm has been formed to engage in business at 133 South Burdick street, composed of John Gauw, who has had ten years' experience as a clothing clerk in this city, Wm. Van Peenan, who has been engaged about the same length of time by a leading dry goods house, and Marinus Schrier, who has occupied the position of bookkeeper for the lumber firm of Dewing & Sons.

Ishpeming—The general store of Mowick & Hendrickson was closed last Monday and will continue closed until the proprietors can get an order from the United States Court relieving them from an order commanding them to refrain from selling goods. The order was obtained by the creditors of the firm and the proprietors are given a certain time to appear and show why the goods of the store should not be dis-

posed of to liquidate their debts. Alfred Hendrickson has a bill of sale for the stock. While the claims against the stock may be settled so that it may be re-opened, it is most probable that the firm will cease to do business at the old stand.

Manufacturing Matters.

Belding—The Belding Shoe Co. has declared a semi-annual dividend of 3 per cent.

Hartland—The Hartland Milling Co. succeeds V. Parshall & Son in the flour and sawmill business.

Woodland—Harter & Rounds, recently from Ohio, have purchased the grain elevator of Miner & Houfster.

North Lansing—The Hart Milling Co., capitalized at \$25,000, was organized Tuesday to operate the Hart Flour mills.

Ithaca—W. Nelson, Mary H. Nelson and J. M. Everden have organized the Nelson Grain Co., with a capital stock of \$5,000.

Kalamazoo—The capital stock of the Star Brass Works has been increased from \$18,000 to \$20,000. The capacity of the factory has also been doubled.

Detroit—The capital stock of the Ideal Manufacturing Co. has been increased to \$400,000. Of the new stock \$50,000 is common and \$100,000 preferred.

Albion—The Albion Wind Mill Co. has been organized with a capital stock of \$10,000 by W. O. Donanghue, T. L. Sibley, W. W. Austin, A. J. Howell, O. H. Gale, H. M. Dearing and M. D. Weeks.

Detroit—The Rider Heater Co. has been organized to engage in the manufacture of stoves, with a capital stock of \$60,000. The incorporators are J. B. Horning, Mary B. Miller, of Detroit, and E. W. Rider, of Bay City.

Detroit—The Standard Leather Washer & Valve Co. has filed articles of incorporation with the County Clerk. The capital stock is \$5,000, equally divided between David D. Wessels, Richard C. Major and Donald McDonald.

Saginaw—The Saginaw Woodenware Co. has been organized for the purchase and sale of woodenware, with a capital stock of \$28,000. The incorporators are Josephine Tennant, F. C. Simon, J. S. Tennant, F. A. Tennant and G. F. Dice.

West Branch—The West Branch Flour Manufacturing Co. has been formed for the purpose of operating a flour mill and grain elevator, with a capital stock of \$5,000, the incorporators being B. Bennett, J. B. Rayner, N. A. Richards and Kittie MacBennett.

Port Huron—The Gutta Percha Rubber & Manufacturing Co., of New York, has petitioned to have Ezra C. Carleton and Asa R. Cole adjudicated bankrupts. They claim that an indebtedness of \$500 is due them and that Carleton & Cole have given their property over to trustees to avoid payment of creditors. They specify an item of \$2,000 in this regard.

Ludington—The work of clearing away the debris of the elevator fire is going on rapidly. A new elevator will be erected just as soon as possible. It will be larger than the old one, with a capacity of about 150,000 bushels of grain. It will be equipped with a leg that will unload about 18,000 bushels per hour. The company's loss, not covered by insurance, it is stated will be about \$20,000.

A man may be as honest as the day is long and still do a lot of mischief during the night.

The Boys Behind the Counter.

Manton—E. C. Marsh has taken the position of prescription clerk for Chas. H. Bostick.

Traverse City—James O'Neil has severed his connection with the clothing establishment of S. Benda & Co. to take a clerkship in the shoe store of Frank Friedrich.

Ironwood—Bay & Norlding have a new drug clerk in the person of Gustave A. Jahn.

Owosso—J. L. Curtis has taken a position in C. C. Duff's grocery.

Homer—Ford Kirby has returned from Newaygo and taken a position in Andrews, Wells & Co.'s grocery store.

Newberry—Earl Ryan has taken a clerkship in Dr. F. W. Neal's drug store.

Marsball—Arthur Wilson, who has been with Geo. Perrett & Sons' for the past year, has taken a position with Grace Bros. He takes the place of Wendel Morse, who leaves their employ soon to engage in the clothing business with Francis Deuel.

Lake City—W. J. Roche has a new drug clerk in the person of Mr. Cap, of Hart.

Ann Arbor—Oscar Haarer has taken a clerkship in the store of the Eberbach Drug Co.

Ishpeming—The agreement between the clerks' union and the merchants is being observed strictly by both parties to it and no complaint can be made on that score. The union has one more fight to make: It is going after the business men who make a practice of keeping their stores open Sunday mornings and will endeavor to make their proprietors keep their doors shut all Sunday. A few men keep open Sunday mornings, and as the clerks think that the practice works harm to those dealers who keep their places closed they will endeavor to stop it.

Hastings Banner: It will be some time before Albert Carveth sets up the cigars again to every man who settles up his account. Albert clerks for Fred Heath. A few days ago a certain business man went in to pay up his account, remarking that it was customary for the house to set up the cigars when a man paid up his account. As the business man had been a good customer, Albert complied, treated him to a good cigar and then commenced to delve through the books. After a thorough search, Albert returned and said, "Why, all I can find against you is six cents." "Well, that's all I owe you," said the business man, with a quiet smile, and Web said he never enjoyed a smoke more.

Ironwood and Hurley Merchants Join Hands.

Ironwood, July 8—At a meeting last evening in Nelson's hall of the local and Hurley merchants an organization was formed and the members thereof agreed to close their stores on Tuesday, Wednesday, Thursday and Friday, every week, commencing July 11, at 6 o'clock in the evening. The association is known as The Twin City Business Men's Association. Each member deposits \$10, and for each violation of the agreement forfeits \$5, if found guilty after a hearing before an adjusting committee. The President of the Association is Joe Davis; Adolph Skud, Vice-President; J. A. Tederstrom, Treasurer; F. B. Warner, Secretary. The adjusting committee is composed of L. Davis, M. L. Dowus and W. H. Kitto. The regular meeting is the first Tuesday of each month. Invitation is extended to merchants of other lines of trade not now represented in the Association to attend the meetings.

Grand Rapids Gossip

The Grocery Market.

Sugars—The raw sugar market is 1-16c lower, making the price of 96 deg. test centrifugals 4 7-16c and 89 test muscovadoes 3 15-16c. The refined sugar market is in a state of remarkable contrast to the raw market. A steady decline in the raw sugar market for several weeks has not been followed by any material change in refined, so that what was not brought about by a rise in refined has been done by a fall in raws. The two grades are now at a difference of 71c per hundred pounds, the old difference of values before the "sugar war" began. This may or may not be a certain indication that the war is over. It probably depends on the independent refiners to decide. If they maintain the quotations as posted by the American Sugar Refining Co. without starting a new cutting contest, there may be no further war, but it is always a critical time in the trade after the season of largest demand comes to an end, as it will in the fall, and a competition for the smaller business sets in. The Mollenhauer refinery, which has been running a few weeks, is now shut down, while the National, which has been closed a long time, will be started this week. The demand for refined is enormous and refiners are heavily oversold on some grades of softs and shipments are delayed. The sugar business in New York for the past week is estimated at 2,000,000 barrels. This, it is said, will keep the refineries running full time for the next three months. This volume of business is stated to be the largest for a like period within the history of the trade.

Canned Goods—The canned goods trade continues very strong and packers are wondering where they will get supplies to fill their orders. Apparently, there is no limit to the demand for futures. News from California is no different from what has been stated heretofore. It appears certain that the combine is assured, but it is also equally certain that it will have no influence on the market this season. The packers say that they will make a change in prices next year. Peas are firm and high. It would be unsafe to attempt an accurate prediction of the final output, but everything points to an unusually short crop, even in the most favored growing sections, and all dealers expect prices to rule high. The unusual price has made no difference in sales, which are heavy, and bid fair to continue so until the output is exhausted. Spot goods move out on small orders to supply the retail trade at about previous prices. The market bids fair to be strong throughout the season. Indiana pea packers find that they have sold more than they will pack and a great many are availing themselves of the clause in their contracts allowing them to ship 80 per cent. of the contracts in full completion of the orders taken. Corn continues firm and high, with prices showing an advancing tendency. Futures are firm and prices tend upward. The crop outlook is encouraging, and the yield seems likely to be fully as large as last year; but the sales have been so large that packers are now cautious about making further sales. The conditions are favorable for a good business, but it is impossible to make any accurate predictions at present. Spot stocks are almost entirely cleaned up and it is very difficult to find any good

trades. Tomatoes are firm. There have been small advances on some varieties and a further increase is expected as the market cleans up. The outlook for this season's pack is quite encouraging in most growing sections since the rains began. Packers refuse orders, preferring to see what the output is likely to be before they sell any more goods. The shortage in pineapples promises to be serious. Packers have been scouring all markets without success to secure supplies for the closing of the season. The shortage has caused some advance, and a further advance is likely to follow the present strong position of the market. Gallon apples rule high and spot stocks are well cleaned up. Little trade is likely to occur until the crop results are more definitely known. It is known that the carry-over of gallons is small, and the trade expect a further advance if the present demand continues. The demand for salmon is very large and appears to be constantly increasing. Pink Alaska is all cleaned up on the coast. Large sales have been made this week from vessels now due in New York. Prices are very firm and an advance will probably take place in a few days. Advices from the Columbia River are to the effect that the condition of the fishery is far from being as satisfactory as it was last year at this time. So far the fishing has been extremely irregular and small. The cannery men are making great efforts to secure supplies, and as many of them have sold their prospective packs, there is likely to be considerable loss, owing to the higher price asked for raw material.

Dried Fruits—With the competition of berries declining, the outlook for better business is promising. The California Fruit Grower has the following to say about prunes and apricots: "The export movement of prunes during the past ten months has been very light as compared with the same period in 1897-1898, the shortage amounting to some 436 carloads. This quantity would have cleared the stock held on the coast, besides making quite a hole in the stocks carried by Eastern dealers. The situation will, no doubt, be changed this season, as the crop prospects in Oregon and Washington are poor, while last season these States contributed some 700 or 800 cars for Eastern shipment. From France comes the report of a short crop, it being estimated at about one-third of last year. The Turkish crop is also short. Reports from the producing districts in this State show a decided change in the outlook, owing to the heavy 'drop' that has been going on for some days past. Just how much the drop will cut down early estimates it is hard to say, but holders of spot stocks are extracting consolation from the change in the situation. The statistical position of apricots is the strongest in years. There were no old 'cots on the coast at the opening of this season. The cutting and curing have been very light thus far, only six or seven cars at most from California and five cars of early fruit from Arizona. The apricot crop in this State is a very short one, and prices paid for the fresh fruit by canners have ruled high, and the quantity purchased, added to Eastern shipments, will cut down the available quantity for cutting and drying to comparatively small proportions. The month of July will develop quite fully the apricot situation." There is a good enquiry for evaporated apples for October and November delivery, but no prices

have been made as yet. There is no stock whatever of low grade evaporated and none of sun-dried, neither is there much of good stock evaporated left and there will be nothing to carry over except perhaps a few cars of prime. Reports concerning the new crop are conflicting, and most of them appear unfavorable, but it is a little too early to make any accurate estimates as to the coming crop. Drought has injured the Smyrna fig crop and estimates are reduced to 30,000 camel loads, a falling off as compared with previous estimates of 5,000 to 8,000 camel loads. The 30,000 loads will be about half an average crop, but will be much better than last year. Prices are likely to rule high and steady all during the season. Prices have just been made on California figs a little less than last year. The quality promises to be better than last season as they are better graded and packed. The trade are taking hold very freely. Currants show little change compared with previous reports. It is expected that the new retention law will create a firmer feeling and will lead eventually to an improvement in prices. Dates are steady, but business is light and confined to small orders for immediate use. No late reports concerning the probable crop have been received, but the prospect is believed to be good. No new developments are noted in other lines, and trade is confined to the smallest possible quantities, to fill present requirements.

Rice—The demand for rice is very good, trade being mostly on Japan, which are getting cleaned up and are a little firmer in consequence.

Teas—The tea market continues dull, with only a fair amount of business being done. Despite the dull market in this country, the foreign markets continue active and strong, and the holders in Japan seem to have confidence in better conditions on this side as the season advances.

Nuts—The peanut market is very firm, with an advance of $\frac{1}{4}$ c on the better grades. The California almond crop, it is now figured, will be in excess of 300 cars. Advices from Europe are to the effect that the yield there will be much less than last year, in view of which fact dealers here incline to the belief that prices will be higher, although the large California crop will keep them below the average of ordinary seasons.

Fish—Salt mackerel continues firm, owing to extremely light receipts.

Green Fruits—Lemons are about 25c per box lower on all grades because of quality. General conditions are unchanged, but there seems to be some weakness because of unsatisfactory receipts. Shipments thus far this year have been heavy and the tendency of prices has been downward. Lemons will not keep well this year and are not very satisfactory to ship any distance. It needs a hot wave to brace up demand and put lemons on a satisfactory foundation again. The general tendency of supplies now coming forward is toward the smaller sizes, and it may reasonably be expected that the difference in price between 300s and 360s will gradually widen until the 300s show some advances as compared with the smaller size.

Wanted—Cigarmakers, rollers, bunch breakers, strippers and lady packers. G. J. Johnson Cigar Co., Grand Rapids.

For Gillies N. Y. tea, all kinds, grades and prices, phone Visner, 800.

The Drug Market.

Opium—Is firm at the advance.

Morphine—Is unchanged.

Quinine—Is steady, full prices being maintained by manufacturers, while outside holders sell 2@3c below their price.

Quicksilver—Has advanced. All mercurials have advanced 1@2c per pound in sympathy.

Cinchonidia—Continues scarce and firm.

Cocoa Butter—On account of higher prices abroad, has again advanced.

Cuttle Fish Bone—Is very firm at the advanced prices.

Glycerine—Is in a very firm position. One leading manufacturer has advanced price and others will, no doubt, follow, on account of high price for crude.

Arnica Flowers—On account of short crop, have advanced and are tending higher.

Goldenseal Root—Is lower, on account of new crop coming in.

Linseed Oil—Is steady at our quotations.

Hides, Pelts, Tallow and Wool.

Hides are strong at the price. Scarcity makes it, and the scarcity comes from little beef being consumed, the small number of cattle fit for the market and the fact that tanners wish to keep their vats full.

Pelts are few and wanted at full value. There is no accumulation.

Tallow is in light demand and extremely quiet, with nominal prices. There is little being offered.

Wool remains strong and active. There is a demand for export and from manufacturers and speculators. It is low in value, although much higher than has ruled for the past year, which causes dealers to think that it will be wanted by spinners sometime. The demand is more for fine, as there is so little offered. The outlook is good, but not for an excessive price for some time to come. The clip of Michigan is bought up and has largely gone forward, although many lots are held above the market.

WM. T. HESS.

New Book in Press.

The annual publication of the Commercial Credit Co. is now in the hands of the printers and will be ready for distribution in the course of a week. Any changes or suggestions for the book should be reported to the office immediately.

Martin Van Prooyen, who has been engaged in the tea and coffee business at 255 Travis avenue for the past four years under the style of the Independent Tea Co., left town last Thursday morning with his horse and buggy, leaving no word as to his destination or the reason for his departure. His wife was left with 34 cents in her possession and the rent in arrears. The supposition is that he was accompanied by a woman not his wife, although information on this point is not sufficiently definite to warrant a positive statement. The Olney & Judson Grocer Co., which is the largest creditor of the establishment, seized the stock and fixtures on attachment Saturday and removed them to its store on Ottawa street, where the sale will occur 30 days hence. Van Prooyen was formerly a solicitor for the Grand Union Tea Co. and was regarded as a successful salesman in his line. Subsequent to his engaging in business here he established a branch store at Kalamazoo in charge of his father.

Woman's World

Necessity of Reform in Our Home Life.

The most beautiful and tender thought the world has ever had has been of home—a place whose only law is the law of love, and whose inmates, bound together by the closest ties of interest and blood, are in perfect accord and sympathy with each other. The saddest fact on earth is that this ideal is generally a dream and that oftener than not the real home is a place of bickering and strife, whose inmates, as soon as they cross the threshold, drop the mask of agreeability they have worn in public and only show to each other their unloveliness of temper, surliness and bad manners.

No one whose affair takes him much into other people's homes can deny the truth of this statement. When you find one happy and harmonious home, you find twenty that are perpetual storm centers and where the domestic atmosphere is always charged with lightning. The husband and wife "spat" with each other; the children are insolent to their mother and glum with their father; the brothers and sisters quarrel among themselves. The house is in no sense a home. It is nothing but a boarding place filled with kicking guests, whose sole idea of happiness is to escape at the earliest possible moment and enjoy themselves somewhere else.

In all the unreason and quirkiness and crankiness of humanity there is nothing else so strange as the way we deal with the members of our own family. Why is it that people who are pleasant and agreeable to everyone else so seldom take the trouble to be even civil to those of their own household? Why is it they so often drop even the decencies of social intercourse in dealing with their own families? Does a woman forfeit the right to be treated like a lady because she becomes a man's wife? Why does she consider she has the right, the moment she is married, to drop every charm she used to win him? Why should daughters and sons who go into ecstasies of gratitude over the bunch of violets or two-bit walking stick a stranger gives them be base enough never to show by word or look that they appreciate the life-long sacrifices of their parents?

It is a curiously involved domestic problem, for these people who frankly insult and wound each other every day of their lives are not actuated by active dislike, as one might suppose. On the contrary, under the brutality of treatment there generally exists a genuine affection that manifests itself in unavailing tears and costly monuments when those it might have cheered and made happy have passed beyond their reach. For my own part, I always cherish the fond hope that the spirits of the departed are permitted to come back and read on their tombstones that they were the "beloved wife and mother" of somebody. It is about the only intimation many a woman gets of the esteem in which she was held by her family.

The pathos of the thing does not always strike us because we are so familiar with it. We should think a man a fool if he starved for bread with his pocket full of money. We should think him crazy if, going into a beautiful rose garden, he trampled the flowers under foot and only plucked the thorns, so he could prod them into his flesh. Yet in

effect that is what so many families are doing. With all the materials for happiness in their hands they still go hungry for it. They throw aside the blooming roses of companionship and love and loyalty and devotion and only pluck the thorns of some little peculiarity of disposition or taste. And then, long, long afterward, when the frost has killed the roses, when the summer of childhood is gone and there is nothing but a row of graves in the cemetery, how the drifted sweetness of the old days comes back and one reproaches one's self that he did not enjoy it while he might. Ah me, the joys that might have been ours, and that we missed!

It is idle to ask whose fault it is when a home is a failure. It is everybody's, because a home is a co-operative institution. No woman can make a happy home if a man sits and scowls at her across the table or if his idea of a home is a place where he can luxuriate in bad temper and bad manners. No man can make a happy home if he is married to a woman who is more interested in Browning than she is in the cook book and who thinks that any old thing will do for her husband and children, or who is slatternly, wasteful, querulous or fretful.

Generally speaking, however, the majority of the blame for the failure of a home deservedly rests on the woman. When a man marries, the wife's part of the contract is a tacit agreement to make a comfortable, well-managed and well-ordered home, and if she fails in that she has failed in the first duty. More than that, it is equally a woman's duty to give the tone to the home—to formulate its policy—and it rests with her to determine whether it is to be one of quiet peace and dignity or as full of brawls and riots as a common pothouse. As to the way a woman is treated by her husband and children, that, also, is her own affair. She was a lady before she was a wife, and if she forgets it and permits her husband to ignore it and her children to be impertinent to her, she deserves everything she gets. It is a common saying among women that a woman is accorded the measure of respect she deserves and that a lady may go from one end of the country to the other without even hearing a word or receiving a look to annoy her. This is just as true of one's family as it is of the street masquerade. The woman of self-controlled dignity, who demands respectful treatment and consideration from those of her own house, never fails to receive it, and perhaps the real reason why so many homes are failures is because the women at the head of them lack backbone. They haven't the firmness to instill discipline and order, and the family gets to be like a weakly official's regiment when the soldiers are fighting among themselves and in open mutiny against their commander.

Sometimes the cause of discord is a discontented son or daughter. They scorn homely duties, the simple way of living, they turn up their noses at father's opinion and sneer at mother's views and are sure the world is waiting ready to bestow on them fame and fortune. The parents, who know life better and who know that nothing but struggle and failure await them, foolishly try to keep these young malcontents safe in the home nest. It is a great mistake. Far better to let them go, and after one round with a cruel world that will not care one rap whether their precious feelings are hurt or not they will be glad enough to come back to

three good meals a day and mother. It is not likely that any woman is going to have the courage to do it; but if she would only say to her children: "This is your home only so long as you are pleasant and agreeable in it. If you don't like it, you are perfectly free to go somewhere else," she would see a vast improvement in their manner, and have to listen to far fewer criticisms on the table. The least return one can make for free board is good company.

Another thing that would make enormously towards the augmented happiness of family life would be the abandonment once and forever of the overworked forgive-and-forget theory. We forgive—or we say we do—but nobody on earth ever forgot, and there's no use in going on the presumption that they do. Every bitter word, every unjust suspicion and accusation is a rankling wound that never entirely heals. It is always there in the heart, ready to bleed afresh at a chance touch of memory. There are terrible blows that love may survive. It is the little pin prick stabs, day after day, that torture it to death. It is a mistake to believe that we forgive and forget the unkindness of those of our own family quicker than those of strangers. Rather, they are the deadliest and the most unforgettable, because it is a Brutus-thrust from the hand we love and trust. Surely we should be more careful of what we say and do if we realized that there is no more any such thing as "forgiving and forgetting" in entirety than there is making a broken flower live again. The impatient speeches, the cruel gibes and criticisms that we unthoughtfully bestow upon our own families may not land us in the divorce courts or lead to open rupture with brothers or sisters, but there are those who, living side by side, year after year, are more widely sundered than if oceans and continents stretched between them.

Finally, there is the lack of congeniality that we attribute to temperament and every other possible thing but the true thing, which is politeness. There is absolutely nothing else on earth so appalling as the cruel candor of our near relations. They don't feel called upon to gloss things over—to smile sweetly at our threadbare jokes and twice-told stories and at least to keep civilly silent over our mistakes.

On the contrary, they see our faults and remind us of them and keep our defects ever before us, and we cordially detest them for doing it.

"Just make yourself perfectly at home," says the hospitable hostess to her guest, but nobody has ever been rash enough to attempt it. We know very well that if we reminded this one that she was too old to wear hats with do-funnies all over it and another that her house was ill-kept and her children unbearable and another that she couldn't sing any more than a frog we should leave a train of enemies behind us. Politeness is the oil that keeps the wheels of society from creaking. It is worth 100 cents on the dollar everywhere, and in home intercourse—with people with whom we must live and from whom we can not get away—it is always above par. Every living thing turns to the sun. We must have warmth and light and approbation in which to expand, and if we do not find it at home we seek it elsewhere. Tradition holds that we must not express to those near and dear to us the affection in which we hold them and the admiration we feel for them, and that is the reason the

poor, hungry human heart, longing for love and praise, so often turns from its own family to lavish its treasures on strangers.

After all, it seems a simple thing to suggest that a practical application of the amenities of civilized society is all that we need to reform home life. If it is well, upon occasion, to treat strangers as if they were members of our family, it is equally as desirable to treat our families with the politeness, the forbearance and the civility we show to strangers. DOROTHY DIX.

The Folly of Affectation.

One of the most amusing as well as the most annoying of feminine vagaries is affectation. It is a weakness to which women seem peculiarly addicted, and so universal is the affliction that if one wished to call special attention to herself it is probable she could hit on no other more effective or distinctive device than being perfectly natural.

Nothing is more amusing than the ways in which the poor pretense of being what she is not often manifests itself. The story of the ostrich, that covers up its head and fancies itself concealed, finds a human parallel in the woman who believes that the world can not see through the transparent airs and graces with which she decks herself, or is taken in by affectations of culture, or wealth, or position.

It seems as if one's sense of humor ought to be sufficient safeguard against this kind of thing, seeing that we can all appreciate how absurd others look in a false position, but it isn't. We go on pretending to like things we hate, and to enjoy things that bore us to death, secure that we are deceiving the world into thinking us wise or learned. Do you suppose that half the women who rave over music understand or care for it? Not a bit. Plenty of the women who sit in boxes at the opera and murmur "how divine" are stifling a yawn, and would a thousand times rather be laughing over the minstrel jokes if they dared be honest and natural. It is the same way with books. The great run on a particular book is always a pretense and affectation. We read it because others do. The ranks of the Ibsenites and the Brownings and the fadites generally would be decimated if only those staid in who really understand and enjoy metaphysical problems. The literary and artistic crazes of the day are supported by the affectations of women who don't really care two buttons for them, but who are not brave enough to come out and say what they think.

Really, when one thinks of it, it is more and more wonderful that there should be so much affectation, because in reality nothing is so delightful and refreshing as naturalness. It is like a breath of fresh air let into an overhot and crowded room. How we rejoice in the woman who has the courage of her convictions; who says frankly that she wasn't invited to the Croesus ball instead of telling a fib about the headache; who comes out with the plump statement that she thinks such and such a book a bore, and who owns that the reason she doesn't refurbish the house is because she can't afford it, instead of telling us some tarradiddle about being so attached to old things she can't bear to part with them.

There is an old story about a celebrated diplomat whose cunning was such it was the marvel of all who came in contact with him. No one could anticipate or explain it, and finally, when he was called upon for an explanation, he said he "simply told the truth."

Pretty much the same thing might be said in favor of simplicity. In the shams by which we are surrounded nothing else seems at once so interesting and chic as naturalness. It has all the charm of the unusual.

CORA STOWELL.

The James Stewart Co., Ltd.

Dr. L. W. Bliss, President

James B. Peter, Secretary

Hon. A. T. Bliss, Treasurer

Solid Chunks of Gold.

That's what we agree to produce to anyone trying our cash system. Remember that our great Sugar-Tea Deal is good until July 31. We have had a fine lot of orders from all over the State. John C. Liken & Co., of Sebewaing, invested \$800. Knapp & Cope, of Coleman, mailed us check for \$243. We have sold these parties for many years and they know we never misrepresent any article or any deal. We have nice lines of Teas at 24, 26, 28 and 30c. We are overloaded on high grade Teas from 34c up and offer the deal to unload them.

We offer Hemmeter's Champion, Speckled Sports and Quite Right Cigars in equal quantities at \$29.50 per M. These brands are all well known \$35 goods. Little chunk of gold in this offer.

The well-known I. C. Baking Powder, half barrels assorted, 4 doz. 15 oz., 4 doz. 10 oz. with 4 doz. 5 oz. free at \$8, less 10 per cent. trade and 5 per cent. cash, making net cost \$6.84 per package. This is one of our solid chunks of gold.

We sell the best Package Coffee on the market at \$8.50 per case. Fine Picnic Hams, 10-12 lbs. average, at 6 $\frac{1}{8}$ c, packed about 125 lbs. in box; Fine Bacon Strips, 6 $\frac{3}{4}$ c; Morgan Short Cut Pork, \$8.50 per barrel; Wilson Family, \$8; Clifton Family, \$9.75; Pure Lard, tins, 5 $\frac{3}{4}$ c; tubs, 5 $\frac{5}{8}$ c; Bologna Sausage, 25 lb. boxes, 5c; Calumet Soap, \$1.95 per box; Armour's Key Soap, \$1.80; Kitchen Brown, \$1.40—best trades on the market; Pearl Laundry Starch, barrels, 1 $\frac{3}{4}$ c; 50 lb. boxes, 2c per lb.; Salsoda, in boxes, kegs or barrels, 60c per 100 lbs.; Puritan Corn, fancy high grade Maine packing, nothing finer in the market, will sell sample case at 85c per doz.—regular price, \$1; Fine Georgia Watermelons, if unsold, 13c each; New Potatoes, 65c per bushel; Lemons, strictly extra fancy 300's, \$4 per box.

Write us for our great offer on Smoking Tobaccos. We will send you an eye opener and produce a solid chunk of gold that will astonish you. Our terms are strictly cash with order, 15c exchange on all local checks.

The James Stewart Co., Ltd.,

Saginaw, Mich., July 12, 1899.



Devoted to the Best Interests of Business Men

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

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - JULY 12, 1899.

A FINANCIAL RECORD-BREAKER.

Even the commercial optimist is opening his eyes with wonder. He finds, upon looking over the account of the manufacturing exports for the fiscal year, not yet complete, that the books already show an increase over last year which will be at least \$50,000,000 over 1898, which was itself a record-breaker. Enough, at all events, appears to warrant the estimate of last year's exports of manufactured products at \$335,000,000, an amount averaging something more than \$1,000,000 a day for the business days of the year.

When the price of iron and steel went up a few months ago, it was expected that there would be a decrease in the exports of manufactured products in those lines. It appears, on the contrary, that the exports have increased to a remarkable degree even at the advanced figures. The reports show an increase of trade for the past few years. The iron and steel exports increased from \$21,156,077 in 1898 to \$70,406,885 in 1899, an increase of something more than three times. Exports of manufactured copper increased in value from \$2,348,954 in 1889 to \$32,180,872 in 1898, or more than thirteen times. During the same period leather manufacturers exported nearly double values and cotton-manufactured exports show an increase of almost 70 per cent. Agricultural implements more than doubled in value; paper and its manufactures more than quadrupled; wood and its manufactures show a gain of nearly 50 per cent.; exports of paraffin and paraffin wax almost tripled in value, and the exports of chemicals, drugs and dyes exhibit a gain in value of more than 80 per cent. There are other accounts of the same purport, but enough have been given to show that in one line of National prosperity, as a record-breaker, the United States holds no mean place.

The feature in which the Tradesman is especially interested lies in the fact that the American manufacturer is studying the wants, as well as the needs, of the earth and is trying to supply both. The figures show that he is applying to his business the everlasting gospel truths of "Get there!" They show, what this periodical has always insisted on, that the American manufacturer and the American merchant have only to bestir themselves to become the commercial masters of the world. This country has long been the acknowledged home of inventive genius. Its industry has become proverbial and

its courage is indomitable, and as a driver of sharp bargains the Yankee is fairly well known. It is true that self-appreciation has at times been a marked American characteristic; but the time has yet to be stated when the American has not made his vaunting true. These are qualities that tell; especially in commercial lines. The manufacturing world has so far been carried on too much upon general principles. The peoples of the earth have been taken as a whole, and as a whole their wants have been supplied. It has remained for the American to break up the old order of things and as a specialist to cater to individual National want. He was the first to show that a shoe comely and comfortable upon the German foot was a torture and an eyesore to the Frenchman, and made for each nationality what each needed; and this marvelous increase in the exports of the United States is due largely to this.

The conclusion of the whole matter is inevitable. The record-breaker in American exports is not a matter of chance. There are push and intelligence and industry and abundant means behind them; and they have come to stay. The tidal wave will ebb back into the ocean bed—it is the inevitable law; but it will flow again, and the same forces which have made the exports of 1899 a record-breaker will according to the same law furnish a like success in the years to come.

In the manufacturing towns in the Indiana gas belt the prospective failure within a few years of the supply of natural gas is a serious question. The existence of this cheap fuel has given an immense impulse to manufacturing in Indiana, has attracted a large amount of capital to the State, and has been an important factor in the building up of some of the most prosperous manufacturing towns. Between 1880 and 1890 the value of manufactured products in the State increased from \$48,000,000 to over \$226,000,000, and the increase since 1890 has been still greater. The effect on these industries of the failure of natural gas is being seriously discussed. Fortunately for Indiana, it has a supply of good coal near the center of population, and sufficient in quantity, according to the State geologist, to serve all expected needs of the State for 1,600 years. New industries may of course be tempted to other gas fields, but Indiana hopes to retain all the established plants, for the reason that moving is expensive, and because of the doubt, resulting from experience, of the long continuance anywhere of natural gas.

If some one in no way connected with the shoe business should call a convention of gentlemen to arbitrate the differences between Governor Pingree and the employes of his shoe factory, Mr. Pingree would very properly inform the gentlemen that he was capable of conducting his own business. Yet Pingree put himself in the position of an interloper when he undertook to arbitrate the differences involved in the Pullman strike, five years ago. He was then entering upon a political career and was making grand stand plays for the support of the fool union men who rush blindly after every demagogue who knows how to prate about unionism before election and then stab the animal in the back as soon as his term of office has expired.

Some people prefer the rising sun; others like the setting sun best; but it is all the same sun.

UNION LABEL A DAMAGE.

The present strike in the factory of Pingree & Smith furnishes a whole chapter of commentary on the value of modern unionism as a factor in the shoe industry, and, by inference, in other lines of productive trade. The fact that the principal in that corporation during his ten years of political life has posed as a general philanthropist, giving especial attention to the needs and the grievances of the working man, gives his personal and business relations a peculiar significance. It will be recalled that his interest in these questions led to his first entrance into public life. Then a notable instance of his interest in such matters was indicated by his issuing a call to the mayors of other cities to meet in conference with him in Chicago to undertake the settlement of the Pullman strike, a move which, while it seemed only to meet with ridicule, served to show his interest in the cause of the oppressed working man, and really served in no small degree to enhance his popularity and further his political ambitions. Acting along the same lines, his whole career has been such as to make him pre eminently the apostle of the working man and his success in filling the popular mind with that idea has been repeatedly demonstrated by the phenomenal majorities with which he has carried his elections. Naturally it is to be expected that industrial enterprises under his control would furnish models of excellence in the relations of employer and employe, and certainly the merits of unionism would receive the fullest recognition.

Yet it has been patent for a number of years that all was not peace and harmony. Presuming, doubtless, upon the vulnerability of the management on account of political relations, it has been a difficult matter to keep up even a semblance of harmony and a strike was inaugurated several years ago. A peace was soon arranged by making such concessions as seemed possible and keep the business running. Of course, none were to be employed except union operatives and the union label was to be borne by all products.

The later experience of the enterprise has demonstrated that a model union shop in which the employes have all the power which unionism demands is incompatible with business success, even under the most favorable circumstances. The immense popularity of the senior name in the corporation afforded an unique opportunity for advertising the product and it was improved on a large scale; but it soon became evident that even this advantage was more than neutralized by the artificially high cost of making the goods. Political needs and ambitions carried the experiment as far as was possible and when occasion was taken for another strike it was determined to put an end to the intolerable conditions, and, to the consternation of the union managers, notice was given that their rule was over, that their stamp, which had proven a damage to the trade, was to be discontinued and the factories were to be opened to non-union labor.

It would be difficult to make a more thorough test of the merits and limitations of unionism than has thus been afforded. With every possible incentive to meet all their requirements, and with the most exceptional advantages for advancing the business interests through personal prestige and popularity, the trial has been carried to the utmost. If under such conditions it is demonstrated

that unionism can not be maintained, what must be the experience of those manufacturers who undertake the use of the label solely on business grounds, uninfluenced by political expediency.

A writer in the Century, who has made a study of the tramp, has come to the conclusion that the free riding on freight trains has not been the least incentive to trampism. The custom grew up after the war, and it was tolerated so long that tramps came to regard it as a right and fought to retain it. Thousands pass from one section of the country to another, thus spreading the evil. Furthermore, traveling is so attractive to many men that it induces them to become tramps. The writer holds that if tramps were kept off freight trains tramping would not be so attractive, and that if railroad officials would make a concerted and energetic effort they might cut off the privilege of free transportation, which would confine the wanderers to limited areas, where they would soon become known to the officials and the custom be suppressed.

In Morocco at this time entire wagon loads of locusts are brought to the market in Fez, because they form a regular article of food for the Moors who inhabit this part of North Africa. The locusts are eaten in every style, pickled, salted, simply dried, smoked, or in any other possible way, except raw. The negroes on the northern coast of Africa prefer locusts to pigeons, and they eat from 200 to 300 at a sitting. They remove head, wings and legs, boil them for half an hour in water, then add salt and pepper, and fry them in vinegar. In a similar way locusts are prepared at other points in Africa and Asia. Preserved in salt pickle they form a staple article of commerce. Locusts in Africa are also compressed, when fresh, in barrels, and are then dished out like butter at meal times.

The model town of Pullman has lost its identity and will henceforth have no individual existence. The city of Chicago took possession of it July 1, when it became part of the Thirty-fourth ward. Pullman ceased to have a separate legal existence some time ago, when the Supreme Court declared that the Pullman Palace Car Company exceeded its charter rights in the holding of lands and houses for the purposes of maintaining a town. The company has, however, continued to clean the streets, look after the sewers, and supply water for the residents.

In the United States Circuit Court at Boston the other day Judge Colt decided that "Wheeling stogies" could only be made in Wheeling, W. Va. It is claimed that this decision can be applied to "Key West" cigars not actually made in Key West, and that it also may affect other manufactured articles sold on the representation that they come from a certain city which has attained prominence in the manufacture of such articles.

The territory of Alaska has yielded since its purchase more than twenty times its purchase price. Yet there were many people who claimed that its acquisition was unconstitutional.

Give a boy good manners and he is guarded from half the immoralities that vulgar young men indulge in.

Talk is cheap over a backyard fence; but it costs like the mischief over a long-distance telephone.

Acetylene Lighting

Relative Strength of Light From Acetylene Gas.

When acetylene is burned in air under such conditions that the flame does not smoke, it has been proved by Grebant that there is no carbon monoxide among the combustion products; the acetylene combines with the oxygen of the air to form carbon dioxide and water. One cubic foot of acetylene requires two and a half cubic feet of oxygen. Supposing a room to have an illumination equal to sixty-four standard candles; this amount of light from candles would use up 38.5 cubic feet of oxygen from the air and would give off forty-three cubic feet of carbon dioxide; petroleum requires, in cubic feet, twenty-five of oxygen and gives off forty of carbon dioxide; gas burned with a flat flame requires about twenty-five oxygen and gives nineteen carbon dioxide—with an Argand flame a little less, while with the Welsbach burner gas requires only three oxygen, and gives off 1.8 carbon dioxide; acetylene requires five oxygen and yields four carbon dioxide. So that, light for light, acetylene fouls the air less than any ordinary illuminant excepting the Welsbach gas burner. (With incandescent electric light there is no combustion and no fouling of the air.)

Under the best conditions five cubic feet of acetylene give a light of two hundred and forty candles for one hour, or we may speak of acetylene as a two-hundred-and-forty-candle gas. Yet this statement, although strictly true, may be misleading. When ordinary illuminating gas is tested with the photometer, it is burned from a standard flat-flame burner, burning five cubic feet per hour. Now the amount of light given by such a gas flame is no greater than is pleasant to the eye; it is true that, if we burn five cubic feet of acetylene from a suitable flat-flame burner, a light of two hundred and forty candles is given, but it is unfair to take this ratio as representing the actual relative illuminating value of the two lights, because we neither need a light of two hundred and forty candles, nor is such an amount of light issuing from one burner endurable to the eye. One-foot or one-half foot acetylene burners are used for domestic lighting; light from the best one-foot burners average thirty-two to thirty-five candles per cubic foot. With acetylene, as with every other illuminating gas, the smaller the burner and consumption, the less light per cubic foot of gas is obtained. Another important point is that while these figures represent the best practical illumination obtained from acetylene by the burners hitherto in use, the standard flat-flame burner does not give the best gaslight; with a good Welsbach burner a cubic foot of illuminating gas will give a seventeen candle light as an average. The comparison, to be fair, should be between acetylene and the Welsbach light.

The reader will ask whether it is not possible to burn acetylene with other forms of burner, or to use it with Welsbach mantles. Successful acetylene burners of the Argand or of the regenerative type have not yet been introduced; but in Germany a new acetylene burner with Welsbach mantle promises good results. Experiments in England with an acetylene Bunsen burner and Welsbach mantle gave a light of ninety candles per cubic foot of acetylene used. It remains to be seen whether it

is necessary to modify the composition of the mantles because of the intense heat of the acetylene Bunsen flame, which gives a temperature of 3812 to 4397 degrees Fahrenheit.

It would extend this article to undue length to speak of the various uses of acetylene as an enricher of other gases, but a mixture of acetylene and Pintsch oil gas now in use on all the Prussian state railways deserves mention, as it is a success, and ten thousand tons of carbide will be used this year for lighting cars by this system. Lewes' new invention of a very cheap methane water gas which is enriched by acetylene, carried to the consumer through mains and burned in ordinary burners, is also promising.

Insurance and police regulations vary for every country. As a rule, restrictions are put on the use of liquid acetylene, and on the amount of carbide to be kept in storage. Generators must stand in separate buildings, which, in towns, must be fireproof.

The Willson patents cover the manufacture of crystalline carbide in the United States, Canada and the South American States; and, as all carbide made by the electric furnace is crystalline, no carbide can be made independently of these patents in these countries.

In conclusion, it may be predicted that within the next few years acetylene will prove a factor in giving us an improved and cheaper light. Whether this will be an acetylene-Welsbach light or whether the acetylene will be chiefly used as an enricher of cheaper gases the future will show.—Edward Renouf in Popular Science Monthly.

The Price of "A Good Liar."

"If I hire you," said a grocer to a boy who had applied for work, "I suppose you will do as I tell you?"

"Yes, sir."

"If I told you to say the sugar was high grade when it was low, what would you say?"

The boy did not hesitate a moment.

"I'd say it," he responded promptly.

"If I told you to say the coffee was pure when you knew that it had beans in it, what would you say?"

"I'd say it."

"If I told you to say that the butter was fresh when you knew it had been in the store for a month, what would you say?"

"I'd say it."

The merchant was nonplussed.

"How much will you work for?" he enquired, very seriously.

"One hundred dollars a week," answered the boy, in a business-like tone. The grocer came near falling from his stool.

"One hundred dollars a week?" he repeated, in astonishment.

"With a per centage after the first two weeks," said the boy, coolly. "You see," he went on, "first-class liars come high; and, if you need them in your business you've got to pay them the price. Otherwise I'll work for \$3 per week;" and the boy caught the grocer at his own game, and got the job at \$3 per week.

AMERICAN CARBIDE CO., Ltd.

Successors to the Michigan & Ohio Acetylene Gas Co.'s Carbide Business.

Jobbers of

Calcium Carbide

and all kinds of

Acetylene Gas Burners

Orders promptly filled.

Jackson, Michigan.



Acetylene Gas

Makes the BRIGHTEST, PUREST, CHEAPEST, SAFEST and most CONVENIENT

Light when made by the

Crown Acetylene Gas Machine

Write us for Catalogue and full particulars. Agents wanted.

Crown Acetylene Gas Machine Co., Detroit, Mich.

THE Owen Acetylene Gas Generator

THE MOST SIMPLE AND COMPLETE DEVICE FOR GENERATING ACETYLENE GAS IN THE MARKET. ABSOLUTELY AUTOMATIC.

To get Pure Gas you must have a Perfect Cooler and a Perfect Purifying Apparatus. We have them both and the best made. The Owen does perfect work all the time. Over 200 in active operation in Michigan.

Write for Catalogue and particulars to

GEO. F. OWEN & CO.,
COR. LOUIS AND CAMPAU STS.,
GRAND RAPIDS, MICH.

Also Jobbers of Carbide, Gas Fixtures, Pipe and Fittings.

Here It Is!

The Holmes Generator

Just what you have been looking for. The latest, the best, the safest, the most durable and most saving of carbide on the market. It has the improvements long sought for by all generator manufacturers. No more wasted gas, no over heating, no smoke, no coals on burners. Only one-tenth as much gas escapes when charging as in former machines and you cannot blow it up. It's safe, it's simple. It is sold under a guarantee. You put the carbide in and the machine does the rest. It is perfectly automatic. A perfect and steady light at all times. No flickering or going out when charged. Do not buy a Generator until you have seen this. You want a good one and we have it. It's made for business. Fully approved by Board of Underwriters. Catalogue and prices cheerfully sent on application. Experienced acetylene gas agents wanted. Limited territory for sale. Also dealers in Carbide, Fixtures, Fittings, Pipe.

Holmes-Bailey Acetylene Gas Co.
Manton, Michigan.

WE ARE THE PEOPLE

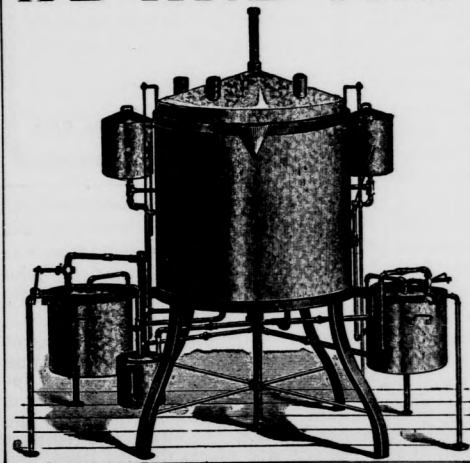
Profiting by the experience of the numerous generators which have been put on the market during the past two years, we have succeeded in creating an ideal generator on entirely new lines, which we have designated as the

TURNER GENERATOR

If you want the newest, most economical and most easily operated machine, write for quotations and full particulars.

TURNER & HAUSER,
121 OTTAWA ST.,
GRAND RAPIDS.

State rights for sale.



Getting the People

Good and Bad Advertising and Examples of Both.

Saginaw, July 1—As I am a diligent reader of the Tradesman, I take delight in reading your page on "Getting the People" and send you one of a few advertisements we were running in the paper here. This is just one of half a dozen we have used, and it might aid other grocers throughout the State.

GEORGE B. SEXLINGER.

Mr. Sexlinger's advertisement runs as follows:

It's Easy to Guess

why our business grows as continuously and as substantially as it does. The stock we carry, the prices we quote, the complete service we give.

We never lose a customer, and the old ones bring new ones. Seems to us that we are keeping the sort of store you ought to trade in. If you knew all about it you would.

We don't claim to have the best store, but we try to make a better one impossible.

Yours for trade,

Sexlinger & Winterstein,
1927 N. Michigan Ave.

Mr. Sexlinger has written the beginning of a very good advertisement—but only the beginning. His style is clear and forcible, and the advertisement leaves a good impression. The last sentence is particularly well worded. But—to go back to first principles—advertising is meant to sell goods. An advertisement which does not try to sell some particular article or articles is like a fishing-line and hook without any bait. It may catch something, but the chances are that it will not. Another point—the advertisement does not tell the kind of goods that Sexlinger & Winterstein sell. If I had not their letter-head before me, I would not be able to state that they sell groceries, fruits and produce. For all the advertisement has to say about it, they could sell shoes or hardware or anything else that is sold under the sun.

If I had been in Mr. Sexlinger's place, I should have said to myself, after writing the upper portion of the advertisement, "Now, what lines of goods are most in demand at this season of the year?" And after mentally deciding on some popular lines of groceries, I would have marked them down to a specially tempting price and advertised that fact. There is no doubt at all that if Mr. Sexlinger had written them up in the same style which he displays in the body of his advertisement he would have sold goods.

The beauty of making a definite offer in each advertisement is that you can figure out the results with almost absolute accuracy. If you advertise potted ham at 9 cents a can you can figure out from your sales of potted ham how your advertising is pulling. And even if you make no profit at all on the ham, or even lose a little money, the people who come in to buy the ham will doubtless see something else that they want, and

cover your loss in that way. If the advertising brings in new customers, and you treat them properly, they will stick to you. So even if you lose a few dollars on a special offer, the net results will show a balance on the credit side of the ledger.

And these remarks apply not only to the grocery business, but to almost every other business as well.

* * *

Here is a building association advertisement that would make angels weep. I assume it is an advertisement, because it appeared in the advertising columns of a newspaper, and because it contains display type, otherwise it might easily be taken for a missing-word or a job printer's sample sheet:

ARE YOU OUT OF DEBT?

WHY? Because you cannot pay it all at one time.

WE WILL LOAN YOU THE MONEY

To pay your debts, buy or improve a HOME on terms by which you can.....

EASILY AND SURELY PAY
It back and be FREE!

WE HAVE THE MONEY.

For Terms Apply at Office or Address

Permanent Building, Loan and Savings Ass'n,
BIG RAPIDS, MICH.
Office in Citizen's Bank.

It is the weirdest combination of words and type that I have ever seen. It contains seven different faces of type and eight display lines. It is unattractive and meaningless; in short, it is all that an advertisement should not be. Now, here is an advertisement that should bring new members to a building association:

Own Your Home

It will cost you no more than the rent you are paying. Simply pay us, instead of the landlord, and in a few years your home will be your own, with nothing to pay on it but the taxes.

It will pay you to come in and talk it over with us, or to drop us a postal for our booklet.

Security Building and Loan Association,
Blauville, Mich.

The best summary of the principles underlying display in advertising was given by Manly M. Gillam, who was for years advertising manager of John Wanamaker's Philadelphia store. Mr. Gillam said in substance:

Display is emphasis. The effect of black type upon the reader is the same as the raising of the voice would be upon a listener. The effective speaker is the one who places emphasis at the proper points. The effective advertiser is the one who places display lines and

black type only where they are necessary. What would you think of a speaker who broke into a shout every three or four words?

A great many men who write advertisements have just this fault. They write an advertisement, and when they are finished they underscore words here and there and tell the printer to make the underscored words black. And when the advertisement is set up it looks spotted and is hard to read. If the composition of an advertisement is left to the average compositor, he will usually try to see how many kinds of type he can work into it. This is a mistake. Two, or at most three, styles of type are sufficient for any advertisement, and these styles should be chosen with reference to the ease with which they can be read. The easier an advertisement is to read, the more people will read it. The more simple its arrangement and the fewer styles it contains, the easier it will be to read. The moral is obvious.

* * *

The accompanying advertisement, clipped from a New Orleans paper, shows that big black type is not necessary to the attractiveness of an advertisement. It is neat in appearance and

The best shop in town.

Codehau's Store News

Tuesday, July 4.

What are you going to do with your legs this summer?

Wear old trousers or have your legs recovered?

It'll have to be a queer kind of legs and a queer sort of taste that we can't satisfy—\$2 to \$8.

Of course, we cover all the rest of the body—boys' bodies, too.

Clothes that fit.

THE LEON GODCHAUX CLOTHING CO., LIMITED.

Entrance Corner Canal and Chartres.

has that air of "differentness" which is so essential to an advertisement. The reading matter is bright and crisp and gives the impression that the advertiser must keep a pretty good sort of clothing store. In its way I would consider it a model of good advertising.

* * *

I would like more of the readers of the Tradesman to send in samples of their advertising for criticism. I believe that if they will do this it will make this department of direct personal benefit to them. I would like to receive enquiries about advertising plans and any other matters connected with the subject of advertising. I am paid by the Tradesman to do just this. I can not promise to approve of every advertisement that comes in to me and I may at times hurt someone's feelings by the frankness of my remarks; but my criticism will at all times be as fair and unbiased as human criticisms can be. It is not the people who pat us on the back that do us the most good. In my own experience, the men who have helped me most to the understanding of good advertising and to the production of good advertising matter are the men

who tore my advertisements to pieces and showed me where they were wrong and why they were wrong.

If I had listened only to the friends who had nothing but applause for my early efforts, I would not be in charge of this department to-day.

The doctor who cuts off our leg may hurt us more than the one who gives us sugar pills, but he also does us more good in the end.

W. S. HAMBURGER.

The Evil in the Trust.

From the Outlook.

In disease sound diagnosis is half the battle. The doctor who has discovered what is the disease has made long progress toward discovering the remedy. Dr. Washington Gladden, in an article on "The Spread of Socialism," points out very clearly the evil inherent in trusts. That evil is not combination; it is overcapitalization.

Combination brings with it great advantages. It prevents ruinous competition, compulsion lowering of wages, extravagantly low prices, temptation to adulteration due to the pressure of competition. It adjusts the supply to the need, prevents oversupply, economizes in production, and, rightly directed, should secure fair prices from the consumer and fair prices for the producer. The attempt to prevent combination, whether of labor or of capital, is a vain attempt. It is working against the law of progress, which is in the direction of co-operation and combination.

The evil of the trust is overcapitalization, which puts an extravagant value on property, represents that value in stock and bonds, attempts to pay the interest on that stock and bonds to the holders, and, as a necessary result, takes the unearned interest out of either the wages of the laborer or the prices paid by the consumer, or both. This is not robbery, because robbery takes property from another man's pocket by violence; it is not theft, because theft takes it from his pocket by stealth; but it takes the property of another without giving any equivalent therefor, and has this in common with both robbery and theft.

The remedy is not in legislation made to prevent combination; it is in legislation made to prevent overcapitalization. We do not here propose a specific for the disease which Dr. Gladden has so well described; we only suggest certain remedies.

Wherever a trust gives a domestic monopoly, the tariff should be taken off and foreign competition introduced. This will not be a remedy; it may only produce a larger trust, including foreign as well as domestic producers; but it will make monopoly more difficult.

No corporation should be allowed to put its own valuation on its own property, and then sell its stocks and bonds in the market. As a condition of incorporation, an official valuation of the property might well be required.

The law also might require that the books of all corporations or of certain classes of corporations should be open to inspection. Corporations which are distinctly servants of the public, like railroads, might well be subject to official examination, as are the banks.

It would be possible to levy a tax on all corporations, based, not upon the actual value of their property, real or personal, but upon the apparent value, as represented by their stocks and bonds. This would discourage, although it would not prevent, overcapitalization. If every corporation had to pay taxes on its water, water would be less freely used than now.

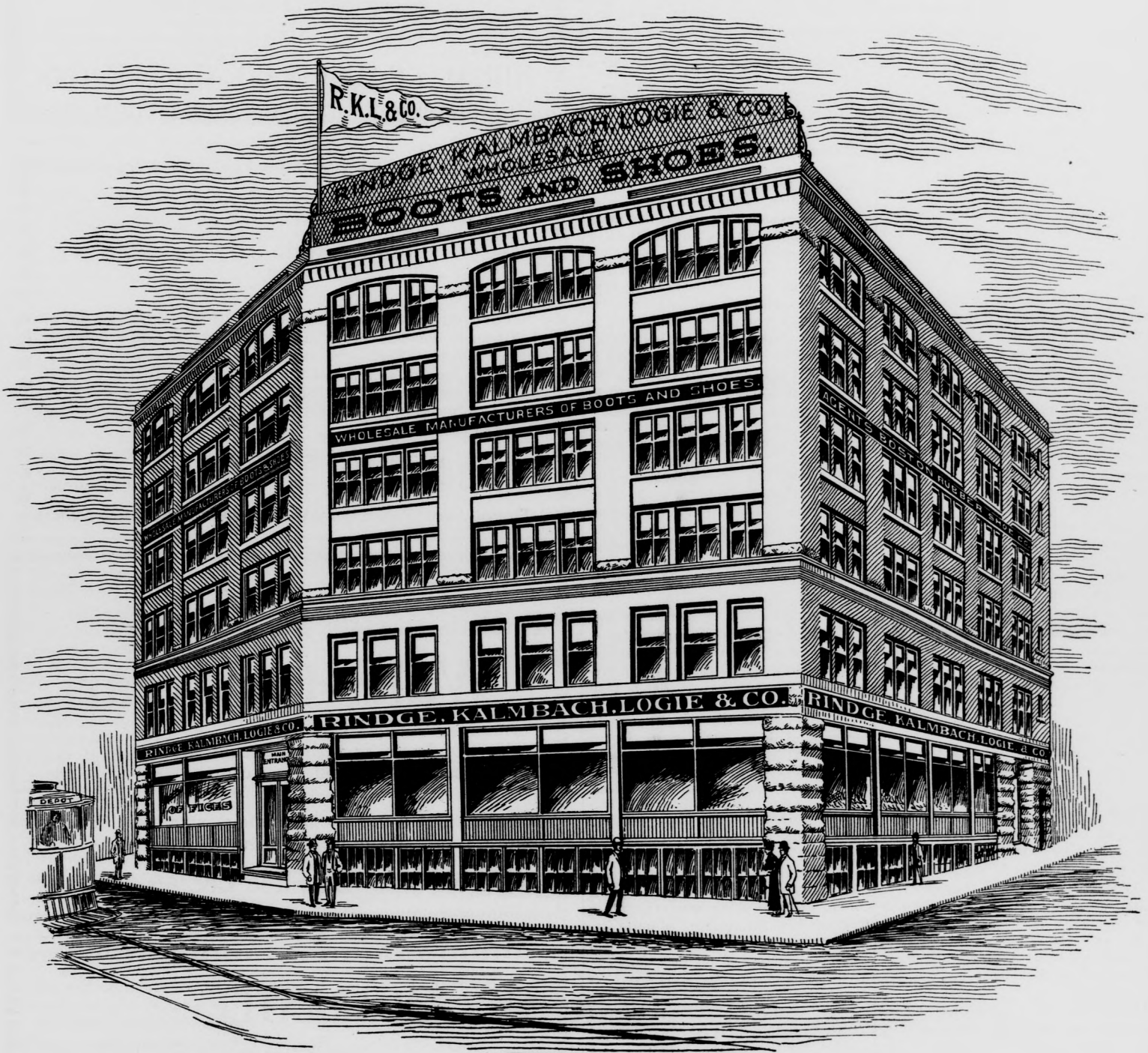
These are simply suggestions of the direction in which the public might look for relief from the real or supposed operation of trusts. That relief is not to be found in prohibiting or making difficult combination; it is to be found in prohibiting or making difficult overcapitalization.

When a man divides all his property among his relatives, he should sit down and send for the fool killer.

Rindge, Kalmbach, Logie & Co.,

10, 12, 14, 16, 18, 20 & 22 N. Ionia St., Grand Rapids

Now Doing Business in Our New Home



Nearly Entire Square Devoted to Manufacture
and Sale of

Boots, Shoes and Rubbers

Shoes and Leather

Fashion's Irsome Requirements in the Shoe Business.

"There is much to learn yet," says the furrowed, grizzled retailer.

"Our realm borders so closely upon that of indispensable clothes, of civilization, society, morality and personal propriety, that it merges into all these and becomes inseparable from them."

So, then, in studying shoes, we can not leave out the man who wears them, nor ignore his attributes and peculiarities; nor can we confine our researches exclusively to his footwear.

This would be to leave him, as it were, in the minds of general readers, a forlorn biped, meagerly clothed at the foot; a veritable sans-culotte, clad only in a pair of shoes.

In that admirable and exhaustive work, "Sartor Resartus," Carlyle has sarcastically given us the origin and influence of clothes.

What shoe man will resolutely turn a deaf ear to any scrap of past or present information on subjects directly, or even indirectly, affecting his chosen calling?

The origin and influence of shoes furnishes a wide field for investigation; and at the most, it is only possible to gather from it in a desultory sort of way some scattering sbeaves, and to offer them to the busy shoe man without much regard for chronological sequence.

It will not be expected that random, limited papers shall preserve that dry order of progression which usually characterizes the historian's work; nor would the fitful reader, who snatches bits of time from capricious customers, care for more than fragments thrown loosely together.

But as the shoe wearer is so intimate with shoes, he must be considered.

We can scarcely think of clothes or shoes without associating them with their omnipresent taskmaster and regulator, almost from time immemorial—Fashion.

And yet Fashion had but little to do with the original shoe, save to so fashion it to the foot that it would protect it from injury or cold. But it was not long before fashion crept into the shoe, and rose paramount to comfort and shelter of the foot.

It has been said that, "Among all the various forms of human slavery that enthrall us, there is none, perhaps, that binds us more firmly and arbitrarily than that of Fashion."

Certainly there is no slavery whose chains are worn more gracefully, or with less discomfort and murmuring.

She is the one taskmaster whose yoke fits easily, and who supplies so soothing a salve for the slight galls which she produces.

She brings to us, to placate any rebellious manifestations on our part, that winning art of improving upon nature.

This is so irresistible that it can ease the pain of a tight shoe.

No matter how much physical beauty of face or form Nature has conferred upon us, we think it may be improved by art.

Occasionally we utter a feeble protest against Fashion's irksome requirements, and even try to divest ourselves of her mild tyranny; but she holds out to us such allurements in the way of dress and shoes, and all those fascinating little accessories of the toilet, that we return, captivated, to our first allegiance.

The innate desire to be au fait, in all matters of dress, is so strongly rooted and grounded in human nature that it is part of itself.

And there is really little difference, in this respect, between the man who wears his homespun and thick brogans with as much grace as he can command and the veritable fop in broad-cloth and the latest russet shoes.

The difference is only in degree, not in quality.

The love of self-adornment pervades the whole human race, displaying itself variously, according to the tastes and civilization of the people.

The limit is fixed only by the possibilities of art and the depth and fullness of the purse.

Thanks to the modern shoe, the man with little means can be quite fashionable in shoes.

Of course, our aspirations, in the direction of fashion, are graded chiefly by circumstances, such as the kind of society in which we mingle and our individual tastes and preferences; and these are influenced largely by our status in the great social scale.

The man in the homespun suit and coarse brogans might deem it the very summit of earthly ambition in the realm of clothes to possess a nobby suit of good store clothes and toothpick shoes; while the man of fashion might find it difficult for his pampered taste to find anything sufficiently novel and rich to gratify him.

In shoes, as in other articles of dress, we must bow, more or less, to the mandates of this little tyrant, Fashion.

The prevailing style of costume and shoes, that which conventional usage sanctions or demands, has an obligation as well as a charm for most of us, the observance of which can no more be violated with impunity than can the code of etiquette which regulates other forms and proprieties of life.

And the retailer of shoes realizes how strong this trait is in human nature, and upon this obligation, or weakness, he rests his hopes for the profitable demand of the very latest styles in footwear.

It is his faith in the punctilious observance of Fashion's behests by his patrons that leads him to assume what would otherwise be great risks in meddling with novelties to any extent.

He has come to realize that fresh footwear of the latest sort is indispensable.

Dress has always been regarded as a legitimate object of criticism; but not until recently have shoes drawn upon them, alternately, admiration and ridicule to a degree which seems to place them within the category of quite important matters as affecting the physical and moral welfare of our race.

While it is true that in the past occasional outbursts of ridicule, and even edicts against certain extremes in fashion, were indulged, it is only quite recently that the shoe has been the innocent cause of general solicitude, and has given rise to a general fire of witty or malevolent assault.

There is, perhaps, no temporal affair, if we except the bicycle, that is more warmly discussed in the pulpit, the forum, the gay drawing-room and even in the humble homes of unpretentious mortals than that of fashion and clothes.

And in these discussions we now find that the shoe has emerged from its former obscurity and shares in the great clothes problem.

The modern shoe is debated pro and con.

GET THE BEST



GOODYEAR GLOVE RUBBERS
can be purchased at 25 and 5 off from
new price list. Write

HIRTH, KRAUSE & CO., Grand Rapids

LYCOMINGS are the best Rubbers made; 25 and 5 per cent. from list.
KEYSTONES are the best seconds made; 25-5-10 per cent. from list.

We sell them and want your orders.

We also have WOONSOCKET Rubbers; 25-5-5 per cent. from list.
RHODE ISLANDS 25-5-5-10 per cent. from list.

Our agents will call on you soon with rubber samples; also a line of Fall Leather samples which is much more complete than ever before, and we think much superior to anything we have ever shown before. Look them over and we feel confident that you will find something that will be to your interest to buy. We have quite a full line of the justly celebrated **Snedcor & Hathaway** shoes at factory prices. We will appreciate your orders.

GEO. H. REEDER & CO.,

19 SOUTH IONIA STREET,

GRAND RAPIDS, MICH.

We are in the market with the best
Rubbers on earth and in water.

Wales=Goodyear

Terms Nov 1st, 30 days.

Wales-Goodyear, 25 and 5 per cent.

Connecticuts, 25, 10 and 5 per cent.

Woonsocket Boots, 25, 5 and 5 per cent.

We also carry a full line of findings, shoe store supplies, fixtures, etc Write for catalogue.

Herold=Bertsch Shoe Co., Grand Rapids.

WE GUARANTEE

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

ONE HUNDRED DOLLARS

We also guarantee it to be of not less than 40 grains strength. We will prosecute any person found using our packages for cider or vinegar without first removing all traces of our brands therefrom.

Robinson Cider and Vinegar Co., Benton Harbor, Mich.

J ROBINSON, Manager.

This is the guarantee we give with every barrel of our vinegar. Do you know of any other manufacturer who has sufficient confidence in his output to stand back of his product with a similar guarantee?
ROBINSON CIDER AND VINEGAR CO.

Its shape and size, its inconvenient length and formidable toe are defended by its zealous votaries and deprecated by its foes.

It is annihilated by the latter metaphorically, and yet comes serenely to the front again, looking pleasant in new touches of beauty, and is triumphantly welcomed by the little and the great disciples of shoe fashions.

Since the uneventful days of Adam, in his scanty garb of fig leaves, constructed by the deft fingers of that first tailoress, Eve, down to the present time, the cry has been raised against the frivolity of self-adornment; and for six thousand years the crusade has been waged against primitive, medieval and modern fashions in dress.

And, although shoes proper did not start in the early race, they soon joined it, handicapped by the low place they held; and despite the hue and cry against broad toes and sharp toes, long toes, high heels, and notwithstanding the rigor of sumptuary laws aimed against elegance in footwear, shoemaking has progressed slowly but steadily.

In these modern times it seems to be making immense strides in order to make up for lost time in antediluvian days.

Not that modern protests against forms and splendor in footwear are effectually silenced; but then, the manufacturer has felt the pulse of the people, and has found that it throbs high with expectations of oft-recurring changes, and that fashion is at fever heat with shoe wearers; so he presses the magic button, and the people do the rest.

And the wise retailer would no more think of speaking disrespectfully against Fashion than he would of praying for rain on a Saturday afternoon or evening to kill trade.

The shoe man is a devotee of fashion—for others.

He vicariously promotes style in shoes.

Whatever mental reservation he may hold about general fashions in dress, he gives changing styles in footwear his unqualified approbation.

These changes tend to keep trade moving, because most people are so influenced by fashion that they will not fall very far behind the latest prevailing style; and new shoes, not absolutely needed, are the result, in the dealer's favor.

We can no more evade Fashion than we can dispense with shoes.

Like the laws of the Medes and Persians, the fiat of Fashion is inexorable and irrevocable, and shoe wearers are under this law, although some may affect to despise her demands.

It has been shrewdly asserted that tailors and shoemakers, although scrupulously exact in "making up" a client to the regulation standard of each season's demands, are sometimes guilty of lax compliance with Fashion's requirements in their own personal adornment.

This may be the result of necessity in some instances, and yet it is a sort of breach of professional decorum, and a standing menace against their own interests and fatal to the progress of trade.

If the apostle of high art, either in clothing or shoes, proves derelict to his creed, what can be expected of neophyte and heathen?

But such cases are happily rare nowadays, even among the humblest disciples of the shoemaking art; and among the rank and file of the shoe-

wearing army it is rare to find a slovenly-shod person to-day.

It does not need the command of Fashion to bring them into line.

The modern shoe appeals to their in-born love of the beautiful irresistibly.

There is little need of the foot evangelist nowadays to go about trying to convert indifferent shoe wearers and derelicts to a due observance of the requirements of modern civilization as to their shoes.

And the feet now are all clothed, and "in their right mind."—E. A. Boyden in Boots and Shoes Weekly.

The Almighty Dollar.

Suggested by an imaginary want.
Created by an act of law.
Exists by the power of precedent.
Regulated by accident of circumstance.

Accepted by an act of consent.
Earned by an act of utility.
Accumulated by an act of frugality.
Hoarded by an act of greed.
Circulated by an act of confidence.
Expended by an act of necessity.
Dispensed by an act of charity.
Lost by an act of inattention.
Wasted by an act of prodigality.
Filched by an act of dishonesty.
Coveted by the prompting of jealousy.
Counterfeited by an act of evasion.
Loaned through temptation of usury.
Invested by an act of speculation.
Manipulated by an act of chicanery.
Worshipped by an act of idolatry.
Utilized only by an act of exchange.
Redeemed by an act of valueless consideration.

Retired by an act of financial jugglery.
Willfully mutilated or destroyed by an act of vandalism.

Depreciated by an act of speculative treason.

Appreciated by an intemperate love of power.

Buys everything in sight.
Suborns the evidence of things not seen.

Gregarious in its habits.
Timid in disposition.
Cowardly in aspect.

Treacherous in its relations.
Elusive in its attachments.
Evil in its affections.

Usurps the prerogative of charity and hides a multitude of sins.

The red corpuscle in the blood of commerce.

The deadly microbe in the milk of human kindness.

The fetich of the civilized world.
Worthless in itself, yet valued above everything.

J. M. BANKER.

Advertising that pays

Is your advertising paying you? Are you getting returns from it? If not, you need our services.

We prepare advertising matter that sells goods. We arrange definite plans for the advertising of a business that we know from experience will increase it. We prepare newspaper advertisements, booklets, folders, mailing-cards—whatever we know is necessary to the carrying out of our plans. There is no business house, small or great, which cannot afford our services better than to do without them. Let us send our little red solicitor to see you—our booklet, "Advertising That Pays." Ask for it on your business letter-head.

**Robt. N. Shaw
Advertising Agency
Grand Rapids Mich.**

A CIGAR TRUST

S. C. W. cigars are NOT made by a trust, but you can trust S. C. W. cigars.

They are sold by all jobbers we can trust, and we trust the dealer whom the jobber can trust will give them a trial.

G. J. JOHNSON CIGAR CO., Grand Rapids.

Suppose

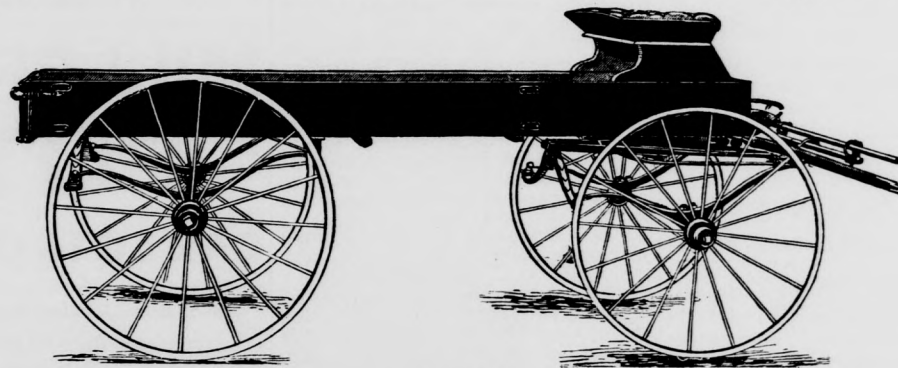
A lady should come into your store and ask if you had any good spices; could you let her have them? You certainly could if you handled

Northrop Brand Spices

which are the best and purest spices ever manufactured. Ask your jobber or any one who has ever handled them. Manufactured by

Northrop, Robertson & Carrier, Lansing, Mich.

Platform Delivery Wagon



NO. 113

Not how cheap but how good. Write for catalogue and prices.

THE BELKNAP WAGON CO., Grand Rapids, Mich.

Fruits and Produce.

Observations by a Gotham Egg Man.

A Cuban exporter asked me the other day to suggest a reason why it was so difficult to procure strictly choice fresh eggs in New York at this season. I asked him if he found it to be a fact that there was any unusual difficulty in this respect other than could be accounted for by the season and the natural difficulty of laying stock down in fine condition during hot summer weather. He answered that it certainly was so; that for export to Havana only strong meated and fresh eggs were desirable, owing to the severe test of quality given by shipment to tropical countries, and that he found considerable difficulty in obtaining such eggs except as they might be culled out of lines of eggs containing a considerable proportion of defective stock. He was of opinion himself that the reason why uniformly fancy eggs are so hard to get is because there is not sufficient discrimination in the value of the different grades and qualities, and that for that reason shippers find it unprofitable to candle their shipments and pack the finest goods separately.

* * *

It has been hoped by a good many of the egg trade that official recognition of a superlative quality of eggs in the Exchange grading, such as was made in the late revision of the egg rules in establishing a grade of "extras," might tend to encourage a closer selection of eggs from shippers who have facilities for candling their stock and that the bids for this high grade might be high enough in relation to ungraded eggs to warrant the shipment of such quality. So far there has not been sufficient experience to enable one to say positively whether or not this will be the case, but a few lots of eggs arriving have passed as "extras" and their selling value has been fairly indicated. It is therefore possible to compare this value with an estimate of the relative cost of laying such goods down in our market.

* * *

In making such an estimate it will of course not apply exactly to various sections because of the various conditions under which eggs are received at different points and the wide difference in average quality. Judging from the quality of the better class of ungraded eggs now arriving here, however, we may estimate the probable results of close grading and egg packers can vary the figures according to their own local conditions. There are some sections in which it would appear to be impossible to put up a grade which would pass as extra at present, judging from the generally heated condition of the goods arriving, unless improvements could be made in the method of collecting. But taking the better qualities of ungraded eggs, those which show a fair proportion of really fine quality, as a basis, we may figure about as follows: One hundred cases of fresh gathered firsts of this character would probably lose 3 doz. to the case and if sold on the present market (July 5) would be worth 15c loss off or say \$405 net. If these goods were candled before shipment and graded closely the result would be probably about as follows, varying more or less in different sections: Perhaps 60 per cent., or 60 cases, of "extras" would be obtainable. Of the 10 per cent., or 10 cases, which would probably represent about the loss here if the goods

were shipped ungraded, we may estimate that two-thirds would be rots, say about 7 cases, and one-third checks (which are accounted ½ loss), say about 6 cases. This would leave 27 cases of a high grade No. 2, including dirty and small clean eggs and stock which was too weak or shrunken too much to go in the extra grade but which would show very light loss; such quality on the present market would be worth about \$3.45 per case.

Now if the goods were thus candled and graded at the shipping point the result would be about as follows:

Say six cases checks at \$2.70.....	\$16 20
Say twenty-seven cases seconds at \$3.45.....	93 15
Saving of freight on about seven cases rots,	
say.....	4 00

\$113 35

Deducting this from the value of the stock shipped ungraded leaves \$292, which with the cost of candling, say \$10, gives \$302 as the price which must be obtained for the 60 cases of "extras" to equal the results on the ungraded shipment; this would be about \$5 per case, or 16½c per doz. at mark. On this basis it would not pay at present to grade in this way because 16½c at mark could not be obtained for the "extras," although the grade would seem to be worth the price to buyers who could turn it out to the trade without candling here, and if there were a continuous supply of such quality we believe its full value would soon be recognized and paid. But the figures above given would be varied in different sections and under different weather conditions, and some shippers may be able to modify them from their own experience so as to show a profit in the grading.

* * *

My attention was called to a lot of eggs which showed heavy loss in breakage; the cases were good looking and the packing all right, but the sides of the cases were not nailed to the middle partition and this permitted so much spring of the contents as to result in serious damage. It is noticeable also that light loaded cars generally show more breakage than heavy loaded and when small lots are shipped especial pains should be taken in the packing.—N. Y. Produce Review.

Eggs Better Than Ever Before.

From the New York Sun.

Eggs were probably never before put into the market at retail in such good shape as they are nowadays. More and more producers are discovering that eggs uniformly handsome in appearance bring more than eggs of all sizes and clean and dirty mixed together, and are packing eggs accordingly; and quick, modern transportation brings eggs here fresh even from far distant points. While eggs, however, come better packed and fresher than ever they are more carefully than ever inspected here, the highest grade eggs being separately candled, or inspected, every one in a shipment. The eggs are gathered from many points, and the only way to know about them all with certainty is to examine them. A nest egg may have got in by accident. There may be in the lot some eggs that are dirty; these may be just as good as any, the dirt marks having been made perhaps by a wet wing trailed over the egg; but one such egg would spoil the appearance of a whole layer in a box. Sometimes soiled eggs are washed, sometimes they are sold by themselves at a less price. The cracked eggs may be repacked in solid packages; they are sold for considerably less than the whole eggs, perhaps at half price. There is some sale for cracked eggs to retail buyers, but they are mostly sold to bakers.

A man may be both a success and a failure; he may be a success as a failure and a failure as a success.

Vinkemulder Company

Jobbers of

Fruits and Vegetables



This represents a small corner of our establishment, as it appears twice a day—morning and afternoon—after receiving our fresh supplies from the market gardeners and fruit growers, to meet the requirements of our numerous customers. If you are not on our list of patrons, and wish to do business with the **leading house** in the **fruit and produce line**, we invite you to write for our weekly price list and give us your standing order for daily or weekly shipments.

POTTLITZER BROS. FRUIT CO.,

COMMISSION MERCHANTS

IN FRUITS OF ALL DESCRIPTION

Also POTATOES, CABBAGE, ONIONS AND APPLES
In Carload Lots.

Our motto: Quick sales and prompt remittance.

LAFAYETTE, IND.

FT. WAYNE, IND.

SEASONABLE SEEDS

MILLETS HUNGARIAN
FODDER CORN CRIMSON CLOVER
BUCKWHEAT DWARF ESSEX RAPE

Best Grades and Lowest Prices.

ALFRED J. BROWN SEED CO., Grand Rapids, Mich.
Seed Merchants, Growers and Importers.

MILLER & TEASDALE POTATOES

CAR LOTS ONLY. ST. LOUIS, MO.

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.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, July 8—The week has been rather quiet in grocery jobbing circles here, but there is not so very much to complain of, after all. The coffee market has ruled about the same as last week and, while more business might have been done, there is a fair degree of activity prevailing. On Thursday a cable from Europe reported that a well-known authority estimated the coming crop of Rio (1899-1900) at 3,000,000 bags and that of Santos at 6,750,000 bags. Invoice quotations here are worth 6½¢ for Rio No. 7, with the stock on hand—in store and afloat—aggregating 1,155,343 bags, against 857,153 bags at the same time last year. The world's "visible supply" decreased about 61,000 bags during the month of June and on July 1 stood at 6,200,000 bags. For mild grades enquiry is light, but holders seem unwilling to make any concession if asked to do so in order to make sales. Good Cucuta is still held at 8¢. East India growths are dull and are attracting only the most ordinary attention.

Invoice trading in teas is almost at a standstill and, while there is perhaps rather more stability to the market for lines than noted a week ago, there is yet room for improvement. Would-be buyers seem to be in need of only sufficient to last "over Sunday." Quotations are practically unchanged.

Refined sugar has taken on a new lease of life and a large amount of business has been done. The 90 days' guarantee has not only been extended, but the refiners also announce that sugar "purchased under this agreement or guarantee of 90 days could be withdrawn as wanted and unshipped sugar delivered at the lowest rate." Many buyers are said to have placed orders sufficient to meet requirements through until Oct. 1. Save for a couple of the softer grades, list prices were firmly maintained and are unchanged, granulated remaining at 5½¢.

Orders for rice have been of the fewest and for the smallest amounts. Orders coming have chiefly called for Japan. Foreign grades are in rather light supply, except Japan, and although little business has been done prices are pretty well sustained. Domestic rice is quiet within the range of 5½¢@6½¢.

Singapore pepper is quotable at 11¢@11½¢, and this perhaps has been shaded in some instances. Trading has been dull during the week and quotations are nominal.

Grocery grades of New Orleans molasses have been very quiet and, while quotations remain the same, the general tone of the market is hardly satisfactory to holders. Syrups continue dull and sluggish, but as stocks have become somewhat depleted, there may be a change for the better before many days. Prime to fancy sugar syrup is quotable at 20¢@23¢.

Canned goods are active. The market for canned goods is the most interesting one to be considered. The demand, which began almost a year ago, has been increasing almost daily and new goods coming in are taken with avidity. The pack of peaches, corn and tomatoes in the East is still uncertain and the outlook is for higher prices right along. About 5,000 cases of New Jersey standards, No. 3, delivered here, sold at 72½¢, although 75¢ is the prevailing rate among leading brokers, and even 10¢ more is not extremely rare. Spot New York corn is firm at 70¢@75¢.

Lemons have been in active demand from out of town and the market is firm, although prices are not materially changed. Sicily lemons range from \$3 @4 per box, as to size. Oranges are in fair demand, but orders are mostly for small amounts. Prices are within a range of from \$4.50@5 per box for Rodis. Bananas are in slow movement, as people prefer domestic fruits. Port Limon, firsts, are worth \$1.30@1.35 per bunch. Other grades, \$1.10@1.20. Dried fruits are dull, but as stocks are light the quotations made are well sus-

tained. Orders are for small quantities. Little is doing for future business.

Fancy Western creamery butter is firm and the mark is now 18½¢. This, however, is probably the top, and some jobbers claim that it is too high, as a general rule. Still, this price is obtained for the best stock, and for firsts 17½¢@18¢; seconds, 16½¢@17¢. A large part of butter coming to hand will not grade strictly up to mark and go as firsts or even seconds. Imitation creamery is steady, but the demand is not as active as hoped for. Extras, 15½¢@16¢; firsts, 14¢@15¢; finest Western dairy, 14½¢@15¢; extra factory sells with some freedom at 14¢@14½¢.

Cheese is dull and without interest. For the best make of State cheese, large size, 8¢ seems to be top rate. Small size colored will bring ½¢ more.

Receipts of eggs have been more than sufficient to meet consumptive demands, and we have a market lacking animation. Fancy Western are worth from 14½¢@15¢, with some lots fetching ½¢ more.

Marrow, medium and pea beans all seem to have rather more call this week, the former, if choice, bringing \$1.52½ @1.55; medium, \$1.40@1.42½; pea, choice, \$1.40. Exporters have taken some Red Kidneys this week. Choice are quotable at \$1.70

Increase in Traffic Rate on Live Poultry.

New York, July 10—The Trunk Line Association, which is composed of fifty-four railroads or thereabout, recently voted to change the traffic rates on live poultry in carlots to the actual weight contained by the car instead of the present system of charging so much per carload. The carload rate for live poultry has been 16,000 pounds second class, or 16,000 pounds at 65 cents, which is equal to \$104 per carload from Chicago to New York. This rate has been in operation for some time and has been perfectly satisfactory to both shippers and commission men. In making this change it is proposed to weigh the cars, including poultry, coops, feed, water, refuse and other items. The cars now in use carry as an average load less than the minimum weight of poultry alone, but with the added weight of coops and other items mentioned, there is usually an excess of several thousand pounds, which are now to be charged for and collected by the railroads under the new rule.

The commission receivers here are considerably exercised over this additional burden on the business and claim it will have a tendency to make shippers kill or dress their stock and send it in that way or seek other markets than New York. The receivers say that the change is a clear discrimination against New York City and will tend to damage the live poultry business, especially as it is a well known fact that the charges on dressed poultry as now manipulated by the different dairy lines favor shipments of dressed as against live poultry.

The live poultry carrying roads say that they do not approve of the new move of the Trunk Line Association to re-weigh and charge actual gross weights, but as they are in the minority it seems that they have been out voted. It is hardly thought that this move of the railroads will continue long in practice, however, as it is believed some of the roads most interested will break away; in fact, there is already some talk of that as likely to happen in at least one or two directions.

The receivers of New York claim that the Western classification, which is 20,000 pounds third class, is the proper one and if the Trunk Line Association would adopt it and make it the same east of the Mississippi as west of the River no fault could be found. This would make the freight from Chicago to New York, at the present third class rate of fifty cents per hundred, \$100, or a net reduction of \$4 over the rate prevailing. As railroads are generally slow to take any move calculated to reduce their revenue it is suggested that the change be made from 20,000 to 21,000 or 22,000 pounds, which at 50¢ would make the rate \$105 or \$110 per car from

Chicago to New York. This would seem to exactly fit the case, and we feel warranted in stating that this would be most satisfactory to both shippers and receivers.

One way to prevent hiccough is to abstain from going out between the acts.

ELECTROTYPES
 DUPLICATES OF
ENGRAVINGS & TYPE FORMS
 SINGLY OR IN QUANTITY
TRADESMAN CO., GRAND RAPIDS, MICH.

C. H. Libby
 PRODUCE COMMISSION MERCHANT
 SPECIALTY
BUTTER & EGGS.

I have a steady local demand for fancy Eggs and good table Butter and am prepared to pay the highest market price for same. Quotations on application.

I solicit consignments of Honey, Veal and Live Poultry and pay top prices for best stock.

98 South Division St., Grand Rapids

Grand Rapids Cold Storage Co.

We take pleasure in announcing to the shippers and retail merchants of Michigan that our new cold storage warehouse is now fully completed and ready for business. We especially call attention to our facilities for storing

Eggs, Butter and Poultry

which are unsurpassed by any cold storage establishment in the country. We also store seeds, beans and all kinds of produce in dry storage. Warehouse receipts furnished. Correspondence solicited. Inspection invited.

93 to 99 South Front Street.

J. W. LANSING,
 WHOLESALE DEALER IN
BUTTER AND EGGS

BUFFALO, N. Y.

I am the only exclusive Butter and Egg house in Buffalo. Handle no perishable goods such as vegetables, berries, etc., to conflict with my Butter and Egg trade, which I keep up to a high grade with complete modern equipments for handling such. I am able to get you for your Butter and Eggs all the market will guarantee, giving it my personal attention. Correspondence and shipments solicited.

REFERENCES:

Buffalo Cold Storage Co., Buffalo, N. Y. Dunn or Bradstreet.
 Peoples Bank, Buffalo, N. Y. Michigan Tradesman.

HEADQUARTERS FOR
NEW POTATOES
 AND
LEMONS
 BEST QUALITY—LOWEST POSSIBLE PRICES
MOSELEY BROS., GRAND RAPIDS.



FREE SAMPLE TO LIVE MERCHANTS

Our new Parchment-lined, Odorless Butter Packages. Light as paper. The only way to deliver Butter to your customers.

GEM FIBRE PACKAGE CO., DETROIT.

Clerks' Corner.

How to Teach a Clerk the Grocery Business.

Of the numerous conditions desirable for the successful training of a clerk, three things are absolutely necessary: a thorough knowledge of the business to be taught by the one who does the training, while a decided inclination for the business, together with a good character, is equally essential for the young man who is to be trained. I would say to all grocers: never bother with a young man who is without these most necessary qualifications. The clerk as an employe represents you and your business; you can not afford to have anyone acting in this capacity without character.

From his first day in the store teach the new clerk the importance of absolute cleanliness in the store and of his own person, particularly his hands. The best method of teaching him how to keep the store and cellar clean is to make him do the work of keeping them that way. This work, or any other work, is never done unless it is done right. If he fails to do his work right, show him his mistakes and make him do it over again; be kind to him, but firm. Let him see you mean what you say; he will respect you for it.

Insist upon his wearing an apron all the time he is working in the store. I prefer black silesia aprons, as they do not show the dirt like a soiled white apron. Teach him how to clean and keep clean the ice box, that everything in it may be kept sweet. Explain to him the necessity for keeping butter separate from everything else in a refrigerator, and the necessity of keeping it and everything else in the store that will absorb the taste or odor of things around them away from those things that would injure or taint their flavor.

Teach him to never dare touch tea, coffee, butter, etc., with hands soiled with oil, grease, mackerel brine, etc., because the taste of what is on his hands will taint what he touches. He should never be allowed to touch anything with his hands unless absolutely necessary. Tea, coffee, dried fruits, rice, spices, etc., can all be handled with a scoop without being touched with the hands.

When he handles butter other than wrapped print he should be taught to first put paper on the scales, and if necessary to hold the butter while cutting it, cover it first with a piece of clean paper, so that his hands will not touch it. Customers appreciate these and similar acts of cleanliness. If a customer has a basket he should be taught to pack her purchases in the same and to keep soap, soap powder, matches and spices away from tea, coffee or butter in the basket. If the customer has no basket he must be taught how to make a neat package with strong twine, taking even more care to separate as far as possible goods that would taint other goods. The best way to do this is to wrap an extra paper around those things which are likely to become tainted before putting them together in the bundle.

Teach him to wait on trade by letting him fill orders or weigh up goods that are kept weighed ahead, such as sugar, rice, barley, etc., under your own direction or that of a clerk competent to see he does his work right. By this means he will learn where the different articles in the store are kept, their price, and how to wrap and tie them. In a short time, with such training, he will be able to go to the counter and wait on trade. Instruct him to listen to you and the older clerks, if there be any such in the store, as to the manner in which a customer should be addressed when coming in the store. Never allow him to ask a customer, "What will you have?"—a bartender asks the same. Customers of a grocery store will be better pleased with a polite, "Good morning, what do you wish?" or "Can I wait on you, please?"

Instruct him also to pay particular attention to the line of talk you and the older clerks use in selling goods to customers. This is about the most important part of his training, as it will

help him materially to be what so few clerks are, but what every clerk should be—a salesman.

In addition to this, from time to time give him in as few words as possible the strong points about any article you want to push. Occasionally come to him just the same as a customer and ask for some article in the questions a customer would ask about it, and other articles of its class. You will be able to find out by this what he does know and to supply what he does not know to help him sell goods.

After he can wait on trade inside let him go out on the order route two days each week. Encourage him to sell in addition to what is asked for still other goods if he can, but in a manner that will not savor of offensiveness to the customer. This can generally be done by simply suggesting the goods, with a few words in their favor. When he has sufficient general knowledge to warrant it, he can be taught the more particular knowledge about such things as tea, coffee, etc., explaining the actual difference between the different kinds, where grown, their different properties for blending, etc., how to care for them as stock to prevent their loss of body and flavor, and how to distinguish not only one kind from another, but also how to distinguish different grades of the same kind of either tea or coffee. Explain the difference between a wet and dry-roast coffee, and why the latter is preferable. Give him such information in a practical manner gradually, so he can absorb and use it.

When he has sufficient knowledge of the goods give him charge of the stock of teas and coffees, holding him responsible for the proper keeping of such stock and the keeping of the bins and caddies well filled with their proper contents. If fruits and vegetables are kept, teach him how to care for such things, especially in very warm or very cold weather, and when he has been well enough instructed, give him exclusive charge of such goods and see that they are properly cared for. The giving in to his care at different times of special portions of the store's stock encourages him by the confidence you thus place in him, and it teaches him as well one of the most important things an employe can ever be taught—to look after his employer's interests the same as if such interests were his own.

In like manner teach him how to do all that is to be done about the store by first explaining not only how to do it, but why it is done in that particular way, and then make him do it as it should be done. If at any time in the excess of his zeal to sell goods he should make statements that are untruthful, correct him and explain the importance of absolute truthfulness and honesty to the customers. He owes that to them as well as to yourself. Never reprimand him publicly, always do it in the presence of no one but yourself and him. It will have a better effect with him, and as a man and a master you can not afford to act otherwise.

If the business be one where credit is given, when he has sufficient familiarity with the business let him assist the book-keeper an hour or two each day for two days in the week. He will thus be able without inconvenience to anyone to make himself familiar with another important branch of the business. Teaching him the business involves teaching him market values or cost prices. This knowledge should be given as a reward for his faithful service when he has shown himself competent to keep his mouth shut about such things outside the store. Begin with the less important things in this, and gradually let him know prices as his knowledge of and skill in the business warrant. In an experience covering a number of years, I have never known a clerk trained on these lines to be otherwise than a credit to himself and his proprietor. Perfection in the grocery business is like perfection in everything else. It consists in knowing perfectly not only the important things of the business, but the many little things as well, and then doing them perfectly.—John J. Quinn in Grocery World.



The Hercules Ventilated Barrels

Just the barrels in which to ship apples, potatoes, onions, vegetables or anything that requires ventilation. We furnish the barrels to you knock-down in bundles, thereby making a great saving in freight. Fourth-class freight rates apply in less than car lots. One boy can set up from 75 to 100 barrels per day, and with your first order for 500 barrels we furnish free our setting-up outfit, or we charge you \$3 for it and refund the \$3 when you have purchased 500 barrels. The Hercules has been endorsed by all prominent fruit and produce commission men in Chicago and is considered the very best barrel for shipping any produce requiring ventilation. Our prices L. O. B. Chicago are: 100, heads and hoops complete, knock-down, 22c. 300, heads and hoops complete, knock-down, 21c. 500, heads and hoops complete, knock-down, 20c. Setting up outfit included. We can make prompt shipments. For further particulars and sample barrel address

Hercules Woodware Co.,
293 W. 20th Place, Chicago, Ill.



Eesley's Sunshine Self-Rising Pastry Flour

Prepared on an entirely new formula. Makes the best Biscuits, Cakes and Pastry of all kinds, by the addition of milk or water. Put up in 2 lb. cartons and 6 and 9 lb. sacks. Sold direct or can be supplied by any wholesale grocer. We also put up Self-Rising Entire Wheat and Graham Flours in 2 lb. cartons, two dozen in case. We are sole manufacturers of Sunshine Flour for general household use.

J. F. Eesley Milling Co.

Mills at Plainwell and Constantine, Mich.



This Will Benefit YOU

This book teaches farmers to make better butter. Every pound of butter that is better made because of its teaching, benefits the grocer who buys it or takes it in trade. The book is not an advertisement, but a practical treatise, written by a high authority on butter making. It is stoutly bound in oiled linen and is mailed free to any farmer who sends us one of the coupons which are packed in every bag of

Diamond Crystal Butter Salt

Sell the salt that's all salt and give your customers the means by which they can learn to make gilt-edge butter and furnish them with the finest and most profitable salt to put in it.

DIAMOND CRYSTAL SALT CO., St. Clair, Mich.

Commercial Travelers

Michigan Knights of the Grip.

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Michigan Commercial Travelers' Association.
President, JAMES E. DAY, Detroit; Secretary and Treasurer, C. W. ALLEN, Detroit.

United Commercial Travelers of Michigan.
Grand Counselor, J. J. EVANS, Ann Arbor; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, W. S. WEST, Jackson.

Grand Rapids Council No. 131.

Senior Counselor, D. E. KEYS; Secretary-Treasurer, L. F. BAKER. Regular meetings—First Saturday of each month in Council Chamber in McMullen block.

Michigan Commercial Travelers' Mutual Association.
President, J. BOYD PANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

Lake Superior Commercial Travelers' Club.

President, F. G. TRUSCOTT, Marquette; Secretary and Treasurer, A. F. WIXSON, Marquette.

How the Shoe Dealer Flim Flammed the Salesman.

"This business ain't what it used to be," sighed the shoe salesman, who was tall and thin and solemn looking, and might have been taken for either a minister or an undertaker. "It's going to the dogs."

"What's the matter with it?" enquired his sympathizing friend.

"The matter with it?" echoed the shoe salesman. "Matter enough. Look at me."

"I could look at you with better effect were we to adjourn to the cafe."

"Oh, hang it all, man, I'm not joking."

"No more am I. This weather does not admit of jokes. Spieil on."

"What I was going to say," continued the shoe salesman, "is that no one would take me for the traditional knight of the gripsack, a representative of the great commercial interests of this country."

"Possibly not," agreed the sympathizing friend. "But why wouldn't they?"

"I'm too thin," answered the salesman in a doleful voice.

"Thin?" said the sympathizing friend, lifting his eyebrows. "What in the name of the three witches has that got to do with it?"

"Everything," groaned the shoe house salesman. "What's your ideal of a commercial traveler?"

"A rubicund, cheery-faced fellow with an engaging smile, an infectious good humor, an explosive joy, a capacity for various vinous, malt and spirituous liquors, controlled only by the limits of the expense account, and a fondness for Rabelaisian anecdote."

"Exactly," commented the salesman. "Do I fill the bill?"

"Well, to be frank, old man," laughed the sympathizing friend, "you bear about as much resemblance to the ideal salesman as Don Quixote does to Jack Falstaff."

"Now that you're talking," said the shoe salesman, lighting a mulatto stogie, "how many of the fellows you know in this business are fat?"

"Not one that I know of," answered the sympathizing friend, after he had reflected for a few moments.

"Right again," asserted the shoe salesman, with a melancholy smile. "Fat salesmen are as rare as flamingoes in Florida."

"What's the cause of this sudden melting of all too solid flesh?" asked the sympathizing friend.

"Oh, the revolution in the methods of the trade is responsible for it. The boys of the old school aren't in it nowadays. It used to be that a salesman worth his salt had to be an alcohol immune. He had to be able to drink an intending purchaser under the table. No wonder he got fat. But times have changed. A fellow who makes any money in these degenerate days can't afford to cultivate an artistic thirst;

and what's more, he's got to be a blooming parlor entertainer."

"A what?" gasped the sympathizing friend.

"A parlor entertainer—a prestidigitator—a conjuring chump—savvy?"

"I think I do," said the sympathizing friend, faintly.

"Well, that's why the business is going to the dogs," continued the shoe salesman, in a bitter voice. "A fellow isn't able to sell a bill of goods in the country now without hypnotizing the merchant and reeling off a dozen tricks. Oh, I've been at it a year now, and I'm a Houdin, Keelar and Herrmann all rolled into one. I make dollar bills change into tens, I change a queen of clubs into an ace of hearts, and everywhere I go I give gratis exhibitions of my skill."

"I should think that there'd be lots of fun in it," said the sympathizing friend.

"Oh, yes, there's no end of fun in it," replied the shoe salesman, wearily.

"That's what I thought at first. All the boys who were going in for sleight of hand in order to attract customers told me that there was more fun in taking half dollars from a man's nose than in taking that same man out for a high ball. But I've changed my mind. You don't want to believe those boys. They are willies if they spring that gag on you. I've got enough prestidigitation in mine."

"How so?"

"I was doing the 'king-pin-of-necromancy' act, and thought I had the proprietor of one of the big shoe stores dead to rights. He was dead easy, and I just put the cold clappers on him for good. Never saw a man so astonished in all my life. I juggled away cards, coins, handkerchiefs and pencils as easily as an alligator swallows doughnuts. He just goggled his eyes on me and gasped whenever I made anything disappear or reappear, and I had him put down in my little book for half a thousand plunks. But I didn't rush in and uppercut him and take chances of being accidentally put out. No, sir. I fiddled around in good old Jim Jeffries style and kept him guessing. Finally I saw my opening and I sailed in. 'Here,' says I, producing a silver dollar, 'is a genuine specimen of the current coin of the realm, vintage of '02,' and I tossed it on the counter to prove that it was all wool and a yard wide. The proprietor looked at it closely and said it was all right. 'Right you are,' says I, and I put it on the tips of my fingers."

"You're certain this is a genuine spondulix," says I.

"I am," says he; 'do your worst.'

"Now watch me close," says I.

"I'm all eyes," says he.

"Then put out your hand," says I, as solemn as a man who reads the comic supplements of a yellow journal.

"He held out his paw, and I tossed the dollar into his palm, and the old fellow clutched it like a lobster clawing gravel. I smiled like I fancied Kellar would smile in a similar situation. 'You've got the dollar in your hand?' I asked. 'I have,' said he, 'and I never let go of a dollar once I get my hand on it.' 'Open your fist!' I commanded. The old curmudgeon spread his fingers open slowly, and, presto! there on his palm was a twenty-dollar gold piece.

"A capital trick," he exclaimed; 'a capital trick.'

"I think so myself," I said complacently.

"But what's become of the dollar?" he asked.

"Oh," I answered jauntily, 'that was transmuted into gold by the power of my art.'

"So?" said he, slipping the gold piece into his pocket, 'that beats Bryan's game for making money. It's a sort of 20 to 1 scheme.'

"Here, give me back my money," I gasped.

"Your money?" he said with an air of astonishment. "Oh, yes, to be sure, to be sure." And the old guy took a silver dollar from the till and banded it to me.

"I laughed like a fellow with the

cramps, but I thought the old fellow was playing a little joke on me, so I didn't say anything. I hung around trying to sell him some goods, but he told me that he had just stocked up from another concern. I stayed around, however, but never a word did Mr. Shoeman say. After a while he put on his hat and said: 'Well, old man, I must be going home. I enjoyed your little entertainment immensely. Drop in when you're around this way again.'

"And blank me," said the shoe salesman, "but I was so completely dashed that I couldn't say a word."

"You couldn't say a word?" exclaimed the sympathizing friend.

"Not a blank word."

The sympathizing friend looked reproachfully at the shoe salesman and sighed.

Why They Discarded the Union Label.

Pingree & Smith have issued the following statement regarding their abandonment of the union label on their shoes:

The agreement under which we used the union stamp was subject to cancellation by either side at will. In adopting it, we agreed to employ during its use none but union workmen. The members of the union, on their side, agreed to promote the sale of our goods wherever possible. We gave it a fair trial for three years, and have found that it is of very little benefit, while productive of considerable annoyance and inconvenience. Dealers who have written to us for prices on union goods have in almost every instance been irresponsible as to credit and have invariably asked for lower priced shoes than we can make with union labor, while a large number of our best customers doing business on an independent basis have criticised our action in adopting the stamp.

The present stand of our employes against the introduction of labor-saving devices and methods would, if we yielded, prevent us from meeting competition, and would result in driving us out of the shoe manufacturing business.

Diabolical Scheme to Kill an Editor.

Kalamazoo, July 10—We wish through the medium of your valuable paper to extend to the Grand Rapids traveling men and their friends a cordial invitation to be with us on Saturday, July 15, including the ladies. We will endeavor to give them a good time and a good game, providing our boys get in shape; and by the way they have been purchasing liniment I guess there will be no doubt on that point. Editors are not barred and if Mr. Stowe will favor us with his presence we will let him umpire the game and guarantee him all the police protection necessary while in performance of that duty.

E. F. ZANDER.

The return game of the Grand Rapids vs. the Kalamazoo traveling men will be played at Kalamazoo Saturday afternoon. The Grand Rapids delegation will leave on the regular train at 7:10 a. m., arriving in Kalamazoo at 8:50 o'clock, when a special train will take the delegations from both cities to Long Lake, where the game will be played and the day spent in social pleasures. Returning, the Grand Rapids delegation will leave Kalamazoo at 8:10 p. m., arriving home at 9:45 p. m. Messrs. Pipp and Rysdale, who have charge of the transportation arrangements, have secured a \$2 rate if less than fifty go and a \$1.45 rate if the party comprises fifty or over. They therefore request that every one intending to go be on hand at the Union depot by 6:45 Saturday morning, so that it may then be decided whether the party is entitled to the \$2 or the \$1.45 rate.

If you look at the records you will discover that most men who die young are hustlers.

Grand Rapids Retail Grocers' Association.

At a special meeting of the Grand Rapids Retail Grocers' Association, held at the office of the Michigan Tradesman Tuesday evening, July 11, President Dyk presided.

The various picnic committees presented their reports, all of which were accepted.

The Committee on Sports recommended that the special features of the day be observed in the following order:

- 12:30—Bicycle Race.
- 1:00—Balloon Ascension.
- 1:30—Baseball between Local and Visiting Grocers.
- 1:45—Boys' Race Under 16.
- 2:00—Girls' Race Under 16.
- 2:15—Sack Race.
- 2:30—Three-Legged Race.
- 2:45—Banana Race.
- 3:00—Pie Eating Contest.
- 3:15—Tug of War between Local and Visiting Grocers.
- 4:00—Greased Pig Contest.
- 5:00—Boat Race.
- 5:30—Balloon Ascension.
- 8:00—Grand Display of Fireworks.

The report was adopted.

The Committee on Oil reported that it had been unable to secure any agreement with the local managers of the two oil companies and recommended that the managers be requested to attend the next meeting of the Association, which recommendation was adopted by the Association.

There being no further business, the meeting adjourned.

Establishing a Trade.

Some retailers run away with the idea that all they have to do to be successful is to lay in a stock and advertise. By bright advertising methods comparative success may be reaped for a while, but if the advertising is not backed up with honest goods, right prices and fair dealing, it will soon be found that money spent in advertising was so much money wasted. Anyone desirous of establishing a trade must never forget these essentials, as by no other means can trade be held. Printers' ink, judiciously used, is a powerful factor to draw trade and if that is supplemented by new and attractive displays in the windows and store, custom will assuredly come, but nobody's custom will ever be retained that has been fooled once or possibly twice.

Good at Heart.

Clerk—I am only waiting for you to raise my salary, sir, to get married.

Employer—Then don't expect it. I think too much of you.

Edward Smith, a traveling man claiming Milford, Mich., as his home, took an overdose of laudanum at a hotel at Laporte, Ind., Monday night and he is in a precarious condition. Whether the taking of the drug was accidental or intentional is not known.

Mrs. E. S. Miller has embarked in the grocery business at Petoskey. The Olney & Judson Grocer Co. furnished the stock.

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Patents Obtained. Patent Litigation Attended To in Any American Court.

REMODELED HOTEL BUTLER

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

HOTEL WHITCOMB ST. JOSEPH, MICH.

A. VINCENT, Prop.

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

Term expires
 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
 WIRT P. DOTY, Detroit - Dec. 31, 1898

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

Examination Sessions.

Houghton—Aug. 29 and 30.
 Lansing—Nov. 7 and 8.

STATE PHARMACEUTICAL ASSOCIATION.

President—J. J. SOURWINE, Escanaba.
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Some of the Things Druggists Complain Of.

Written for the TRADESMAN.

When I went into a city drug store, the other day, I noticed the proprietor of a suburban pharmacy waiting at the prescription case while the clerk busied himself with an order.

"What's the cost?" asked the ruralist, as the clerk finally handed him a two ounce prescription.

"Twenty cents, to the trade," was the reply.

The customer sat down on the edge of the counter and laughed heartily.

"That's a good one," he said.

"Anything the matter with the price?" asked the clerk, with a surprised look on his face.

"The price is all right," replied the other. "It would cost forty cents at my place."

"We expect you to make a profit on it," said the clerk.

"But I'll lose money on it," said the druggist, "and all through a fool doctor."

"It strikes me," said the clerk, "that the difference between twenty cents and forty cents is hardly a loss."

"But I've got to sell it for five cents," said the owner of the suburban store.

"For five cents!"

"Exactly. It's just this way: This morning a regular customer came into my store with that prescription and asked how much I would charge to put it up. I answered that the price would be forty cents, and he nearly fainted away.

"Why," he said, "Dr. New told me that I could get it at Blank & Blank's, down town, for five cents."

"Well, as I said before, the man is a regular customer, and I didn't want to offend him, so I told him that the ingredients would cost about five times the sum named by the doctor.

"But," I added, "I've got to go down town this morning anyway and I'll take the prescription to Blank & Blank's and let them put it up. It will save me some money and help you out, too."

"That doctor must be crazy," said the clerk.

"Oh, he just wanted to air his knowledge or lack of knowledge," said the other. "He was trying to make himself solid with his patient by pretending to protect him from overcharges."

"Are you really going to sell that prescription for five cents?" asked the clerk, as he handed back the change.

"Of course," was the reply. "I've spent an hour's time, paid ten cents car fare, and will lose fifteen cents on the deal. But don't you think the customer won't pay for it all in time?"

"People have great ideas regarding the drug business," said the clerk, walking out from behind the case and passing over a cigar. "The other day

a lady came in here and wanted five cents' worth of jockey club, white rose and musk, mixed."

"Five cents' worth of each?"

"No, she wanted the three perfumes and a bottle all for five cents. And she didn't like it because I wouldn't fill the order! It was no use trying to explain that musk is worth about a dollar an ounce, and that she wouldn't get enough of it for the whole five cents to put in a fly's eye."

"If you imagine you have troubles," said the rural dealer, "you come out and run my place a spell. I don't think you'd last more than a week. And the beauty of it all is that the customers invariably declare that they can come here and get their orders filled as they want them. Not long ago a lady came into the store and asked for a cent's worth of Paris green and a cent's worth of morphine and wanted them delivered. How's that for an order?"

"That's a queer combination," said the clerk. "Of course, you delivered the order."

"In a pig's wrist," was the reply. "I suppose she wanted to destroy an acre or two of potato bugs with the Paris green and she might have had a notion of mercifully putting them to sleep before administering the poison. You can never guess the notions customers have in their heads. For instance, what can any human being want of a combination of flax seed and sugar of lead, mixed? I received such an order, not long ago—an order for two cents' worth of each."

"The customer probably made a mistake," said the clerk.

"Of course, it was a mistake," said the rural dealer, "just as it was when a man wanted compound fluid extract of buchu and tincture of arnica mixed. That would be a healing remedy for the kidneys, I don't think."

Both men laughed at the novelty of the thing, and then the rural dealer went on:

"Another nuisance in the suburban drug store," he said, "is the change nuisance. Unless you refuse to change notes of large denomination, the people come in with ten and twenty dollar notes and buy two cent stamps. I'd like to run the old notion of curing smallpox in on such people."

"I guess that's new," said the clerk. "What is it?"

"Oh, they used to immerse the patient in the river up to his neck and duck his head under seven times an hour for seven days—that is, if the sick man lasted seven days."

"Which he never did?"

"I have never come across any record of such a cure," laughed the suburbanite, "and that is why I'd like to have some of my customers submitted to the operation. I can stand pulling fly-paper apart at a cent a pull, and having people ask for samples in order to get the remedy they want free of charge, for this all means economy, but this postage stamp business means pure gall."

"There's another class of customers I'd like you to include in your list," said the clerk, "and that is the bashful young girl who wants rubber goods of some kind and is afraid to ask for what she wants. She'll come into the store, take half an hour of my time, look over everything in the showcases until she sees what she wants and will then ask for 'that.' They make me weary."

The clerk went back to his prescriptions and the suburbanite went back to his store to sell a forty cent prescription for five cents. ALFRED B. TOZER.

How to Make a Soda Fountain Pay.

Keep in mind that the dispensing of soda water is a business—a business that rightly conducted will return large profits and give your store an extended reputation. Your fountain in place, have every working part of it of service to you at all times. Empty mineral and soda draft tubes are as dead stock, and empty syrup cans plain detractors of your ability to make the most of money invested. Have the draft tubes give out their contents in a way to do credit to the name of fountain—in clear, sparkling, full streams. Care in charging fountains and in keeping the soda cold will insure this result. Keep the coolers packed with ice, clean ice; dirty ice leaves a refuse banked against coolers and syrup cans that keeps the cold out. Count ice half your stock in trade and you scarcely exaggerate the necessity of having plenty of it. Your fountain in itself advertises cold drinks—therefore serve cold drinks.

In making syrups, have them as perfect as possible in color, consistency, and flavor; and in using them exercise a judgment as to quantity that shall supplement the care and expense of making them. A chance for true economy occurs in the use of syrups. Don't use too much—but just as emphatically, don't use too little. Make your chocolate as good as you can. It is one of the most expensive syrups, but good chocolate is a good advertisement. That is an object to attain—make each drink to advertise itself. The palate has a good memory. A good specialty syrup—something that you make yourself and that no one else has—is a fine drawing card. Try it.

Serve your soda in thin, clean glasses, and have clean holders for them. Have mineral glasses for mineral water. The man that wants a long drink generally finds the twelve-or-fourteen-ounce glass too long. Have a ten-ounce glass for him if he wants a solid drink. Catch the fancy of the man who "doesn't care." He is a good soda buyer, as a rule, and his "don't care" comes from a satiated taste. Make him care, and he will remember your location. Cream will add to the permanency, flavor, and appearance of soda; milk adds nothing. It is economy to use cream.

The patron at your fountain is your guest. The price of a glass of soda is nothing if the drink is satisfying, and a pleased patron of your fountain feels cordial towards you. Treat him as your guest, then. Give him good service, be courteous, please his fancy. "Serve a smile with every drink" is a good rule. The question of what drinks to serve comes here. Serve all drinks that your trade requires, and that your facilities afford opportunity to serve. As an entertainer, in which light you certainly stand, strive to have something to please each fancy. You must serve ice cream soda. Serve it right, it is easier; and a good ice cream soda appeals to the ladies. Clean, quick, courteous dispensers are remembered.

Cleanliness everywhere—in your fountain, about your fountain, in your service; have cleanliness conspicuous, but have its agents absent—no soiled linen or polishing cloths, no smear-fingered

boy. Advertise your soda by display cards that are attractively neat. Change them often. Depend on volume of business, not on the minimizing of cost of essentials.

Thousands of soda fountains are furnishing practical answers to the question, "How to make a soda fountain pay," by turning into the coffers of their owners large returns for money invested. Start right, observe and answer the demands that arise, and your fountain will pay.

JAMES BERRY.

Code of Ethics Adopted by Connecticut Pharmacists.

The members of the Connecticut Pharmaceutical Association, considering it necessary that some mutual understanding should exist in regard to the moral principles which should guide them in their profession, do hereby agree upon the following Code of Ethics:

1. We accept the U. S. Pharmacopoeia as our standard and guide for all official preparations, and recognize a variance from its rules only in exceptional cases, where sufficient authority has proved some other process more reliable to attain the same end. We would, however, recognize the authority to dispense medicines where they are especially ordered to be compounded in accordance with foreign Pharmacopoeias.

2. We discountenance all secret formulas between physician and pharmacist, and consider it our duty to communicate such to each other when requested, unless otherwise directed by the physician who originated the same.

3. We distinctly repudiate the practice of allowing physicians a percentage, in any form, on their prescriptions or patronage, as being derogatory to both professions.

4. We will endeavor, as far as possible, to refrain from compromising the professional reputation of any physician, and expect, in return, the same courtesy from him.

5. Believing that the professional training of the pharmacist does not include those branches which enable the physician to diagnose and treat disease, we should, in all practical cases, decline to give medical advice, and refer the applicant to an educated physician.

6. The growing demands of the age require that those who follow the profession of pharmacy should be educated up to a higher standard; therefore we consider it our duty, individually and collectively, to encourage the advancement of knowledge in our profession generally, and more particularly by stimulating our assistants in every way possible to become proficient in their business.

7. While we duly recognize the value of alcohol, and such liquors of which it is an active ingredient, as a therapeutic agent, and believe it proper to be dispensed or sold as such by pharmacists, we would deplore the wide-spread evil resulting from its intemperate use, and we condemn any attempt to make it a prominent feature of our business, or its sale in any form to be drunk on our premises, as unprofessional and contrary to public policy and good morals.

8. Believing that some means should be adopted to enforce the provisions of this code, a member may report to any annual meeting of this Association any member whom he finds violating the same; at which time the accused may be heard in his own defense, and if the member accused should be found guilty, he may be expelled by a vote of two-thirds present.

It takes an artist to mix a cocktail—and a few cocktails will sometimes mix an artist.

L. PERRIGO CO., Mfg. Chemists, ALLEGAN, MICH.

Perrigo's Headache Powders, Perrigo's Mandrake Bitters, Perrigo's Dyspepsia Tablets and Perrigo's Quinine Cathartic Tablets are gaining new friends every day. If you haven't already a good supply on, write us for prices.

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

WHOLESALE PRICE CURRENT.

Advanced—
Declined—

Acidum	Conium Mac. 35 2	Scille Co. 50
Aceticum. 8	Copaiba. 1 15 2	Tolutan. 50
Benzolium, German. 70 75	Cubeba. 90 1 10	Prunus virg. 50
Boric. 16	Execithios. 1 00 2 10	
Carbolicum. 29 41	Erigeron. 1 40 2 10	Tinctures
Citricum. 48 50	Gaiththeria. 1 00 2 10	Aconitum Napellis R. 60
Hydrochlor. 30 5	Geranium, ounce. 75	Aconitum Napellis F. 60
Nitrochrom. 12 14	Gossypii, Sem. gal. 50 60	Aloes. 60
Oxalicum. 12 14	Hedeoma. 1 25 2 55	Aloes and Myrrh. 60
Phosphorium, dil. 15	Juniper. 1 50 2 00	Arnica. 60
Salicylicum. 50 6	Lavandula. 90 2 00	Atrope Belladonna. 60
Sulphuricum. 1 1/2 5	Limonis. 1 3 2 45	Benzol. 60
Tannicum. 1 25 1 40	Mentha Piper. 1 60 2 20	Benzol. 60
Tartaricum. 38 40	Mentha Verid. 1 50 2 10	Benzolium. 50
	Morrhua, gal. 1 00 2 15	Barosma. 50
Ammonia	Myrica. 4 00 4 50	Cantharides. 75
Aqua, 16 deg. 4 6	Olive. 75 3 12	Capsicum. 50
Aqua, 30 deg. 6 8	Picis Liquida. 10 2	Cardamon. 75
Carbonas. 12 14	Picis Liquida, gal. 3 35	Cardamon Co. 75
Chloridum. 12 14	Ricna. 92 2 10	Castor. 1 00
	Rosmarini. 1 00	Celastrum. 50
Aniline	Rose, ounce. 6 50 8 50	Cinchona. 50
Black. 2 00 2 25	Succini. 40 45	Cinchona Co. 50
Brown. 90 1 00	Sabina. 90 2 10	Columba. 50
Red. 45 50	Santal. 2 50 2 70	Cubeba. 50
Yellow. 2 50 3 00	Sassafras. 55 60	Cassia Acutifol. 50
	Thym. ess., ounce. 1 70 1 80	Cassia Acutifol Co. 50
Baccae.	Thyme. 40 50	Digitalis. 50
Cubee. po. 13 13 15	Thyme, opt. 40 50	Ergot. 50
Juniperus. 6 8	Theobromas. 15 20	Ferr Chloridum. 35
Xanthoxylum. 25 30		Gentian. 50
	Potassium	Gentian Co. 50
Balsamum	Bi-Carb. 15 18	Guaiaca. 50
Copaiba. 50 55	Bichromate. 13 15	Guaiaca ammon. 50
Peru. 2 75	Bromide. 5 12 57	Hyocyanus. 50
Terabin, Canada. 45 50	Carb. 12 15	Iodine. 75
Tolutan. 50 55	Chlorate, po. 17@19c. 18 18	Iodine, colorless. 75
	Cyanide. 35 40	Kino. 50
Cortex	Iodide. 2 40 2 50	Lobelia. 50
Abies, Canadian. 18	Potassa, Bitart, pure. 28 30	Myrrh. 50
Cassia. 18	Potassa, Bitart, com. 15	Nux Vomica. 50
Cinchona Flava. 18	Potassa Nitras, opt. 10 12	Opil, camphorated. 50
Euonymus atropurp. 30	Potassa Nitras. 10 11	Opil, deodorized. 50
Myrica Cerifera, po. 20	Prussiate. 20 25	Quassia. 50
Prunus Virgini. 12	Sulphate po. 15 18	Rhatary. 50
Quillaja, gr'd. 12		Rhel. 50
Sassafras. po. 18 15		Sanguinaria. 50
Ulmus. po. 15, gr'd 15		Serpentaria. 50
	Radix	Stromonium. 60
Extractum	Aconitum. 20 25	Tolutan. 60
Glycyrrhiza Glabra. 24 25	Althae. 22 25	Valerian. 50
Glycyrrhiza, po. 28 30	Anchusa. 10 12	Veratrum Veride. 50
Hematox, 15 lb box. 11 12	Arum po. 20 25	Zingiber. 30
Hematox, 1s. 13 14	Calamus. 20 40	
Hematox, 1/4s. 14 15	Gentiana. 12 15	Miscellaneous
Hematox, 1/8s. 16 17	Gentiana, pr. 15. 16 18	Ether, Sps. Nit. 3 F. 30 35
	Glycyrrhiza, po. 15. 16 18	Ether, Sps. Nit. 4 F. 30 35
Ferru	Hydrastis Canaden. 70	Alumen. 2 1/2 3
Carbonate Precip. 15	Hydrastis Can. po. 75	Alumen, gro'd. po. 7. 3 4
Citrate and Quinia. 2 25	Hellebore, Alba, po. 18 20	Annatto. 40 50
Citrate Soluble. 75	Inula, po. 15 20	Antimoni, po. 40 50
Ferrocyanidum Sol. 40	Ipecac, po. 4 60 4 75	Antimoni et PotassT. 40 50
Solut. Chloride. 15	Iris plox. po. 35@38. 35 40	Antipyrin. 40 50
Sulphate, com'l. 50	Jalapa, pr. 25 30	Antifebrin. 20
Sulphate, com'l, by 50	Maranta, 1/4s. 35	Argent Nitras, oz. 50
bbl, per cwt. 7	Podophyllum, po. 22 25	Arsenicum. 10 12
Sulphate, pure. 7	Rhel. cut. 75 1 00	Bismuth S. N. 1 40 1 50
	Rhel, pv. 75 1 35	Calcium Chlor. 1s. 10
Flora	Spigelia. 35 38	Calcium Chlor. 1/4s. 12
Arnica. 12 14	Sanguinaria, po. 15. 35 38	Cantharides, Rus. po. 75
Anthemis. 20 25	Serpentaria. 40 45	Capsici Fructus, af. 15
Matricaria. 30 35	Senega. 40 45	Capsici Fructus, B. po. 15
	Similax, officinalis H. 40	Caryophyllus. po. 15. 12 14
Folia	Scille, M. 10 12	Carmine, No. 40. 3 00
Barosma. 25 30	Scille, po. 35. 10 12	Cera Alba. 50 55
Cassia Acutifol, Tin- 18 25	Symplocarpus, Feti- 25	Cera Flava. 40 45
nevelly. 25 30	us, po. 25	Coccus. 40
Cassia Acutifol, Alx. 25 30	Valeriana, Eng. po. 30. 15 20	Cassia Fructus. 33
Salvia officinalis, 1/4s. 12 20	Valeriana, German. 15 20	Centraria. 10
and 1/8s. 8 10	Zingiber a. 25 27	Cetaceum. 45
Ura Ursi. 8 10	Zingiber j. 25 27	Chloroform. 50 53
		Chloroform, squibbs. 1 10
Gummi	Semen	Chloral Hyd Crst. 1 65 1 90
Acacia, 1st picked. 65	Anisum. po. 15 12	Chondrus. 20 25
Acacia, 2d picked. 45	Apium (graveleons). 13 15	Cinchonidine, P. & W. 3 43
Acacia, 3d picked. 35	Bird, Is. 4 6	Cinchonidine, Germ. 45
Acacia, sifted sorts. 28	Carui. po. 18 10 12	Cocaine. 3 80 4 00
Acacia, po. 60 80	Cardamon. 1 25 1 75	Corks, list, dis. pr. ct. 75
Aloe, Barb. po. 18@20. 12 14	Coriandrum. 8 10	Creosotum. 30
Aloe, Cape. po. 15 12	Cannabis Sativa. 4 1/2 5	Creta. bbl. 75 2 2
Aloe, Socotri. po. 40. 6 12	Cydonium. 75 1 00	Creta, prep. 9 11
Ammoniac. 55 60	Chenopodium. 10 12	Creta, Rubra. 9 11
Assafoetida. po. 30. 28 30	Dipterix Odorate. 1 40 1 50	Crocus. 18 20
Benzoinum. 50 55	Feniculum. 10	Cudbear. 24
Catechu, Is. 13	Foenugreek, po. 7 9	Cupri Sulph. 6 1/2 8
Catechu, 1/4s. 14	Linl. 3 1/2 4 1/2	Ether Sulph. 75 90
Catechu, 1/8s. 16	Linl, gr'd. bbl. 3 1/2 4 1/2	Emery, all numbers. 6 8
Camphora. 55 60	Lobelia. 35 40	Emery, po. 40. 30 35
Euphorbium. po. 35. 55 60	Pharlaris Canarian. 3 1/2 4	Flake White. 12 15
Galbanum. 1 00	Rapa. 4 1/2 5	Galla. 23
Gamboge po. 65 70	Sinapis Albu. 10 12	Gambier. 9
Guaiacum. wt. po. 25. 30	Sinapis Nigra. 11 12	Gelatin, Cooper. 60
Kino. po. \$3.00 3 00		Gelatin, French. 35 60
Mastic. 60	Spiritus	Glassware, flint, box. 75 10
Myrrh. po. 45 40	Frumenti, W. D. Co. 2 00 2 50	Less than box. 70 72
Opil. po. 4.60@4.80 3 3 3	Frumenti, D. F. R. 2 00 2 25	Glue, brown. 13 25
Shellac. 25 35	Frumenti. 1 25 1 50	Glue, white. 13 25
Shellac, bleached. 40 45	Juniperis Co. O. T. 1 65 2 00	Glycerina. 14 30
Tragacanth. 50 60	Juniperis Co. 1 75 3 50	Grana Paradisi. 25 55
	Saacharum N. E. 1 90 2 10	Humulus. 25 55
Herba	Spt. Vini Galli. 1 75 6 50	Hydraag Chlor Mite. 90
Absinthium. oz. pkg. 25	Vini Oporto. 1 25 2 00	Hydraag Chlor Cor. 80
Eupatorium. oz. pkg. 25	Vini Alba. 1 25 2 00	Hydraag Ox Rub'm. 1 00
Lobelia. oz. pkg. 25		Hydraag Ammoniat. 1 15
Majorum. oz. pkg. 25	Sponges	Hydraag Unguentum. 45 55
Mentha Pip. oz. pkg. 25	Florida sheeps' wool. 2 50 2 75	Hydragryum. 75
Mentha Vir. oz. pkg. 25	Nassau sheeps' wool. 2 00 2 25	Ichthyocola, Am. 65
Rue. oz. pkg. 25	carriage. 2 00 2 25	Indigo. 75 1 00
Tanacetum V oz. pkg. 39	Velvet extra sheeps' 1 50	Iodine, Resubi. 3 60 3 70
Thymus, V. oz. pkg. 25	wool, carriage. 1 50	Iodoform. 4 20
	Extra yellow sheeps' 1 25	Lupulin. 2 25
Magnesia.	wool, carriage. 1 25	Lycopodium. 45 50
Calcined, Pat. 55 60	Grass sheeps' wool. 1 00	Macis. 65 75
Carbonate, Pat. 20 22	carriage. 1 00	
Carbonate, K. & M. 20 25	Hard, for slate use. 75	Liquor
Carbonate, Jennings. 35 38	Yellow Reef, for 1 40	Liquor PotassArsinit. 10 12
	slate use. 1 40	Liquor PotassArsinit. 10 12
Oleum	Syrups	Magnesia, Sulph. bbl. 14
Absinthium. 4 50 4 75	Acacia. 50	Magnesia, Sulph. bbl. 14
Amygdale, Dulc. 30 50	Aurant Cortes. 50	Manna, S. F. 60
Amygdale, Amara. 8 00 8 25	Zingiber. 50	Menthol. 3 00
Anisi. 1 85 2 00	Ipecac. 50	
Aurant Cortes. 2 40 2 50	Ferril Iod. 50	
Bergamit. 2 80 2 90	Smilax officinalis. 50	
Cajiputi. 75 80	Senega. 50	
Caryophylli. 70 80	Scilla. 50	
Cedar. 35 40		
Chenopodii. 1 25 1 35		
Cinnamon. 35 40		
C.romelia. 35 40		

Morphia, S.P. & W. 2 20 2 45	Sinapis. 2 18	Linseed, pure raw. 39 42
Morphia, S.N.Y. Q. & C. Co. 2 10 2 35	Sinapis, opt. 2 30	Linseed, boiled. 40 43
Moschus Canton. 40	Snuif, Maccaboy, De 2 34	Nestfoot, winter str. 65 70
Myristica, No. 1. 65 80	Snuif Scotch, DeVo's 2 34	Spirits Turpentine. 43 50
Nux Vomica. po. 20 10	Soda Boras. 9 2 11	
Os Sepia. 18 20	Soda Boras, po. 9 2 11	Paints
Pepsin Saac, H. & P. D. Co. 1 00	Soda et Potass Tart. 20 28	BBL. LB
Picis Liq. N.N. 1/2 gal. doz. 2 00	Soda, Carb. 1 1/2 2	Red Venetian. 1 1/2 2 23
Picis Liq., quarts. 2 1 00	Soda, Bi-Carb. 3 2 5	Ochre, yellow Mars. 1 1/2 2 3
Pil Hydrag. po. 80 2 85	Soda, Ash. 3 1/2 4	Putty, commercial. 2 1/2 2 1/2
Piper Nigra. po. 22 2 30	Soda, Sulphas. 2 2	Vermilion, Prime American. 13 15
Piper Alba. po. 35 2 30	Spts. Cologne. 2 60	Vermilion, English. 70 75
Plix Burgun. 7	Spts. Ether Co. 50 55	Green, Paris. 13 1/2 17 1/2
Plumbi Acet. 10 12	Spts. Vini Rect. bbl. 2 9 00	Green, Peninsular. 13 16
Pulvis Ipecac et Opil 1 10 1 20	Spts. Vini Rect. 1/2 bbl. 2 2	Lead, Red. 5 1/2 6 1/4
Pyrethrum, boxes H. & P. D. Co., doz. 1 25	Spts. Vini Rect. 10gal. 2 2	Lead, white. 5 1/2 6 1/4
Pyrethrum, pv. 25 30	Strychnia, Crystal. 1 20 1 35	Whiting, white Span. 2 70
Quassia. 8 10	Sulphur, Subl. 2 1/2 4	Whiting, gliders. 2 30
Quinia, S. P. & W. 45 48	Sulphur, Roll. 2 1/2 3 1/2	White, Paris Amer. 1 00
Quinia, S. German. 38 48	Tamarinds. 5 10	Whiting, Paris Eng. cliff. 2 1 40
Quinia, N.Y. 38 48	Terebenth Venice. 28 30	Universal Prepared. 1 00 1 15
Rubia Tinctorum. 12 14	Theobroma. 4 48	
Saccharum Lactis pv. 18 20	Vanilla. 9 00 16 00	Varnishes
Salacin. 3 00 3 10	Zinc Sulph. 7 8	No. 1 Turp Coach. 1 10 1 20
Sanguis Draconis. 40 50		Extra Turp. 1 60 1 70
Sapo, W. 12 14	Oils	Coach Body. 2 75 3 00
Sapo, M. 10 12	Whale, winter. 70 70	No. 1 Turp Furn. 1 00 1 10
Sapo, G. 10 15	Lard, extra. 50 60	Extra Turk Damar. 1 55 1 60
Stedilitz Mixture. 20 22	Lard, No. 1. 35 40	Jap. Dryer, No. 1 Turp. 70 75

WAIT FOR THE WINNER

We take pleasure in informing the Michigan trade that our Mr. McKay has started out with our full and complete line of druggists' sundries and holiday goods. Merchants are respectfully requested to defer making their purchases until they have inspected our line, which is the finest we have ever displayed.

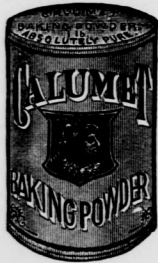
HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

AXLE GREASE.	
Aurora, doz.	6 00
Castor Oil, doz.	7 00
Diamond, doz.	4 00
Fraser's, doz.	9 00
LXL Golden, tin boxes	9 00
Mica, tin boxes, doz.	9 00
Paragon, doz.	6 00
BAKING POWDER.	
Absolute.	
1/2 lb cans doz.	45
1 lb cans doz.	85
1 lb can doz.	1 50
Acme.	
1/2 lb cans 3 doz.	45
1 lb cans 3 doz.	75
1 lb can 1 doz.	1 00
Bulk.	10
Arctic.	
oz. Eng. Tumblers.	85



6 oz. cans, 4 doz case.	80
9 oz. cans, 4 doz case.	1 20
1 lb. cans, 2 doz case.	2 00
2 1/2 lb. cans, 1 doz case.	4 75
5 lb. cans, 1 doz case.	9 00
El Parity.	
1/2 lb cans per doz.	75
1 lb cans per doz.	1 20
1 lb can per doz.	2 00
Home.	
1/2 lb cans 4 doz case.	35
1/2 lb cans 4 doz case.	55
1 lb cans 4 doz case.	90

JAXON	
Roasted.	
1/2 lb cans, 4 doz case.	45
1/2 lb cans, 4 doz case.	85
1 lb cans, 2 doz case.	1 60
Jersey Cream.	
1 lb. cans, per doz.	2 00
9 oz. cans, per doz.	1 25
6 oz. cans, per doz.	85
Our Leader.	
1/2 lb cans.	45
1/2 lb cans.	75
1 lb cans.	1 50
Peerless.	
1 lb. cans.	85
Queen Flake.	
3 oz., 6 doz. case.	2 70
6 oz., 4 doz. case.	3 20
9 oz., 4 doz. case.	4 80
1 lb., 2 doz. case.	4 00
5 lb., 1 doz. case.	9 00

BATH BRICK.

American	75
English	80
CANNED GOODS.	
Tomatoes	80 @ 90
Corn	80 @ 100
Hominy	80
Beans, Lima	70 @ 1 30
Beans, Wax	90
Beans, String	85
Beans, Baked	75 @ 1 00
Beans, Red Kidney	75 @ 85
Succotash	95 @ 1 30
Peas	50 @ 85
Peas, French	2 25
Pumpkin	75
Mushroom	15 @ 22
Peaches, Pie	1 00
Peaches, Fancy	1 40
Apples, gallons	@ 3 25
Cherries	90
Pears	70
Pineapple, graded	1 75 @ 2 40
Pineapple, sliced	1 31 @ 2 25
Pineapple, Farren	1 70
Strawberries	1 10
Blackberries	80
Raspberries	85
Oysters, 1-lb.	85
Oysters, 2-lb.	1 50
Salmon, flats, key	1 70
Salmon, 1/2 lb. flats	95
Salmon, Red Alaska	1 25
Salmon, Pink Alaska	95
Lobsters, 1-lb. Star	3 20
Lobsters, 2-lb. Star	3 90
Mackerel, 1 lb Mustard	1 00
Mackerel, 1-lb. Soused	1 75
Mackerel, 1-lb. Tomato	1 75
Shrimps	2 00
Sardines, 1/2 domestic	3 1/2 @
Sardines, mstrd. dom.	5 1/2 @ 7 1/2
Sardines, French	8 @ 22

BLUING.
CONDENSED PEARL BLUING

Small, 3 doz. 40
Large, 2 doz. 75

BROOKS.
No. 1 Carpet. 2 31
No. 2 Carpet. 2 15
No. 3 Carpet. 1 85
No. 4 Carpet. 1 45
Parlor Gem. 2 50
Common Whisk. 2 50
Fancy Whisk. 1 10
Warehouse. 2 70

CANDLES.
8s. 2 70
10s. 3 00
Paraffine. 8
Wicking. 2 00

CATSUP.
Columbia, pints. 2 00
Columbia, 1/2 pints. 1 25

CHEESE.

Acme	@ 9 1/2
Amboy	@ 9 1/2
Butternut	@ 9
Carson City	@ 9
Elsie	@ 10
Emblem	@ 10
Gem	@ 10
Gold Medal	@ 10
Ideal	@ 10
Jersey	@ 10
Riverside	@ 9 1/2
Brick	@ 12
Edam	@ 17
Lelden	@ 10
Limburger	@ 13
Pineapple	@ 50
Sap Sago	@ 17

COUPON BOOKS.
Trade Grade.
50 books, any denom. 1 50
100 books, any denom. 2 50
500 books, any denom. 11 50
1,000 books, any denom. 20 00

Economic Grade.
50 books, any denom. 1 50
100 books, any denom. 2 50
500 books, any denom. 11 50
1,000 books, any denom. 20 00

Superior Grade.
50 books, any denom. 1 50
100 books, any denom. 2 50
500 books, any denom. 11 50
1,000 books, any denom. 20 00

Universal Grade.
50 books, any denom. 1 50
100 books, any denom. 2 50
500 books, any denom. 11 50
1,000 books, any denom. 20 00

COFFEE.
Roasted.
Rto.
Fair. 9
Good. 10
Prime. 12
Golden. 13
Peaberry. 14

Santos.
Fair. 14
Good. 15
Prime. 16
Peaberry. 18

Maracaibo.
Prime. 15
Milled. 17

Java.
Interior. 26
Private Growth. 31
Mandehling. 35

Mocha.
Imitation. 28
Arabian. 28

Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1/2 c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases.

Arucklee. 10 50
Jersey. 10 50

McLaughlin's XXXX.
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.

Extract.
Valley City 1/2 gross. 75
Felix 1/2 gross. 1 15
Hummel's full 1/2 gross. 85
Hummel's tin 1/2 gross. 1 43

CLOTHES LINES.
Cotton, 40 ft. per doz. 1 00
Cotton, 50 ft. per doz. 1 20
Cotton, 60 ft. per doz. 1 40
Cotton, 70 ft. per doz. 1 60
Cotton, 80 ft. per doz. 1 80
Jute, 60 ft. per doz. 80
Jute, 72 ft. per doz. 96

COCOA.
James Epps & Co.'s.
Boxes, 7 lbs. 40
Cases, 16 boxes. 38

COCOA SHELLS.
20 lb bags. 2 1/2
Less quantity. 3
Pound packages. 4

CREAM TARTAR.
5 and 10 lb. wooden boxes. 30
Bulk in sacks. 29

CONDENSED MILK.
4 doz in case.
Gall Borden Eagle. 6 75
Crown. 6 25
Daisy. 5 75
Champion. 4 50
Magnolia. 4 25
Challenge. 3 35
Dime. 3 35

COUPON BOOKS.
Trade Grade.
50 books, any denom. 1 50
100 books, any denom. 2 50
500 books, any denom. 11 50
1,000 books, any denom. 20 00

Economic Grade.
50 books, any denom. 1 50
100 books, any denom. 2 50
500 books, any denom. 11 50
1,000 books, any denom. 20 00

Superior Grade.
50 books, any denom. 1 50
100 books, any denom. 2 50
500 books, any denom. 11 50
1,000 books, any denom. 20 00

Universal Grade.
50 books, any denom. 1 50
100 books, any denom. 2 50
500 books, any denom. 11 50
1,000 books, any denom. 20 00

Credit Checks.
500, any one denom'n. 3 00
1000, any one denom'n. 5 00
2000, any one denom'n. 8 00
Steel plates. 75

Coupon Pass Books.
Can be made to represent any denomination from \$10 down.
20 books. 1 00
50 books. 2 00
100 books. 3 00
250 books. 6 25
500 books. 10 00
1000 books. 17 50

DRIED FRUITS—DOMESTIC.
Apples.
Sun-dried. 7 1/4
Evaporated 50 lb boxes. 10 1/2
California Fruits.
Apricots. 15
Blackberries. 2
Nectarines. 2
Peaches. 10
Pears. 10
Pitted Cherries. 7 1/2
Raspberries. 10
California Prunes.
1 1/2-120 20 lb boxes. 4
90-100 25 lb boxes. 5
80-90 25 lb boxes. 5 1/2
70-80 25 lb boxes. 6 1/2
60-70 25 lb boxes. 6 1/2
50-60 25 lb boxes. 7
40-50 25 lb boxes. 10
30-40 25 lb boxes. 10
1/2 cent less in 50 lb cases

Raisins.
London Layers 2 Crown. 1 45
London Layers 3 Crown. 1 65
Cluster 4 Crown. 2 00
Loose Muscatels 2 Crown. 5
Loose Muscatels 3 Crown. 6
Loose Muscatels 4 Crown. 7
L. M., Seeded, choice. 7 1/2
L. M., Seeded, fancy. 9 1/2

FOREIGN.
Citron.
Leghorn. 11
Corsican. 12

Currants.
Patras bbis. 6 1/2
Cleaned, bulk. 6 1/2
Cleaned, packages. 7

Peel.
Citron American 10 lb bx. 13
Lemon American 10 lb bx. 10 1/2
Orange American 10 lb bx. 10 1/2

Raisins.
Ondura 28 lb boxes. 2
Sultana 1 Crown. 2
Sultana 2 Crown. 2
Sultana 3 Crown. 2
Sultana 4 Crown. 2
Sultana 5 Crown. 2
Sultana 6 Crown. 2
Sultana package. 2

FLAVORING EXTRACTS.
Japan, No. 1. 5 1/2 @ 6
Japan, No. 2. 4 1/2 @ 5
Java, fancy head. 5 @ 5 1/2
Java, No. 1. 5 @
Table. @

Imported.
Packed 60 lbs. in box.
Church's Arm and Hammer. 15
Deland's. 3 00
Dwight's Cow. 3 15
Emblem. 3 50
L. P. 3 00
Sodio. 3 15
Wyandotte, 100 3/4s. 3 00

SALERATUS.
Granulated, bbls. 90
Granulated, 100 lb cases. 80
Lump, bbls. 70
Lump, 145 lb kegs. 60

SALT.
Diamond Crystal.
Table, cases, 24 3-lb boxes. 1 50
Table, barrels, 100 3 lb bags. 2 75
Table, barrels, 40 7 lb bags. 2 40
Butter, barrels, 280 lb. bulk. 2 25
Butter, barrels, 20 14 lb bags. 2 50
Butter, sacks, 28 lbs. 25
Butter, sacks, 56 lbs. 55

Common Grades.
100 3-lb sacks. 1 95
60 5-lb sacks. 1 60
28 10-lb sacks. 1 65

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

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

Ashton.
56-lb dairy in linen sacks. 60

Higgins.
56-lb dairy in linen sacks. 60

Solar Rock.
56-lb sacks. 21

Common.
Granulated Fine. 60
Medium Fine. 70

SCALES. Per doz.
Pelouze Household. 12 00
Weights 24 lbs. by ounces.

FLAVORING EXTRACTS.
D.C. Vanilla. 2 oz. 1 20
3 oz. 1 50
4 oz. 2 00
6 oz. 3 00
No. 8 4 00
No. 10. 6 00
No. 2 T. 1 25
No. 3 T. 2 00
No. 4 T. 1 50

D.C. Lemon.
2 oz. 1 20
3 oz. 1 00
4 oz. 1 40
6 oz. 2 00
No. 8. 2 40
No. 10. 4 00
No. 2 T. 1 25
No. 3 T. 1 25
No. 4 T. 1 50

FLY PAPER.
Tanglefoot, per box. 36
Tanglefoot, per case. 3 20
Holders, per box of 50. 75
Perrigo's Lightning, gro. 2 50
Petrolatum, per doz. 75

HERBS.
Sage. 15
Hops. 15

INDIGO.
Madras, 5 lb boxes. 55
S. F., 2, 3 and 5 lb boxes. 50

GUNPOWDER.
Rifle—Dupont's.
Kegs. 4 00
Half Kegs. 2 25
Quarter Kegs. 1 25
1 lb. cans. 30
1/2 lb. cans. 18

Choce Bore—Dupont's.
Kegs. 4 25
Half Kegs. 2 40
Quarter Kegs. 1 35
1 lb. cans. 34

Eagle Duck—Dupont's.
Kegs. 8 00
Half Kegs. 4 25
Quarter Kegs. 2 25
1 lb. cans. 45

JELLY.
15 lb pails. 35
36 lb pails. 65

LYE.
Condensed, 2 doz. 1 20
Condensed, 4 doz. 2 25

LICORICE.
Pure. 20
Calabria. 35
Sicily. 14
Root. 10

NATCHES.
Diamond Match Co.'s brands.
No. 8 sulphur. 1 65
Anchor Parlor. 1 70
No. 2 Home. 1 10
Export Parlor. 4 00
Wolverine. 1 05
No Brand. 95

POLASSES.
New Orleans.
Black. 11
Fair. 14
Good. 20
Fancy. 24
Open Kettle. 25 @ 35
Half-barrels 2c extra.

MUSTARD.
Horse Radish, 1 doz. 1 75
Horse Radish, 2 doz. 3 50
Bayle's Celery, 1 doz. 1 75

PIPES.
Clay, No. 216. 1 7
Clay, T. D. full count. 6
Cob, No. 3. 85

POTASH.
48 cans in case. 4 0
Penna Salt Co.'s. 8 00

PICKLES.
Medium.
Barrels, 1,200 count. 4 00
Half bbls, 600 count. 2 50

Small.
Barrels, 2,400 count. 5 00
Half bbls 1,200 count. 3 00

RICE.
Domestic.
Carolina head. 6 1/2
Carolina No. 1. 5
Carolina No. 2. 4
Broken. 3 1/2

2 oz. Taper Panel. 75
2 oz. Oval. 75
3 oz. Taper Panel. 1 35
3 oz. Taper Panel. 1 60

FLAVORING EXTRACTS.
Perrigo's.
Van. Lem. doz. doz.
XXX, 2 oz. obert. 1 25
XXX, 4 oz. taper. 1 25
XX, 2 oz. obert. 1 00
No. 2. 2 oz. obert. 75
XXX D D ptehr. 6 oz. 2 25
XXX D D ptehr. 4 oz. 1 75
K. P. ptehr. 6 oz. 2 25

Northrop Brand.
Van. Lem. Van.
2 oz. Taper Panel. 75
2 oz. Oval. 75
3 oz. Taper Panel. 1 35
3 oz. Taper Panel. 1 60

FLAVORING EXTRACTS.
Perrigo's.
Van. Lem. doz. doz.
XXX, 2 oz. obert. 1 25
XXX, 4 oz. taper. 1 25
XX, 2 oz. obert. 1 00
No. 2. 2 oz. obert. 75
XXX D D ptehr. 6 oz. 2 25
XXX D D ptehr. 4 oz. 1 75
K. P. ptehr. 6 oz. 2 25

Northrop Brand.
Van. Lem. Van.
2 oz. Taper Panel. 75
2 oz. Oval. 75
3 oz. Taper Panel. 1 35
3 oz. Taper Panel. 1 60

FLAVORING EXTRACTS.
Perrigo's.
Van. Lem. doz. doz.
XXX, 2 oz. obert. 1 25
XXX, 4 oz. taper. 1 25
XX, 2 oz. obert. 1 00
No. 2. 2 oz. obert. 75
XXX D D ptehr. 6 oz. 2 25
XXX D D ptehr. 4 oz. 1 75
K. P. ptehr. 6 oz. 2 25

Northrop Brand.
Van. Lem. Van.
2 oz. Taper Panel. 75
2 oz. Oval. 75
3 oz. Taper Panel. 1 35
3 oz. Taper Panel. 1 60

FARINACEOUS GOODS.
Farina.
24 1 lb. packages. 1 25
Bulk, per 100 lbs. 3 00

Grits.
Walsh-DeRoo Co.'s Brand.

Wheat Grits
24 2 lb. packages. 1 80
100 lb. kegs. 2 70
300 lb. barrels. 5 10

Hominy.
Barrels. 2 50
Flake, 50 lb. drums. 1 00

Beans.
Dried Lima. 5 1/2
Medium Hand Picked 1 20 @ 1 25
Maccaroni and Vermicelli.
Domestic, 10 lb. box. 60
Imported, 25 lb. box. 2 50

Pearl Barley.
Common. 1 75
Chester. 2 25
Empire. 2 50

Peas.
Green, Wisconsin, bu. 1 00
Green, Scotch, bu. 1 10
Split, bu. 2 50

Rollad Oats.
Rolled Avena, bbl. 4 00
Monarch, bbl. 3 75
Monarch, 1/2 bbl. 2 00
Monarch, 90 lb sacks. 1 80
Quaker, cases. 3 20
Huron, cases. 2 00

Sago.
German. 4
East India. 3 1/2
Eesley's Self Rising Flours.
2 lb. cartons, 2 dz. in case. 1 80
6 lb. sacks, 1 dz. in case. 2 40
9 lb. sacks, 1 dz. in jute. 3 35

Entire Wheat.
2 lb. cartons, 2 dz. in case. 1 80
2 lb. cartons, 2 dz. in case. 1 80

Flake. 5
Pearl, 24 1 lb. pkgs. 6 1/2

Wheat.
Cracked, bulk. 3 1/2
24 2 lb packages. 2 50

SALT FISH.
Cod.
Georges cured. 5
Georges genuine. 5 1/2
Georges selected. 6
Strips or bricks. 6 @ 9

Herring.
Holland white hoops, bbl. 9 25
Holland white hoop, keg. 5 25
Holland white hoop, keg. 70
Holland white hoop mchs. 80
Norwegian. 80
Round 100 lbs. 3 10
Round 40 lbs. 1 40
Sealed. 14

Flackerel.
Mess 100 lbs. 15 00
Mess 40 lbs. 6 30
Mess 10 lbs. 1 65
Mess 8 lbs. 1 35
No. 1 100 lbs. 12 35
No. 1 40 lbs. 5 60
No. 1 10 lbs. 1 48
No. 1 8 lbs. 1 20
No. 2 100 lbs. 11 50
No. 2 40 lbs. 4 9
No. 2 10 lbs. 1 30
No. 2 8 lbs. 1 07

Trout.
No. 1 100 lbs. 12 35
No. 1 40 lbs. 5 60
No. 1 10 lbs. 1 48
No. 1 8 lbs. 1 20

Whitefish.
No. 1 N 2 Fan. 2 75
100 lbs. 7 00 6 50 2 75
40 lbs. 3 10 2 90 1 0
10 lbs. 85 80 43
8 lbs. 71 66 37

FLAVORING EXTRACTS.
Perrigo's.
Van. Lem. doz. doz.
XXX, 2 oz. obert. 1 25
XXX, 4 oz. taper. 1 25
XX, 2 oz. obert. 1 00
No. 2. 2 oz. obert. 75
XXX D D ptehr. 6 oz. 2 25
XXX D D ptehr. 4 oz. 1 75
K. P. ptehr. 6 oz. 2 25

Northrop Brand.
Van. Lem. Van.
2 oz. Taper Panel. 75
2 oz. Oval. 75
3 oz. Taper Panel. 1 35
3 oz. Taper Panel. 1 60

FLAVORING EXTRACTS.
Perrigo's.
Van. Lem. doz. doz.
XXX, 2 oz. obert. 1 25
XXX, 4 oz. taper. 1 25
XX, 2 oz. obert. 1 00
No. 2. 2 oz. obert. 75
XXX D D ptehr. 6 oz. 2 25
XXX D D ptehr. 4 oz. 1 75
K. P. ptehr. 6 oz. 2 25

Northrop Brand.
Van. Lem. Van.
2 oz. Taper Panel. 75
2 oz. Oval. 75
3 oz. Taper Panel. 1 35
3 oz. Taper Panel. 1 60

FLAVORING EXTRACTS.
Perrigo's.
Van. Lem. doz. doz.
XXX, 2 oz. obert. 1 25
XXX, 4 oz. taper. 1 25
XX, 2 oz. obert. 1 00
No. 2. 2 oz. obert. 75
XXX D D ptehr. 6 oz. 2 25
XXX D D ptehr. 4 oz. 1 75
K. P. ptehr. 6 oz. 2 25

Northrop Brand.
Van. Lem. Van.
2 oz. Taper Panel. 75
2 oz. Oval. 75
3 oz. Taper Panel. 1 35
3 oz. Taper Panel. 1 60

FLAVORING EXTRACTS.
Perrigo's.
Van. Lem. doz. doz.
XXX, 2 oz. obert. 1 25
XXX, 4 oz. taper. 1 25
XX, 2 oz. obert. 1 00
No. 2. 2 oz. obert. 75
XXX D D ptehr. 6 oz. 2 25
XXX D D ptehr. 4 oz. 1 75
K. P. ptehr. 6 oz. 2 25

Northrop Brand.
Van. Lem. Van.
2 oz. Taper Panel. 75
2 oz. Oval. 75
3 oz. Taper Panel. 1 35
3 oz. Taper Panel. 1 60

FLAVORING EXTRACTS.
JENNINGS' FLAVORING EXTRACTS
ESTABLISHED 1872

Jennings'.
D.C. Vanilla. 2 oz. 1 20
3 oz. 1 50
4 oz. 2 00
6 oz. 3 00
No. 8 4 00
No. 10. 6 00
No. 2 T. 1 25
No. 3 T. 2 00
No. 4 T. 1 50

D.C. Lemon.
2 oz. 1 20
3 oz. 1 00
4 oz. 1 40
6 oz. 2 00
No. 8. 2 40
No. 10. 4 00
No. 2 T. 1 25
No. 3 T. 1 25
No. 4 T. 1 50

FLY PAPER.
Tanglefoot, per box. 36
Tanglefoot, per case. 3 20
Holders, per box of 50. 75
Perrigo's Lightning, gro. 2 50
Petrolatum, per doz. 75

HERBS.
Sage. 15
Hops. 15

INDIGO.
Madras, 5 lb boxes. 55
S. F., 2, 3 and 5 lb boxes. 50

GUNPOWDER.
Rifle—Dupont's.
Kegs. 4 00
Half Kegs. 2 25
Quarter Kegs. 1 25
1 lb. cans. 30
1/2 lb. cans. 18

Choce Bore—Dupont's.
Kegs. 4 25
Half Kegs. 2 40
Quarter Kegs. 1 35
1 lb. cans. 34

Eagle Duck—Dupont's.
Kegs. 8 00
Half Kegs. 4 25
Quarter Kegs. 2 25
1 lb. cans. 45

JELLY.
15 lb pails. 35
36 lb pails. 65

LYE.
Condensed, 2 doz. 1 20
Condensed, 4 doz. 2 25

LICORICE.
Pure. 20
Calabria. 35
Sicily. 14
Root. 10

NATCHES.
Diamond Match Co.'s brands.
No. 8 sulphur. 1 65
Anchor Parlor. 1 70
No. 2 Home. 1 10
Export Parlor. 4 00
Wolverine. 1 05
No Brand. 95

POLASSES.
New Orleans.
Black. 11
Fair. 14
Good. 20
Fancy. 24
Open Kettle. 25 @ 35
Half-barrels 2c extra.

MUSTARD.
Horse Radish, 1 doz. 1 75
Horse Radish, 2 doz. 3 50
Bayle's Celery, 1 doz. 1 75

PIPES.
Clay, No. 216. 1 7
Clay, T. D. full count. 6
Cob, No. 3. 85

POTASH.
48 cans in case. 4 0
Penna Salt Co.'s. 8 00

PICKLES.
Medium.
Barrels, 1,200 count. 4 00
Half bbls, 600 count. 2 50

Small.
Barrels, 2,400 count. 5 00
Half bbls 1,200 count. 3 00

RICE.
Domestic.
Carolina head. 6 1/2
Carolina No. 1. 5
Carolina No. 2. 4
Broken. 3 1/2

FLAVORING EXTRACTS.
Jennings'.
D.C.

SPICES. Whole Sifted.

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

Pure Ground in Bulk.

Table listing pure ground spices in bulk, including Allspice, Cassia, Cloves, and Nutmegs.

STARCH.



Table listing Kingsford's Corn Starch and Diamond Starch products with prices.

STOVE POLISH.



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

SUGAR.

Table listing various sugar products like Domino, Cut Leaf, Powdered, and Granulated with prices.

TABLE SAUCES. LEA & PERRIN'S SAUCE

Table listing Lea & Perrin's Sauce products like Worcestershire, Mustard, and others.

Advertisement for S.C.W. Cigars, featuring the brand name in a stylized font.

Table listing S.C.W. Cigars and other tobacco products with prices.

VINEGAR.

Table listing various vinegars like Malt White Wine, Pure Cider, and others.

WICKING.

Table listing wicking products like No. 0, No. 1, No. 2, and No. 3.

WOODENWARE.

Table listing woodenware items like Baskets, Pails, and Tubs.

Crackers.

Table listing National Biscuit Co. products like Butter, Soda, and Oyster.

SWEET GOODS—Boxes.

Table listing sweet goods in boxes like Animals, Bent's Water, and others.

Candies.

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

Mixed Candy.

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

Fancy—in Bulk.

Table listing fancy bulk candy products like San Blas Goodies, Lozenges, and others.

Fancy—in 5 lb. Boxes.

Table listing fancy 5 lb. box candy products like Lemon Drops, Sour Drops, and others.

Caramels.

Table listing caramel products like No. 1 wrapped, 2 lb. boxes, and others.

Fruits.

Table listing fruit products like Oranges, Lemons, and Bananas.

Foreign Dried Fruits.

Table listing foreign dried fruit products like California Fancy, Choice, 10 lb boxes, and others.

Dates.

Table listing date products like Fards in 10 lb boxes, Fards in 60 lb cases, and others.

Nuts.

Table listing nut products like Almonds, Walnuts, and Pecans.

Grains and Feedstuffs.

Table listing wheat products like Wheat, Winter Wheat Flour, and others.

Spring Wheat Flour.

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

Meal.

Table listing meal products like Bolted, Granulated, and others.

Feed and Millstuffs.

Table listing feed and millstuff products like St. Car Feed, No. 1 Corn and Oats, and others.

Corn.

Table listing corn products like New corn, car lots, Less than car lots, and others.

Oats.

Table listing oat products like Car lots, Car lots, clipped, Less than car lots, and others.

Hay.

Table listing hay products like No. 1 Timothy car lots, No. 1 Timothy, ton lots, and others.

Fish and Oysters.

Table listing fish and oyster products like Fresh Fish, Whitefish, Trout, and others.

Oils.

Table listing oil products like Barrels, Eocene, Perfection, and others.

Provisions.

Table listing Swift & Company quote as follows: Barreled Pork, Mess, Back, Clear back, Short cut, Pig, Bean, Family.

Dry Salt Meats.

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

Smoked Meats.

Table listing smoked meat products like Hams, 12 lb average, Hams, 14 lb average, and others.

Lards. In Tierces.

Table listing lard products like Compound, 55 lb Tubs, 80 lb Tubs, and others.

Sausages.

Table listing sausage products like Bologna, Liver, Frankfurt, and others.

Beef.

Table listing beef products like Extra Mess, Boneless, Rump, and others.

Pigs' Feet.

Table listing pig's feet products like Kits, 15 lbs, 1/2 bbls, 40 lbs, and others.

Tripe.

Table listing tripe products like Kits, 15 lbs, 1/2 bbls, 40 lbs, and others.

Casings.

Table listing casing products like Pork, Beef rounds, Beef middles, and others.

Table listing Tomato Jugs, Preserve Jars and Covers, Sealing Wax, and Fruit Jars.

Table listing Lamp Burners, LAMP CHIMNEYS—Seconds, and Common.

Table listing First Quality, No. 0 Sun, crimp top, wrapped and labeled, and others.

Table listing XXX Flint, No. 0 Sun, crimp top, wrapped and labeled, and others.

Table listing CHIMNEYS—Pearl Top, No. 1 Sun, wrapped and labeled, and others.

Table listing La Bastie, No. 1 Sun, plain bulb, per doz, and others.

Table listing Rochester, No. 1 Lime (65 doz), No. 2 Lime (70c doz), and others.

Table listing Electric, No. 2 Lime (70c doz), No. 2 Flint (80c doz), and others.

Table listing Oil Cans, 1 gal tin cans with spout, 1 1/2 gal galv iron with spout, and others.

Table listing Pump Cans, 5 gal Rapid steady stream, 7 1/2 gal Eureka non-overflow, and others.

Table listing Lanterns, No. 0 Tubular side lift, No. 1 B Tubular, and others.

Table listing Lantern Globes, No. 0 Tubular, cases 1 doz, each, box 10 cents, and others.

Table listing Mutton, Carcass, 8 1/2 @ 12, Spring Lambs, 12 @ 12 1/2, and others.

Table listing Veal, Carcass, 8 @ 8 1/2, and others.

Table listing Crockery and Glassware, AKRON STONEWARE, Butters, 1/2 gal, per doz, and others.

Large advertisement for 'Use Tradesman Coupon Books' with stylized text.

Hardware

How A Kicker Explained Things to a Dealer.

Written for the TRADESMAN.

"There's a man," said a hardware dealer to me the other day, as a farmer-looking man halted in front of his store, "who has the art of kicking down fine. He buys a good many dollars' worth of goods of me in the course of the year, but, for all that, I dislike to see him come into the store. I guess he's coming in now. Wait and see."

"Always kicks, eh?" I asked.

"Always," was the reply. "Now, some men kick because they think it adds to their personal dignity, some because they think they can make better bargains by kicking and some because they are built that way, but this man kicks because he just can't help it. Oh, he's a peach. Yes, here he comes."

At this point in the conversation the farmer-looking man entered the store and asked for some nails. He was dressed in a linen suit and a chip hat, the rim of which was tipped straight up behind and almost straight down in front.

"What kind of nails do you want?" asked the dealer.

"Oh, some like the last I bought here," was the reply. "You see, we've got sort o' used to that kind out at my house. There's something about the way they're built that splits everything they're driven into, and I'm goin' to take these out to the wood lot. Thought they might help the boys split up them knotty logs we're cuttin' into fence rails."

"They'll do the business all right," said the merchant, with a sly wink in my direction. "By accident, a friend of mine had some of these nails in his pocket when he went to a political convention last spring, and there was a split in the party before the first session was over. Yes, I bought these just because they are splitters."

"Yes, I heard about that," grinned the customer. "Got any nice, large bakin' tins?"

"What size?" asked the dealer, with a quick glance at me. I gathered from his look that another kick was coming, probably to make up for the last one's peculiar reception, and, sure enough, there was.

"I must have some rather big ones," was the reply, "an' may have to get 'em made to order. I want 'em big enough to fit that refrigerator I bought of you last spring. We've got right to a place where we can't get along without them."

"What's the matter of the refrigerator?" asked the dealer, with an amused smile on his face.

"It's all right," said the customer, "just what we need in our big family. My wife says she couldn't keep house without it. You see, she does all her bakin' in it. It's the hottest place about the house, is the inside of that refrigerator, when we get it properly loaded with ice and let 'er go."

"We handle that kind," said the merchant, "but I was under the impression that you bought another brand."

The farmer ran his fingers through the nails as the merchant weighed them out, threw out several with the remark that he "didn't care to draw a lot of old iron home," and went on.

"I dunno the brand of the thing," he said, "but we call it the Iceman's

Friend; or, the Ready Oven. We use a hundred pounds of ice a day, and sometimes more when we want things red hot. Oh, it's a dandy, that refrigerator. When it comes winter we're goin' to move it down cellar and pipe the heat up into the house."

"You ought to pay extra for a refrigerator of that kind," said the merchant. "Did I let you have it at the regular price?"

"I guess you did," was the reply. "I'm always lucky about gettin' the best in the market at the lowest price. Remember them winder screens I bought here?"

"Certainly," was the reply. "I hope they're all right."

"The neighbors like 'em," was the reply. "They've called all the flies in the neighborhood over to my house. Do you furnish stop watches with them screens?"

"Stop watches?" echoed the merchant. "What are you talking about now?"

"Bein' as the flies use 'em for race courses and toboggan slides," said the farmer, "I didn't know but you'd throw in a couple of stop watches. Some of the flies make good time through them screens, and I'm thinkin' of offerin' a purse to the season's winner."

"Do the flies get through the screens?" asked the dealer. "What kind did you buy?"

"The ones that pull out like a telescope and shut up in the middle," was the reply. "The flies come over from the next county to exercise in 'em, and they won't go through an open door no-how. They're just in love with them screens."

By this time half a dozen friends and customers had gathered in the store, and the farmer's eyes brightened as he heard them laughing. The merchant began to get a little red in the face.

"If the screens are not all right," he said, "bring them back and get some more. Of all the kickers—"

The farmer laid down the pay for the nails and tucked the package under his arm.

"Who's kickin'?" he demanded, calmly.

"A man over on the other side of the street," replied the merchant, seeing that he was making a mistake. "When you get up another fly race, invite me over. I'll have the boys mark those screens up a dollar or two. We don't contract to furnish amusement with fly screens."

"Oh, I'll let you know," was the solemn reply. "Last night an owl got half through one of the screens, and talked real hard about his troubles before we could release him. I guess them screens wasn't made for owls, was they?"

"I can't tell until I see them," was the reply. "You may have taken one of the elephant screens by mistake. We have all kinds, you know."

"Well, I don't care to change 'em," said the farmer. "I've got used to the flies now, and it's rather funny the way they hop off the barn and whisk through the wires without losin' a flop of the wing."

He tucked the package of nails closer under his arm and walked out of the store with a perfectly sober face.

"There," said the merchant, with a dreary smile, "what do you think of that for a kicker?"

ALFRED B. TOZER.

The man with the handsome silk handkerchief is the one who is most afraid of a sore throat.

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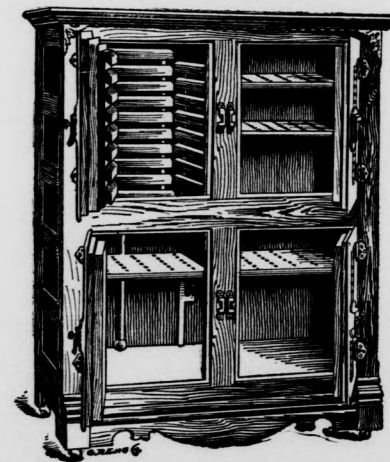
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The verdict of those who have used them. "That they are the best ever offered in this market." Write for Price List.

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GRAND RAPIDS, MICH.

MODERN BUSINESS MAN.

Tribute to His Honesty and Good Faith.

Let us admit that there are scamps in the mercantile profession. There are storekeepers who have too close an acquaintance with kerosene cans as applied to insurance policies. There are men who have recurrent seasons of failing, the same as other men have fits. There are sbysters of finance who exhaust all the resources of knavery for the money there is in it. There are dead-beats who systematically establish a credit for the purpose of a grand smash and premeditated spoliation. But were you to assemble all these—the scamps, the firebugs, the intentional bankrupts, the knaves and the dead-beats—the sum of their operations, as compared with the general volume of business, would be so small as to scarcely merit mention.

It is a splendid commentary upon the average honesty of commercial life that there are so many whom one can safely trust. In this I make no restriction in favor of your partners, your heads of departments, your cashiers and chief clerks. It takes in the \$10 clerk, the girl who writes your letters and never gives away their contents (that is if you stick to business affairs and bar personal information), the porter, the truckman and the office boy. Of the men who employ help by the hundreds, I don't believe that one of them can think of two people out of each hundred of whose honesty they have the slightest doubt. There are many of them who could steal them blind at a moment's notice—but they don't.

I was in an office in Wall Street some days ago, when an express messenger walked in, dumped down a package of \$140,000 in currency, took a receipt, and walked away. He was probably in receipt of a salary of from \$15 to \$20 per week, and from one end of the year to the other was handling packages of great value and easy negotiation—and every package went straight upon its appointed course.

There never passes a day in that great center of cash and its equivalent that millions are not passed along by the hands of messenger boys to whom the tip of a dime assumes a financial operation of some importance. Think of the things you trust to your office boys, and the trouble and loss to which they could put you, were the prevailing sense of the day one of dishonesty, rather than the reverse. These cases are so usual as to become commonplace or trivial, but are never trivial when used to illustrate the one great fact that is the grandest possession of the commercial world of to-day.

Don't take it so much for granted as to belittie this sterling honesty of business life. Teach the boys who look up to you as the sum total of business success, and as their surest guide to a like success, that indeed a good name is to be chosen even above riches.

Put it on the lowest plane of business morals, if you will. Honesty is the best policy. It pays, in the long run, in dollars and cents. It is the richest asset with which the young man can start in business life; it is the surest reliance of the business man with which to face the wearing trials of daily life; it is the best heritage he can leave behind him.

Put the taint of recognized commercial dishonesty upon a man, and one will meet him with a bow; one will say "Good Morning;" all may greet him

—and yet there lies an atmosphere about him that he will feel; that intangible something which shows that he is with you but not of you; that narrow line of demarcation across which you may send the friendly word, but that your soul will not pass!

What amount of money is there that will requite a man for this separation from his kind?

It is not to be supposed, however, that a man shall be so guileless as to be transparent to all eyes. There are some things in which an average amount of diplomacy is needed, in almost any business. If you have a few cards up your sleeves, it is not necessary to throw them all down on the first call. There was a dear old mother out on an Ohio farm, and when the drover came along and asked her, "How much for the old cow?" she simply responded: "Pa said that I was to ask \$40 for her, but to take \$30 rather than miss a sale!"

In fact, the highest form of honesty—the widest power of shrewdness—make seemly and powerful yoke-fellows in this steady pull of business. They are seen combined in their highest form, in some of the greatest and most successful commercial enterprises. It is the right of each to use to the best of his ability all the powers that have been bestowed upon him. No one should be afraid to use all the appliances and methods of modern experience and thought as aids for the accomplishment of success.

Were this addressed to a body of young men, I would say: Be as sharp, as shrewd, as hustling as you can. If you don't push on your own account, the Lord won't send a tornado to lift you along. Muscles, brain power, will power, heart power, the seeing eye, the calculating mind, the business instinct—all these were given you to use. You will have to think for yourself, to act for yourself. Each line of business must, by the law of self-preservation, look after its own fortunes. The jobber and the manufacturer are not lying awake at night in order to preserve the interests of the retailer. Make all the money you honestly can; get all the business that is within your legitimate reach; make it yield all the profit it will. You will have to do your own work, your own thinking. Despite Mrs. Hemans' opinion, the greatest fool in song or story was the boy who stood on the burning deck, whence all but him had fled. There he stood until he was blown up, simply because he did not know that the time had come when he should get a move on and do a little thinking for himself. He was too good to be successful. Like some of our sons, he depended too much on the old man.

Yet, with all that can be so strongly urged in favor of legitimate enterprise, of mercantile power, organization and push, let it be remembered that the right of one man ceases where that of another begins. I don't know whether there are more or less temptations in business life than in other forms of enterprise. I do know, however, that Solomon said something about sin lying between buying and selling, even as the mortar holds between the stones in the wall—and Solomon belonged to a people who can give us all points as to the buying and selling of goods.

Perhaps if Solomon had been discussing some of the professions, his remarks might have been even more emphatic.

Summing up the business man, I am led to the conclusion that, with the exception of a black sheep here and there, he is an honest, honorable, hospitable,

enterprising and patriotic member of society. He does more than the statesman and lawmaker to keep the world moving in an upward groove. He is political economy reduced to a tangible form. He is the channel of intercommunication between men and men. He is the medium by which the maker of things finds his market, by which the user of things is supplied his daily needs. He came into being when Adam began to look about for agricultural implements with which to earn his bread by the sweat of his brow; his profession was established when the first grower of fig leaves used his neighbor as a medium through which to find a ladies' tailoring establishment in need of material. He loaded those caravans of Chaldea and Ur in those early days of Abraham. His were the fleets that sailed over the unknown seas; his have been the wagons that have toiled over the hills; he has loaded the railroad trains that traverse the continent. His commercial ventures have opened new lands, and blazed the way for civilization. He has been, and is, the missionary of practical things, in a world that may do without ideals and theories, but that must have ploughshares and axes, clothing and bread. He came into being because the world could not do without him; he will be a moving factor in affairs so long as the world shall endure.

JAMES H. KENNEDY.

When a man finds his clothes are too loose, he should either change his tailor or boarding house.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings, genuine.....	25&10
Jennings, imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	6 00
First Quality, D. B. Bronze.....	10 00
First Quality, S. B. S. Steel.....	6 50
First Quality, D. B. Steel.....	11 50
BOLTS	
Stove.....	60&10
Carriage new list.....	5
Plow.....	50
BUCKETS	
Well, plain.....	3 50
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 5
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 45
Musket.....	per m 75
SQUARES	
Steel and Iron.....	70&10
Try and Bevels.....	60
Mitre.....	50
CHISELS	
Socket Firmer.....	70
Socket Framing.....	70
Socket Corner.....	70
Socket Slicks.....	70
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 65
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; 26 and 28; 27.....	28
List 12 13 14 15 16.....	17
Discount, 65.....	
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.....	\$17 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30

BARROWS	
Railroad.....	14 00
Garden.....	30 00
CARTRIDGES	
Rim Fire.....	40&10
Central Fire.....	20
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	45
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	2 65
Wire nails, base.....	2 75
20 to 60 advance.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
1/2 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 1/2 advance.....	85
PLANES	
Ohio Tool Co.'s, fancy.....	250
Scotch Bench.....	60
Sandusky Tool Co.'s, fancy.....	250
Bench, first quality.....	250
Stanley Rule and Level Co.'s wood.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27.....	10 20
"B" Wood's patent planished, Nos. 25 to 27.....	9 20
Broken packages 1/2c per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	40c lbs 10
Blacksmith's Solid Cast Steel Hand 30c list.....	50&10
HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 70
Japanese Tin Ware.....	20&10
HOLLOW WARE	
Kettles.....	60&10
Splders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 1/2
ROPES	
Sisal, 1/2 inch and larger.....	94
Manilla.....	12
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
SHEET IRON	
Nos. 10 to 14.....	com. smooth, com. 33 1/2
Nos. 15 to 17.....	3 20
Nos. 18 to 21.....	3 30
Nos. 22 to 24.....	3 40
Nos. 25 to 26.....	3 50
No. 27.....	3 60
All 5 cts No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....	3 30
SAND PAPER	
List acct. 19, '86.....	dis 50
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	75&10
Onela Community, Newhouse's.....	70&10
Onela Community, Hawley & Norton's.....	70&10
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	65
Annealed Market.....	65
Coppered Market.....	60&10
Tinned Market.....	60
Coppered Spring Steel.....	45
Barbed Fence, galvanized.....	3 30
Barbed Fence, painted.....	2 80
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Capwell.....	net list
WRENCHES	
Baxter's Adjustable, nickeled.....	70
Coe's Genuine.....	40
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75
MISCELLANEOUS	
Bird Cages.....	4 1/2
Pumps, Cistern.....	70
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	9
Per pound.....	9 1/2
SHOT	
D'op.....	1 45
B B and Buck.....	1 70
SOLDER	
1/2@%.....	17
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.....	7 75
14x20 IC, Charcoal.....	7 0
20x14 IX, Charcoal.....	8 50
Each additional X on this grade, \$1.25.....	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	6 25
14x20 IC, Charcoal.....	6 25
10x14 IX, Charcoal.....	7 50
14x20 IX, Charcoal.....	7 50
Each additional X on this grade, \$1.50.....	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 50
14x20 IX, Charcoal, Dean.....	6 50
20x28 IC, Charcoal, Dean.....	11 00
14x20 IC, Charcoal, Allaway Grade.....	6 00
14x20 IX, Charcoal, Allaway Grade.....	6 00
20x28 IC, Charcoal, Allaway Grade.....	10 00
20x28 IX, Charcoal, Allaway Grade.....	12 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, } per pound... 10	
14x56 IX, for No. 9 Boilers, }	

BUSINESS CONDITIONS.

The closing of the half year with its reports and settlements seemed to have considerable effect in financial centers, and the disturbance, which was only that necessarily attending the semi-annual adjustments, created enough uneasiness to cause a slight decline in the stock market during the last three days, following a week of active business with steadily advancing prices all along the line. That the later decline is owing to such temporary causes is indicated by the fact that the factors which usually govern are all favorable to increased values. Thus the export of gold, which had lasted a month, has been stopped by a fall in sterling exchange. Railway earnings continue at the same steadily increasing ratio and the general volume of business as indicated by clearing house reports is maintained in an unusual degree for the midsummer season.

Wheat exports are increasing and for the first week of the new crop year were about a million bushels larger than last year. The increase in corn export, nearly 1,700,000 bushels, is still more suggestive, and both yielded slightly in price last week, while Western receipts of wheat were 3,851,523 bushels, against 618,402 last year, and corn receipts 5,603,112, against 2,516,962 last year.

The price of cotton remains 6½¢ for spot, and 45,327 bales have come into sight this month, against 25,847 last year, while 68,265 bales were exported, against 20,656 last year. Spinners' takings were also unusually large for the season, 28,155 bales at the North, against 3,951 last year, and the demand for goods continues sufficient to sustain the expectations of manufacturers in spite of seasonable dullness in some lines. Woolen manufacture is gaining and in several classes of goods prices have been advanced 2½ to 5 per cent., with prospects that the opening of spring weights will show a general improvement. The wool market continues strong, with sales at three Eastern cities of 9,828,700 pounds last week. Interior holders are confident, and are asking several cents more than can be realized in seaboard markets at the current prices, notwithstanding the fact that the manufacturers are not generally buying with freedom, although some appear to have made fair purchases during the past two weeks. The boot and shoe business is usually dull at this time in the year, but shipments last week were not 1,000 cases smaller than in 1898 or 1897, while larger than in any previous year. Many manufacturers are yet indifferent to further orders, having enough to keep their works busy, in some cases, until November, and it is said that spot supplies have rarely been so closely sold.

The season of annual adjustment in the iron trade is having little effect on the volume of business, while the uncertainty as to ability to meet the constantly-increasing demand is acting as a stimulus to prices. The last advance of pig iron makes the rise nearly 80 per cent. this year in anthracite No. 1, 90 per cent. in Bessemer at Pittsburg and almost as much in Grey Forge.

The Produce Market.

Apples—Home grown Red Astrachans are beginning to come, although the receipts are not large and the stock is still small in size. The price ranges from 75¢@1 per bu.

Beets—50¢ per bu.
Blackberries—75¢@1 per 16 qt. case. The receipts of home grown thus far

have been large in size and fine in quality.

Butter—Fancy table stock readily fetches 15¢. There are a dearth of fancy stock and a surplus of sour and mottled stock, as usual at this season of the year. Factory creamery has moved up a notch, local dealers meeting no difficulty in getting 18¢.

Cabbage—40@60¢ per doz., according to size.

Carrots—10¢ per doz.

Celery—18¢ per doz.

Cherries—English Murrills are now in market, commanding \$1.50@1.75 per bu. As the crop is short and the demand large, prices will not go any lower.

Cucumbers—25¢ per doz.

Currants—Black command \$1.50 per 16 qt. crate. Red and White fetch 60@75¢. For the first time in the history of this market, a full carload of currants was shipped from here this week. It went to New York to be used in the manufacture of jelly.

Eggs—Candled stock fetches 13¢, while case count stock is handled on the basis of 11¢. Not nearly enough eggs are coming in to meet the consumptive demands of the market.

Gooseberries—75@85¢ per 16 qt. crate.

Green Onions—10@15¢ for Silver Skins.

Honey—New white clover is now in market, commanding 12½¢. Dark amber fetches 8@10¢.

Lettuce—25¢ per bu. for curly; 40¢ per bu. for head.

Muskmelons—Cantaloupes in barrels command \$1.25@1.75 per doz. Little Gems have declined to 75¢ per doz.

Onions—Illinois and Louisiana fetch \$1.50@1.60 per bu. Bermudas, \$1.25 per crate.

Peas—Marrows command 60¢ per bu. The crop is about at an end.

Pieplant—60¢ for basket of 50 lbs.
Potatoes—Early Obios are coming in so slowly that the price has advanced to 70¢ per bu. Home grown are beginning to come in, but the receipts are not large and the size of the stock is small. Both will increase to that extent that the price will probably drop to 50¢ before the end of the week.

Poultry—Broilers are in active demand at 13@14¢. Fat hens are in fair demand at 6@7¢, while medium hens are in strong demand at 8¢. Spring ducks are in fair demand at 10¢, while old ducks are slow sale at 7@8¢. Hen turkeys find ready sale at 10@11¢. Large turkeys are slow sale at 7@8¢. Squabs are in good demand at \$1.50 per doz. Pigeons are in fair demand at 60¢ per doz.

Radishes—10¢ per doz. bunches.

Raspberries—Black command 75@85¢ per 16 qt. crate. Red command same prices for 12 qt. crate. The quality is keeping up good and the crop will last a couple of weeks yet.

Squash—75¢ per bu. box.

Tomatoes—8¢ per 4 basket crate.

Turnips—40¢ per bu.

Watermelons—Receipts are liberal and the weather is favorable for large trade. Long Texas command 12@15¢ and Fancy Georgia range from 18@25¢.

Wax Beans—75@85¢ per bu. Receipts are heavy and the demand is large. The quality is fine.

Whortleberries—Consignments from Northern Michigan are coming in in bad shape, the berries being small in size and liberally mixed with leaves and twigs, which give them a bad appearance. Such lots bring \$1.50 per bu., while clean berries of good size, in shipping condition, fetch \$1.50@2.50.

Meindert J. Seven has retired from the firm of J. Seven & Sons, grocers at 151 West Leonard street. The business will be continued by J. Seven and Cornelius J. Seven under the style of J. Seven & Son.

The Grand Rapids Gas Light Co. reports an increase in net earnings for June of 18.01 per cent., as compared with the net earnings for June of last year.

Programme Prepared for the Jackson Convention.

Detroit, July 10—The following programme has been arranged for the seventeenth annual meeting of the Michigan State Pharmaceutical Association, which will be held at Jackson Aug. 15, 16 and 17:

TUESDAY AFTERNOON.

Prayer—Rev. Robert S. Inglis.
Address of Welcome—Mayor M. G. Loennecker.

Response—Arthur S. Parker, Detroit.
President's Address—John J. Sourwine, Escanaba.

Secretary's Report—Charles F. Mann, Detroit.

Treasurer's Report—John S. Bennett, Lansing.

Report Secretary Board of Pharmacy—A. C. Schumacher, Ann Arbor.

Receiving of delegates.

TUESDAY EVENING.

Reception at City Club. General good time to give the members a chance to get acquainted.

WEDNESDAY FORENOON.

Report of Executive Committee—E. F. Phillips, Amada, Chairman.

Report of Trade Interests Committee—C. N. Anderson, Detroit, Chairman.

Report of Pharmacy and Queries Committee—Prof. A. B. Prescott, Ann Arbor, Chairman.

Report of Legislation Committee—Arthur H. Webber, Cadillac, Chairman.

Report of Adulteration Committee—Prof. A. B. Stevens, Ann Arbor, Chairman.

Report of Special Committee on Revision of Pharmacy Law—O. Eberbach, Ann Arbor, Chairman.

Report of Special Committee on Mutual Manufacturing—A. L. Walker, Detroit, Chairman.

General business.

WEDNESDAY AFTERNOON.

Visiting State Prison and other points of interest.

WEDNESDAY EVENING.

Reports of delegates.

Reading of papers.

General business.

Election of officers.

Selecting place of next meeting.

THURSDAY FORENOON.

Unfinished business.

Installation of officers.

THURSDAY AFTERNOON AND EVENING.

Trip to Clark's Lake, a beautiful summer resort, situated about twelve miles from Jackson, affording splendid opportunity for base ball game and other athletic sports, boating, etc. Lunch will be served before returning in the evening. Good music for dancing.

Meetings will be held in Council Chamber, corner of Mechanics and South Cortland streets.

Application blanks will be furnished by the Secretary upon request. All members are urged to secure as many new members as possible.

Local associations are urged to send delegates.

Members are requested to prepare and read papers on topics of general interest to the retail druggist.

Don't forget to bring the ladies.

CHAS. F. MANN.

Business Wants

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

BUSINESS CHANCES.

FOR SALE OR EXCHANGE FOR GENERAL Stock of Merchandise—60 acre farm, par clear, architect house and barn; well watered. I also have two 40 acre farms and one 90 acre farm to exchange. Address No. 12, care Michigan Tradesman 12

BEAUTIFUL LITTLE FRUIT FARM FOR sale in Petoskey. Address No. 9, care Michigan Tradesman. 9

BARGAIN—NEW \$35 SPRING-BALANCE, automatic, self-computing butcher's scale and two show cases. S. M. Vinton, 1163 S. Division St., Grand Rapids, Mich. 996

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THE SHAFTING, HANGERS AND PULLEYS formerly used to drive the Presses of the Tradesman are for sale at a nominal price. Power users making additions or changes will do well to investigate. Tradesman Company, Grand Rapids, Mich. 983

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ANY ONE WISHING TO ENGAGE IN THE grain and produce and other lines of business can learn of good locations by communicating with H. H. Howe, Land and Industrial Agent C. & W. M. and D., G. R. & W. Railways, Grand Rapids, Mich. 919

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WANTED—POSITION AS MANAGER OR head clerk in country store. Have had valuable experience as manager of a lumber store having annual sales of \$50,000. Salary moderate. Can speak Holland. Address No. 6, care Michigan Tradesman. 6

WANTED—SITUATION AS TRAVELING salesman, commission or salary, clothing, boots and shoes, men's furnishing goods or groceries. Good references given. Address 998, care Michigan Tradesman. 998

WANTED—POSITION IN A GENERAL store; twenty years' experience; good references. Address No. 997, care Michigan Tradesman. 997

WANTED—A FIRST-CLASS TINSMITH. Must be capable of clerking in store. Single man preferred. Must give good references. No drinkers need apply. Address No. 992, care Michigan Tradesman. 992

WANTED—CIGARMAKERS, ROLLERS, bunch breakers, strippers and lady packers. G. J. Johnson Cigar Co., Grand Rapids. 989

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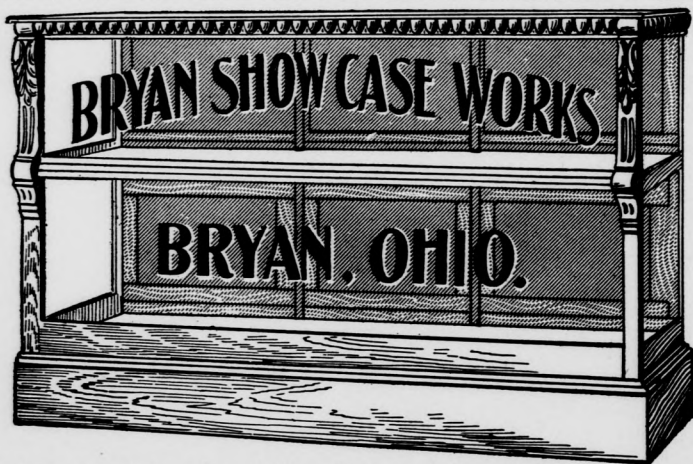
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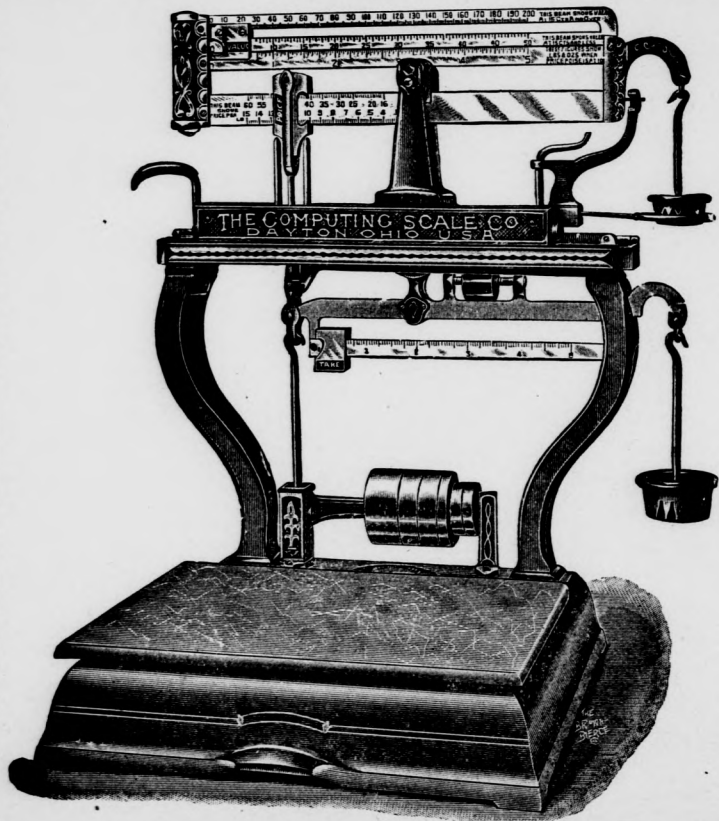
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